

**IN STRICT CONFIDENCE
UNTIL 21 APRIL 2014**



THE QUEEN'S AWARDS FOR ENTERPRISE 2014

Press book

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

NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON MONDAY 21 APRIL 2014.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

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

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

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

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

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

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

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

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

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

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

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



WINNERS & RECIPIENTS REGION/CATEGORY

Please click on the relevant link for further information.

East	Number of Winners	Page
International Trade	10	5
Innovation	5	9
Sustainable Development	2	11
East Midlands		
International Trade	6	12
Innovation	2	14
Sustainable Development	1	15
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London		
International Trade	21	17
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Sustainable Development	2	26
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International Trade	5	28
Innovation	1	30
Sustainable Development	1	31
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International Trade	12	37
Innovation	5	41
Sustainable Development	1	43
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International Trade	9	44
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International Trade	19	48
Innovation	11	55
Sustainable Development	3	59



WINNERS & RECIPIENTS REGION/CATEGORY

Please click on the relevant link for further information.

South West	Number of Winners	Page
International Trade	9	60
Innovation	4	63
Sustainable Development	1	65
Wales		
International Trade	4	66
Innovation	1	68
Enterprise Promotion	1	69
West Midlands		
International Trade	6	70
Innovation	3	72
Enterprise Promotion	2	73
Yorkshire & the Humber		
International Trade	8	74
Innovation	1	77
Enterprise Promotion	1	78



Cambridge Education Group

Kett House
Station Road
Cambridgeshire
CB1 2JH

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

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

Ekioh Ltd

17b Sturton Street
Cambridgeshire
CB1 2SN

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

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

EV Offshore Limited

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

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

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



JDR Cable Systems Ltd

177 Wisbech Road
Littleport
Ely
Cambridgeshire
CB6 1RA

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

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

Linguamatics Ltd

324 Milton Road
Cambridge
CB4 0WG

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

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

PCL Ceramics Limited

Estuary Road
Kings Lynn
Norfolk
PE30 2HS

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

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



Pico Technology Limited

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

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

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

Research division of Vernalis (R&D) Limited

Granta Park
Great Abington
Cambridge
CB21 6GB

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

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

SEACON (europe) Ltd

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

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

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



STG Aerospace Ltd

21 Turbine Way
Swaffham
Norfolk
PE37 7XD

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

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



Adder Technology Limited

Unit 2, Saxon Way
Bar Hill
Cambridge
CB23 8SL

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

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

G's Fresh Beetroot Limited

50 Hostmoor Avenue
March
Cambridgeshire
PE15 0AX

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

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

MBDA UK Limited

PO Box 19
Six Hills Way
Stevenage
Hertfordshire
SG1 2DA

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

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



No Climb Products Limited t/a detectortesters

163 Dixons Hill Road
Welham Green
Hertfordshire
AL9 7JE

Website: www.detectortesters.com
Employees: 79
Immediate Parent: Et Ceteris Limited
Managing Director: Mr William Rossiter
Contact for press enquiries: Stephen Beadle
Tel: 01707 259431
Email: Stephen.beadle@detectortesters.com

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

Optical Metrology Services Limited

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

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

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



Johnson Matthey Plc, Emission Control Technologies

Orchard Road
Royston
Hertfordshire
SG8 5HE

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

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

Willmott Dixon Holdings Ltd

Spirella
2 Icknield Way
Letchworth Garden City
Hertfordshire
SG6 4GY

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

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



Ampetronic Ltd

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

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

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

Caterpillar (UK) Ltd

Peckleton Lane
Desford
Leicestershire
LE9 9JT

Website: www.uk.cat.com
Employees: 2344
Immediate Parent: Caterpillar Inc.
General Manager: Ms Silvana Ceconello
Contact for press enquiries: Alexandra McDougall
Tel: 028 9049 5170
Email: McDougall_Alexandra@cat.com

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

EziDock Systems Limited

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

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

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



Green 4 Solutions Limited

16 Midland Court
Central Park
Lutterworth
Leicestershire
LE17 4PN

Website: www.green4solutions.com
Employees: 30
Immediate Parent: N/A
Director: Mr Peter Oliver
Contact for press enquiries: Peter Oliver
Tel: 07773 541502
Email: Peter.Oliver@green4solutions.com

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

Guidance Navigation Ltd

4 Dominus Way
Meridian Business Park
Leicester
LE19 1RP

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

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

The National Examination Board in Occupational Safety and Health

5 Dominus Way
Meridian Business Park
Leicester
LE19 1QW

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

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



Chinook Sciences Ltd

Number One Jesse Boot Avenue
University Boulevard
Nottingham
NG7 2RU

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

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

Inzpire Limited

Unit 1
Henley Way
Lincolnshire
LN6 3QR

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

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



Nottingham Energy Partnership

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

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

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



LIFETIME ACHIEVEMENT AWARD**Mr Wray Irwin**

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

Website: www.northampton.ac.uk
Contact for press enquiries: Deborah Mattock
Tel: 01604 892773
Email: Deborah.Mattock@northampton.ac.uk

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



A Fulton Company Limited

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

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

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

All3Media International Ltd

Berkshire House
 168-173 High Holborn
 London
 WC1V 7AA

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

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

EnergyNet Limited

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

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

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



Euromonitor International Plc

60-61 Britton Street
 Islington
 London
 EC1M 5UX

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

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

Garrets International Limited

Stewards House
 St Edwards Court
 London Road
 Romford
 RM7 9QD

Website: www.garrets.com
Employees: 32
Immediate Parent: Garrets Bidco Limited
Chief Executive: Mr Geoffrey Battersby
Contact for press enquiries: Peter Andersen
Tel: 01708 740400
Email: peter@garrets.com

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

Gong Communications Ltd

1 Blandford Street
 Westminster
 London
 W1U 3DA

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

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



Graff Diamonds International Limited

28-29 Albemarle Street
 Westminster
 London
 W1S 4JA

Website: www.graffdiamonds.com
Employees: 189
Immediate Parent: Graff Diamonds Holdings Limited
Chairman: Mr Laurence Graff OBE
Contact for press enquiries: Katherine Roach
Tel: 020 7584 8571
Email: marketing@graffdiamonds.com

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

HCA International Limited

242 Marylebone Road
 Camden
 London
 NW1 6JL

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

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

HH Global Limited t/a HH Global

City House
 Sutton Park Road
 Sutton
 Surrey
 SM1 2AE

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

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



ISG Plc

Aldgate House
33 Aldgate High Street
London
EC3N 1AG

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

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

John McAslan + Partners

7-9 William Road
Camden
London
NW1 3ER

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

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

JSB Group Limited

Dove House
Arcadia Avenue
London
N3 2JU

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

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



London Tradition Ltd

96b Wallis Road
London
E9 5LN

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

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

Marketing VF Ltd

Ryland House
24a Ryland Road
London
NW5 3EH

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

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

Nasco (UK) Ltd

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

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

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



Penta Consulting Limited

Crosspoint House
28 Stafford Road
Wallington
Surrey
SM6 9AA

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

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

Priestman Goode Ltd

110 Crawford Street
Westminster
London
W1H 2JD

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

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

Smart Voucher Ltd t/a Ukash

Counting House
53 Tooley Street
London
SE1 2QN

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

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



Spencer Ogden Limited

33 Charlotte Street
London
W1T 1RR

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

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

Tangle Teezer Limited

Office 305
143 Acre Lane
London
SW2 5UA

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

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

The Dreyfuss Group Limited

2 Foubert's Place
Regent Street
London
W1F 7PA

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

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



AKQA Limited

1 St John's Lane
Clerkenwell
London
EC1M 4BL

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

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

BT Technology, Services and Operations

BT Centre
81 Newgate Street
London
EC1A 7AJ

Website: www.btplc.com
Employees: 14500
Immediate Parent: BT Group
CEO: Mr Clive Selley
Contact for press enquiries: Richard Knowles
Tel: 020 7356 5369
Email: newsroom@bt.com

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

Fluidata Limited

2 More London
London Bridge
London
SE1 2AP

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

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



Geeks Limited

Apollo House
66a London Road
Morden
Surrey
SM4 5BE

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

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

Therapy Box Ltd

3 Sun Studios
30 Warple Way
London
W3 0RX

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

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



Impax Asset Management Group Plc

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

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

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

Veolia Environmental Services UK Plc

210 Pentonville Road
 London
 N1 9JY

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

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



Mr Timothy Barnes

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

Website: www.UCL.ac.uk
Contact for press enquiries: Henry Rummins
Tel: 020 7679 9063
Email: h.rummins@ucl.ac.uk

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



CorDEX Instruments Ltd

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

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

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

Ikon Geopressure

Rivergreen Centre
Aykley Heads
Durham
DH1 5TS

Website: www.ikonscience.com
Employees: 24
Immediate Parent: Ikon Science Ltd
Senior Vice President: Mr Stephen Jenkins
Contact for press enquiries: Phil Neri
Tel: 0191 3837360
Email: pneri@ikonscience.com

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

Inoveight Limited

12B Beechburn
Prospect Road
Crook
County Durham
DL15 8RA

Website: www.inov-8.com
Employees: 31
Immediate Parent: Inoveight Holdings Limited
CEO: Mr Robert Perkins
Contact for press enquiries: Eoin Treacy
Tel: 01388 744908
Email: eointreacy@inov-8.com

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



Integrated Display Systems Ltd

Maurice Road
Wallsend
Tyne & Wear
NE28 6BY

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

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

Thomas Miller Claims Management Limited

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

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

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



Catalytic Technologies Ltd

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

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

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



Northumbrian Water Ltd

Boldon House
Wheatlands Way
Durham
DH1 5FA

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

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



Miss Ann Stonehouse

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

Website: www.assistwomensnetwork.co.uk
Contact for press enquiries: Ann Stonehouse
Tel: 07970 411514
Email: ann.stonehouse@ntlworld.com

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



Vita Liberata Limited

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

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

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



Hill Engineering Limited

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

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

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



Allstate Northern Ireland Limited

9 Lanyon Place
Belfast
County Antrim
Northern Ireland
BT1 3LZ

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

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



Mrs Jayne Taggart

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

Website: www.causeway-enterprise.co.uk
Contact for press enquiries: Debbie Rymer
Tel: 028 7035 6318 ext 228
Email: Debbie.Rymer@causeway-enterprise.co.uk

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



Carradice of Nelson Limited

St Marys Street
Nelson
Lancashire
BB9 7BA

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

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

Clarke Energy Ltd

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

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

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

Contra Vision Ltd

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

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

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



Cygnnet Group Ltd

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

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

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

Extronics Ltd

1 Dalton Way
Middlewich
Cheshire
CW10 0HU

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

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

High Voltage Partial Discharge Ltd

128 Broadway
Salford
Manchester
M50 2UW

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

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



Innovative Technology Limited

Innovative Business Park
Derker Street
Oldham
Lancashire
OL1 4EQ

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

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

ParkCloud Ltd

Wood Street
Stockport
Manchester
SK3 0DF

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

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

Smylie Limited

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

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

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



T.I.S.S. Limited

330 Lytham Road
Blackpool
Lancashire
FY4 1DW

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

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

Travel Counsellors Ltd

Travel House
43 Churchgate
Bolton
Lancashire
BL1 1TH

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

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

What More UK Limited

Pendle Court
4 Mead Way
Padiham
Burnley
Lancashire
BB12 7NG

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

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



Edina UK Limited

Unit 13
Rugby Park
Bletchley Road
Stockport
Cheshire
SK4 3EJ

Website: www.edinauk.com
Employees: 50
Immediate Parent: Edina Power Systems Ltd
Joint Managing Director: Mr Anthony Fenton
Contact for press enquiries: Tony Fenton
Tel: 07920 563700
Email: Tony-Fenton@edinauk.com

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

Heat Trace Ltd

Meres Edge
Chester Road
Helsby
Frodsham
Cheshire
WA6 0DJ

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

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

High Voltage Partial Discharge Ltd

128 Broadway
Salford
Manchester
M50 2UW

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

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



Metalube Ltd

4 Huntsman Drive
Irlam
Manchester
M44 5EG

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

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

NGF Europe Limited

Lea Green Road
St Helens
Merseyside
WA9 4PR

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

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



Recycling Lives Limited

Recycling Lives Centre
Essex Street
Preston
Lancashire
PR1 1QE

Website: www.recyclinglives.com
Employees: 204
Immediate Parent: Recycling Lives Holdings Limited
CEO: Mr Steven Jackson OBE
Contact for press enquiries: Steven Jackson OBE
Tel: 07770 456789
Email: steven.jackson@recyclinglives.com

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



Axis Productions Ltd

The Pentagon Centre
36 Washington Street
Glasgow
Scotland
G3 8AZ

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

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

Bute Fabrics Limited

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

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

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

Johnson & Johnson Professional Export

Kirkton Campus
Livingston
West Lothian
Scotland
EH54 7AT

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

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



Loch Fyne Oysters Ltd

Clachan
Cairndow
Argyll and Bute
Scotland
PA26 8BL

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

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

Merlin ERD Ltd

Merlin House
Necessity Brae
Perth
Scotland
PH2 0PF

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

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

Online Electronics Limited

266 Auchmill Road
Bucksburn
Aberdeenshire
Scotland
AB21 9NB

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

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



Paragon Inks (Holdings) Ltd

Starlaw Business Park
Livingston
West Lothian
Scotland
EH54 8SF

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

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

Peak Scientific Instruments Ltd

Fountain Crescent
Inchinnan
Renfrewshire
Scotland
PA4 9RE

Website: www.peakscientific.com
Employees: 165
Immediate Parent: Peak Scientific Holdings Ltd
Managing Director: Mr Robin MacGeachy
Contact for press enquiries: Robin MacGeachy
Tel: 0141 8128100
Email: rmacgeachy@peakscientific.com

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

Tissue Solutions Ltd

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

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

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



Edinburgh Arts & Entertainment Ltd

Edgefield Road Industrial Estate
Loanhead
Midlothian
Scotland
EH20 9TB

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

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



CSB Holdings Plc

Coins Building
11 St Laurence Way
Slough
Berkshire
SL1 2EA

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

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

Design Blue Limited t/a D30

69 North Street
Portslade
East Sussex
BN41 1DH

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

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

Electronic Temperature Instruments Ltd

Riverside House Easting Close
Worthing
West Sussex
BN14 8HQ

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

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



Elekta Ltd

Linac House
Fleming Way
Crawley
West Sussex
RH10 9RR

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

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

Engineering Technology Applications Ltd

108 The Hundred
Romsey
Hampshire
SO51 8BY

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

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

Global Infusion Group

Global Infusion Court
Preston Hill
Chesham
Buckinghamshire
HP5 3FE

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

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



Inflight Peripherals Limited

Elm Lane
Calbourne
Newport
Isle of Wight
PO30 4JY

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

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

Jon Tibbs Associates Ltd

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

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

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

Kiln Flame Systems Limited

Copyground Lane
High Wycombe
Buckinghamshire
HP12 3HE

Website: www.kilnflame.com
Employees: 10
Immediate Parent: Kiln Flame Systems Enterprises Limited
Director: Mr Richard Manning
Contact for press enquiries: Paul Ryan
Tel: 07970 996774
Email: paulr@kilnflame.com

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



Leverton Clarke Ltd

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

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

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

Marco Ltd

Enterprise Way
Edenbridge
Kent
TN8 6HF

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

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

Maviga International (Holdings) Limited

1 Downs Court
Yalding Hill
Yalding
Maidstone
Kent
ME18 6AL

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

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



Optasense Limited

Old Ively Road
Farnborough
Hampshire
GU14 0LX

Website: www.optasense.com
Employees: 122
Immediate Parent: Optasense Holdings Limited
Managing Director: Mr Magnus McEwen-King
Contact for press enquiries: Malcolm Norman
Tel: 01252 393351
Email: Malcolm.Norman@Optasense.com

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

Oxford Immunotec Ltd

94c Innovation Drive
Milton
Abingdon
Oxfordshire
OX14 4RZ

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

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

Oxford Technologies Ltd

7 Nuffield Way
Abingdon
Oxfordshire
OX14 1RL

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

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



PrimeVigilance Limited

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

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

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

Quorum Technologies Ltd

Judges House Lewes Road
Laughton
Lewes
East Sussex
BN8 6BN

Website: www.quorumtech.com
Employees: 31
Immediate Parent: Judges Scientific Plc
Managing Director: Mr David Barnbrook
Contact for press enquiries: Mike Wombwell
Tel: 01323 810981
Email: mike.wombwell@quorumtech.com

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

SecurEnvoy Plc

Merlin House
Brunel Road
Theale
Berkshire
RG7 4AB

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

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



Sysco Guest Supply Europe Ltd

4 Venus House
Calleva Park
Aldermaston
Reading
Berkshire
RG7 8DA

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

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



7thSense Design Ltd

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

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

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

Aspen Pumps Limited

Aspen Pumps Building
Apex Way
Hailsham
East Sussex
BN27 3WA

Website: www.aspenpumps.com
Employees: 88
Immediate Parent: Acquaspen Limited
Chief Executive Officer: Mr Adrian Thompson
Contact for press enquiries: Fay Wilson
Tel: 01323 400705
Email: fay@aspenpumps.com

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

Daniamant Ltd

Unit 3, Airport Service Road
Portsmouth
Hampshire
PO3 5RQ

Website: www.daniamant.com
Employees: 39
Immediate Parent: Daniamant ApS
General Manager: Mr Kevin Rough
Contact for press enquiries: Kevin Rough
Tel: 02392 675110 or 07710 553794
Email: kevin.rough@daniamant.com

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



Emulate3D Ltd

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

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

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

Gold-i Ltd

Surrey Technology Centre
40 Occam Road
Guildford
Surrey
GU2 7YG

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

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

Optasense Limited

Old Ively Road
Farnborough
Hampshire
GU14 0LX

Website: www.optasense.com
Employees: 122
Immediate Parent: Optasense Holdings Limited
Managing Director: Mr Magnus McEwen-King
Contact for press enquiries: Malcolm Norman
Tel: 01252 393351
Email: Malcolm.Norman@Optasense.com

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



Scientifica Ltd

Kingfisher Court
Bellbrook Industrial Estate
Uckfield
East Sussex
TN22 1QQ

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

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

Softbox Systems Ltd

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

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

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

Sonardyne International Ltd

Ocean House
Blackbushe Business Park
Yateley
Hampshire
GU46 6GD

Website: www.sonardyne.com
Employees: 236
Immediate Parent: Sonardyne Group Ltd
Managing Director: Mr John Ramsden
Contact for press enquiries: Kelly Friend
Tel: 01252 872288
Email: pr@sonardyne.com

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



Stanhope-Seta Limited

London Street
Chertsey
Surrey
KT16 8AP

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

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

Vetted Ltd t/a Checktrade.com

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

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

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



ClimateCare Oxford Limited

112 Magdalen Road
Oxford
OX4 1RQ

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

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

Nikwax Ltd

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

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

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

The Berkeley Group Holdings Plc

Berkeley House
19 Portsmouth Road
Cobham
Surrey
KT11 1JG

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

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



Aero Stanrew Limited

Gratton Way
Roundswell Business Park
Barnstaple
Devon
EX31 3AR

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

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

Airbus Operations Limited

New Filton House
Filton
Bristol
BS99 7AR

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

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

CreditCall Limited

Merchants House North
Wapping Road
Bristol
BS1 4RW

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

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



Cut4Cloth Ltd t/a Frugi

Unit B
Hornsby House
Wheal Vrose Business Park
Helston
Cornwall
TR13 0FG

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

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

Elemental Microanalysis Ltd

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

Website: www.elementallab.co.uk
Employees: 31
Immediate Parent: Micro Analysis Technology Ltd
Managing Director: Mr Ian Smith
Contact for press enquiries: Ian Smith
Tel: 01837 54446
Email: Ian.smith@microanalysis.co.uk

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

Fluid Transfer International Limited

Nailsworth Mills Estate
Avening Road
Nailsworth
Gloucestershire
GL6 0BS

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

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



Prima Dental Manufacturing Ltd

Unit E, Stephenson Drive
Quedgeley
Gloucestershire
GL2 2HA

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

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

Severn Glocon Group Plc

The Olympus Centre
Olympus Park
Quedgeley
Gloucester
GL2 4NF

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

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

Vero Software Limited

Hadley House
Bayshill Road
Cheltenham
Gloucestershire
GL50 3AW

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

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



Centek Limited

Station View
Forde Road
Newton Abbot
Devon
TQ12 4AE

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

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

Naim Audio Ltd

Southampton Road
Salisbury
Wiltshire
SP1 2LN

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

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

Permavent Ltd

11 Cumberland Drive
Granby Industrial Estate
Weymouth
Dorset
DT4 9TB

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

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



Renishaw Plc

New Mills
Wotton-under-Edge
Gloucestershire
GL12 8JR

Website: www.renishaw.com

Employees: 2155

Immediate Parent: N/A

Director, Spectroscopy Products Division: Mr Simon Holden

Contact for press enquiries: Chris Pockett

Tel: 01453 524133

Email: chris.pockett@renishaw.com

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



South West Lakes Trust

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

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

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



Dawnus International Limited

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

Website: www.dawnus.co.uk
Employees: 700
Immediate Parent: Dawnus Group Limited
Managing Director: Mr Andrew Peters
Contact for press enquiries: Gareth Jones
Tel: 01792 781870
Email: garethjones@dawnus.co.uk

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

Lumishore Ltd

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

Website: www.lumishore.com
Employees: 10
Immediate Parent: N/A
CEO: Mr Eiffrion Evans
Contact for press enquiries: Eiffrion Evans
Tel: 07768 798446
Email: ceo@lumishore.com

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

Orangebox Ltd

3 East Road
 Penallta
 Hengoed
 Caerphilly
 Wales
 CF82 7SU

Website: www.orangebox.com
Employees: 220
Immediate Parent: NA
Managing Director: Mr Giacomino Vernaschi
Contact for press enquiries: Phil Robbins
Tel: 07985 875017
Email: phil.robbins@orangebox.com

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



Plas Farm Ltd

Celtic House
Gaerwen Industrial Estate
Gaerwen
Anglesey
Wales
LL60 6HR

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

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



Concrete Canvas Ltd

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

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

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



Mrs Christine Atkinson

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

Website: www.southwales.ac.uk
Contact for press enquiries: Tom Griffin
Tel: 01443 654419
Email: Tom.griffin@southwales.ac.uk

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



Cooking Marvellous Ltd

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

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

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

Industrial Washing Machines Ltd

Facet Road
Birmingham
West Midlands
B38 9PT

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

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

Ishida Europe Ltd

11 Kettles Wood Drive
Birmingham
West Midlands
B32 3DB

Website: www.ishidaeurope.com
Employees: 335
Immediate Parent: Ishida Co. Ltd
Managing Director: Mr Graham Clements
Contact for press enquiries: Steve Jones
Tel: 0121 6077835
Email: steve.jones@ishidaeurope.com

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



Jaguar Land Rover Limited

Abbey Road
Coventry
West Midlands
CV3 4LF

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

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

Mechatherm International Ltd

Hampshire House
High Street
Kingswinford
West Midlands
DY6 8AW

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

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

Rhead Group Limited

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

Website: www.rheadgroup.com
Employees: 311
Immediate Parent: Rhead Holdings Limited
CEO: Mr Nigel Curry
Contact for press enquiries: Barbara Moore
Tel: 02476 612777
Email: barbaramoore@rheadgroup.com

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



Darcast Crankshafts Ltd

Cornwall Road
Smethwick
West Midlands
B66 2JR

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

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

Hadley Industries Plc

Downing Street
Smethwick
West Midlands
B66 2PA

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

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

Viezu Technologies Ltd

Unit 33, Sugarbrook Road
Bromsgrove
Worcestershire
B60 3DN

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

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



Professor Mark Hart

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

Website: www.aston.ac.uk
Contact for press enquiries: Alex Earnshaw
Tel: 0121 2044549
Email: a.earnshaw@aston.ac.uk

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

Mr Guy Mucklow

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

Website: www.postcodeanywhere.com
Contact for press enquiries: Guy Mucklow
Tel: 0800 0470495
Email: guym@postcodeanywhere.com

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



Abbey Forged Products Ltd

Beeley Wood Lane
Beeley Wood
Sheffield
S6 1ND

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

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

A-Safe (UK) Ltd

Ainley Industrial Estate
Elland
West Yorkshire
HX5 9JP

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

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

CarnaudMetalbox Engineering Ltd

Dockfield Road
ShIPLEY
West Yorkshire
BD17 7AY

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

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



Dismatec Limited

106 Holme Lane
Malin Bridge
Sheffield
South Yorkshire
S6 4JW

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

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

Harvard Engineering Ltd

Tyler Close
Normanton Industrial Estate
Normanton
West Yorkshire
WF6 1RL

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

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

Melett Ltd

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

Website: www.melett.com
Employees: 69
Immediate Parent: Melett Ltd
Managing Director: Mr Ian Warhurst
Contact for press enquiries: Katherine Houghton
Tel: 01226 320940
Email: K.Houghton@melett.com

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



The Alco Valves Group

Mission Works
Birds Royd Lane
Brighouse
West Yorkshire
HD6 1LQ

Website: www.alco-valves.com
Employees: 105
Immediate Parent: Xamol Ltd
Chairman: Mr Stuart Lomax
Contact for press enquiries: James Stangroom
Tel: 01484 710511
Email: James@Xamol.net

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

Turner & Townsend Plc

Low Hall
Calverley Lane
Horsforth
Leeds
West Yorkshire
LS18 4GH

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

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



Roy Hatfield Ltd

Fullerton Road
Rotherham
South Yorkshire
S60 1DH

Website: www.royhatfield.com
Employees: 26
Immediate Parent: N/A
Director: Mr Grant Hatfield
Contact for press enquiries: Grant Hatfield
Tel: 01709 820855
Email: grant@royhatfield.com

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



Mr Eric Binns

Enterprise Officer
Calderdale Council
Northgate House
Northgate
Halifax
HX1 1UN

Website: www.calderdale.gov.uk
Contact for press enquiries: Lucy Bradwell
Tel: 01422 393100
Email: Lucy.bradwell@calderdale.gov.uk

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



WINNERS A-Z

0-9

7thSense Design Ltd

A

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

B

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

C

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

D

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

E

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

F

Fluid Transfer International Limited
 Fluidata Limited

G

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

H

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



WINNERS A-Z

I

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

J

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

K

Kiln Flame Systems Limited

L

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

M

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

N

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

Northumbrian Water Ltd
 Nottingham Energy Partnership

O

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

P

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

Q

Quorum Technologies Ltd

R

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

S

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



WINNERS A-Z

T

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

V

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

W

What More UK Limited
Willmott Dixon Ltd

