

The Queen's Awards
for Enterprise 2019



The Queen's Awards for Enterprise 2019

Press Book

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



NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON TUESDAY 23 APRIL 2019

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

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

This year, 201 UK businesses have been recognised for their contribution to international trade, innovation, sustainable development and promoting opportunity (through social mobility):

61 for Innovation;

129 for International Trade;

5 for Promoting Opportunity (through social mobility);

6 for Sustainable Development.

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

Niftylift Ltd, DriveWorks Ltd, Ideal Boilers Ltd, rFpro, Snap-on UK Holdings and Markes International Limited.

Innovation

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

International Trade

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

Promoting Opportunity (through social mobility)

This category recognises businesses and organisations that are providing high quality social mobility initiatives and programmes that specifically reach out and support people

from disadvantaged backgrounds, in order to inspire and guide the best talent into their organisation and beyond.

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

Sustainable Development

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



NOTES:

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

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

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



Winners & Recipients

Region / Category



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Winners & Recipients continued

Region / Category

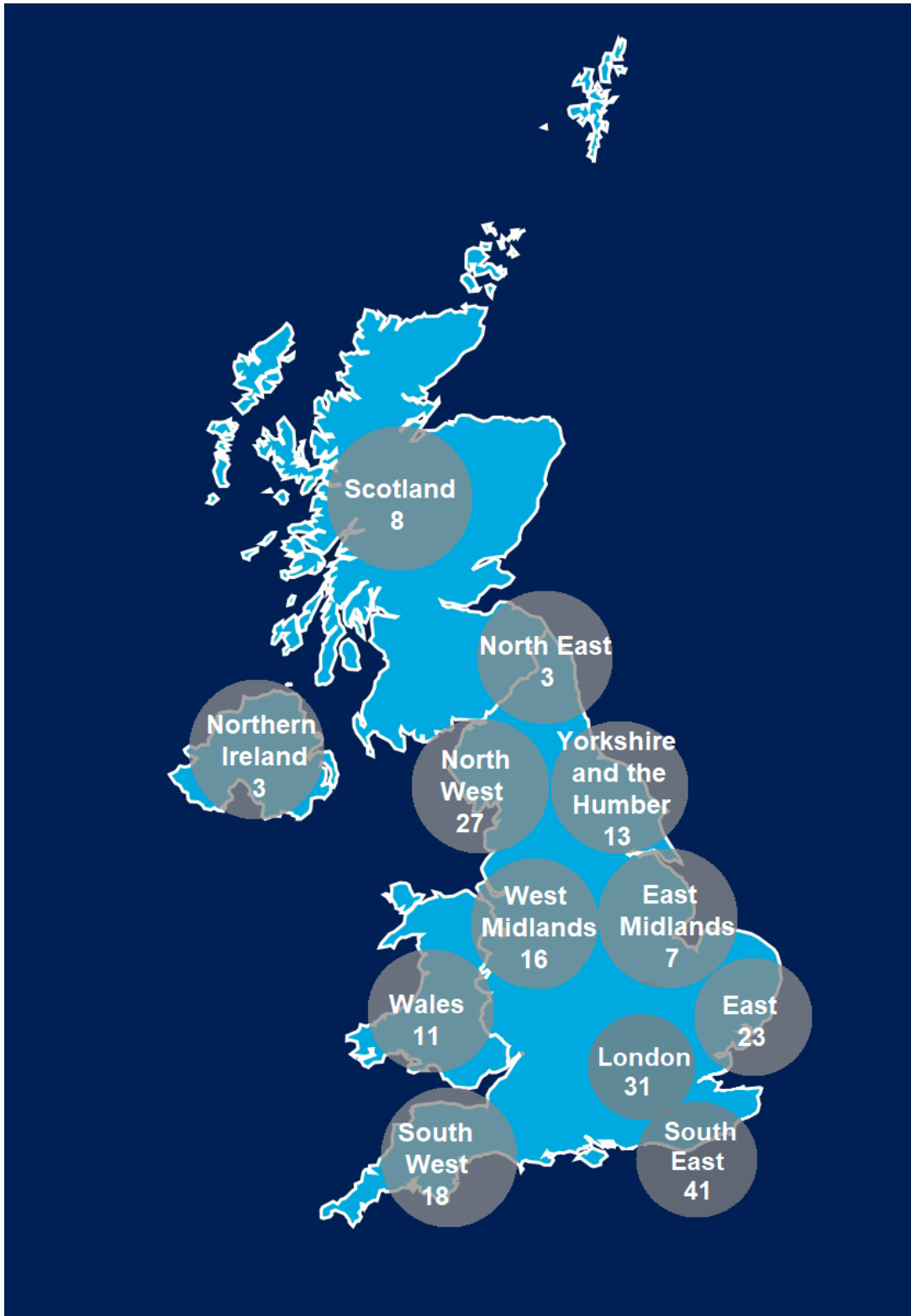


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Innovation	6	101
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Yorkshire & The Humber	13	109
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International Trade	8	111
Sustainable Development	2	115



Winners & Recipients

Region / Category



Burland Technology Solutions

1 & 2 Delphus
Orion Court
Great Blakenham
Suffolk
IP6 0LW

Website: www.burland.com
Employees: 9
Immediate Parent: N/A
Head of Organisation : Mr Richard Vass
Press Contact: Richard Vass
Tel: 07872604234
Email: rvass@burland.com

Burland Technology Solutions have developed an industry standard power socket with an integral locking facility that requires the use of a tool to secure release. The locking socket can be used around the world and is patent protected. In data centres where there may be 40 servers per rack, each with two power cords, the cable and socket density is extreme. The frequency with which adjacent plugs are accidentally removed while carrying out maintenance or installation of new equipment is high. Additionally in situations such as on board civilian and military ships plugs can fall out due to vibration. The locking power socket removes a significant point of risk from systems, and Burland Technology Solutions are now the worldwide market leader in the provision of locking power receptacles for mission critical facilities.

Cantab Research Ltd (trading as Speechmatics)

Unit C
Brookmount Court
Kirkwood Road
Cambridge
CB4 2QH

Website: www.speechmatics.com
Employees: 34
Immediate Parent: N/A
Head of Organisation Mr Nigel Bond
Press Contact: Georgina Robertson
Tel: 07572 996087
Email: georginar@speechmatics.com

Speechmatics uses AI and machine learning to provide automatic speech recognition technology, enabling the swift transcription of speech-to-text in longform. The internal framework streamlines the entire language build process and creates substantial business value by recognising patterns within and across languages and applying them to new language builds. This significantly reduces the time, data and financial costs required to form a new language. The framework is used across the company's speech-to-text product offering and has the potential to learn any language in the world in a matter of days, while also allowing for the rapid iteration, improvement and adaptation of existing languages. The system is particularly valuable to enterprise business markets such as contact centre and compliance and this differentiates it from its competitors. To date, the framework has learned 75 languages, including Japanese, Hindi, Russian and Korean. This innovative system has created new jobs, driven revenue & growth, and has attracted significant further investment.

Data Conversion Systems Ltd

Unit 1
Buckingham Business Park
Swavesey
Cambridgeshire
CB24 4AE

Website: www.dcsLtd.co.uk
Employees: 26
Immediate Parent: N/A
Head of Organisation : Mr David Steven
Press Contact: Krysti Hamilton
Tel: 01954233950
Email: khamilton@dcsLtd.co.uk

Data Conversion Systems Ltd of Cambridgeshire, manufacturers of high end audio equipment, have developed an innovative high performance digital music playback system called Vivaldi. In creating Vivaldi the company has developed proprietary technology. This includes network streaming technology and a digital to analogue converter (DAC), which enables listeners to access both standard and high resolution music from any digital source.

The company also developed a master clock, to which all other dCS components are synchronised and which minimises jitter. The superior sound quality of the system has led to it being adopted globally as the benchmark in the industry and used by other manufacturers to evaluate their system components, such as speakers. Significant financial growth has arisen as a consequence and net profit has also substantially increased.

Luminance Technologies Ltd.

Platinum Building
Cowley Road
Cambridge
Cambridgeshire
CB4 0DS

Website: www.luminance.com
Employees: 27
Immediate Parent: N/A
Head of Organisation: Ms Emily Foges
Press Contact: Ella Mamelok
Tel: 07384257387
Email: ella.mamelok@invokecapital.com

Cambridge based Luminance Technologies Ltd. trading as Luminance, identified a need to improve efficiency within the legal profession. Their unique artificial intelligence platform takes a holistic approach to understanding documents, enabling lawyers to see the big picture and identify specific issues that need addressing. Legal professionals face increasing levels of documentation to review. This is particularly true, for example, in corporate law, and mergers and acquisition, where very high volumes of documentation have to be reviewed as part of the due diligence work.

The Luminance platform automatically analyses uploaded data, finds interesting correlations, patterns and anomalies, then presents the data in an intuitive dashboard. The system is cloud-based, requires no set-up and can be operated by users with minimal training. Outputs include workflow management ensuring legal teams are operating efficiently. The system enables new ways of working for the legal profession and looks set for significant growth.

OPRO International Ltd

1 The Willows
Mark Road
Hemel Hempstead
Hertfordshire
HP2 7BN

Website: www.opromouthguards.com
Employees: 52
Immediate Parent: OPROGROUP Ltd
Chairman: Dr Anthony Lovat
Press Contact: Holly Hale
Tel: 0207 0251 350
Email: hollyH@thephagroup.com

OPRO International Ltd of Hertfordshire are manufacturers of custom fit mouth guards for participants in contact sports. Through information gathered in its regular custom-made mouth guard business, and consumer focus group activities, the company recognised an opportunity for a novel product.

Their product is an instant fitting, CE certified, mouthguard that requires no boiling or moulding to fit. Previously all self-fitting mouthguards had to be boiled to soften them before being moulded to the shape of the user. The Snap-Fit mouthguard automatically fits the users mouth and does not require any preparation. The design is protected by granted patent and registered design. It is unique, and the company believe impossible to copy. Sales of the innovative product doubled over the two-year period reviewed and now represents a high proportion of total company sales.

Snap-on UK Holdings

Denney Road
King's Lynn
Norfolk
PE30 4HG

Website: www.snapon.com/diagnostics/uk
Employees: 142
Immediate Parent: Snap-on UK Holdings
Head of Organisation: Mr Mark Ost
Press Contact: Helen Cox
Tel: 018475047369
Email: helen.taylorcox@snapon.com

Norfolk based Snap-on UK Holdings identified that the technology within vehicles is growing at an exponential rate making it more difficult for technicians and workshops to repair vehicles. The gap between the technology and ability to repair was growing. Diagnostic scan tools interrogate the on-board computer and management systems that control a modern vehicle to provide any Diagnostics Trouble Codes (DTC), which are present in the system.

The company developed SureTrackTM to add problem solving capabilities to these diagnostic tools to enable technicians fix more easily any problems found. SureTrackTM analyses and interprets millions of records of the faults found and the remedial actions taken and recorded on business management software used in the automotive aftermarket (termed workshop job cards) and makes this information available in a meaningful way to technicians. The SureTrackTM solution has been patented and is contributing to the strong growth of the company.

BioStrata Ltd

Endurance House
Vision Park
Chivers Way
Histon
Cambridge
Cambridgeshire
CB24 9ZR

Website: www.biostratamarketing.com
Employees: 17
Immediate Parent: N/A
Joint Managing Director: Dr Clare Russell
Press Contact: Kat Steer
Tel: 07811378957
Email: ksteer@biostratamarketing.com

Established in 2014, BioStrata Ltd is a specialist marketing agency which connects companies in the life science sector with customers, to assist in the adoption of cutting-edge technologies, techniques and services that drive scientific discovery and impact the world around us. Headquartered in the science hub of Cambridge, UK, the BioStrata team, which spans North America and Europe, includes former industry scientists, commercial professionals and PhD graduates. International sales have grown from £445k to £1m, an overall growth of 131% across the last three years with their two main overseas markets being Europe and the USA.

Through putting value and return-on-investment coupled with a partnership approach as central when working with their customers, many companies have worked with them continually since they were founded. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Costello Medical Consulting

Jupiter House
10 Station Road
Cambridge
Cambridgeshire
CB1 2JD

Website: www.costellomedical.com/
Employees: 95
Immediate Parent: N/A
CEO & Director: Ms Sophie Costello
Press Contact: Megan Gabriel
Tel: 01223913050
Email: megan.gabriel@costellomedical.com

Established in 2008, the Cambridge based Costello Medical Consulting Ltd provides Scientific support to the healthcare sector in the analysis, interpretation and communication of clinical and health economic data. Their clients include many top 20 pharmaceutical and MedTech companies, as well as other healthcare organisations such as Public Health England.

The company has grown from just 10 staff members in 2010 to over 130 currently. Overseas sales have grown from £1.4m to £3.6m across the last six years; an overall growth of 154%. The top 5 countries for exports in the last year were Belgium, USA, France, Singapore, and Sweden. They are expecting to continue this path of ambitious geographic growth through establishing overseas offices, expected in China and the USA in the next 6-18 months.

The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

D.K. Engineering Acquisition

Little Green Street Farm
Green Street
Chorleywood
Hertfordshire
WD3 6EA

Website: www.dkeng.co.uk
Employees: 9
Immediate Parent: D.K.Engineering (Holdings) Limited
Lead Acquisition Consultant: Mr James Cottingham
Press Contact: James Cottingham
Tel: 01923287687
Email: JamesC@dkeng.co.uk

Established in 2015, D.K. Engineering Acquisition Consultancy Limited is based at Chorleywood Hertfordshire. They are the world's leading independent Ferrari specialist and also the only UK business to be able to offer 'The Complete Service' which enables them to provide one point of contact for each and every aspect of Collector Car Ownership.

They are internationally renowned for restorations of significant Ferraris, and their clients have included Ralph Lauren and both British and Middle Eastern Royalty. Their overseas sales have grown from £10.4m to £20.1m, an overall 93% growth. The percentage exported has also risen from 24% to 55%. In the most recent year the top countries they exported to were USA, Mauritius, Hong Kong and Canada. There is also growing interest from Dubai and the Far East.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Doodlehouses Ltd

Unit 2, Station Yard
Fulbourn
Cambridge
Cambridgeshire
CB21 5ET

Website: www.chickenguard.com
Employees: 17
Immediate Parent: Chickenguard Limited
CEO/Owner & Inventor: Mr Benedict Braithewaite
Press Contact: Martin Hodson
Tel: 01225 855 636
Email: m.hodson@chickenguard.com

Doodlehouses Ltd (trading as ChickenGuard) started trading in 2010, and is based in Cambridge, designing and manufacturing automatic chicken coop door openers and self-locking door kits. The focus is on affluent markets with a high proportion of chicken owners and good market size. Western Europe, Scandinavia, North America and Australasia are key to growth plans. Each market has a main distributor with a network of other trade partners, providing sales and specialist after sales support.

Exporting is key to growth as the UK has relatively low chicken owning households. Main current markets are France, Belgium and USA, with seven new markets entered during the application period. Overseas sales have grown by 140% over the three year application period, and the proportion of sales exported has increased to 80% of total sales.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Dotmatics Limited

The Old Monastery
Windhill
Bishops Stortford
Herts
CM23 2ND

Website: www.dotmatics.com
Employees: 92
Immediate Parent: N/A
CEO: Dr Stephen Gallagher
Press Contact: Alexandra Walton
Tel: 0207 4360420
Email: Alexandra.walton@sparkcomms.co.uk

Dotmatics Ltd was founded in 2005 by its current directors, Stephen Gallagher and Alastair Hill in Bishops Stortford Hertfordshire; building on their work at Merck where they developed a unique capability to allow scientists to access all important project data in one place - which is critical to informed decision making. The company has also been a pioneer in introducing cloud solutions into a traditionally conservative industry, supporting its first customer on-cloud in 2011.

Overseas sales have grown from £3m to £14.9m across the six years; an overall growth of 375%. The percentage exported has also risen from 69% to 84% with their main markets being USA, Switzerland, Germany, Japan and Italy. They are now planning to expand further through establishing direct sales, services and support organisations to enter the South Korean and Australian markets.

The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

DV Signage Ltd

The Estate Office
Knebworth Park
Herts
SG3 6PY

Website: www.dvsignage.com
Employees: 25
Immediate Parent: N/A
Founder: Mr Richard Lytton Cobbold
Press Contact: Richard Cobbolt
Tel: 02076312150
Email: rcobbold@dvsignage.com

DV Signage Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

It has achieved substantial year on year growth totalling 102% over the three years, and its business is now virtually all international with overseas sales accounting for 98% of total sales. It operates world wide with a network of local offices, and currently its two key markets are India and the Philippines.

Established in 2008 and based at Knebworth Park in Hertfordshire, the company deploys the latest technology in software, AI robotics, media creation and high end AV systems integration to create customer experience centres, automated smart buildings, iconic lobbies and world class boardroom environments. It works closely with architects to incorporate a mix of humanoid robots, IP-TV streaming, large LED walls, voice activated media control and device integration into bespoke plans tailored to client requirements.

Element 1 Engineering Ltd

Unit 4
Luton Enterprise Park
Luton
LU3 3GU

Website: www.eventuri.net
Employees: 6
Immediate Parent: N/A
Founder/Director/Design Engineer: Mr Bilal Mahmood
Press Contact: Bilal Mahmood
Tel: 01582584000
Email: bilal@eventuri.net

Element 1 Engineering Ltd trades under the brand name Eventuri. The Company designs, engineers and manufactures bespoke car intake systems to replace the standard airbox setup from factory. Founded in 2014 its base is Luton, and its market focus is on the high performance car sector like the M power range from BMW and the RS range from Audi.

The intake systems the company designs are engineered to increase the performance of the cars they are designed for, using carbon fibre as the construction material. In 2015 the company's exports was just under £190,000 representing 65% of sales, and by October 2017, overseas sales had grown to £988,499, now representing nearly 87% of total sales. Their top overseas markets were Germany, USA, Japan, China and Belgium.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Home Health (UK) Ltd.

Unit A
Greatham Road Industrial estate
Greatham Road
Bushey
Hertfordshire
WD23 2NZ

Website: www.homehealth-uk.com
Employees: 32
Immediate Parent: N/A
CEO: Mr John Baxter
Press Contact: John Baxter
Tel: 07966484397
Email: john.baxter@homehealth-uk.com

Based in Bushey, Hertfordshire, Home Health (UK) was set up almost 20 years ago as a result of the early death of the CEO's best friend from Pancreatic Cancer, a disease which is extremely difficult to diagnose.

The long term aim of the company is to provide the complete solution to provide extensive free health information to all via the internet and then self-testing/early diagnosis at home right through to medical professional consultation, prescribing, dispensing and shipping of treatments from simple solutions, such as a UTI infection, right through to the more serious diseases including cancer.

In 2016 overseas sales were £2.168 million representing 36% of total sales, increasing to £3.76 million, 45% of total sales, by March 2018. Its top five markets were Germany, USA, Switzerland, Spain and France.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Meteor Inkjet Limited

Harston Mill
Royston Road
Cambridge
Cambridgeshire
CB22 7GG

Website: www.meteorinkjet.com
Employees: 19
Immediate Parent: Global Graphics PLC
Managing Director: Mr Clive Ayling
Press Contact: Clive Ayling
Tel: 07932582709
Email: clive.ayling@meteorinkjet.com

Meteor Inkjet Ltd has been supplying industrial printhead drive electronics and software under the Meteor brand since 2006, first as a part of TTP Group, and from 2015, as a wholly owned subsidiary of Global Graphics PLC. Based in Cambridge the company designs the electronics that drive printheads used in industrial applications such as printing on ceramics and textiles.

Meteor is quite possibly the world's leading independent supplier of these products. Almost its entire business is overseas with sales having grown significantly over the period. The company has a strong reputation for quality and advanced design, which enables it to favourably compete with low cost overseas competition.

Meteor Inkjet Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Panel Graphic Limited

Loddon Business Park
Loddon
Norwich
Norfolk
NR14 6JD

Website: www.displaywindows.com
Employees: 41
Immediate Parent: N/A
Managing Director: Mr Steve Earl
Press Contact: Carly Earl
Tel: 07827774033
Email: carly@displaywindows.com

Norwich based Panel Graphic Limited started trading in 1998. The company specialises in the supply of high quality plastic parts that are machined, printed, or coated to make them abrasion resistant or remove reflection. Parts are used in a variety of applications including luxury items, such as Rolls Royce and Bentley cars, and in fire detection systems.

Key growing marketplaces are enhancement screens within the automotive sector and protection of sensors and cameras for autonomous vehicles. The company has established a supply distribution network throughout Europe to provide a solutions-based sales operation. The main current market is France, which represents 88% of exports.

Overseas sales have grown by 269% over the three year application period and the proportion of sales exported has increased to 63% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Pickering Interfaces Ltd

Stephenson Road
Clacton on sea
Essex
CO154NL

Website: www.pickeringtest.com
Employees: 78
Immediate Parent:
CEO: Mr Keith Moore
Press Contact: Ian Johnston
Tel: 01255 687900
Email: Ian.Johnston@pickeringtest.com

Pickering Interfaces Ltd. was founded in 1988 as part of the Pickering Group. Based in Clacton-on-Sea the company designs and manufactures modular signal switching and instrumentation for use in electronic testing and simulation for use in a wide range of industries from aerospace to industrial automation.

The company offers fast turnaround in developing an enquiry into a new product. This nimble approach to solving problems has enabled it to win against domestic competition in America.

A significant part of the company's substantial growth has been in China, where it has two agents and its own office. Its sales strategy of using a large number of trade shows, adapting its local presence to local needs and recognition of local sales culture, together with rapid response to customer needs, has proven highly successful.

SciBite Limited

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

Website: www.scibite.com
Employees: 20
Immediate Parent: SciBite
CEO: Mr Robert Greenwood
Press Contact: Lauren Barham
Tel: 01223786105
Email: Lauren@scibite.com

SciBite Ltd wins the Queen's Award for Enterprise in International Trade for outstanding short-term growth in overseas sales over the last three years.

Overseas sales have grown substantially year on year rising from £316k to £2.3 million, a rise in total of 645%. The international growth of SciBite has been led through global adoption of its software across the top 20 largest pharmaceutical companies in the world. The company is a software provider of disruptive semantic technologies to the life sciences and pharmaceutical industries. With the rapid growth and understanding of the value of artificial intelligence and machine learning solutions, the critical first stage in any successful digital strategy is providing clean, well described data that a machine will understand. SciBite's technology enables clients to turn previously unusable but scientifically relevant text into machine-readable data. This approach provides significant additive value to many divisions in science-based businesses from discovery through to development.

Snap-on UK Holdings

Denney Road
King's Lynn
Norfolk
PE30 4HG

Website: www.snapon.com/diagnostics/uk
Employees: 141
Immediate Parent: Snap-on UK Holdings
General Manager: Mr Mark Ost
Press Contact: Helen Cox
Tel: +1-847-504-7369
Email: helen.taylorcox@snapon.com

Snap-on UK Holdings manufactures and supplies Handheld Diagnostic platforms, or scan tools which are used in the automotive industry to repair and service vehicles in the UK and across Europe. Based in King's Lynn, Norfolk, they started trading in 1991. This division covers product development, operations, UK aftercare, finance, sales and marketing. Overseas earnings grew by 152% to £3.6m during the six-year period with the top overseas markets including France, Germany, Italy and Poland. They have a defined product portfolio most likely to appeal to the European market with support mechanisms in place for marketing material, sales, after-sales and technical support. They attend and exhibit at major European events and provides a maximum five-day turnaround for repair or replacement.

The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Ultimotive Limited

4 Altbarn Close
Severalls Business Park
Colchester
Essex
CO4 9HY

Website: www.ultimotive.com
Employees: 13
Immediate Parent: N/A
Managing Director: Mr Andrew Smith
Press Contact: Jemma Lancaster
Tel: 0126855232
Email: Jemma@ultimotive.com

Colchester based Ultimotive Ltd was founded in 2003 to market, manufacture, supply and develop innovative chemical products for the global automotive industry. Ultimotive develops, tests and manufactures chemical products for major brands under license, including WilliamsF1, MotoGP, Turtle Wax Pro, Stayzon and its own label Caiman.

By developing innovative products, the company is able to supply its distributors with the latest technology. Utilising the company's warehouse it can offer a quick turnaround and ship via Air, Sea or Road depending on the distributor's specific shipping requirements. Over 39% of Ultimotive's sales currently come from export and it has increased export sales between 2015 and 2017 by nearly 300% with exports rising from £255,860 to £1.004m in the year to December 2017. Its top markets are Australia, Qatar, Turkey, Sweden and Jordan.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Verifile Limited

5 Franklin Court, Stannard Way
Priory Business Park
Bedford
Bedfordshire
MK44 3JZ

Website: www.verifile.co.uk
Employees: 65
Immediate Parent: Verifile Holdings Limited
Founder and CEO: Mr Eyal Ben Cohen
Press Contact: Abbey Crawford
Tel: 01234 339317
Email: Abigail.Crawford@verifile.co.uk

Founded in 2004, Bedford-based Verifile provides international background screening services, helping employers to mitigate their recruitment risks. The company has tripled its overseas sales in the last six years based on its connections and strong reputation in this highly specialised area, and has doubled its number of employees.

By supplying services that combine expert analysis with data drawn directly from hundreds of high-quality sources worldwide, Verifile ensures that employers can make informed recruitment decisions, confident that the candidate in front of them is everything they claim to be. In an increasingly globalised market, Verifile runs hundreds of thousands of complex international background checks every year. The company has had little need for a dedicated marketing function, though this has recently been developed and implemented along with changes in its processes to meet growing demand.

East

Sustainable Development



Liftshare.com Ltd

4 Duke Street
Norwich
Norfolk
NR3 3AJ

Website: www.liftshare.com
Employees: 22.8
Immediate Parent: N/A
CEO: Mr Alistair Clabburn
Press Contact: Candice Herring
Tel: 01603389321
Email: candice@liftshare.com

Liftshare.com Ltd provides an innovative, nationwide lift sharing scheme, designed to help both private and public sector companies create comprehensive travel plans and to encourage employees to connect, save and share lifts. Liftshare started back in 1998 as the first car sharing system provider in the UK and after 20 years in business, they remain the largest.

The company has made exceptional contributions to the environment through significant carbon emissions reductions, which has also resulted in significant costs savings for organisations and their employees. Liftshare.com Ltd has demonstrated how it is working towards change, by lobbying government and challenging the view of the effectiveness of car-sharing.

It is for exceptional environmental contributions and leadership that the Queen's Award for Sustainable Development is awarded to Liftshare.com Ltd.

Willmott Dixon

Spirella 2
Icknield Way
Letchworth Garden City
Hertfordshire
SG6 4GY

Website: www.willmottdixon.co.uk
Employees: 2062
Immediate Parent: Hardwicke
Group Chief Executive: Mr Rick Willmott
Press Contact: Andrew Geldard
Tel: 01462 671852
Email: andrew.geldard@willmottdixon.co.uk

Willmott Dixon is an independent construction company established in 1852. Operating in the construction, residential, property fit-out and heritage restoration sectors, Willmott Dixon is the UK's only carbon-neutral construction company. All offices are powered by 100% clean, renewable energy and, as from the end of 2018, so too are all construction sites.

Since 2014, the company has had a Memorandum of Understanding with The Wildlife Trusts, establishing a framework under which they can access their ecology services with the money paid to the Trusts reinvested in local biodiversity enhancements. Willmott Dixon invests in numerous employee schemes aimed at the health and well-being of employees and in staff development including a personal learning fund for employees. The company's focus on mental well-being is particularly novel for the industry.



Microlise Group Holdings Ltd

Farrington Way
Eastwood
Nottingham
Nottinghamshire
NG16 3AG

Website: www.microlise.com
Employees: 348
Immediate Parent: Microlise Group Holdings Ltd
CEO: Mr Nadeem Raza
Press Contact: Mary Henry
Tel: 01773537000
Email: mary.henry@microlise.com

Nottingham based Microlise Group Holdings Ltd are a software development company that won a Queen's Award for International Trade in 2018. The company has developed the Microlise telematics unit which is an innovative driver performance management system enabling vehicles to be driven safely and more efficiently.

The Microlise telematics unit plugs directly into the data port of modern engines. The data collected is combined with GPS and accelerometer data to provide a total overview of performance. The unit has been designed to communicate with any make of engine. This required the creation of bespoke algorithms as each engine manufacturer has its own operating language.

70% of HGV vehicles on the UK's roads are now equipped with Microlise telematics. Data on driver performance is presented via a dashboard that allows for easy analysis of individual, group or entire teams, enabling improvements in safety and fuel consumption.

TruNet (UK) Ltd

TruNet House
Norman Court
Ivanhoe Business Park,
Ashby de la Zouch
Leicestershire
LE65 2UZ

Website: www.totalcontrolnet.com
Employees: 61
Immediate Parent: TruNet Group Holdings
Managing Director: Mr Stuart Revill
Press Contact: Stuart Revill
Tel: 01530411275
Email: stuart.revill@trunetuk.com

TruNet (UK) Ltd has identified a need in the meat manufacturing industry for a compressive meat netting that can maintain consistent diameter for meat products. Meat netting is used in the meat products industry to squeeze meat together eliminating cavities and providing a log shaped product ready for slicing and packaging. Standard meat netting cannot ensure that the meat product has a consistent diameter.

Total Control Net, created by TruNet is a product that can provide both compression and maintain a fixed diameter. The novel, patented knitting process utilises two separate yarns, enabling them to be knitted separately but in the same process. The company worked with meat manufacturers to develop their insight. During the trials it was found that varying types of net are needed depending on the meat product. The technical team were able to adjust the strength, power and size delivered by the netting to cover all needs.

East Midlands International Trade



CMS Cepcor Ltd

1 Vulcan Way
Hermitage Industrial Estate
Coalville
Leicestershire
LE67 3AP

Website: www.cmscepcor.com
Employees: 80
Immediate Parent: CMS Cepcor (Holdings) Ltd.
Managing Director: Mr Matthew Weare
Press Contact: James Shelley
Tel: 01530 817000
Email: james.shelley@cmscepcor.com

Trading since 1989, CMS Cepcor Ltd. manufactures and supplies engineered components for crushing and screening equipment used in the mining and quarrying industries. It provides maximum component life, and the parts are produced to a very rigid quality standard. On-site engineers assist clients with the more difficult maintenance tasks where a high level of expertise is required. Based in Leicestershire, manufacturing is conducted at their own machining centre that is equipped with state of the art machines.

Overseas earnings grew by 61% to £24m during the three-year period with the top overseas markets including Russia, France, Ghana, Mauritania and Mexico. Overseas opportunities are dealt with through dealers with established relationships in market and prioritise good customer service.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. They previously won the Queen's Award for International Trade in 2012.

Diamond Dispersions Limited

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

Website: www.diamonddispersions.com
Employees: 31
Immediate Parent: Lubrizol Limited
Global Product Platform Director: Dr Charles Nelson
Press Contact: Andrew Grantham
Tel: +44 161 721 6817
Email: Andrew.Grantham@Lubrizol.com

Launched in 2007, Diamond Dispersions Limited manufactures water-based pigmented dispersions and disperse dye dispersions for the global inkjet ink market, mainly for digitally printing textiles. The company previously won a Queen's Award for International Trade in 2012.

The digital printing market is growing at 20% a year, driven by increasing demand for customisation, shorter print runs, and just-in-time manufacturing. The company has moved away from targeting ink makers to working with OEM printer manufacturers and the focus has changed from trade fairs to conferences. To achieve response times necessary, stock is held in a number of different countries including China, the US, India and soon Brazil. Overseas sales have grown by 262% over the three year application period and the proportion of sales exported has increased to 82% of total sales.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



East Midlands International Trade



Ezidock Systems Ltd

Unit 4B Park Court
Park Lane Business Park
Kirkby-in-Ashfield
Nottinghamshire
NG17 9GU

Website: www.ezidock.com
Employees: 20
Immediate Parent: N/A
Sales Director: Mr Michael Brimson
Press Contact: Michael Brimson
Tel: 01623 888000
Email: 01623 888000

Ezidock Systems Ltd started trading in 2003, and is based in Kirkby-in-Ashfield. The company designs and manufactures systems and packaging for safe handling of highly toxic powders, tablets and pastes for chemical, pharmaceutical and biopharma industries. The company previously won Queen's Awards for International Trade in 2014 and Innovation in 2015.

Its main aim is to have the best technical and operational products by continually designing new products and processes. Its new development for aseptic handling has interested major global pharmaceutical customers. Main current markets are North America and Northern Europe, with Russia, Algeria and Iran entered during the last three years. Overseas sales have grown by 311% over the six year application period and the proportion of sales exported has increased to 85% of total sales.

The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

MiRiCal Emblems Ltd

The Epicentre
Mansfield Road
Blidworth
Notts
NG21 0LR

Website: www.mirical-emblems.com
Employees: 48
Immediate Parent: Reamtop Ltd
Managing Director: Mr Jonathan Dul
Press Contact: Jonathan Dul
Tel: 07977008855
Email: jonathan.dul@mirical-emblems.com

MiRiCal Emblems was formed in 1993 and is now a second generation Nottinghamshire based family business specialising in the manufacture of heat-applied garment decoration products for use on different clothing types including workwear, safetywear and sportswear.

It has overcome stiff UK competition by entering new markets, predominantly in Europe, through a well planned and progressive strategy of establishing its own local sales and support staff in a growing number of locations. MiRiCal has also engaged in licenced manufacturing further afield.

This has led to a significant increase in export sales for which MiRiCal wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Natgraph LTD

Dabell Avenue
Blenhiem Industrial Estate
Nottingham
Nottinghamshire
NG6 8WA

Website: www.natgraph.co.uk
Employees: 75
Immediate Parent: N/A
Managing Director: Mr Douglas Gray
Press Contact: Jeremy Hall
Tel: 01636 81667
Email: jh@shoutpr.co.uk

Natgraph Ltd started trading in 1980, and is based in Nottingham. The company manufactures accelerated drying technology to the industrial print market. This includes Automotive, Medical, Electronics, Security Print, Print Finishing and Textile industries. Natgraph Ltd is currently investing in factory capacity to exploit opportunities from its direct sales resource in the USA and Asia.

In other markets distributors are used. As Western brands dominate the Chinese market, the company believes it can leverage its European and US market position to succeed. Main current markets are Japan, USA and Germany, and new markets were opened in New Zealand, Sweden and Italy. Overseas sales have grown by 134% over the three year application period, and the proportion of sales exported has increased to 80% of total sales.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Belu Water Limited

62 Hatton Garden
London
EC1 N8LR

Website: www.belu.org
Employees: 10
Immediate Parent: N/A
CEO: Mrs Karen Lynch
Press Contact: Kieran Whiteside
Tel: 07950376568
Email: kieran@belu.org

Belu Water Limited are suppliers of water filtration systems and mineral water. The company is a social enterprise that won a Queen's Award for Sustainable Development in 2017.

Their mission is to donate 100% of profits generated to the WaterAid charity. Although the company were generating profits from the sale of bottled water, they were unhappy with the environmental impact of single use packaged water. The Belu Filter Initiative introduced in 2015 provides a water filter system, chiller and carbonator installed free of charge that enables restaurants to serve fresh water to customers in cafes whilst promoting its social and environmental awareness.

The forecast for this year is to exceed their target of £1m donated to WaterAid. The business model appears to be unique and the company's vision is to be admired.

Buhler UK Ltd

20 Atlantis Avenue
London
E16 2BF

Website: www.buhlergroup.com
Employees: 302
Immediate Parent: Buhler UK Holdings Ltd /Buhler AG
Managing Director: Mr Matthew Kelly
Press Contact: Tracey Ibbotson
Tel: 01992 537421
Email: tracey.ibbotson@buhlergroup.com

Buhler UK Ltd produce foreign object detection systems used in the food industry. As a direct response to innovative laser solutions from competitors, particularly in the important Californian nut processing market, they identified the need to offer a superior product.

The range of spectral differences in the many varieties of nuts required the sorting machine to be recalibrated as the varieties changed. A hyperspectral camera was used to analyse many different varieties of tree nuts, and their defects, and millions of spectral data points were obtained. The data was analysed using statistical methods devised in house to optimise design of filters in the cameras that would give the maximum detection of foreign matter from the product with minimum loss of good product.

The resultant equipment requires minimum adjustment in use making it highly efficient. This innovative product has delivered strong sales growth for the company since launch in the important export market providing value add for the UK economy.

Feed Factors Limited

The Gallery
Whittaker Avenue
Richmond
Surrey
TW9 1EH

Website: www.feedfactors.com
Employees: 10
Immediate Parent: Feed Factors Limited / The Andersons Inc
Managing Director: Mr Jason Hopkinson
Press Contact: Jason Hopkinson
Tel: 02083321550
Email: jason@feedfactors.com

Feed Factors Limited of Surrey are traders in organic commodities for the poultry, dairy, pet food and milling markets. The company identified a growing opportunity in the USA for the provision of organic grain.

Domestic grain is increasingly genetically modified and unacceptable to certain markets. Imported grain is heavily controlled or banned for bio-security reasons. In order to access this lucrative opportunity, the company developed innovative machinery to create cracked organic corn that qualified for import to North America. Over several years the company has further developed and refined the machinery to maximise productivity. The machinery is mobile and can be moved between the company's nine port sites nationwide.

This is an outstanding example of identifying an opportunity, developing a novel solution and delivering a product that is in demand. The service provided by the company is unique and high value and has delivered commercial success.

Ikon Science Ltd

1 The Crescent
Surbiton
Surrey
KT6 4BN

Website: www.ikonscience.com
Employees: 54
Immediate Parent: N/A
Executive Chairman: Mr Martyn Millwood Hargrave
Press Contact: Martyn Millwood Hargrave
Tel: 0208943 1122
Email: mmhargrave@ikonscience.com

Ikon Science Ltd has developed a software system to generate accurate images of rock types and properties in the deep subsurface. The software uses rock physics models to ensure the inverted rock properties including type, porosity and fluid fill calibrate to real data. The model is built up by layering the data for each rock formation into the model until it is fully populated. This creates a bridge between measured rock properties and seismic data, enabling robust geological models to be created. The result is a more accurate model which in turn leads to greater success when drilling expensive wells. The system requires less information than competitor alternatives, is easier to use, and can be used in areas where there is less well data such as exploratory works and new developments such as deep water. Financial success has followed from this development.

Infinity Reliance Limited TA My 1st Years

My 1st Years - WeWork
Kings Place
90 York Way
London
N1 9AG

Website: www.my1styears.com
Employees: 84
Immediate Parent:
Founder: Mr Jonny Sitten
Press Contact: Megan Davies
Tel: 020 7025 8872
Email: megan@bellepr.co.uk

Infinity Reliance Limited trading as My 1st Years is a service to produce fully personalised gifts for babies and children via a fully automated process to secure delivery the day following an order. The company was founded to address this market need.

Prior to the innovation, the process of personalisation to any one product would have been manual, prone to error and inefficiency, and therefore expensive to deliver. By applying technology to the ordering, fulfillment and delivery process the service differentiates itself from other on line competitors as customers are able to select from 500 gifts and products that can be fully personalised for next day delivery.

Being first to market with this fully automated system has enabled the company to post impressive year-on-year growth and the business is currently expanding into the US market.

Metro Security (GB) PLC

Unit 5
Trade City
Ashton Rd
Romford
Essex
RM3 8UJ

Website: www.metrosecurity.co.uk
Employees: 35
Immediate Parent: N/A
Managing Director: Mr Trevor Wallace
Press Contact: Ian Drury
Tel: 07973 898851
Email: iandfromlivewire@live.co.uk

Established in 1978, Essex based Metro Security (GB) PLC is a national provider of security and fire systems and services including surveillance cameras, access control equipment and alarm monitoring. The company recently added to its traditional business by developing an innovative new retail management system – the Metro Analytic Retail Solution (M.A.R.S). Its sophisticated analytical software combines demonstrably significant loss prevention capabilities with a range of added-value operational, store management and marketing functions to help improve shop floor revenues.

Installation of the multi-faceted M.A.R.S system by a well known high street chain has delivered a 70% reduction in losses and a 65% reduction in audit costs across hundreds of its stores around both the UK and Europe. M.A.R.S, which has also helped other users including forecourt fuel operators' retail shops, high street stores and independent retailers, can monitor multiple stores and sites simultaneously.

Retail Money Market Ltd, trading as RateSetter

Floor 6
55 Bishopsgate
London
EC2N 3AS

Website: www.ratesetter.com
Employees: 233
Immediate Parent: N/A
CEO and Founder: Mr Rhydian Lewis OBE
Press Contact: John Battersby
Tel: 02037357343
Email: john.battersby@ratesetter.com

Retail Money Market Limited, trading as RateSetter, is a large SME based in London that is giving people the opportunity to earn more on their money through direct lending. In the aftermath of the financial crisis of 2008, RateSetter's founder saw an opportunity for a business that would allow everyday investors to access the risk and reward of lending. RateSetter is a peer-to-peer lending platform that funds its own financial instrument to improve the trust of investors. The Provision Fund is designed to protect investors from individual borrowers defaulting on their loans. Every borrower makes a contribution to the Provision Fund, which is determined by their credit rating - the less risky the borrower, the smaller their contribution into the Fund and vice versa. If a borrower fails to make payments the Fund reimburses the investor. The creation of the Fund is an excellent example of business model innovation.

SBG Sports Software UK Limited of London

22 Upper Ground
London
SE1 9PD

Website: www.sbgssportssoftware.com
Employees: 15
Immediate Parent: SBG Sports Software Limited
Founder and CEO: Mr Gareth Griffith
Press Contact: Catherine Bennett
Tel: 07971 684771
Email: catherine@sbgssportssoftware.com

SBG Sports Software UK Limited of London develop specialist race strategy software products used in Formula 1 and other elite motorsport series.

Formula 1 teams and organisers recognised that making effective use of data was critical. However, as the volume and variety of data grew over a number of years, teams developed isolated systems to exploit each new source, rather than a single integrated solution. The result was limited visibility of the overall picture, inefficient use of video during the race, and no ability to accurately review all information post-race to determine what mistakes were made or what could have been done better. Utilising the company's experience from television graphics they were able to produce more informative graphical representations of data and strategic situations tightly integrated with video.

RaceWatch was developed to aggregate, synchronise and cross-reference the video and data, enabling a new level of strategic information to be derived.

SciChart Ltd

16 Beaufort Court
Admirals Way
Docklands
London
Greater London
E14 9XL

Website: www.scichart.com
Employees: 13
Immediate Parent: ABT Group Holdings
CEO: Dr Andrew Burnett-Thompson
Press Contact: Andrew Burnett-Thompson
Tel: 07862221095
Email: andrew@scichart.com

London based SciChart Ltd has developed High Performance, Realtime graph and chart software for engineering, scientific, medical and financial applications.

The company identified an opportunity to combine gaming technology, used in fast moving, visually appealing games, with the analytical features of data-visualisation software required to display big data and real-time charts and graphs for industrial applications. Once fully developed, SciChart resolved the issue of processing and condensing large data-sets into smaller data-sets without the loss of information, clarity, or speed.

SciChart charts are used in companies worldwide, from Formula 1 to Medical, Defence to Aerospace, Scientific research to Finance. The combination of gaming and analytical software technology delivers a level of performance not previously achieved. Turnover, profit and employee numbers have all grown as a result.

The Shadow Robot Company Limited

Unit 31
Spectrum House
32-34 Gordon House Rd
Highgate
NW5 1LP

Website: www.shadowrobot.com
Employees: 34
Immediate Parent: N/A
Co-Founder: N/A
Press Contact: Richard Knight
Tel: 07725996625
Email: richard.knight@mettlepr.com

The Shadow Robot Company Limited has designed and created an extremely accurate robotic hand, which mimics the movements and dexterity of the human hand. The hand has 24 movements (joints) and 20 actuated independent movements for increased flexibility in grasping and manipulating a range of objects. In addition the hand has 129 sensors to facilitate telemetry touch.

The development of this hand has required a high degree of engineering innovation and is supported by 12 patents. The hand is most useful where dexterous manipulation is required in environments that would be hazardous to humans. The product is also useful to replace humans in other situations where tasks are low level but are not sufficiently repetitive or predictable to be able to be performed by other, more basic, robot manipulators.

Commercial returns have followed this development and enabled additional investment to be secured recognising the value innovation represented here.

Therapy Box Limited

Sun Studios
30 Warple Way
London
W3 ORX

Website: <https://therapy-box.co.uk/>
Employees: 17
Immediate Parent: N/A
Director: Ms Rebecca Bright MBE
Press Contact: Rebecca Bright
Tel: 02087493474
Email: rbright@therapy-box.co.uk

London based Therapy Box Limited are creators of Predictable, an app for mobile phones and tablet PCs that allows users to start typing a word and the app predict the word based on the users pattern of speech. Predictable was one of a suite of disability aid apps the company developed, for which it was given a Queen's Award for Enterprise (Innovation) in 2014.

Since that award the company has continued to innovate its product further enhancing the benefits delivered to users. These include, enhanced word prediction using machine learning, personalisation of the system by allowing users to record and use aspects of their own voice, the floor hold function, cloud backup, phrase management and improved keyboard and switch control options. A high level of ongoing innovation has been demonstrated.

The innovation has had a very positive impact on its users and has benefited the company by fuelling growth.

London

International Trade



Adaptavist

Unit 2
Waterside
44-48 Wharf Road
London
N1 7UX

Website: <https://www.adaptavist.com/>
Employees: 119
Immediate Parent: Adaptavist Group / Adaptavist Holdings
CEO: Mr Simon Houghton-Williams
Press Contact: Steven Morris
Tel: 07740931576
Email: smorris@adaptavist.com

Adaptavist wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last 6 years. Overseas Earnings over the period have grown year on year by over 2000% rising from £681k to £15.4 million and overseas earnings as a percentage of total sales have risen from 43% to 81%.

Established in 2005 and headquartered in London, the aim of the company is to help clients and customers to maximise competitive advantage from their software. It works with leading organisations worldwide to transform how they go about imagining, designing, developing, managing and constantly improving their software and the business processes that depend on it. Over the last 6 years the company has opened offices in USA, Canada, Spain and Brazil and has staff based in Czech Republic and Netherlands.

Coltraco Limited, trading as Coltraco Ultrasonics

46 Mount Street
Mayfair
London
London
W1K 2SA

Website: www.coltraco.com
Employees: 18
Immediate Parent: N/A
CEO and Managing Director: Mr Carl Hunter BA
Press Contact: Clare Hunter
Tel: 07793652018
Email: cmehunter@coltraco.co.uk

Coltraco Ltd t/a Coltraco Ultrasonics is headquartered in London, with a facility in Somerset and teams nationwide. The company started in 1987 when Mr EC Hunter, its founder, invented the Portalevel®: the world's first dedicated portable ultrasonic liquid level indicator.

Overseas sales have grown 156% and the percentage exported has also risen from 67% to 94%. Its main markets are Denmark, USA, India, Korea and China. Today Coltraco exports to 109 countries with exports constituting 89% of total sales. They are aboard 17% of the world's shipping fleet, the top 15 Navies and sell to 50% of the world's offshore oil and gas companies, and, in the last year, in service with one of the major 4 wind companies.

The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



London

International Trade



Direction & Design Ltd trading as Tangerine

Unit 9
Blue Lion Place
237 Long Lane
London
Greater London
SE1 4PU

Website: www.tangerine.net
Employees: 32
Immediate Parent: N/A
CEO: Mrs Melinda Darbyshire
Press Contact: Laurie Bushe
Tel: 02073570966
Email: laurie@tangerine.net

London based Tangerine was founded in 1989 is a now a well-established and well-respected strategic design company that has focused on overseas sales from its inception.

Over the last three years it has become increasingly focused on specific sectors and markets, with a particular emphasis on sales to the Far East, where the company has an office. Clients are largely blue-chip companies that recognise the importance of design for their own success. The company's growth strategy has proven highly successful with sales and profits increasing significantly.

Tangerine wins the Queen's Award for International Trade for Outstanding Short-Term Growth in overseas sales over the last three years.

Flight Calibration Services Ltd

Typhoon Business Centre
Oakcroft Road
Chessington
Surrey
KT9 1RH

Website: www.flight-cal.com
Employees: 30
Immediate Parent: N/A
CEO: Mr Matiul Taiyeb
Press Contact: Peter McSweeney
Tel: 07884114041
Email: peter.mcsweeney@flight-cal.com

Flight Calibration Services Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales have increased year on year from £1.4 million in year one to £2.4 million in year two and £3.6 million in year three. Year on year rises of 66% and 50% respectively and an increase in total of 148%. The company controls 98% of the UK market in its sector and therefore all growth in recent years has come from overseas sales which now account for 72% of all sales. Established in 2005 and based in Chessington, the company won the Queens Award for International Trade in 2017. It specialises in flight inspection services for airports and aviation authorities worldwide. The company is now expanding rapidly internationally, operating in Europe, the Middle East, Africa and Bangladesh.



Gapuma (UK) Limited

No. 4
Kew Wharf
8 Kew Bridge Road
London
TW8 0FJ

Website: www.gapuma.com
Employees: 24
Immediate Parent: Gapuma Group Limited /Gapuma Holdings Limited
Group Managing Director: Mr Jack Bardakjian
Press Contact: Jack Bardakjian
Tel: 020 8969 2056
Email: jack@gapuma.com

Gapuma (UK) Ltd. was founded in 1999 in London to trade in chemicals with West Africa, mostly Nigeria. Since then the company has expanded its product range to include such diverse items as pharmaceutical ingredients and engine parts. The company has a wide range of customers ranging from local businesses to Embassies and UN Aid Agencies. It sources products from over 30 countries and sells to more than sixty.

Gapuma, a previous winner of the Queen's Award, deals with some of the world's most difficult to trade with countries yet despite this has more than doubled its sales over the period by building relationships, entering new product areas and adjusting to market conditions. Gapuma wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Hammersmith Medicines Research trading as HMR Ltd

Cumberland Avenue
London
NW10 7EW

Website: www.hmrlondon.com
Employees: 221
Immediate Parent: N/A
Managing Director and Chief Executive: Dr Malcolm Boyce
Press Contact: Malcolm Boyce
Tel: 020 8961 4130
Email: mboyce@hmrlondon.com

Hammersmith Medicines Research Ltd, trading as HMR Ltd, started in 1993 but rapidly grew out of its original base at St Bartholomew's Hospital, London, such that it now has its own specially converted premises nearby to the Central Middlesex Hospital, London, with 145 beds and 250 staff.

The company specialises in the early clinical trials of potential new medicines in both healthy subjects and patients with the target disease, for pharmaceutical and biotechnology companies worldwide. It is the largest company of its kind in the UK and one of the largest in Europe. Overseas sales are critical to the company's growth, having increased from just over half to almost three-quarters of total sales in the last three years, with export sales more than doubling. HMR Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Hyperion Insurance Group Limited

One Creechurch Place
London
EC3A 5AF

Website: <https://www.hyperiongrp.com>
Employees: 1647
Immediate Parent: N/A
CEO and Founder: Mr. David Howden
Press Contact: Laura Wooder
Tel: 020 7648 7144
Email: lwooder@hyperiongrp.com

Hyperion Insurance Group Ltd wins the Queen's Award for Outstanding Continuous Growth in overseas sales over the last six years. Overseas sales have increased year on year over six years rising from £90 million to £421 million, a total rise of 364%. Over the last six years overseas sales have accounted for over 75% of the company's total sales. Established in 1994 and based in London, the company won the Queens Award for International Trade in 2012. It is the leading British independent global insurance group. From its head office in London the company presents and transacts business in all of the world's major insurance markets. The company operates globally in 38 markets and its business is predominantly international. Recently it entered new markets in Mexico, Oman, Abu Dhabi, Singapore and Israel. It is the 19th largest global broker in the world.

Implementra Ltd trading as Conversion Rate Experts

207 Regent Street
London
W1B 3HH

Website: <https://conversion-rate-experts.com/>
Employees: 9
Immediate Parent: N/A
Managing Director / Founder: Dr Karl Blanks
Press Contact: Karl Blanks
Tel: 0203 368 6212
Email: kblanks@conversion-rate-experts.com

Implementra Ltd (trading as Conversion Rate Experts) wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last 3 years. Over the 3 years, overseas sales have risen year on year by a total of 86% and overseas sales now account for 80% of total sales. The company operates worldwide, selling in 34 markets. Established in 2006 and based in London, the company won the Queen's Award for Innovation in 2017. It is the world's leading consultancy for Conversion Rate Optimisation for websites. It codified the scientific methodology that Apple, Google, and Amazon now use to improve websites, and the company has designed more web pages for the top 500 companies worldwide than any other company. Over the period, the company has entered new markets in Israel, UAE, Sweden, Hong Kong, Cyprus, Holland, Belgium, Luxembourg, and Indonesia.

London

International Trade



Marlin Green Ltd

20 Westland Place
Shoreditch
London
Greater London
N1 7JR

Website: www.marlingreen.com
Employees: 43
Immediate Parent: N/A
CEO and Founder: Mr Toby Dixon / Mr Lee Nania | COO & Co-Founder
Press Contact: Toby Dixon
Tel: 02033930609
Email: toby.dixon@marlingreen.com

Based in London and established in 2010, Marlin Green has demonstrated excellent year-on-year growth to rapidly become one of the industry leaders in contract IT recruitment across Europe in its three core markets: SAP, Business Intelligence, and Big Data. With offices in the UK and Germany they operate and deploy to clients within 17 different countries with an average profile delivery time of 6.8 hours from point of receiving vacancy. Overseas sales have grown from £8.8m to £21.3m an overall growth of 139% with the percentage exported remaining consistent around 94%. Their main markets are in Germany, Sweden, Belgium, Denmark, and the Netherlands. The business is built on the ability to connect borderless talent solutions, designed to help move in-demand talent to markets and clients with talent shortages quickly and efficiently. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Newtecnic Ltd

The Spice Building
8 Devonshire Square
London
EC2M 4YJ

Website: www.newtecnic.com
Employees: 14
Immediate Parent: N/A
CEO: Mr Andrew Watts
Press Contact: Andrew Watts
Tel: 07962550970
Email: awatts@newtecnic.com

Newtecnic Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last 3 years. Overseas sales have increased year on year over three years rising from £123k in year one to £680k in year two and £900k in year three. Total growth of 449% over the period and overseas sales as a percentage of total sales have increased from 10% to 66.9%. Established in 2005 and based in London, the company undertakes the engineering design of complex construction projects and advanced building envelope systems including building, facades and mechanical, electrical and plumbing installations. It works in partnership with leading international developers, architects and contractors. The company operates globally and has offices in the USA and Saudi Arabia. Its top 5 markets are Saudi Arabia, USA, Iraq, Morocco and Turkey. Over the period the company has entered new markets in Turkey, Iraq and China.



London

International Trade



Preqin Ltd

Vintners Place
68 Upper Thames Street
London
Greater London
EC4V 3BJ

Website: www.preqin.com
Employees: 196
Immediate Parent: Preqin Holdings
CEO: Mr Mark O'Hare
Press Contact: William Clarke
Tel: 020 3207 0265
Email: william.clarke@peqin.com

Preqin Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last 3 years. Overseas sales grew substantially year on year by a total of 80% and now account for over 80% of the company's business. Established in 2002 and based in London, the company won the Queens Award for International Trade in 2016. It is a data provider for the alternative assets industry. 'Alternative Assets' are the individual asset classes of private equity, venture capital, private debt, hedge funds, real estate, infrastructure and natural resources. Its primary business is the sale of access to its online data bases with hundreds of thousands of datapoints covering fund managers, funds, performance, terms & fees, deals, investors and service providers. The company provides a hub for the Alternative Assets industry. Headquartered in London it has offices throughout North America and Asia.

Q5 Partners LLP trading as Q5

Little Tuffon House, Number 3
Dean Trench Street
London
SW1P 3HB

Website: www.q5partners.com
Employees: 58
Immediate Parent: N/A
Managing Director: Mr Oliver Parnell
Press Contact: Clare Burton
Tel: 07900994990
Email: clare.burton@q5partners.com

Q5 Partners LLP t/a Q5 is a management consultancy headquartered in London with additional offices in New York, Sydney, Melbourne and Hong Kong. It was founded in 2009 when companies faced the fallout of the worst financial crisis in generations. They believed they could offer something different to help global businesses respond to their challenges, with benefits lasting beyond the four quarters of the financial year into 'Q5'. Overseas sales have grown by 114% across the last three years with the percentage exported also rising from 21% to 31%. Their main markets are USA, Australia, Hong Kong and the Middle East. Q5 serves clients around the world with some projects using consultants from all four continents working on a piece of work at the same time, handing off to one another around the clock. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



London

International Trade



Rex international ltd

3-4 Allied Way
London
Greater London
W3 0RL

Website: rexlondontrade.com
Employees: 73
Immediate Parent: N/A
General Manager: Mr John Gurney
Press Contact: Adrian Smith
Tel: 020 8746 1700
Email: adrian.smith@rexlondon.com

Rex International Lt started in 1981 as a simple market stall on London's Portobello Road. Originally selling jumpers, jeans, and candles, it went on to become an importer and wholesaler of goods from India and South East Asia. In 2007 they launched their retail website in response to market pressures and also developed their own branded products. Rex International has successfully expanded year on year, mainly due to export. Across the last six years international sales have grown by 256% with their main export markets being France, Germany, Netherlands, Spain and Belgium. Their export business has risen from 19% of turnover in 2012 to 55% of turnover in the last financial year. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Today Translations & Business Services Ltd.

13-14 King Street
London
EC2V 8EA

Website: <https://www.todaytranslations.com>
Employees: 73
Immediate Parent: N/A
CEO and Founder: Ms Jurga Zilinskiene
Press Contact: Adam Bradshaw
Tel: 0114 3999912
Email: adam.bradshaw@todaytranslations.com

Today Translations was founded in London in 2001, offering secure technical translation services. It was the world's first translation company to achieve UKAS ISO 27001 certification for its Information Security Management Systems. The company has achieved significant overseas growth by continuously investing profits in people, systems and the development of new proprietary technology, ensuring quick, secure and cost-effective translation services for professionals in the regulated community. The company researches its marketplace well and offers services in 40 countries worldwide, competing successfully against major US suppliers. Today Translations wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



London

International Trade



Valid Insight LTD

Kemp House
152 City Road
London
EC1V 2NX

Website: www.validinsight.com
Employees: 5
Immediate Parent: N/A
Managing Director: Mr Steve Bradshaw
Press Contact: Steve Bradshaw
Tel: 02037509833
Email: discover@validinsight.com

When pharmaceutical, biotech and medical device companies need strategic consulting services and solutions to help maximise product value and improve patient access, they turn to Valid Insight. Established in 2013, the London-based specialist global market access consultancy has become a key brand, renowned for their pragmatic, effective approaches to help multinational clients address unmet medical needs throughout the life-cycle of medical product development and commercialisation. With a 100% field-based team, Valid Insight is free from geographical limitations that restrict some of its competitors. In turn, they benefit from being able to select the best staff to provide local support, as part of a globally delivered operation. They have also developed technology, including an app that allows companies to understand early on product market access and price potential, plus determine the focus of development and investment to bring optimal value at launch.

In the last three years, overseas sales have grown by 770% with their main markets being Germany, Belgium, USA, Japan and Switzerland. The company has won the Queen's Award for Enterprise for International Trade for outstanding short-term growth in overseas sales for the last three years.

Visual Data Media Services

316-318 Latimer Road
London
W10 6QN

Website: www.visualdatamedia.com
Employees: 85
Immediate Parent: The Future Media Group Ltd
Managing Director: Mr Symon Roue
Press Contact: Louise Wells
Tel: 020 3137 1051
Email: louisew@bubbleagency.com

Visual Data Media Services started in London in 2001 working with TV and film intellectual property owners to securely manage their master libraries, localising to international markets and acting as digital supply chain partners, supplying TV programmes and films to broadcasters. It made its first delivery to the Apple iTunes movie store in 2007, followed by other on-demand platforms. In 2012 it became one of the first Netflix Preferred Vendors. In 2013 it merged with a similar operation in Los Angeles, securing a base in that market, enabling it to offer a global service. In 2014 it became the largest independently owned media services company in the UK. Visual Data doubled its overseas sales in three years, based on its technical knowledge and industry relationships. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Vivos Technology Ltd trading as PHASTAR

Unit 2
2A Bollo Lane
Chiswick
London
W45 LE

Website: www.phastar.com
Employees: 125
Immediate Parent: N/A
CEO: Mr Kevin Kane
Press Contact: Edward Clark
Tel: 02071837062
Email: edward.clark@phastar.com

Vivos Technology Ltd t/a PHASTAR wins the Queens Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Over three years overseas sales have grown substantially year on year from £344k to £2.3 million, a total rise of 577%, and overseas sales as a percentage of total sales have risen from 4% to 20%. The company is one of the top ten companies in its field and it services over 50 leading pharmaceutical and biotech clients worldwide with the bulk of its overseas business in the American market. Established in 2003 and based in London, the company offers data management, statistical consultancy and clinical trial reporting to pharmaceutical/biotech companies. It is a preferred supplier to a number of the world's leading international pharmaceutical/biotech companies. Headquartered in London the company currently has ten overseas offices globally.

Weston Williamson + Partners LLP

12 Valentine Place
London
SE1 8QH

Website: www.westonwilliamson.com
Employees: 97
Immediate Parent: N/A
Founding Partner: Mr Chris Williamson
Press Contact: Clare Baxter
Tel: 02074018877
Email: clare.baxter@westonwilliamson.com

Weston Williamson and Partners LLP wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales grew year on year from £775k to £4.3 million. Total growth of over 450%. Overseas sales now account for 30% of total sales. The company has offices in the UK and Australia and operates across North America, the Middle East and Asia/Pacific. Established in 1985 and based in London, the company is an architectural and urban design practice specialising in infrastructure projects, urban regeneration and place making. Based in the UK and Australia the company provides architecture, urban design, master planning and visualisation services to its clients. Internationally it is currently working on major projects in Australia, Malaysia and China, and its three top markets are Australia, Canada and Singapore.

London

International Trade



Wm Croxson & Son Ltd

Alpha Place
Garth Road
Morden
Surrey
SM4 4LX

Website: www.croxsons.com
Employees: 27
Immediate Parent: N/A
Chairman: Mr James Croxson
Press Contact: Jeremy Webster
Tel: 07776206576
Email: jeremy@marblespr.co.uk

Wm Croxson & Son Ltd wins the Queens Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. The period has seen growth increase year on year from £2.8 million to £9.9 million - a rise of over 250% overall; overseas sales now account for 36.3% of their turnover. The company is headquartered in Morden, Surrey, and has further operations in New Zealand, Australia and the USA and sells in over 50 markets worldwide. First trading in 1872, with the fourth & fifth generations now leading the company, Croxsons' business is glass packaging and the provision of glass bottle containers, closures and decoration to food & drink manufacturers and brand owners. Croxsons is one of the oldest, family-owned, independent glass bottle firms in the UK.



London

Promoting Opportunity



Change Please CIC

Change Please, C/o WeWork
15 Bishopsgate
London
London
EC2N 3AR

Website: www.changeplease.org
Employees: 28
Immediate Parent: N/A
Director of Impact and Fundraising: Mr Laurence Higgins
Press Contact: Polly Fegen
Tel: 07904443968
Email: polly@changeplease.org

Change Please CiC has been awarded the Queens Award for Promoting Opportunity for their excellent Social Mobility programme. The company is a new coffee retailer with a difference, launched in London in 2015 and conceived as a means of creating employment opportunities for homeless people. This is achieved through the provision of a mix of training and personal support which, for successful participants, can lead to secure employment as baristas in the business. Since the launch of the business, they have worked with over 84 homeless people, 82% of whom are now still working or have entered further education. The company has demonstrated an impressive rate of commercial growth achieving an almost tenfold increase on turnover in it's first three years of trading. In addition to operating coffee stands, it also provides corporate catering services and has started to sell its own brand coffee through the Sainsbury's supermarket chain.



INJ Associates Ltd (trading as Evidence Based Education)

1 Grange Crescent
Sunderland
SR2 7BN

Website: <https://evidencebased.education>

Employees: 6

Immediate Parent: N/A

Managing Director Mr Jack Deverson

Press Contact: Jack Deverson

Tel: 01915650425

Email: jack@evidencebased.education

INJ Associates Ltd (trading as Evidence Based Education) have brought to market an innovation in ongoing professional development for teachers. The innovation is a new type of online CPD training that can be delivered for less money than one-day workshops, and is more engaging and collaborative than legacy online training alternatives. The new product includes elements of collaboration, senior leadership engagement, practice opportunities, expert support and challenges. The commercial performance over two years has been impressive, and export sales are growing well. The benefits delivered to its customers are well supported with testimonials. There is no similar product on the market, and this is a strong example of service and product innovation.

North East International Trade



RTR GmbH & Co. KG

6 Keel Row
The Watermark
Gateshead
Tyne & Wear
NE11 9SZ

Website: WWW.RTR-group.com
Employees: 6
Immediate Parent: RTR GmbH (Germany)& Co.KG /RTR GmbH.Co.KG (UK Branch)
Managing Director: Mr Philip Ross
Press Contact: Lynley Robb
Tel: 01914609569
Email: lynleyrobb@rtr.co.uk

Based in Gateshead, but originally founded in Germany in 1969, RTR GmbH & Co. KG has become an international specialist provider for pipes, tubes, plate, clad plate and accessories for pressure part applications. Its clients are from many different industry sectors including: Power Plant Repair & Maintenance within Nuclear, Coal, Gas, Biomass, as well as Waste to Energy, Chemical and Petrochemicals. Overseas markets are still operating coal fired power stations, this was a major factor in the development of their export sales efforts over the last 4 years. In addition to Australasia it has also sold products in South Africa, Indonesia, Pakistan and the Middle East. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Sterling Pharma Solutions Limited

Sterling Place
Dudley Cramlington
Northumberland
NE23 7QG

Website: www.sterlingpharmasolutions.com
Employees: 366
Immediate Parent: N/A
CEO: Mr Kevin Peter Cook
Press Contact: Sovizen Life Sciences
Tel: Kate Hindhaugh
Email: kate@ramarketingpr.com

Northumberland headquartered Sterling Pharma Solutions Limited was established in 1969. The company develops and manufactures active ingredients that go into a range of pharmaceuticals in therapeutic areas including oncology, anti-depressants, epilepsy, multiple sclerosis and pain. Following a management buy-out (MBO) in 2016 the company has experienced significant growth in the pharmaceutical sector under its leadership team. The diversification of the company's portfolio has been a key factor in securing £12 million growth capital. The main market is currently the USA, which has the majority of drug development activity and investment. The company has secured two new projects in another key market, Japan. Overseas sales have grown by 80% over the three-year application period and 90% of total sales were exported in the final year of application. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Bitrez Ltd

Bradley Hall Trading Estate
Unit 66 Bradley Lane
Standish, Wigan
Greater Manchester
WN6 0XQ

Website: www.bitrez.com
Employees: 96
Immediate Parent: N/A
Managing Director: Mr Paul Jones
Press Contact: Rachel Price
Tel: 01752894786
Email: rachel.price@aroprاندmarketing.co.uk

Bitrez Ltd of Wigan is a specialist chemical manufacturer who in 2013 released an innovative phenolic product under the Curaphen brand, a Bisphenol A (BPA) free resin used for internal coatings for food and drink packaging. This was initially driven by legislative changes and media pressure associated particularly with expectant mothers and babies.

Following worldwide health scares regarding the potential harm caused by BPA, the company developed Curaphen, for use with non-epoxy-based systems utilised in lacquers to ensure that they are BPA free. The company spent several years developing an alternative to BPA based grades that met new regulations that did not have the associated health risks, while maintaining the performance qualities of BPA derivatives. The acceptance of the product by industry has enabled the company to deliver strong growth and enter new markets.

Createc

Unit 4
Derwent Mills Commercial Park
Cockermouth
Cumbria
CA13 0HT

Website: www.createc.co.uk
Employees: 17
Immediate Parent: N/A
CEO: Dr Matt Mellor
Press Contact: Matt Mellor
Tel: 01900 828112
Email: matt.mellor@createc.co.uk

Createc has developed a 3D radiation imaging device for mapping nuclear facilities called N-Visage. The company were recipients of a 2018 Queen's Award for International Trade and have also won awards from the Institute for Engineering and Technology, The International Atomic Energy Agency, and the Nuclear Decommissioning Authority. N-Visage is a double patent protected technology that identifies the source of radiation within nuclear decommissioning sites, as opposed to simply reading a radiation level. This additional insight enables contractors to plan work more effectively and proactively manage some of the inherent risks in their work. It also enables the running of virtual projects identifying issues that may be encountered before they happen. The system is constantly evolving with a drone deployed version launched last year and further additions planned. The system has been deployed at high profile nuclear sites including Sellafield and Fukushima and its development has secured good financial returns.

DriveWorks Ltd

The Barley Store
Laskey Lane
Thelwall
Cheshire
WA4 2TF

Website: www.driveworks.co.uk
Employees: 41
Immediate Parent: N/A
CEO/Co Founder Mr Glen Smith
Press Contact: Maria Sarker
Tel: 01925757585
Email: mariasarkar@driveworks.co.uk

DriveWorks Ltd of Cheshire, are a software development company. Their DriveWorks product automates the creation of sales quotes, manufacturing documents and data, including CAD models, drawings and 3D representations online. The software has been developed in-house and is one-of-a-kind in the UK. Used by manufacturing companies globally, the software enables the user to customise and configure products online in 3D, generate quotes, sales information, and manufacturing data. The software allows users to set up configurators, that can be used on any desktop, mobile or tablet device, and does not require any specialist knowledge or custom-coding. Automation is included so that all manufacturing and production data is created in parallel. The software platform has created additional value for customers and enabled the company to achieve continuous commercial success.

Tenmat Limited

Ashburton Road West
Trafford Park
Manchester
Greater Manchester
M17 1TD

Website: www.Tenmat.com
Employees: 247
Immediate Parent: Modular Stock Limited / Diamorph AB (publ)
Managing Director: Mr Gordon MacLeman
Press Contact: Mark Davies
Tel: 0161 9552 479
Email: mark.davies@tenmat.com

Tenmat Limited of Manchester has developed a fire protection barrier that prevents the spread of fire behind the external cladding of buildings. The air gap between the building and the external cladding on medium to high rise buildings acts as a chimney and provides a ready passage for the spread of fire and smoke. There needs to be an air gap during normal use to ensure adequate ventilation, but not during a fire. The product, made from intumescent materials, is attached at each floor level behind the external cladding to create a barrier against the vertical passage of fire, smoke and heat. During normal operation the product is "open" and allows air to move freely behind the cladding. However, in the event of a fire the temperature sensitive material, expands rapidly and creates a fire blocking seal.

Tratos UK Ltd

Randles Road
Knowsley Business Park
Prescot, Knowsley
Merseyside
L34 9HX

Website: www.tratosgroup.com
Employees: 55
Immediate Parent: Tratos Cavi / Tratos Srl
CEO: Dr Maurizio Bragagni
Press Contact: Zilah Skerritt
Tel: 07833421201
Email: zilah.skerritt@tratosgroup.com

Tratos UK Ltd has innovated a process and formulation of a compound used in the manufacture of cables. The formulation can be adjusted to vary the cable properties to meet the requirements of a number of industry sectors with respect to oil resistance, toughness, abrasion and fire resistance. The innovation addresses a range of supply quality problems identified since the privatisation of utilities in the UK and the decline of the UK cable manufacturing industry. The single compound system allows the company to meet these requirements flexibly with minimal materials holdings. Consequently, the Company has built a strong reputation in the industry leading to further sales and export opportunities. The customers benefit from products that have better performance and fully meet their needs. In developing the innovation the company carried out its own research into the cause of cable failure and did not rely on customer specifications alone.

2M Group Limited (trading as 2M Holdings)

2M House
Sutton Quays Business Park
Runcorn
Cheshire
WA7 3EH

Website: <http://www.2m-holdings.com/>
Employees: 292
Immediate Parent: 2M Group Limited
CEO, Chairman, Founder: Mr Mottie (Mordechai) Kessler
MBE
Press Contact: Liran Maller
Tel: 07803623097
Email: lmaller@2m-holdings.com

2M Group Ltd. is a Runcorn based portfolio of companies founded in 2002 supplying speciality chemicals, industrial gases and associated services to customers in over 90 countries, across a wide range of sectors. Export sales overall have significantly increased as a proportion of total sales and doubled in value over the last three years. This success is based on a universal dedication to high quality products and the group's reputation for high standards of service and product knowledge. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Carrs Foods International Ltd

Sharston Road South Court
Sharston
Manchester
Greater Manchester
M22 4BB

Website: www.carrsfoods.co.uk
Employees: 23
Immediate Parent: Carrs Foods Holdings Ltd
Managing Director: Mr Jeremy Gilboy
Press Contact: Jessica Heaney
Tel: 07732 174 139
Email: jessica.heaney@wearespider.com

Based in Sharston, East Manchester, Carrs Foods International Ltd (now known as St Pierre Groupe Ltd) was established in 1986, as part of a larger European bakery group. The company became privately owned, through a management buy out from the parent company in 2004. With over 150 bakery products selling in the UK and an export range of 85 products, Carrs brands, which include Paul Hollywood, St Pierre and Baker Street, are listed in over 20,000 stores worldwide. They also have an equally successful private label business. Their top five markets are USA, Ireland, Puerto Rico, Middle East and Malta. Carrs Foods International has seen its overseas earnings grow substantially from £2.84 million in 2015 to just under £19 million in 2017. It has achieved Top 10 ranking in The Sunday Times International Track 200 in 2017 and 2018. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Combined Chemical Services (UK) Ltd

Unit 3g4
Lyncastle Way
Barleycastle Road
Appleton
Warrington
Cheshire
WA4 4ST

Website: www.combinedchemicalservices.com
Employees: 4
Immediate Parent: N/A
Managing Director: Mr James Marshall
Press Contact: James Marshall
Tel: 07525816944
Email: james@combinedchemicalservices.co.uk

Located in Appleton Warrington, Combined Chemical Services (UK) Ltd was established in 2008 and is a global supplier of speciality chemical raw materials and formulated products. It offers customers a high quality of products and services on a bespoke basis. Overseas sales have risen from £0.66 million in 2016 to £1.8 million in 2018, an increase of 176%, and exports now represent 52% of total turnover. In terms of markets, the top 5 are North America, Germany (speciality chemicals), Italy, Germany (water treatment chemicals) and Czech Republic. Combined Chemical Services' team have experience from working across several sectors including metal finishing, pharmaceuticals, plastics and polymers, reagents and laboratory chemicals, water treatment, and aerospace. The company has clear plans for the continuing development of its domestic and international markets which are clearly differentiated by territory and product sectors. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

DriveWorks Ltd

The Barley Store
Laskey Lane
Thelwall
Cheshire
WA4 2TF

Website: www.driveworks.co.uk
Employees: 41
Immediate Parent: N/A
CEO/ Co Founder: Mr Glen Smith
Press Contact: Maria Sarkar
Tel: 01925757585
Email: MariaSarkar@driveworks.co.uk

Established in 2003, Cheshire based DriveWorks Ltd software was first developed by Co-Founders, Glen Smith, and Maria Sarkar. It is ideal for companies that sell 'Same but Different' products such as windows, doors, conveyors, machinery and industrial components. These are customized or configured to order allowing companies to quickly display 3D configured products online, generate quotes and create all the manufacturing data they need to design and sell their products anywhere in the world. To drive their growth DriveWorks Ltd have established an international network of 131 Value Added Resellers in 51 countries. Overseas sales have grown significantly - an overall growth of 50% with their main target markets being the USA followed by Europe with plans to expand further into India, Brazil, and China. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Firesafe Fire Ductwork Limited

Knowsley Road Industrial Estate
Haslingden
Lancashire
BB4 4RR

Website: www.firesafeductwork.co.uk
Employees: 3.4
Immediate Parent: C.Caswell Holdings Limited
Chairman: Richard Coxen
Press Contact: Mark Elliott
Tel: 01706227935
Email: mark.elliott@firesafeductwork.co.uk

Firesafe Fire Rated Ductwork Limited (FFRDL) is a Lancashire based family company. Founded in 2006 as a separate company within the group, FFRDL is a specialist in the field of Passive Fire Protection. The company identified exporting and IP licensing of its CASWELL FIRESAFE® non-coated fire resisting ductwork systems as its best opportunity for growth. It overcame many challenges including early market acceptance and varying national and global certification requirements. Focused investment and perseverance in building its overseas partner network saw sales grow by more than 500% and profitability increase significantly. Firesafe Fire Rated Ductwork Ltd wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Foilco Limited

Momentum House
Enterprise Way
Lowton St Mary's
Warrington
Cheshire
WA3 2BP

Website: www.foilco.co.uk
Employees: 35
Immediate Parent: Accolade Group Holdings Limited
Managing Director: Mr Paul Hornby
Press Contact: Paul Hornby
Tel: 07799793900
Email: paul@foilco.co.uk

Foilco Ltd was started in August 1987 as a customer service led supplier of hot stamping foils to the print industry in the UK. The company supplies gold, silver, metallic and holographic hot stamping foils to the printing industry and is based in Lowton St Mary's, Warrington. Its foil can be seen on many products such as Burberry aftershave, Chivas Regal whisky, Aquafresh toothpaste, GQ magazine & Harrods Christmas gift range. The packaging is usually designed in the UK but is then produced overseas. The company also offers technical support to UK brands who have their products manufactured in the UK & abroad. Overseas sales have increased by 177% over six years from £832,172 in 2013 to £2.445 million in the year to July 2018. Its top export markets are Germany, France, Sweden, Denmark and Italy. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

North West International Trade



High Voltage Partial Discharge Ltd.

HVPD Ltd.
128 Metroplex Business Park
Media City
Greater Manchester
M50 2UW

Website: www.hvpd.co.uk
Employees: 48
Immediate Parent: N/A
Chairman: Mr Gavin Ryder
Press Contact: Richard Redman
Tel: 01618776142
Email: richard.redman@hvpd.co.uk

Manchester based High Voltage Partial Discharge Ltd. was founded in 2006 to provide specialist condition monitoring solutions to keep high voltage electrical assets safe and reliable in the offshore renewables, power and transmission, automotive, oil and gas and heavy manufacturing industries, into which it sells to many large and well-known companies. The company employs 57 people worldwide with offices in China, Australia and the USA. Exports now represent over 90% of total sales due to a well thought out strategy and a readiness to invest in people, marketing collateral and, above all, patented products, research and development. High Voltage Partial Discharge Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Language Insight

1 The Crossroads Business Park
Freckleton Street
Kirkham
Preston
Lancashire
PR4 2SH

Website: www.languageinsight.com
Employees: 24
Immediate Parent: N/A
Managing Director: Mrs Donna Twose
Press Contact: Kristin Hodgkinson
Tel: 01772 252333
Email: kristin.hodgkinson@languageinsight.com

Founded in 2009, Language Insight are an accredited language services provider of transcription, translation and interpreting with a global client base. The company specialises in Market Research across the medical and pharmacological sectors, Legal services and Digital Marketing services including international SEO, transcreation and website translation. This family owned and run company has built a business that competes internationally with global players based on its business ethics and highly personalised service to clients. From offices in Preston, London and New York it strategically supports clients across their core business hours and has achieved significant growth in overseas sales of over 100% in three years by establishing itself in its target sectors and markets. Language Insight wins the Queen's Award for Outstanding Short Term Growth in overseas sales over the last three years.



Melba Products Limited

Derby Works
Manchester Road
Bury
Greater Manchester
BL9 9NX

Website: www.melbaswintex.co.uk
Employees: 157
Immediate Parent: Melba Products Holdings Limited /Melba Group Limited
Managing Director: Mr Gregg Dawson
Press Contact: Paul Harrison
Tel: 07515327200
Email: paul.harrison@swintex.co.uk

Melba Products Limited operates in Bury as a plastic moulder of traffic management products, such as cones, signs, barriers and speed ramps, and started trading in 1982. As a departure from its previous strategy to sell products made for the UK market overseas, the company decided to manufacture products totally geared at the export market and is now making barriers specifically for the German and USA markets. An export sales manager and an Eastern European agent were appointed. The main current market is Spain with significant sales from Ireland, Germany, France and Poland. The company entered USA during the application period. Overseas sales have grown by 63% over the three year application period and the proportion of sales exported has increased to 17% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Metstok Limited

Holmes Hill
Greenacre Street
Clitheroe
Lancashire
BB71EB

Website: www.metstok.com
Employees: 19
Immediate Parent:
Managing Director and Founder: John Vernon
Press Contact: John Vernon
Tel: 07818421007
Email john.vernon@metstok.com

Metstok Ltd. was established in 2013 and is now based in Holmes Mill, Clitheroe, Lancashire. The company's core products are stainless steel products, mainly flat rolled (cold and hot rolled), supplied direct from the mills in India, and then from its central stocks in Antwerp and the UK. Metstok distribute to twelve European markets including the UK, Ireland, Belgium, Holland, Austria, Germany, Czech Republic, Slovakia, Slovenia, Denmark, Sweden and Hungary. Its customers, 98% of whom are repeat customers, are all distributors, not end users. It is one of the fastest growing exporters of stainless steel to the German market. Between 2016 and 2018 export sales have increased by 137% and now make up 81% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Odyssey Interactive Ltd trading as Interact

4th Floor, Station House
Stamford New Road
Altrincham
Cheshire
WA14 1EP

Website: www.interactsoftware.com
Employees: 106
Immediate Parent: Hasgrove Ltd
CEO: Mr Simon Dance
Press Contact: Bianca Hartley
Tel: 01619273222
Email: bianca.hartley@interact-intranet.com

Established in 1996, Odyssey Interactive Ltd, trading as 'Interact', is a global enterprise software company. Headquartered in Altrincham, Cheshire they also have an office in New York with the users of their software spread across the globe. Their main product, called Interact, is a configurable, out-of-the-box intranet platform, with social collaboration tools and intuitive interface to provide a long-term, business-wide internal communication solution, without the need for specialist IT skillsets. Their clients include Lush, Sony Interactive Entertainment, European Central Bank, Travelex, Equinox, AO.com, a number of NHS authorities, and Channel 4. In 2015 they switched to a subscription-based model which is now paying dividends. Overseas sales have grown by 130% across the last three years with their main international markets being USA, Canada, France, Belgium and UAE. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Orbital Education Limited

Landmark House
Station Road
Cheadle Hulme
Cheshire
SK8 7BS
01614857091

Website: <https://orbitaled.com>
Employees: 491
Immediate Parent:
Chairman: Mr Kevin McNeany
Press Contact: Clare Grundy
Tel: 0161 485 7091
Email: claire@orbital.education

Orbital Education Ltd began trading in 2008 as an operator of British style international schools overseas. The company now has ten schools in seven countries - Russia, Spain, Hungary, China, Ecuador, Slovenia and Qatar. The latter is the most recent and is operated as a joint venture with Qatar Airways capable of delivering education to 2,250 students in a purpose built school opened in September 2018. Some schools are start-ups whilst others are more mature, being either acquisitions or partnerships. The company's strategy is well considered and is clearly delivering, with overseas sales more than quadrupling over the period. The company is opportunistic and highly entrepreneurial in the way they approach the development of new business. Orbital wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

North West International Trade



ParkCloud Ltd.

55 Spring Gardens
Manchester
Greater Manchester
M2 2BY

Website: www.parkcloud.co.uk
Employees: 21
Immediate Parent: PCFFM Ltd.
Managing Director: Mr Mark Peglar
Press Contact: Gemma Killackey
Tel: 07904287029
Email: gemma.killackey@parkcloud.com

ParkCloud Ltd wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. Over the period overseas sales have grown year on year by a total of 223%. Virtually all of the company's business is international. Established in 2008 and based in Manchester, the company won the Queens Award for International Trade in 2013. It is a market leader in providing booking and marketing services for the parking industry. It takes bookings from drivers based in more than 150 countries and has partner arrangements with car park operators in 42 countries worldwide, allowing carpark operators to benefit from exposure to a large and diverse audience base in exchange for an agreed commission on each booking taken. The company is supported by three call centres; two in Romania and one in Macedonia.

PortSwigger Web Security

Victoria Court
Knutsford
Cheshire
WA16 0PF

Website: <https://portswigger.net>
Employees: 26
Immediate Parent:
CEO, Founder: Mr Dafydd Stuttard
Press Contact: Jo Taylor
Tel: 01565 631210/ 07796 330025
Email: jo.taylor@portswigger.net

PortSwigger Ltd is based in Knutsford Cheshire and was founded by Dafydd Stuttard becoming incorporated in 2008. It develops software testing tools that expose weaknesses in web applications. Having started developing the software as a hobby, he wrote a book 'The Web Application Hacker's Handbook' which is still the go-to book for web security testers. Today they sell to over 35,000 individuals, in 9,500 companies in over 120 countries across the globe including almost 60% of the Global Fortune 500 companies and 80% of the US Fortune 100 companies. Over 90% of the company's sales are exports and its overseas sales have grown by 127% across the last three years. Its major markets are USA, Germany, India, Canada and Japan. Since the introduction of a reseller network, China has seen sales go up by 1600%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Richardsons Healthcare Ltd

60 Irlam Road
Bootle
Merseyside
L20 8NG

Website: www.richardsonsltd.co.uk
Employees: 25
Immediate Parent: N/A
Managing Director: Mr Michael Gould
Press Contact: Michael Gould
Tel: 0151 9226511
Email: michael@richardsonsltd.co.uk

Richardsons Healthcare Ltd. designs and manufactures operating table and birthing mattresses. Based in Bootle, Merseyside they started trading in 1988. The company sells its pressure relieving mattresses and accessories to some of the world's largest medical device companies. Richardsons Healthcare Ltd. are recognised as the industry leaders in the development of this type of patient support surface. Overseas earnings grew by 66% during the three-year period with the top overseas markets including Germany, France, Finland, Sweden and Italy. More recently the company has sold its products to the USA and Chinese markets. Success with a contract to manufacture heated mattresses classified as medical class 2 product has allowed major investment in quality assurance. With this new product line there is great potential to grow sales in this sector overseas, particularly the United States. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Roberts Recycling Ltd

4
Brickfields
Knowsley
Merseyside
L366hy

Website: www.robertsrecycling.co.uk
Employees: 9
Immediate Parent: N/A
Managing Director: Mr John Roberts
Press Contact: Paul Roberts
Tel: 07919098182
Email: paul@robertsrecycling.co.uk

Roberts Recycling Ltd was established in 2012 and is based in Huyton, Knowsley. The company is an award winning exporter of used clothing, buying and selling unwanted apparel and textiles. Initially trading within the UK market selling to exporters, Roberts Recycling began increasing volumes and exporting goods directly into Europe. Trade into Europe increased along with the customer base. This gave opportunities to find markets for a wider range of used clothing products to be exported. Export sales increased by 200% between 2016 and 2018. Sales are now continuing to Eastern Europe and have spread out from Poland to Georgia, Latvia, Romania and the Middle East. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

North West International Trade



Universal Smart Cards Limited

Unit 5 Rising Bridge Business Park
Blackburn Road
Accrington
Lancashire
BB5 2AL

Website: www.usmartcards.com
Employees: 28
Immediate Parent: N/A
Managing Director/Co Founder: Mr Chris Allen
Press Contact: Paul May
Tel: 07903765999
Email: paulmay@usmartcards.com

Universal Smart Cards Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Over three years overseas sales have grown year on year by a total of 238% and overseas sales now account for 11% of total business. The company's main market is the USA where it has opened a subsidiary office but it does sell worldwide. Its top 5 markets are USA, Kuwait, UAE, Colombia and South Africa. Established in 2001 and based in Accrington, Lancashire, the company is a market leader in the manufacture, supply and deployment of smart cards and related smart card products. It also offers consultancy and advise services to clients to facilitate the implementation of smart cards for applications including corporate ID, IT login and physical access, cashless payments, print management, loyalty and membership, time and attendance, asset tracking and smart ticketing for transport.

Whyte & Ivory Ltd

15 Kenyon Road
Lomeshaye Industrial Estate
Nelson
Lancashire
BB9 5SP

Website: www.whyteandivory.com
Employees: 8
Immediate Parent: N/A
Managing Director: Mr Peter Hamilton
Press Contact: Peter Hamilton
Tel: 07802 520900
Email: peter.hamilton@whyteandivory.com

Whyte and Ivory Ltd. started from a home base in 2010 and is now located in Nelson, Lancashire. The company supplies curtain linings and fabrics to leading wholesale brands and retailers, covering the home and contract sectors. Whyte and Ivory Ltd does the commercial "heavy lifting" of producing and holding volume stocks of industry essential textiles, as well as developing supply chain and product innovations that provide change and innovation in the market. They now number many global brands and leading retailers amongst their customer base, selling hundreds of thousands of metres of textiles each month. The company has seen its overseas sales grow by £2.03 million across the last three years, with exports growing from £1.6 million representing 48% of total sales in 2015, to £3.6 million at 60% of total sales in 2017. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Woodford Engineering Consultancy (UK) Ltd.

Metropolitan House
Station Road
Cheadle Hulme
Cheshire
SK8 7AZ

Website: www.wecuk.com
Employees: 42
Immediate Parent: N/A
Managing Director: Mr. Richard Smith
Press Contact: David Bradshaw
Tel: 07968089820
Email: dave.bradshaw@wecuk.com

Woodford Engineering Consultancy (UK) Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales grew year on year over three years from £1.1 million to £3.2 million, a rise of 177%. Overseas sales now account for 96% of total sales, and all overseas sales are to Airbus SAS in France via a tier-one Airbus supplier in Germany. The company is the only Preferred Supplier to Airbus in its field and is currently in the first year of a three year contract which promises substantial growth in future overseas sales. Established in 2009 and based in Cheadle Hulme, Cheshire, the company provides aircraft systems design, development, certification, safety engineering services and consultancy. Its customers include aircraft manufacturers, aircraft design organisations, aircraft operators and aircraft equipment suppliers. The company concentrates on supplying services to various Airbus companies and their tier 1 suppliers and its overseas business is all with Germany

North West Promoting Opportunity



Recycling Lives Ltd

1A Essex Street
Preston
Lancashire
PR1 1QE

Website: www.recyclinglives.com
Employees: 325
Immediate Parent: Recycling Lives Holdings Limited
Managing Director: Mr William Fletcher
Press Contact: Kate Upton
Tel: 07387 015426
Email: katie.upton@recyclinglives.com

Recycling Lives has been awarded the Queens Award for Promoting Opportunity for their excellent Social Mobility programme. Previously the company has won Queens Awards for International Trade (2018), and Sustainable Development (2010 and 2014). It recycles metals, IT equipment and vehicles nationally and also leads "HMP Academies" within HM Prisons. It provides employment opportunities for ex-offenders, homeless people, substance abusers, those with mental health problems and low educational attainment, as well as redistributing food to support local charities. The company started in 2008 with a metal recycling operation and an aim to rehabilitate homeless people and support them into full-time employment. It progressed to opening a processing centre for TVs and opened recycling operations nationally. The first Academy was set up in prison to offer work experience to marginalised individuals, to help them improve their employment prospects and it now delivers these benefits, through 11 HMP Academies in prisons, to over 200 disadvantaged individuals each year.

Tier 1 Asset Management Limited

59 Stanley Road
Whitefield
Manchester
Greater Manchester
M45 8GZ

Website: tier1.com
Employees: 64
Immediate Parent: N/A
Managing Director: Mr Jonathan Rose
Press Contact: Sam Keenan
Tel: 07984 612920
Email: Sam@24marketing.co.uk

As a result of benefiting socially disadvantaged prisoners whilst creating commercial gain, Tier 1 Asset Management is awarded a Queen's Award for Promoting Opportunity. Based in Manchester, Tier 1 Asset Management Limited refurbishes and redeploys IT equipment on behalf of its clients. It began trading in 1995 and employs over 60 people, operating a waste recycling facility within HMP Forest Bank, Salford. The social mobility programme seeks to break the cycle of crime by providing training for offenders whilst within prison and also long-term employment opportunities upon release. Tier 1's work has delivered these benefits to over 800 disadvantaged people since the programme's inception. This is, in part, due to their work with the charity ANTZ through funding of their, "Through The Gate" programme. The programme has also helped Tier 1 benefit commercially in terms of winning new business, improving operational efficiencies, boosting its reputation and assisting in the recruitment of new staff members who share the company's values.



North West Promoting Opportunity



Timpson Group plc

Timpson House
Claverton Rd
Wythenshawe
Manchester
M23 9TT

Website: www.timpson-group.co.uk
Employees: 5120
Immediate Parent: Offerhappy Ltd
Chairman: Sir John Timpson
Press Contact: Janet Parish
Tel: 01619466197
Email: janet.parish@timpson.com

The Timpson Group plc is awarded The Queens Award for Promoting Opportunity for its excellent Social Mobility Programme. The company began trading in 1865 and it has a long-established history of supporting disadvantaged groups. It focuses on Shoe Repairs (Timpson), Photo development (Max Spielmann) and Dry-cleaning (Johnsons) and its social mobility programme recruits and trains ex-offenders, providing a job and a new start. It works directly with ex-offenders, leading to employment through in-prison academies, work experience, direct recruitment and skilled training, supporting other employers to develop academies, working with NOMS (National Offender Management Service), ROTL (Release on Temporary Licence) Programme. The programme has achieved a 75% + retention rate of ex-offender recruits, benefiting thousands of disadvantaged people since its inception and providing over 500 of them with jobs directly in the Group's companies.



Northern Ireland International Trade



EDGE Innovate N.I. Ltd

30 Furlough Road
Dungannon
Tyrone
BT714DT

Website: www.edgeinnovate.com
Employees: 143
Immediate Parent: N/A
Managing Director: Mr Darragh Cullen
Press Contact: Aidan Donnelly
Tel: 02887741888
Email: adrian.donnelly@edgeinnovate.com

EDGE Innovate N.I. Ltd. develops, manufactures, markets and exports sophisticated technologies for shredding, stacking, screening and sorting primary and secondary raw materials in production processes and recycling. The family run business started trading in 2011 based at their design, manufacturing and quality control facility in County Tyrone in Northern Ireland. Overseas earnings grew by 68% to £17.998m during the three-year period with top markets including the United States, Australia, France, Canada and Japan. They have been able to diversify their product range to cope with economic fluctuations and demonstrated exceptional levels of corporate social responsibility with particular emphasis on involving partners in the reinvestment into Research and Development to introduce more advanced technology to suit differing legislation. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Shnuggle

Sketrick House
16 Jubilee Road
Newtownards
Down
BT23 4YH
02891815169

Website: www.shnuggle.com
Employees: 7
Immediate Parent: N/A
Founder/CCO/COO: Mrs Sinead Murphy and Mr Adam Murphy
Press Contact: Kelly Jones
Tel: 07717 214040
Email: kelly@thebutterflyconsultancy.co.uk

From an idea developed at the dining table Shnuggle has grown to become an increasing force in innovative baby products. Based in Newtownards, Northern Ireland, the company started trading in 2009 before taking on private investment in 2013 which enabled the owners to only then start working full time for Shnuggle. By 2015 major retailers were stocking its bath and the company was exporting to over 20 countries. It now has a growing portfolio of products in the sleeptime, bathtime and changing categories, including the multi-award winning Shnuggle Bath. Exports have more than quadrupled over the last three years with a commensurate growth in profits. Shnuggle is market leader in South Korea and has sales across Europe, the Americas and Asia. Shnuggle wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Northern Ireland International Trade



Yelo

Trooperslane Industrial Estate
20 Meadowbank Road
Carrickfergus
Antrim
BT38 8YF

Website: www.yelo.co.uk
Employees: 45
Immediate Parent: N/A
Managing Director: Mr Richard Furey
Press Contact: Dylan Burke
Tel: 07714495332
Email: dylan.burke@yelo.co.uk

The company was founded as 'Systems Solutions' in 1983 by Richard Furey and Alan Watts with a 400 square foot office. Today the company, now known as 'Yelo', employs 40 people with a 25,000 square foot manufacturing facility. Yelo is the only manufacturer of Photonics burn-in and life test systems in the UK. This equipment is called 'burn-in and life test equipment' and Yelo is one of a small number of companies in the world that possesses the skillset required to manufacture this type of equipment. It was when Yelo focused on the Photonics market that it saw major turnover growth which led to the construction of a new 25,000 square foot facility in Carrickfergus, Northern Ireland. Across the last three years overseas sales have grown by 138% with their main markets being China, Israel, Thailand, North America, and Europe. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Ace Aquatec Ltd.

16B City Quay
Camperdown Street
Dundee
Dundee City
DD1 3JA

Website: www.aceaquatec.com
Employees: 6
Immediate Parent: N/A
CEO: Mr Nathan Pyne-Carter
Press Contact: michelle@aceaquatec.com
Tel: 0044 (0) 779 952 3020
Email: michelle@aceaquatec.com

2018 Queen's Award for Innovation winners Ace Aquatec Ltd impressed the panel again this year with their humane fish and crustacean slaughtering equipment for fish farms and wild catch vessels. The Humane Stunner Universal (HSU) system is unique and protected by 3 granted patents. It removes the need for manual handling, stunning the animals whilst fully submersed and in the delivery tube. The development of the system overcame significant technical problems and required the adoption of new materials to enable it. Through detailed analysis of fish by x-ray and ph monitoring the company were able to demonstrate the effectiveness and improved results delivered. For the company, the success of this innovation has enabled them to develop new business models, expand their client base, increase exports, and has encouraged them to further invest in innovation. For customers HSU has increased their production capacity and improved the quality of product they deliver.

Optos plc

Queensferry House
Carnegie Campus
Dunfermline
Fife
KY11 8GR

Website: www.optos.com
Employees: 231
Immediate Parent: Nikon
CEO: Mr Robert Kennedy
Press Contact: Robert Kennedy
Tel: 01383 843300
Email: rkennedy@optos.com

Dunfermline based Optos Plc was founded in 1992 to develop and commercialise a patient-friendly retinal image device that produces an ultra-widefield image of the retina in a single capture. The ultra-widefield technology is capable of capturing a 200 degree view of the retina in a single, non-mydratic, non-contact, high resolution image, in less than 1/2 second. The recent development of the California device range with its additional features is specifically targeted at Eye Care Professionals and is supported by over 600 clinical studies. The device delivers an enhanced level of patient care and thereby reduces the risk of vision loss and improves diagnosis of disease. The devices are covered by a range of patents for the innovative technology upon which they are based. This highly inventive and technical product range has enabled the business to grow through successfully increasing their global market position particularly within the Ophthalmology segment

Thompson Recycling and Landfill Limited

Birch Road
Dumbarton
G82 2RN

Website: www.thompsonquarries.co.uk
Employees: 8
Immediate Parent: William Thompson & Son (Dumbarton)
Limited
Director: Mr Andrew Thompson
Press Contact: Andrew Thompson
Tel: 07712078652
Email: andrew@thompsonquarries.co.uk

Thompson Recycling and Landfill Limited specialises in recycling aggregate materials from construction and land-filled waste soils. Their innovation is the business model rather than the recycling technology. This model includes being paid to accept construction waste and extracting previously land-filled waste from their own former quarry in Scotland. These materials are recycled to provide high quality aggregates, sand and concrete for sale at competitive prices, free of aggregate taxes, back to construction companies. Control of the type of waste material allows the materials sold to meet higher quality standards which differentiates them from their competitors. The innovation has benefited the business by allowing in to extend operations in their quarry and build a commercially successful business. Customers and the environment benefit by greater use of recycled materials.

Scotland International Trade



Add Latent Ltd

34
Carden Place
Aberdeen
Aberdeenshire
AB10 1UP

Website: www.addenergy.no
Employees: 54
Immediate Parent: add energy as
Executive Vice President: Mr Peter Adam
Press Contact: Natalie MacRae
Tel: 07792447855
Email: natalie.macrae@addenergy.no

Add Latent Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Over a three year period overseas earnings have risen from £1 million in year one to £3.4 million in year two and £12.4 million in year three. Year on year rises of 234% and 256% respectively and a total rise over three years of over 1000%. Established in 2004 and based in Aberdeen, the company is part of a larger group of companies providing services supporting drilling and well engineering, safety risk, environment and operational excellence support. It combines engineering and software solutions to deliver to clients in the oil and gas sector a complete suite of results covering asset integrity, benchmarking and analysis, operations, material management and maintenance optimisation. Overseas earnings now account for over 90% of total revenue and company operates across Europe, North America, Middle East.

Occupancy Marketing Limited trading as 80 DAYS

Charlotte House
2 South Charlotte Street
Edinburgh
City of Edinburgh
EH2 4AW

Website: www.eighty-days.com
Employees: 42
Immediate Parent: N/A
Chairman: Mr Mark Forrester
Press Contact: Sam Weston
Tel: 0131 225 5555
Email: sam.weston@eighty-days.com

Occupancy Marketing Ltd. t/a 80 Days was established as a sole trader in 2003 and became a limited company in 2009. In 2017/18 it took over a sister business, rebranding it 80 Days. It is a creative and digital marketing agency specialising in the luxury hotel and travel sector. Based in Edinburgh and Dubai, with offices in London and Marbella as well, the company develops internet-based sales channels for over 400 hotels around the world. By focusing on this relatively narrow sector and using its in-house know-how in digital marketing plus a team of sales professionals based in the UK and the Middle East the company now sells to some of the most iconic hotels in the world and has seen substantial overseas growth. 80 Days wins the Queen's Award for International Trade for Outstanding Long Term Growth in overseas sales over the last six years.



Scotland International Trade



Perle Hotels Limited

Bosville Hotel
9-11 Bosville Terrace
Portree
Skye & Lochalsh
IV51 9DG

Website: www.perlehotels.com, www.perleoban.com,
www.bosvillehotel.co.uk, www.marmaladehotel.co.uk
Employees: 85
Immediate Parent: Perle Hotels Limited
CEO: Mr Fasih Rehman
Press Contact: Nina Ghita
Tel: 07736269190
Email: nina@perlehotels.com

Perle Hotels Ltd wins the Queen's Award for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales have increased year on year over 3 years by a total of 172% and overseas sales as a percentage of total sales have grown. Established in 2014 and based in on the Isle of Skye, Scotland, the company is an independent hotel group consisting of three luxury boutique hotels in Scotland that concentrates on attracting clients from international markets by focusing sales and marketing on promoting Oban and the Isle of Skye. The business attracts clients from around the world but it's top markets are USA and EU.

TheWhiskyBarrel.com

Unit 3
Riverside Court
Cupar
Fife
KY15 5JY

Website: www.thewhiskybarrel.com
Employees: 3
Immediate Parent: N/A
Managing Director: Mr Alastair Brown
Press Contact: Hazel Brown
Tel: 01334650353
Email: hazel@thewhiskybarrel.com

TheWhisky Barrel.com wins the Queen's Award for Outstanding Continuous Growth in overseas sales over the last 6 years. For the private family owned online retailer of specialist and world whiskies, overseas sales have grown year on year over six years by a total of over 450%, rising from £180k to £1 million. Over the period overseas sales as a percentage of total sales have constantly remained at around 80%. The company sells online direct to customers in over 50 countries worldwide and its top five markets are USA, Argentina, China, Germany and France. Established in 2007 and based in Cupar, Scotland, the company is a privately owned online retailer of specialist and world whiskies, Scottish gins and world rums. It operates a multi channel e-commerce business and is recognised as one of the world's leading whisky merchants exporting worldwide. The company is about to introduce for the first time its own range of rare single cask whiskies to meet an identified niche demand.



Tissue Solutions Ltd

Suite 1.2
First Floor
Fleming Pavilion
Todd Campus
West of Scotland Science Park
Glasgow
G20 0XA

Website: <https://www.tissue-solutions.com>
Employees: 14
Immediate Parent: THE INTELLIGENT TISSUE GROUP
LIMITED
CEO: Dr Morag McFarlane
Press Contact: Fiona Mackenzie
Tel: 01412990055
Email: media@tissue-solutions.com

Incorporated in 2007, Glasgow based Tissue Solutions Ltd. started trading when the founder spotted a niche in the market after directly experiencing problems finding reliable sources of human biomaterials. The company is now a well-established global virtual biobank, sourcing fully consented human tissue and biomaterials to help scientists develop and test new drugs. The company has increased its overseas sales by more than 200% in the period by adopting a strategy of developing relations with global pharmaceutical businesses operating in the UK to identify opportunities in the established pharmaceuticals producing territories, and making contact with newer countries in the field, especially China. The company has a highly ethical approach to its business, sourcing products from reputable international suppliers only when there is a client ready to use them. Tissue Solutions wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Captec Ltd

7 Whittle Avenue
Fareham
Hampshire
PO15 5SH

Website: www.captec-group.com
Employees: 96
Immediate Parent: Captec Group Ltd
Managing Director/ Founder: Mr Max Toti
Press Contact: Max Toti
Tel: 01489 866077
Email: m.toti@uk.captec-group.com

Captec Ltd is a Hampshire based company, which manufactures specialist computer equipment. Having identified a need in areas such as healthcare and leisure gaming where a tablet was needed for enterprise level applications, Captec Ltd developed tablets that have customised ergonomics, extended charge with custom power management, and additional packaging to protect them. Through designing specialised packaging for the tablets that incorporated additional battery storage and easy to use high density chargers that rapidly charge multiple tablets with integrated wired ethernet interface for automatically updating software, the company delivered a solution to rapidly growing industry sectors. This innovative product has delivered strong growth since its introduction and after two years already represents 15% of total company sales.

Cloudfm Integrated Services Ltd

Cloudfm House
3 Charter Court
Colchester
Essex
CO4 9YA

Website: cloudfmgroup.com
Employees: 164
Immediate Parent: Cloudfm Group Ltd
CEO: Mr Jeff Dewing
Press Contact: Christopher Raymond
Tel: 07793317007
Email: c.raymond@cloudfmgroup.com

Cloudfm Integrated Services Ltd provide an end to end facilities management service to their customers. Often treated as a commodity, facilities management has seen historic under-investment in technology, which in turn has compromised the control and measurement necessary to drive up productivity and ensure the proper implementation of safety standards.

The automated elements of their system have reduced administrative costs in comparison to their competitors and allowed the company to invest in training thus further improving service delivery. The automated systems ensure that the quality of delivery remains high and the overall increase in efficiency dramatically reduces errors, eliminating wastage. For customers, the benefits of using Cloudfm are budget certainty, reduced cost (through greater governance), reduced risk (through greater statutory compliance) and increased quality.

CTS Europe Ltd

14 Ordnance Court
Portsmouth
Hampshire
PO35RZ

Website: www.lab-bubble.com
Employees: 19
Immediate Parent: N/A
Managing Director: Mr Sean Codling
Press Contact: Sean Codling
Tel: 02392695521
Email: scodling@containment-technology.co.uk

CTS Europe Ltd of Hampshire, designs and manufactures laboratory containment systems. Their Award is for a unique industry award winning, simple to use portable fume hood that can be configured for many different applications and is called 'Lab-Bubble'. The free-standing table top design is self-contained and requires no additional extraction equipment. The product is visually attractive and complies to all international performance standards. It is easy to install by the user, no installation engineers are required which means it can be installed anywhere in the world no matter the voltage or facility setup. The unique design of the product encourages safe handling of hazardous chemicals. Lab-Bubble stands out as an innovative product in a niche market that is generating sales globally.

HT2 Labs Ltd

2A and 2B
The Carpenter's Workshop
Blenheim Place Sawmills
Combe
Oxon
OX29 8ET

Website: www.ht2labs.com
Employees: 28
Immediate Parent: N/A
Chairman and Founder: Mr Alan Betts
Press Contact: Libby Webb
Email: libby.webb@ht2labs.com

HT2 Labs Ltd of Oxfordshire has developed "Learning Locker", which is a big 'learning data' warehouse, used to store, sort, and share digital learning activity. Learning Locker allows data to be sent into a secure, centralised data warehouse using a standard method from any location. Once in Learning Locker, data can be analysed by non-technical administrators before being shared with authorised tutors, teachers, and other systems. Learning Locker showcases both a technical and business model innovation. The applicant was not the first to create a learning record store (LRS), but they were the first to make a fully queryable data warehouse in their category. Where other LRSs provide set analytics dashboards, Learning Locker have given away the full access and rights to the source code to their software. This allows administrators to create their own customised dashboards using a simple, code-free interface using a drag-and-drop approach.

Medisafe UK Ltd

Unit 3
Twyford Road
Bishop's Stortford
Hertfordshire
CM23 3LJ

Website: www.medisafeinternational.com
Employees: 74
Immediate Parent: Synergy Health Holding LTD / Steris PLC
Senior Operations Manager: Ollie Bullett
Press Contact: Tina Patchcott
Tel: 01279 858420
Email: tpatchcott@medisafeinternational.com

Medisafe UK Ltd, of Hertfordshire, design, develop and manufacture equipment and consumables for reprocessing surgical instruments. They were recipients of a Queen's Award for International Trade in 2015. Their Innovation application relates to a point of use pre-cleaning kit for complex / robotic instrument reprocessing. The Distal Duck kit, covered by a series of patents, comprises pre-filled tubes containing an enzymatic solution closed with a puncturable membrane. The device to be cleaned is pushed through the membrane and the soiled tip is kept in the solution ready for cleaning. The product is a novel and effective solution to a well-known problem.

MR Solutions Group Ltd (formerly known as MR Solutions Ltd)

Ashbourne House
The Guildway, Old Portsmouth Road
Guildford
Surrey
GU3 1LR

Website: <http://www.mrsolutions.com/>
Employees: 50
Immediate Parent: N/A
Founder and Chairman: Dr David Taylor
Press Contact: Leonie Onslow
Tel: 01737821890
Email: Leonie@vanepercy.com

MR Solutions Group Ltd (formerly known as MR Solutions Ltd) of Guildford, Surrey are a world leader in MRI technology. They have been winners of the Queen's Awards on two occasions, one for Innovation in 2016 and one for International Trade in 2017. Their innovative PET technology can be incorporated into or clipped on to the front of a MR Solutions' preclinical MRI scanner. By reducing the size of the PET scanner, the company has enabled researchers to undertake simultaneous or sequential multimodality imaging. The imaging scanner combines MRI for the structural and functional characterisation of tissue with the extreme sensitivity of PET imaging for metabolism and tracking of uniquely labelled cells or cell receptors. Once the company had reduced the PET scanner to fit inside (or clip on to the front) of the MRI system they then developed a way to integrate both outputs to provide single enhanced images.

N.A.Brown Ltd

Unit 25
Soho Mill
Wooburn Green
Buckinghamshire
HP10 0PF

Website: www.nabrownltd.co.uk
Employees: 14
Immediate Parent: N/A
Founder and Managing Director: Mr Nick Brown
Press Contact: Nick Brown
Tel: 07801 431072
Email: nick@nabrownltd.co.uk

Buckinghamshire based N.A.Brown Ltd are manufacturers of brushes for road sweeping machines. The company were the first to market brush heads made from plastic discs that replaced the traditional plywood heads. Their innovation is the development of a novel low-cost moulding process using degraded recycled plastic to manufacture the brush heads. These discs historically have been injection moulded, which requires high grade plastic. The unique manufacturing method utilises an extruder and pressure moulds to create the discs. By using this method, the company are able to use lower grade recycled plastic, significantly reduce energy consumption and treble production rates. The innovation represents a significant insight leading to an environmentally beneficial, and commercially successful solution.

Niftylift Ltd

Chalkdell Drive
Shenley Wood
Milton Keynes
Buckinghamshire
MK5 6GF

Website: www.niftylift.com
Employees: 456
Immediate Parent: N/A
Chairman and Founder: Dr Roger Bowden Honorary Doctorate
Press Contact: Simon Maher
Tel: 01908 857853
Email: smaher@niftylift.com

Milton Keynes based Niftylift Ltd are manufacturers of mobile elevating work platforms. In 2013 the company won Queen's Awards for Innovation and International Trade. Their recent innovation is an environmentally conscious mobile elevating work platform. The HR28 4x4 Hybrid is a lighter, more compact and versatile lifting platform that offers greater performance than competitor products. Power supply is from a diesel hybrid system that can be driven on electric power alone or by utilising the diesel engine. The company has developed several significant novel technologies and engineering techniques into this product, which are supported by a series of patents. The HR28 4x4 Hybrid is a class leading machine in a highly competitive global market. It provides a flexible tool to operators with the capability of working indoors, outdoors and on mixed terrain. The success of the product has created 100 manufacturing and support jobs within the company.

Oxford BioDynamics Plc

26 Beaumont Street
Oxford
Oxon
OX1 2NP

Website: www.oxfordbiodynamics.com
Employees: 25
Immediate Parent:
CEO/ Co-Founder: Mr Christian Hoyer Millar
Press Contact: Paul Stockdale
Tel: 01865518910
Email: paul.stockdale@oxfordbiodynamics.com

Oxford BioDynamics Plc is a biotechnology company with a proprietary epigenetic biomarker discovery platform, EpiSwitch, based on the latest advances in regulatory genome architecture and its link to clinical outcomes and patient stratification. The pharmaceutical industry is facing a challenge to develop targeted therapeutics faster, with improved patient outcomes, and at a price which is acceptable. By integrating EpiSwitch biomarkers, pharmaceutical and biotechnology companies can increase the success rate of drug trials and reduce the overall cost of drug development. Their biomarkers help to reduce risk, cost and time to market for therapeutic development programmes and help gain significant insights into the disease mechanisms. The potential for this innovation to aid in the delivery of new therapies is significant. This innovation supports the personalisation of medicine delivering the right drug at the right dose at the right time for the right patient.

Oxford Instruments Nanotechnology Tools

Oxford Instruments NanoAnalysis
Halifax Road
High Wycombe
Buckinghamshire
HP12 3sSE

Website: www.oxinst.com
Employees: 170
Immediate Parent: Oxford Instruments PLC
Managing Director: Dr Ian Wilcock
Press Contact: Ian Wilcox
Tel: 01494 442255
Email: ian.wilcock@oxinst.com

Oxford Instruments Nanotechnology Tools Ltd, trading as Oxford Instruments Nanoanalysis, of Buckinghamshire has developed a high resolution energy dispersive X-ray spectrometer (EDS) for use with a scanning electron microscope (SEM). This enables scanning of both the structural and chemical composition of objects at the nanoscale easily and faster than previously possible. It is currently the only EDS product in the world that will detect X-rays as low as 50 eV and be guaranteed to detect characteristic X-rays from Lithium, underlining the company's status as technology leader in the very competitive field of scientific instrumentation. Besides enabling investigations in the area of Energy Storage (lithium ion batteries), the low energy sensitivity also provides capability to identify materials at very high spatial resolution, which is critical for research in the fields of nanotechnology, biotechnology, advanced materials and semi conductors.

rFpro

Unit B
Newton Lane
Romsey
Hampshire
SO51 8LE

Website: www.rfpro.com
Employees: 14
Immediate Parent: N/A
Founder: Mr Christopher Hoyle
Press Contact: Christopher Hoyle
Tel: 07941 095785
Email: chris.hoyle@rfpro.com

rFpro of Hampshire has developed driving simulation software specifically for the testing and training of autonomous vehicles. Public roads are surveyed with an eye-safe laser scanner to create a real world view and then converted into 3D digital models to make them look realistic and behave correctly in challenging lighting and weather conditions. This enables the company to physically model the interaction of the customer's vehicles with their real-world models through its sensors (cameras, radar, LiDAR) and through its vehicle dynamics. In a highly innovative insight the system clusters the power of many computers together, in the same experiment, so that simulated testing matches the complexity of the real-world cars being developed. The system provides an advanced solution to manufacturers, in this rapidly expanding sector, which accurately mimics real world interaction providing safe and reliable testing possibilities. The innovation has contributed to sales growth, in the domestic and export markets.

Stanhope-seta Limited

London Street
Chertsey
Surrey
KT16 8AP

Website: www.stanhope-seta.co.uk
Employees: 88
Immediate Parent: N/A
Director: Mr Giles Verity
Press Contact: Giles Verity
Tel: 0771 592 3299
Email: gv@stanhope-seta.co.uk

Contamination of aviation fuel by bio-fuels is a significant risk with high cost outcomes if not identified. Stanhope-seta Limited of Surrey recognised that the existing testing method was slow, costly and not providing the level of service required by this fast moving industry. The bio-component of fuel called fatty acid methyl ester (FAME) can ground aircraft resulting in delays and losses. The company developed the Fame-In-JET Instrument (FIJI) to detect ultra-low levels of FAME in aviation fuels. The instrument is able to quantify the presence of FAME with both a numerical result as well as a simple red or green indication of a pass/fail for the fuel. The system is designed for laboratory or field use and is simple to use with no sample preparation. The high level of innovation demonstrated has enabled the company to form a number of important international joint ventures for ongoing development and application of the technology.

Teemill Tech Ltd

Rapanui
Hooke Hill
Freshwater
Isle of Wight
PO40 9BG

Website: www.teemill.com
Employees: 46
Immediate Parent: N/A
Founder: Mr Martin Drake-Knight
Press Contact: Rob Drake-Knight
Tel: 07762410094 / 01983 727001
Email: rob@teemill.com

Isle of Wight based Teemill Tech Ltd recognised that the existing fashion system does not work. There is a high barrier to entry for new designers and entrepreneurs, factory minimums are high, and much of the fashion industry is not sustainable. In response the company has developed a circular fashion system that comprises a platform enabling anyone, anywhere, to start a fashion brand. It allows the creation of t-shirt designs, drafting of product descriptions using Artificial Intelligence technology to build an e-commerce store and automated marketing campaigns. Free to use, all an individual needs is an internet connection or a phone. An automated factory connects to the platform and manufactures products in real time once ordered, sending it directly out to the customer in custom packaging. The system changes customers from simply being consumers, to participants in the economy developing their own business.

South East International Trade



AMT Marketing Ltd

15 Guernsey Barn
Loseley Park
Guildford
Surrey
GU31HS

Website: www.amtmarketing.com
Employees: 12
Immediate Parent: N/A
Managing Director: Mr Andrew Turner
Press Contact: Andrew Turner
Tel: 07785 568949
Email: andrew@amtmarketing.com

AMT Marketing Ltd. started in 1996 in Guildford when the founder was given a high performance UK manufactured kite as a birthday present. He added a logo, turning it into a promotional item of which thousands were sold. New promotional items followed with the emphasis on high quality design and manufacture together with a high standard of service. The company targets its sales mostly on banks and hotels and now has clients mostly in Europe and the USA, but with increasing sales into the Far East, all made at its UK base. Export sales grew by more than 130% over the period. AMT Marketing Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Aspen Pumps Ltd

Apex Way
Diplocks Industrial Estate
Hailsham
East Sussex
BN273WA

Website: www.aspenpumps.com
Employees: 117
Immediate Parent: Acquaspen Ltd / Colorado Holdco Ltd
CEO: Mr Adrian Thompson
Press Contact: Fay Davis
Tel: 01323848842
Email: fay@aspenpumps.com

Established in 1995, Aspen Pumps Ltd (Aspen) is the market leader in the design, manufacture and distribution of condensate removal pumps and ACR ancillaries. Based in Hailsham, the company has previously won 2 Queens Awards, one for International Trade in 2009, followed by another for Innovation in 2014. Now trading in over 100 countries worldwide, Aspen is on track to be a major player on the international HVAC/ R (Heating, ventilation, air conditioning and refrigeration) stage. Overseas sales have grown from £20.9m to £41.8m across the last three years, with the company's main international markets being France, Australia, Germany, USA and the Netherlands. Within the last 5 years, the business has seen continued growth following the launch of a raft of innovative products; a number of key business acquisitions; as well as its core condensate pump market going from strength to strength. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Atom Brands

Atom Brands
Unit 1 Morley Business Centre
Tonbridge
Kent
TN9 1RA

Website: www.atombrands.com
Employees: 24
Immediate Parent: Atom Supplies
Managing Director: Mr Ben Ellefson
Press Contact: Nick Ravenhall
Tel: 07557733830
Email: nick@atombrands.com

Atom Brands started trading in 2011, and is based in Tonbridge, Kent. The company is a producer and exporter of gin, scotch whisky and rum and exports to over 40 different markets. The growth strategy focuses on distribution in countries with an emerging and growing craft spirits market. Distributors are chosen based on their portfolio of flagship brands, premium brands relying on quality for sales rather than selling on price. Atom Brands has formed strong relationships across Europe, Asia, Australasia, North America, Middle East and Africa. Singapore was a new market during the application period. Overseas sales have grown by 345% over the three year application period and in the final year of application 37% of total sales was exported. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Berkeley Engineering (Services) Limited

Reading Business Centre
Reading
RG1 7QF

Website: www.berkeleyeng.com
Employees: 2
Immediate Parent: N/A
CEO: Mr Irteza Piracha
Press Contact: Aanum Piracha
Tel: 020 7493 6167
Email: projects3@berkeleyeng.com

Berkeley Engineering (Services) Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales have increased substantially year on year over three years from £350k in year one to £753k in year two and £2.9 million in year three, rises of 115% and 291% respectively. Over the three years overseas sales have risen in total by 742%. Established in 2004 and based in Mayfair, London with Engineering offices in Reading, the company is an engineering consultancy that provides engineering design and construction services to leading oil and gas companies internationally. The company's business is now all overseas with 80% of its business in Saudi Arabia and the remainder with other oil producing countries in the Middle East and the Asia Pacific region. It now has multiple offices in Saudi Arabia and has recently opened an office in Oman.

Brigade Electronics Group PLC

Brigade House
The Mills, Station Road,
South Darent
Kent
DA4 9BD

Website: www.brigade-electronics.com
Employees: 106
Immediate Parent: Brigade Holdings Ltd
Chairman: Mr Chris Hanson-Abbott OBE
Press Contact: Harriette Conroy
Tel: 01403 783 400
Email: harriette.conroy@pmwcom.co.uk

Based in South Darent, Kent, Brigade Electronics Group plc launched its first reversing alarm in 1976. It took many years of lobbying by the company before their technology was accepted and it now leads the way in vehicle and plant safety, having extended its portfolio to include all-round visibility, pioneering many products and developing and patenting new technology. Over the most recent three years, the company's overseas sales rose by £12.8 million, with year on year growth exceeding 25% per annum. Export sales peaked at £27 million in January 2018 up from £14.3 million in 2016, and exports now account for nearly two-thirds of total turnover. Its five leading markets are Germany, USA, Italy, France and Finland. The company is focusing its continued growth on international markets away from the EU. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Customer Thermometer

The Old Chapel
Union Way
Witney
Oxfordshire
OX28 6HD

Website: www.customerthermometer.com
Employees: 6
Immediate Parent: N/A
CEO: Mrs Lindsay Willott
Press Contact: Claire Jones
Tel: 07826 528900
Email: claire.jones@jonesconsulting.co.uk

Customer Thermometer was founded by businesswoman Lindsay Willott in 2010 in Witney Oxfordshire. It is the market leader in survey solutions with their 1-click email feedback solution helping customers get quick and accurate feedback from their customers in just seconds. Their customers include Fortune 500 and FTSE100 companies and 9 of the top 20 in the Forbes list, such as Facebook, BT and Unilever. They currently export their service to 1,262 companies across 61 countries with the primary markets being UK, USA and Australia. They also partner with 51 helpdesks, CRM and PSA providers with headquarters in the USA, Denmark, Poland, India and Germany. Overseas sales have grown from £121k to £445k; an overall growth of 267% over the last three years. The percentage exported has also risen from 52% to 70%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

South East International Trade



Easyskinz Ltd

Unit 5
Salterns Lane
Fareham
Hampshire
PO16 0SU

Website: www.easyskinz.com
Employees: 8
Immediate Parent: N/A
Marketing Director: Mr Hristo Totochev
Press Contact: Mr. Hristo Totochev
Tel: 07447616713
Email: support@easyskinz.com

Easyskinz Ltd was established in 2014 and is now based in Fareham Hampshire. They design, develop and manufacture skins as a novelty way to protect and recolour smartphones and electronic devices. The company was started, and a brand created, with the mission to become global using the power of the opportunities created by the Internet. In 2015, the value of the company's exports was £275,241 representing 62% of sales and by December 2017, export sales had grown to £1.161 million now representing 87% of total sales. The company is family owned and they sell directly to their customers. As such they don't have an overseas market structure, sales are through their website with strong sales to the USA, Germany, France, Italy and Spain. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Engineering Technology Applications Ltd

108 The Hundred
Romsey
SO51 8BY

Website: www.eta-ltd.com
Employees: 15
Immediate Parent: ETA Holdings Ltd
Director: Mr Jeremy Hartley
Press Contact: Mr Jeremy Hartley
Tel: 01794521215
Email: jeremy.hartley@eta-ltd.com

Engineering Technology Applications Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales have increased substantially year on year by a total of 54.7%. Founded 1996 and based in Romsey, the company won the Queens Award for International Trade in 2014. It is a specialist subsea cable consultancy and engineering company providing a comprehensive range of services, products and skilled personnel to meet the needs of telecoms, renewable energy, pipeline and cable systems owners, suppliers and installers worldwide. The company can supply a tailored service to clients covering all aspects of project development from inception to maintenance. It is unique in that it concentrates entirely on subsea cable work and this work is by nature international. It operates worldwide with business across the EU, the Americas, China and the Pacific Rim. Its current top 5 markets are Cyprus, Sweden, Nigeria, Ireland and Denmark.



South East International Trade



Haybury Ltd

International House
76-81 Queens Road
Brighton
East Sussex
BN1 3XE

Website: www.hayburysearch.com
Employees: 16
Immediate Parent: KPP Ventures
Managing Director: Mr Stephen Kerassitis
Press Contact: Georgie Parsons
Tel: 01273 727 930
Email: georgie.parsons@hayburysearch.com

Haybury Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Established in 2006 and based in Brighton, the company won the Queens award for international trade in 2016. Overseas sales have grown year on year by 25.9% in year two and 42% in year three. Total growth over the period of 79%. The company now sells in over 50 markets worldwide. It is a specialist Executive Search firm that offers the full spectrum of services to the senior end of the Life Science Market. Its clients are based globally and include small and large Pharmaceutical, Biotech and Medical Device companies. In addition to recruitment services the company provides clients with interim solutions, market mapping and intelligence including market perception audits on a clients market position.

Inspiration Healthcare Ltd

2 Satellite Business Village
Fleming Way
Crawley
West Sussex
RH10 9NE

Website: www.inspiration-healthcare.com
Employees: 70
Immediate Parent: Inspiration Healthcare Group PLC
Head of Organisation: Mr Neil Campbell
Press Contact: Neil Campbell
Tel: 01273 499018
Email: 01273 499018

Based in Crawley West Sussex, Inspiration Healthcare Ltd was founded in 2003 by four friends who are still engaged in the management of the business today. The company is a global supplier of Medical Equipment used in Neonatal Intensive Care, Operating Theatres and Home Healthcare. Across the last six years its international sales have grown by 176% now making up 33% of all sales. Being able to link UK opinion to their international strategy helps their distributors understand what is at the vanguard of neonatal medicine and position themselves with their products in the market. Today they supply their own products to over 50 countries from the EU, North America, and the Middle East to South Africa, Australia and New Zealand. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



KIRK Process Solutions Limited

161 Park Close
Walton-on-Thames
Surrey
KT12 1EW

Website: www.kirkprocess.com
Employees: 5
Immediate Parent N/A
Chief Executive: Mr Michael Kirk
Press Contact: Michael Kirk
Tel: 01932250300
Email: mkirk@kirkprocess.com

KIRK Process Solutions Limited started trading in 2009, and is based in Walton on Thames. The company designs and manufactures products for separating and cleaning natural gas and crude oil. Products use cyclone technology to remove unwanted solids and water, allowing customers to build smaller or more productive plants at competitive cost and with low maintenance requirements. The company has identified a gap in the market for a more substantial UK player and, to exploit this, is investing in new products as well as organically growing the customer base. Main current markets are Russia, Switzerland, Nigeria, UAE and Denmark. Overseas sales have grown by 508% over the three year application period and in the final year the proportion of sales exported was 98% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Leverton Clarke Ltd

Unit 15
Sherrington Way
Lister Road Industrial Estate
Basingstoke
Hampshire
RG22 4DQ

Website: www.levertonlithium.com
Employees: 20
Immediate Parent: Leverton Clarke (Holdings) Ltd
CEO: David Hicks
Press Contact: David Hicks
Tel: 01256 810393
Email: david.hicks@levertonlithium.com

Leverton Clarke Ltd started trading in 1976, and is a Basingstoke based speciality chemical manufacturing company, focusing on lithium chemicals. The company previously won a Queen's Award for International Trade in 2014. This is testament to the continued growth in their business and their improved penetration of this fast developing global market. Presently, the principal markets are Asia, China and Europe although the strategic focus is mainly on Asia and particularly those with economies advanced in commercialising lithium ion batteries. Leverton is small company competing alongside several international corporates with a similar range of lithium based products and market penetration. The company does not employ direct sales or marketing staff, so its website is critical. Overseas sales have grown by 293% over the three year application period and the proportion of sales exported has increased to 90% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

South East International Trade



Meech International Ltd

2, Network Point
Range Road
Witney
Oxfordshire
OX29 0YN

Website: www.meech.com
Employees: 87
Immediate Parent: N/A
CEO: Mr Christopher Francis
Press Contact: Iain Cameron
Tel: Iain Cameron
Email: iain.cameron@meech.com

Established in 1907 Meech is one of the world's leading manufacturers of Static Control, Web Cleaning, Compressed air Technology and Surface cleaning products. Designed for use in industrial applications, Meech products are used in many industries around the world including Print, Automotive, Pharmaceutical, Packaging and Plastics. The Meech head office and main production site is located in Witney, Oxfordshire, with regional offices in USA, China, Belgium, Hungary, India and Singapore. These offices are supported by a network of over 70 distributors in 60 countries. Overseas earnings grew by 64% to £13m during the three year period and today Meech has more than 7000 global customers of which over 86% of sales are exported. The Meech international strategy works on a culture of being collaborative, innovative and reliable whilst building an organisational infrastructure that understands the customer's values and strives to constantly improve the customer experience. Meech wins the award for International Trade for the third time previously winning in 2009 and 2012.

Niftylift Ltd

Chalkdell Drive
Shenley Wood
Milton Keynes
Buckinghamshire
MK5 6GF

Website: www.niftylift.com
Employees: 456
Immediate Parent: N/A
Chairman: Dr Roger Bowden Honorary Doctorate
Press Contact: Simon Maher
Tel: 01908 857853
Email: smaher@niftylif.com

Milton Keynes based Niftylift Ltd are manufacturers of mobile elevating work platforms. In 2013 the company won Queen's Awards for Innovation and International Trade. Their recent innovation is an environmentally conscious mobile elevating work platform. The HR28 4x4 Hybrid is a lighter, more compact and versatile lifting platform that offers greater performance than competitor products. Power supply is from a diesel hybrid system that can be driven on electric power alone or by utilising the diesel engine. The company has developed several significant novel technologies and engineering techniques into this product, which are supported by a series of patents. The HR28 4x4 Hybrid is a class leading machine in a highly competitive global market. It provides a flexible tool to operators with the capability of working indoors, outdoors and on mixed terrain. The success of the product has created 100 manufacturing and support jobs within the company.



South East International Trade



Only Natural Products Ltd

Units 3&4
Crays Court,
Crays Lane,
Goose Green,
Thakeham,
West Sussex
RH20 2GU

Website: <http://www.higherlivingherbs.com>
Employees: 25
Immediate Parent:
CEO: Mrf Keith Garden
Press Contact: Keith Garden
Tel: 07912 341666
Email: keithgarden@hotmail.com

Only Natural Products Ltd started trading in 2000, and is based in West Sussex. In 2000 the tea market was saturated with conventional fruit teas using artificial flavours and the company's focus was to promote fruit and herbal teas made from 100% organic and natural ingredients. The company previously won a Queen's Award for International Trade in 2016. The company created bespoke products for specific markets and has been one of the first UK entrants into Hong Kong, Mexico and Korea with organic products. It is working with the Soil Association for China, where there is no agreement for the trade of organic products. Overseas sales have grown by 77% over the three year application period and the proportion of sales exported has increased to 72% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Original Products (Marylebone) Ltd

Unit 5, Kites Park
Summerleys Rd
Princes Risborough
Buckinghamshire
HP27 9PX

Website: www.originalproducts.co.uk
Employees: 7
Immediate Parent: N/A
Managing Director: Mr Paul Spencer
Press Contact: Paul Spencer
Tel: 01494766566
Email: paulspencer@originalproducts.co.uk

Established in 1952, Original Products (Marylebone) Ltd designs and distributes home bar accessories predominantly for home use mainly selling to the retail sector. Based in Princes Risborough, Buckinghamshire, and started by the current MD's father, the growth of online trading has certainly worked very well for them with a rapid rise in demand for their products across Europe. Overseas sales have grown by 94% with their main direct markets being Germany, France, Sweden, Austria and Spain with new customers more than doubling their business overseas in the last three years adding Nigeria, Thailand, the Lebanon, South Africa, the Seychelles, USA and Russia. Their strategy has always focused on specific retailers like El Corte Ingles, Nature stores in France and more recently Walmart Canada, rather than countries in total. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Oxford PharmaGenesis Limited

Tubney Warren Barn
Tubney
Oxfordshire
OX13 5QJ

Website: <https://www.pharmagenesis.com>
Employees: 147
Immediate Parent: Oxford PharmaGenesis Holdings Limited
CEO: Dr Christopher Winchester
Press Contact: Ellie Collins
Tel: 01865 390144
Email: ellie.collins@pharmagenesis.com

Oxford PharmaGenesis Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales have grown substantially year on year over three years by a total of 47% and over the period overseas sales have accounted for over 70% of the company's total business. Established in 1998 in Oxford, the company won the Queen's Award for International Trade in 2015. It is a health science communications consultancy providing services to the healthcare industry, professional societies and patient groups. It provides a diverse range of communication services including event organisation, value demonstration, strategic communication consultancy, health policy initiatives and medical education. The company operates globally with international offices in Switzerland, Australia and the USA. Its client base includes over 50 international healthcare organisations and the company is a preferred supplier to 9 of the top 10 global pharmaceutical companies.

Oxford Programs Limited, trading as Oxford Royale

Yarnton Manor
Church Lane
Oxford
OX5 1PY

Website: www.oxford-royale.co.uk
Employees: 44
Immediate Parent: N/A
CEO: Mr William Humphreys
Press Contact: William Humphreys
Tel: 08451306021
Email: william@oxford-royale.co.uk

Oxford Programs Limited t/a Oxford Royale Academy was founded in 2005 and is now Oxford's largest residential summer education. The number of sites used has increased from 9 in 2016 to 15, at 6 different locations including Oxford, Cambridge, London, Ascot, St Andrews, and the USA. In summer 2018 the company hosted students from over 130 countries and 1,700 schools with over 100 study options. A two times winner of this award Oxford Royale Academy continues to expand its exports, which represent some 95% of total sales. It has a successful strategy based on working with a large number of schools and agents around the world aiming not just to increase numbers of students generally but to ensure diversity with no course dominated by students from a single country. Oxford Royale Academy wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Oxford Technical Solutions Ltd.

Units 1 & 2
Park Farm Business Centre
Middleton Stoney
Oxfordshire
OX25 4AL

Website: www.oxts.com
Employees: 67.3
Immediate Parent: Ecrin Investments
Managing Director: Mr Chris Hocking
Press Contact: Heidi Malcolm-Day
Tel: 01869814248
Email: hmalcolmday@oxts.com

Oxford Technical Solutions Ltd was founded in April 1998 and is based at Middleton Stoney Oxfordshire. The company had identified a gap in the market for a land-based inertial navigation system and after their initial developments they launched their first system for the automotive market. The first RT3000 was sold into Germany and since then OxtS products have become the measurement solution of choice for vehicle manufacturers, automotive test facilities and independent vehicle safety organisations such as Euro NCAP around the globe. Exporting is crucial to their business with the UK market representing less than 25% of their total turnover. Customers include General Motors, Ford, BMW, Volkswagen, Volvo, Honda, Toyota, Nissan and Tesla. Overseas sales have grown by 193% across the last six years and their main markets are Germany, USA, China, Japan, and Sweden. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Oxford Technologies Limited trading as Veolia

HQ Building Didcot
Harwell Campus
Didcot
Oxfordshire
OX11 0GD

Website: www.nuclearsolutions.veolia.com
Employees: 66
Immediate Parent: Veolia Nuclear Solutions Inc.
Managing Director: Mr David Loughborough
Press Contact: Caroline Engevi
Tel: 01235420416
Email: caroline.engevi@veolia.com

Based in Abingdon and at the Harwell Campus in Oxfordshire, Oxford Technologies was formed in 2000 as a spin-off from the European nuclear fusion programme, delivering the world's first remote handling equipment inside a nuclear fusion reactor. The company subsequently moved into the nuclear decommissioning sector and in 2015 first joined Kurion bringing together robotics and remote handling; and then the Veolia Group. In 2017 Veolia brought all of its nuclear technologies into one business and launched Nuclear Solutions. Oxford Technologies is now trading as Veolia Nuclear Solutions UK (VNS-UK). Within three years VNS-UK has managed to secure contracts and is now leading a UK consortium of companies in the Fukushima decommissioning programme. Overseas sales have grown by 469% and the percentage exported has also risen from 27% to 84%. Their main international markets are Japan and France. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years

South East International Trade



PrimeVigilance Ltd.

I Occam Court
Surrey Research Park
Guildford
Surrey
GU2 7HJ

Website: www.primevigilance.com
Employees: 81
Immediate Parent: Ergomed Plc
CEO: Dr Jan Petracek
Press Contact: Florence Denance Habek
Tel: +385 99 231 7042
Email: florence.denance.habek@primevigilance.com

Based in Guildford PrimeVigilance began trading in 2009 as a pharmacovigilance service provider. In 2013 it launched Medical Information Services and in 2015 the company acquired Sound Opinion, a British medical information company. In 2016 it acquired Pharminvent, a Czech regulatory and pharmacovigilance services company. PrimeVigilance operates from bases in the UK, Croatia, Serbia, Czech Republic, USA and Germany. It provides its services across more than 100 countries to a range of international pharmaceutical, generic and biotech clients. The company has successfully increased its overseas sales by more than 500% in six years and wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

rFpro

Unit B
Newton Lane
Romsey
Hampshire
SO51 8LE

Website: www.rfpro.com
Employees: 14
Immediate Parent: N/A
Founder: Mr Christopher Hoyle
Press Contact: Chris Hoyle
Tel: 07941 095785
Email: chris.hoyle@rfpro.com

rFpro is a computer software business focused on driving simulation. Based in Romsey, Hampshire it started in 2007, completely by accident, when the company founder's hobby turned into a commercial enterprise. rFpro provides a software framework that allows simulated models of cars to be run inside 3D digital models of the real world which might be test tracks, vehicle proving grounds, motor-racing circuits or public roads, such as highways and urban city centres. Overseas sales have grown by 62.5% over the last three years with their main markets being USA, Japan, Germany, Italy, France, China and Switzerland. Today rFpro is being used by seven of the world's top ten road car manufacturers, and it has an estimated 72% share of the motor racing market. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years



South East International Trade



Semmco Limited

9 Kestrel Way
Woking
Surrey
GU21 3BA

Website: www.semmco.com
Employees: 37
Immediate Parent: N/A
General Manager: Mr Stuart McOnie
Press Contact: Lottie Hutchins
Tel: 01483 414751
Email: lottie.hutchins@mconieagency.com

Semmco Limited is an innovative British engineering company, based in Surrey. Semmco is dedicated to designing innovative solutions creating a safe and efficient working environment for aviation, helicopter and rail customers, engineering maintenance equipment, access platforms and aircraft refuelling systems. It is now a global business operating across Europe, the Middle East, Australasia and South America, opening its maintenance and assembly facility in Dubai in January 2017, and most recently its USA office and manufacturing facility. Semmco's customers include British Airways, Qantas, Delta, Easy Jet, First Capital Connect, Alstrom and Rolls Royce. Through strong customer partnerships Semmco has created a wide range of innovative designs. Services provided for clients include design, production, installation and after sales support. The company has seen its overseas sales grow from £392,340 as 19% of total sales in 2015 to £1.365 million as 40.5% of total sales in December 2017. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last 3 years.

Specialist Insight Limited

Hartland House
45 Church Street
Reigate
Surrey
RH20AD

Website: www.specialistinsight.com
Employees: 13
Immediate Parent: N/A
Managing Director and Co Founder: Mrs Louisa Whyte
Press Contact: Alasdair Whyte
Tel: 07739516839
Email: aw@corporatejetinvestor.com

Specialist Insight Ltd wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. Overseas sales have increased substantially year-on-year over six years from with a total growth of 550%. Over the period overseas sales as a percentage of total sales have grown from 62% to a current level of 85%. Established in 2010 and based in Reigate, Surrey, the company produce email newsletters, online magazines, training courses, conferences and events for clients involved in business jets, super yachts, helicopters and flying cars. Brands include Corporate Jet Investor, Helicopter Investor, Superyacht Investor and Revolution.Aero. The company has operated globally since its inception and operates in 48 markets worldwide. Its main market is the USA which accounts for over 40% of overseas sales, followed by Switzerland, Canada, Malta and France. Over the period the company has opened new markets across the Caribbean and in San Marino, Malta, Ethiopia, Pakistan and New Zealand.



South East International Trade



Systems Interface Limited

Unit 71.5
Dunsfold Park,
Stovolds Hill
Cranleigh
Surrey
GU6 8TB

Website: www.systemsinterface.com
Employees: 11
Immediate Parent: Frequentis AG
Managing Director: Mrs Caroline Webster
Press Contact: Bill Langrish-Smith
Tel: 07745022085
Email: bill@systemsinterfae.com

Systems Interface Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last 3 years. Overseas sales have increased substantially over three years by a total of 306% and now account for 79.9% of total sales. The company operates worldwide, tendering for new contracts in both existing and new markets and its current top five markets are Egypt, Tunisia Tajikistan, Qatar and Georgia. Established in 1982 and based in Cranleigh, Surrey, the company is a leading air traffic control systems integrator, design consultant, project management specialist and airport technology partner delivering turnkey aviation engineering projects to civil and defence airports worldwide. Around the world the company manages international airports' complex logistical and technical requirements for bespoke air traffic control systems and ground to air navigational aids.

Trace2o Ltd

The Technology Centre
Wagtech Court, Station Road
Thatcham
Berkshire
RG19 4HZ

Website: www.trace2o.com
Employees: 10
Immediate Parent: N/A
CEO: Mr Neil Durham
Press Contact: Neil Durham
Tel: 07785 737843
Email: Neil.durham@wagtechprojects.com

Based in Thatcham, Berkshire and established in 2015 Trace2o Ltd manufactures and supplies Environmental Testing Technologies, specialising in the analysis of drinking (potable) and waste water and are capable of measuring the safety of drinking water to World Health Organisation guidelines (WHO). In addition this includes microbiological parameters such as E. Coli which cause more than 80% of the world's diarrhoeal diseases. Starting from scratch in 2015, the company now sells to over 56 countries worldwide with overseas sales growing by 265% across the last five years. Typical developing world clients include Non Government Organisations such as Oxfam, World Vision and Medecins sans Frontiers. With their recent success through UNICEF for the Long Term Arrangement for the supply of water testing kits and portable laboratories, this awards them at least 50% share of that marketplace globally. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



South East

Promoting Opportunity



Trinity Fencing CIC

4 Penn Close
Sittingbourne
Kent
ME104LP

Website: www.trinityfencing.co.uk
Employees: 3.5
Immediate Parent: N/A
Founder and Director: Mr Simon Gadd
Press Contact: Simon Gadd
Tel: 07504980792
Email: simongadd@hotmail.co.uk

Trinity Fencing CIC has been Awarded the Queens Award Promoting Opportunity Award; the company has traded for over 30 years, providing fencing, decking and landscaping and since 2015 it has run an apprenticeship programme for offenders, ex-offenders, the unemployed, NEETS and young people with learning difficulties, providing qualifications, work experience and help with home rental costs during the apprenticeship period. It works closely with HMPYO, to help young offenders progress into employment, plus mentoring to help reduce re-offending rates. It has delivered such benefits to 13 disadvantaged people to date. Many apprentices take up employment with the company, with a career progression plan in place. For those not taking employment with the company, help is given sourcing employment elsewhere and reintegrating into society. The programme provides basic life skills such as time-keeping, personal hygiene and decision-making; it supports beneficiaries into temporary rented accommodation or longer term assisted accommodation.



ClimateCare Oxford Limited

112 Magdalen Road
Oxford
Oxfordshire
OX4 1RQ

Website: www.climatecare.org
Employees: 21
Immediate Parent: ClimateCare Ltd
CEO: Mr Edward Hanrahan
Press Contact: Rachael Treharne
Tel: 01865591000
Email: rachael.treharne@climatecare.org

Founded in 1997 and trading since 2011, ClimateCare Oxford Limited works with corporate and government partners to deliver world-leading programmes that tackle poverty, improve health and protect the environment, whilst delivering value for the organisations involved. The company helps organisations offset carbon emissions through their projects, which cut carbon emissions and improve lives. It is ranked number one in the UK B Corp community - leaders that drive a global movement of people using business as a force for good. Since first winning a Queen's Award in 2014, ClimateCare Oxford Limited has made exceptional contributions to sustainable development, which includes reducing carbon emissions by an additional 16 million tonnes, improving an additional 22 million lives and delivering \$10.6 billion of value for people and the planet.

Chipside Limited

Unit 7 Callow Park
Callow Hill
Swindon
Wiltshire
SN25 5PS

Website: www.chipside.com /www.mipermit.com
Employees: 45
Immediate Parent: N/A
CEO and Founder: Mr Paul Moorby
Press Contact: Paul Moorby
Tel: 03454709009
Email: paul.moorby@chipside.com

Chipside Limited has developed a digital permit platform named www.mipermit.com, which enables the public to self-service their legal permit needs with their local council, town, city, or regional government. The largest sector of use is parking; however, the platform is not limited to parking permits. The product extends to include bus passes, boat mooring permits, beach hut rentals, city access permits, waste management permits etc. The ability to digitally manage such services can be seen to be part of the SMART city movement. The first such digital platform available, it has been adopted by almost 50% of UK councils. The automated processes provided by the system deliver cost savings benefits and data analysis opportunities to clients that were previously impossible. The success of the business has led it to be invited on overseas trade delegations and attract new clients in Australia with further global expansion anticipated.

Kohler Mira Ltd

Cromwell Road
Cheltenham
Gloucestershire
GL525EP

Website: www.mirashowers.com
Employees: 772
Immediate Parent: Kohler Shower Bidco Ltd
Managing Director: Mrs Elizabeth Hazeldene
Press Contact: Mrs Emma Foster
Tel: 01242 283985 / 07709 484118
Email: emma.foster@mirashowers.com

Kohler Mira Ltd of Gloucestershire are manufacturers of electric showers. Whilst electric showers provide an endless supply of hot water they do not provide what consumers would classify as a 'power shower'. Recognising this as a shortcoming, the company developed a new technology to emulate the effect of power showers. Their novel and patented Airboost system utilises high-pressure air introduced into the water flow that gives the sensation of significantly increased flow without the need to increase the amount of water used. The Airboost technology has raised the profile of premium electric showers and provided a marketing opportunity. For customers the showering experience is improved and this is reflected in testimonials. Sales of Airboost are growing faster than the company average and raising the profile of the company.

Maximise IT Solutions Ltd

Embassy House
Queen's Avenue
Bristol
BS8 1SB

Website: www.maximiseit.co.uk
Employees: 25
Immediate Parent: N/A
Managing Director: Mr Tony Williams
Press Contact: Simon Eastwood
Tel: 07718 319047
Email: simone@maximiseit.co.uk

Bristol based Maximise IT Solutions Ltd are a software development business that has introduced SmartFlow, which delivers innovative attended and unattended software automation of complex back-office processes, improving quality, accuracy and speed while reducing costs. SmartFlow's ability to integrate with legacy systems automatically ensures that it does not place an unmanageable demand load on them and is highly innovative and enables the system to be used effectively in the management of complex customer complaints. The system has proven its value in the highly regulated financial services industry where investigation of complaints was time-consuming and often as a result of human error was completed inaccurately. SmartFlow completes the same processes automatically in a few minutes with a high degree of transparency and accuracy. Sales of the innovative product have grown impressively since launch and now represents two thirds of total turnover.

Qualasept Pharmaxo Holdings Limited

3 Corsham Science Park
Park Lane
Corsham
Wiltshire
SN13 9FU

Website: www.bathasu.com
Employees: 208
Immediate Parent: Qualasept Holdings Limited
CEO: Mr Chris Watt
Press Contact: Jessica Robson
Tel: 07939101687
Email: jessica.robson@qphl.co

Wiltshire based Qualasept Pharmaxo Holdings Limited trading as Bath ASU identified the market opportunity of extending the shelf life of biologicals (monoclonal antibodies, immunotherapies, targeted therapies). Biological treatments are expensive, with very short shelf lives (often 8 to 24 hours) when reconstituted, which leads to costly waste. Bath ASU has developed a patented design dual chamber bag that enables the extension of shelf lives for biological (and other) products that are vulnerable to precipitation when diluted. In addition the company has produced a very responsive manufacturing and service model, which allows NHS facilities to order biologicals with very fast turnaround times. Extending the shelf life of biological products has given customers (the NHS) significant cost savings. Hospitals can now place orders in advance as the shelf life of the products are no longer an issue. This has been a significant development and is a great example of radical innovation.

Alvan Blanch Development Company Ltd

Chelworth Manor
Chelworth
Malmesbury
Wiltshire
SN16 9SG

Website: www.alvanblanchgroup.com
Employees: 111
Immediate Parent: Alvan Blanch Holdings Ltd
Managing Director: Mr Andrew Blanch
Press Contact: Andrew Blanch
Tel: 01666 577333
Email: andrewblanch@alvanblanch.co.uk

Established in 1952, Alvan Blanch is a family owned British manufacturing and project engineering company based in Malmesbury Wiltshire. The company specialises in the design, fabrication and supply of quality machines and integrated systems for the primary and secondary processing of agricultural produce and waste materials. The company previously won the Queen's Award for International Trade in 2012. Their main markets are Russia, Nigeria, Qatar, Australia and Canada and overseas sales have grown from £6.7m to £11.9m across the last three years an overall growth of 76%. Their expansion into other markets has been through production innovation responding to local demands and opportunities. All sales are made from the UK company branded with the Alvan Blanch logo and a made-in-the-UK sticker. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Auger Torque Europe Limited

Auger Torque Europe Ltd
Hazleton
Cheltenham
Gloucestershire
GL544DX

Website: <https://www.augertorque.com>
Employees: 25
Immediate Parent: Kinshofer GmbH
Managing Director: Mr Alistair Brydon
Press Contact: Jo Collins
Tel: 01451 861 652
Email: jo.collins@augertorque.com

Auger Torque Europe Ltd. is a market leader in earth-moving attachments with a strong focus on quality, innovation and customer service. Established in 1998, their product range includes earth drills, augers and landscaping equipment for excavators and skid steer loaders for the construction industry. With five facilities across the world including Australia, China and United States and with the group headquarters and R&D facility based in Cheltenham, Auger Torque is well placed to serve its global customer base with high quality specialist products and service. Overseas earnings grew by 72% to £15.6m during the three-year period with the top overseas markets including Australia, Germany, Russia, France and China. New markets moved into include the Middle East and United States. They developed their dealer network, stock control and engaged local farmers in product trial and development. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. They won the Queen's Award for International Trade in 2013.

South West International Trade



Avon Specialty Metals Ltd

Empire Way
Gloucester
Gloucestershire
GL2 5HY

Website: www.avonspecialtymetals.com
Employees: 18
Immediate Parent: Avon Metals Ltd
CEO and Co Founder: Mr Steven Munnoch
Press Contact: Steven Munnoch
Tel: 07980 715033
Email: steven.munnoch@avonspecialtymetals.com

Avon Specialty Metals Ltd is a global leader in the processing and trading of high-performance metals and alloys. Established in 2012, and with core manufacturing roots dating back over half a century, the company specialises in the recycling of complex Nickel and Cobalt alloy scrap from the aerospace, land-based power generation and oil/gas Industries from all over the world. From its state-of-the-art recycling facility in Gloucester, it supplies a range of off-exchange minor metals and alloys. The company has seen a substantial increase in its overseas earnings which have risen by 270% from £2.76 million 2016 to £10.2 million in the year to June 2018, Its top export markets are North America, Europe and Asia. The company has a good strategy for growth and is achieving strong commercial success. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Bodywise UK Ltd

19 Eagles Wood
Woodlands Lane
Bristol
BS32 4EU

Website: www.natracare.com
Employees: 17
Immediate Parent: N/A
Sales and Marketing Director: Ms Susan Hewson-Lowe
Press Contact: Rhiannon Davis
Tel: 01454 613347
Email: rhiannon.davis@natracare.com

Bristol based Bodywise UK Ltd started trading in 1989. Its Natracare brand is the global brand leader in disposable organic and natural feminine hygiene. For many markets the company trades through dedicated natural and organic retailers and the strategy is to expand positioning in mass markets, gaining distribution with major multiples in each country, whilst recognising differing buying preferences in each. Offices were opened in North America and France and a partly-owned operation in South Korea. Targets are green-leaning consumers who purchase organic food but haven't considered natural and organic personal care items. Main current markets are USA, South Korea, Germany and France, entering 17 new markets. Overseas sales have grown by 68% over the three year application period and in the final year 91% of sales was exported. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



South West International Trade



Boxclever Press Ltd.

23D Bennetts Field Trading Estate
Wincanton
Somerset
BA9 9DT

Website: www.natracare.com
Employees: 15
Immediate Parent:
Managing Director: Mrs Sarah Sadler
Press Contact: Faye Cooper
Tel: 01963824199
Email: faye@boxcleverpress.com

Boxclever Press Ltd has achieved substantial growth over the last three years with overseas sales rising by 605%. Over the period overseas sales as percentage of total sales have risen from 15% to 37%. Established in 2005 and based in Wincanton, Somerset, the company produces a range of paper based stationery. Its core products are calendars and diaries but the company also produces an additional range of other organisational based products and accessories to complement the range. The company sells through retail stores, online retailers and via its own website. The brand is innovative and design led and the company seeks to continually introduce new products. From its UK base the company now sells internationally to Germany, France, Italy, Australia, Spain and the USA. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Clarendon Specialty Fasteners Ltd

2 Lydiard Fields
Swindon
Wiltshire
SN5 8UB

Website: www.clarendonsf.com
Employees: 68
Immediate Parent: Pride Ltd
Managing Director: Mr John Hunt
Press Contact: Jo-Anne Cluer
Tel: 01455825440
Email: j.cluer@clarendonsf.com

Clarendon Specialty Fasteners Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth over the last three years. It has achieved substantial growth over the three years with overseas sales rising from £3.6 million in year one to £6.4 million in year two and £8.6 million in year three. A total rise of 140%. Established 1991 and based in Swindon, the company is a manufacturer, stockist and distributor of fasteners, components and hardware for the aerospace, defence, industrial and motorsport sectors. It is unique in that it supplies aerospace fasteners, commercial fasteners, slides, couplings and gas springs combined with the internal design and manufacturing of customised innovative fastening solutions to meet the needs of the major European and American OEM companies who are its core clients worldwide. Its top five markets are Italy, France, Germany, South Africa and Thailand and it is in the process of establishing a physical presence in the German, Thai and USA markets.



South West International Trade



Emberson Group Ltd

37 Great Pulteney Street
BATH
BA2 4DA

Website: www.embersongroup.com
Employees: 9
Immediate Parent:
Group Managing Director: Mrs Clare Pratt
Press Contact: Clare Pratt
Tel: 01225 686266
Email: clare@embersongroup.com

Emberson Group Ltd. was created out of Emberson Business Ltd. in 2015 as an independent group of brand, marketing and lead generation agencies. Based in Bath it is employee owned and has grown substantially overseas in the last three years, selling to its primary target sectors of the oil and gas and construction industries. There is considerable freedom within the group for employees to work where and when they want to, which employees find highly motivating and makes the company highly agile. All work is conducted in the UK, through its entirely distributed network of employees and partners and is delivered either face to face or electronically. Emberson Group wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Foregenix

8-9 High Street
Marlborough
Wiltshire
SN8 1AA

Website: www.foregenix.com
Employees: 41
Immediate Parent: n/a
Chief Commercial Officer: Mr Benjamin Hosack
Press Contact: Kirsty Trainer
Tel: 0845 309 6232
Email: ktrainer@foregenix.com

From a standing start in 2009 Marlborough based Foregenix has become a leading force in the delivery of cyber security products and associated consultancy services. It is a world-leading adviser on some of the industry's most exacting standards such as Point-To-Point Encryption. The company has a well-planned strategy which focuses on offering local support through its own offices in Australia, Singapore, South Africa, North and South America, UK, and Germany. Clients range from SMEs to governments and major corporations across a range of sectors. Sales overseas have grown substantially such that Foregenix wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years



Partech Instruments

Rockhill Business Park
Higher Bugle
St Austell
Cornwall
PL26 8RA

Website: www.partech.co.uk
Employees: 21
Immediate Parent: N/A
Joint Managing Director: Mr Angus Fosten/Mr Roger Henderson
Press Contact: David Wilson
Tel: 07968603155
Email: david.wilson@partech.co.uk

Based in St Austell Cornwall, Partech Instruments was founded in 1964 to commercialise technology for monitoring the amount of material suspended in the water. It designs, manufactures and supplies sensors and control systems for Drinking Water and Waste Water Treatment processes. They also offer installation and maintenance services for this equipment. Export is currently the most important sector of the business with exports now representing 65% of total turnover. Overseas sales have grown by 60% across the last three years. Their approach has been to vastly increase the time and resource dedicated to growing each market and their main markets are China, Malaysia, France, Finland, and Norway. They now export to 36 countries. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Pitchmark Limited

Units 8 & 9 Ram Hill Business Park
Coalpit Heath
Bristol
South Gloucestershire
BS362TX

Website: www.pitchmark.com
Employees: 13
Immediate Parent: N/A
Managing Director: Mr Mark Rodman
Press Contact: Darren Rodman
Tel: 01454776666
Email: darren@pitchmark.com

Pitchmark Ltd. manufactures and supplies a complete range of line marking paints, machinery and equipment for all kinds of sports and surfaces. Based in Bristol, they started trading in 2010. Their products are used at all levels of sport from amateur to international stadia and for major competitions. Overseas earnings grew by 78% to £775k during the three-year period with the top overseas markets including Germany, Denmark, Belgium, Sweden and Finland. To sustain and grow they visit distributors for training and support, invite distributors to the UK or meet up at trade shows, provide regular communication and develop new products where required. Their website, literature and usage instructions are already in ten languages with plans for additional languages as required. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Precision Dippings Manufacturing Ltd

Unit J, Lawrence Drive
Yate
Bristol
Gloucestershire
BS37 5PG

Website: www.precisiondippings.co.uk and www.bloccs.com
Employees: 25
Immediate Parent: N/A
Managing Director: Mr Doug King
Press Contact: Sue Bradbury
Tel: 01326 567184
Email: sue@sbpr-ltd.com

Precision Dippings Manufacturing near Bristol focuses on rubber products for medical, marine, veterinary, emergency and rescue, fire safety and automotive sectors. Its new product, Blocs, which has provided the company with its main area of growth, is a range of waterproof cast and dressing protectors for fracture and wound care protection. The company previously won a Queen's Award for Innovation in 2016. Exports focused on an international digital strategy, localising websites, with multi-language search engine optimisation and local currency payment options. International distributor networks were set up in Europe and worldwide and countries seeing the greatest sales growth for Blocs are the US, Australia, Germany, Netherlands, France and Sweden. Overall current main markets are Czech Republic and USA. Overseas sales have grown by 105% over the three year application period and the proportion of sales exported has increased to 53% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in sales over the last three years.

Rotech (Swindon) Ltd.

10 Blackworth Industrial Park
Highworth
Swindon
Wiltshire
SN6 7NA

Website: www.rotechkeg.com
Employees: 6
Immediate Parent: N/A
Managing Director: Mr Justin Walshe
Press Contact: Justin Walshe
Tel: 01793764700
Email: justin.w@rotechkeg.com

Rotech (Swindon) Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales have increased year on year from £186k in year one to £252k in year two and £311k in year three. Year on year rises of 35% and 23% respectively and a total rise of 66%. Over the period overseas sales, as a percentage of total, have risen from 58.9% to 80.7%. The company now has 220 clients in 54 countries worldwide selling through a network of 13 agents in key markets. Its top 5 markets are USA, Brazil, China, Belgium and Germany. Established in 1985 as a design & manufacturing consultancy and based in Swindon, Rotech has become a world leader in the design, manufacture, supply and support of systems used in compliance and quality management within breweries, cider mills, wineries and soft drink plants, specifically related to monitoring the processes used for cleaning, disinfecting, and refilling returned kegs.

Wren Laboratories Limited

Unit 21 & 22 Mayfield Ave Business Park
Weyhill
Andover
Hampshire
SP11 8HU

Website: www.optibacprobiotics.co.uk
Employees: 71
Immediate Parent: Medipharma Group Ltd
Managing Director: Mr Jalal Janmohamed
Press Contact: Katie Sheppard
Tel: 01264369936
Email: katie.sheppard@wrenlabs.com

Wren Laboratories Ltd is a family-run business based near Andover in Hampshire. Specialising entirely in probiotics, their wide range of supplements known as OptiBac Probiotics include many of the world's most researched strains. Wren Laboratories Ltd is committed to producing high quality products, providing excellent customer service and investing in training and education across the globe. The OptiBac Probiotics range is sold to health food stores and pharmacies across the UK, Ireland and to many export markets. OptiBac Probiotics has fast become the UK's most popular* probiotics brand. Their emphasis on sourcing talent and services locally has allowed them to grow and adapt to change quickly, whilst keeping control over quality. The company has seen its overseas sales rise almost 350% between 2016 and 2018; China, Vietnam, Romania, Singapore and Malta are their lead international markets. The company wins the Queen's Award for International Trade for Outstanding Short-Term Growth in overseas sales over the last three years.

*Hitwise Jan/Feb 2019 UK independent probiotics brands.

South West Sustainable Development



Apetito UK Ltd

Canal Road
Trowbridge
Wiltshire
BA14 8RJ

Website: www.apetito.co.uk
Employees: 985
Immediate Parent: apetito UK Holdings
CEO: Mr Paul Freeston
Press Contact: Liam Britnell
Tel: 07453334116
Email: liam.britnell@apetito.co.uk

Apetito UK Ltd started trading in 1928 and is a leading food producer for the health and social care sector. Based in Trowbridge in Wiltshire, the company provides nutritious meals for hospitals, care homes and community services across the UK, Europe and Canada. Apetito UK Ltd are the only food company in the UK's health and social care sector to become a member of the Ethical Trading Initiative. Proud to support British food suppliers, foods such as potatoes and flour are 100% UK sourced and all beef is from UK and Irish farms. Fish is sustainably sourced and 97% of wild-caught fish accredited to Marine Conservation Society standards. The company is a Living Wage employer, working with schools and providing opportunities for apprentices and disadvantaged individuals. It is for commendable achievement through their management approach that Apetito UK Ltd is awarded the Queen's Award for Sustainable Development.



Biocatalysts Ltd

Unit 1 Cefn Coed
Parc Nantgarw
Cardiff
RCT
CF15 7QQ

Website: www.biocatalysts.com
Employees: 56
Immediate Parent: B.R.A.I.N. Biotechnology Research and
Information Network UK Ltd
Managing Director: Mr Stuart West
Press Contact: Mr Stuart West
Tel: stuartw@biocats.com
Email: 01443843712

Cardiff based Biocatalysts Ltd is a manufacturer of novel enzymes for the food industry and beyond. Their innovation relates to the introduction of disruptive technology enabling companies to have their own bespoke enzyme designed and manufactured rapidly and cost effectively. Through the development of a DNA database of 300 million natural enzymes, Biocatalysts Ltd has the ability to identify potential enzymes to deliver the specific features that clients require. Combined with unique production bacteria strains they can rapidly produce identified targets and test for the required functionality. The ability to generate novel enzymes at low cost is facilitating innovation in the food industry, which has been hitherto impossible. There is potential for the company to have impact upon some significant global challenges, such as carbon dioxide removal from power station exhausts, the production of low-calorie sugar, and processing food waste.

GTW Developments Group Ltd trading as Air-

Unit 1
Pavilion Ind. Est.
Pontypool
Torfaen
NP46NF

Website: www.airbondsplicer.com
Employees: 6
Immediate Parent: N/A
Managing Director: Mr. Graham Waters
Press Contact: Graham Waters
Tel: 01495755661
Email: graham@airbondsplicer.com

Welsh company GTW Developments Group Ltd., trading as Airbond, manufactures splicers that join or splice yarns together during the manufacturing process. The company identified the rapidly-growing composites market, which uses fibres such as carbon and glass, as being a new opportunity but there were a number of problems that needed to be overcome. Developed from their existing knowledge and expertise a range of products was created to improve the processes in this rapidly expanding high value materials market. In return the know-how obtained from their innovation was implemented retrospectively to improve their products in conventional textiles, particularly in the carpet-yarn sector. These new splicers are far more efficient and can splice difficult fibres including carbon fibre and glass fibre as well as big yarns. This gives the applicant a competitive advantage and enhanced brand reputation. It is an excellent example of how innovation aimed at a new sector delivers benefits to the company as a whole.

Huntleigh Healthcare Limited

Unit 35 Portmanmoor Road estate
East Moors
Cardiff
Cardiff
CF24 5HN

Website: www.huntleigh-diagnostics.com
Employees: 151
Immediate Parent: Arjo AB
Managing Director: Mr Peter Cashin
Press Contact: Darren Meilak
Tel: 02920 485885
Email: darren.meilak@arjo.com

Huntleigh Healthcare Limited of Cardiff, an Arjo company, has developed, in a single handset, the World's first combined handheld foetal and vascular Doppler with full colour waveforms.. The product features full audio heart sounds, large colour numbers and 'on screen' trace. The product also includes the ability to store the traces and transmit them to a software package enabling assessment over time. These handheld devices bring clinical assessments that would usually require hospital visits into the community saving time, effort, and improving the patient experience. This benefits the hospitals and clinicians as well as the patients, mothers, foetus' and their families. The obstetric sector globally is under 'time pressure' and at the same time requires better assessment of mothers in order to reduce the incidence of foetal and maternal distress. This innovative product is improving patient outcomes and clearance to sell the products in America, Canada and Japan is expected shortly.

Laser Wire Solutions Ltd

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

Website: www.laserwiresolutions.com
Employees: 26
Immediate Parent: N/A
Founder and CEO: Dr Paul Taylor
Press Contact: Esther Apoussidis
Tel: 01443841738
Email: esther.apoussidis@laserwiresolutions.com

Welsh company Laser Wire Solutions Ltd has developed their Odyssey wire stripping device to be used in the medical device manufacturing industry. The trend towards miniaturisation of medical devices, such as catheter wires, to allow micro-surgery has exposed limitations in the traditional methods of stripping insulating material from the wires. Ablation catheters for cauterising blood vessels during surgery need their tips to be exposed in order for the thermo-electrical cauterisation to function. Odyssey represents a cost-effective solution that can easily be integrated into manufacturing lines. Traditionally insulation would be stripped from electrical wires using mechanical scraping or hot chemical stripping. As wire diameters have reduced these approaches could damage the wire itself. Odyssey represents a next-generation laser stripping machine using solid state lasers with the ability to strip wires from 0.2mm diameter down to 0.02mm and smaller in a repeatable and predictable way without damaging the underlying metallic conductor.

Lumishore Ltd

Unit 2
Technium 1
Kings Road
Swansea
West Glamorgan
SA18PH

Website: www.lumishore.com
Employees: 26
Immediate Parent: N/A
CEO: Mr Eiffrion Evans
Press Contact: Lauren Patterson
Tel: 07572 641 370
Email: Lauren.Patterson@lumishore.com

Lumishore Ltd of Swansea are manufacturers of high performance LED marine lighting systems, for all types of boats, from RIBS to the world's largest superyachts. They are also serial winners of Queen's Awards, with three for International Trade and two for Innovation, won between the years 2014 and 2018. This year's winning entry is for the development of Lumishore's Louvre LED Lens - the world's only horizontally-aligned superyacht underwater lighting system. The Louvre light fitting has LEDs positioned in stepped rows with adjustable angles. The adjustable angles enable a flush-fit, weld-in flange to be used for each and every light location, regardless of the angle of the hull, with all lights pointing in the same horizontal plane. The design is simple and efficient to install and can be fitted to new Superyachts or retrofitted to existing vessels. Sales of this novel light fitting are driving growth in the company and are a further example of just how innovative this company is.

Markes International Limited

Gwaun Elai Medi Science
Llantrisant
RCT
CF728XL

Website: www.markes.com
Employees: 103
Immediate Parent: Schauenburg Analytics Limited
Founding Director: Mr Alun Cole
Press Contact: Gavin Davies
Tel: 01443230935
Email: gdavies@markes.com

There is growing requirement for airborne chemicals to be captured and analysed in order to understand the impact they have on environment, human health, or product quality. Welsh engineering company, Markes International Limited, has delivered high-technology scientific instruments for this requirement that are driving strong company growth. Markes' patented technology for manufacturing small precision engineered valves has enabled the accurate and uncontaminated collection of organic chemicals from air, liquids and gases for analysis. Their world-leading valve-based instruments - thermal desorbers - detect very low concentrations of airborne chemicals. The valve developed has very specific technical requirements, in that it needs to be heated to 200 degrees centigrade very rapidly, and it has to be made of inert material so as not to contaminate any samples collected for analysis. Since its introduction, this unique valve has been incorporated in a growing number of products, positioning the company as the world leader in its field.

Silverlining Furniture Group Ltd

The Old Ordnance Factory
Unit 12
Bridge Road
Wrexham
LL13 9QS

Website: www.silverliningfurniture.com
Employees: 65
Immediate Parent: Silverlining Furniture Group Limited
Founder: Mr Mark Boddington
Press Contact: Mark Boddington
Tel: 07976 058 721
Email: Mark.Boddington@silverliningfurniture.com

Silverlining Furniture Group Ltd of Wrexham has innovated their approach to creative craftsmanship of bespoke furniture by harnessing advanced materials, technology, and research and development with traditional skills to re-define their business. To support their work, the company has undertaken new collaborations, including working with the BioComposites Centre at Bangor University, and other advanced material and colour chemistry institutions. This has enabled them to use a scientific-based approach to develop novel and unique techniques to create each new piece of bespoke furniture. The bespoke pieces go beyond creativity, and now combine scientific and technological research and development to create novel innovative approaches to design. Novel methods of bleaching, colouring, and etching wood are amongst the innovative techniques incorporated in designs. This combination of traditional craftsmanship and advanced technologies is an excellent example of how businesses can re-position themselves for continued success.

Concrete Canvas Ltd.

Block A22
Treforest Industrial Estate
Treforest
Pontypridd
Rhondda Cynon Taff
CF37 5SP

Website: www.concretcanvas.com
Employees: 39
Immediate Parent: Concrete Canvas Group Ltd
Director-Commercial: Mr William Crawford / Mr Peter Brewin
Press Contact: Garry Watkins
Tel: 043456801908
Email: garry.watkins@concretcanvas.com

Concrete Canvas Ltd is based in Pontypridd and was established in 2005. The company produces flexible, concrete filled geotextiles, which harden on hydration to form thin, durable and waterproof layers that can be cut or shaped using basic hand-tools. The products are a cost-effective alternative to conventional concrete for many applications. The company previously won a Queen's Award for Innovation in 2014. As Concrete Canvas is a new technology, the company ensures partners can access technical data as well as specialist UK-based sales support. The UK office manages America and Asia, with in-country resource in Belgium, Australia, South Africa, Malaysia, Italy and Dubai. Overseas sales have grown by 60% over the three year application period and in the final year of application 79% of total sales was exported. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years

Cyden Limited

Office Block A
Bay Studio Business Park
Fabian Way
Swansea
SA1 8QB

Website: www.cyden.com
Employees: 36
Immediate Parent:
CEO: Mr Giles Davies
Press Contact: Giles Davies
Tel: 01792274009
Email: gdavies@cyden.com

Cyden Ltd. designs, manufactures and distributes intense pulse light (IPL) based hair removal beauty devices for use in the home. Starting trading in 2002, originally making devices for professional salons, Cyden Ltd. has made great progress in addressing the high growth home beauty sector globally. Based in Swansea the company now distributes to eleven international markets with Japan most recently. Overseas earnings grew by over 560% to £28.5m during the three-year period with the top overseas markets including China, Australia, United States, Germany and France. The attitude to this product is universal, despite cultural differences, so it is their ambition to become the largest supplier in the world. Manufacturing has been brought back to Wales from China to help monitor quality better and create jobs locally. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Markes International Limited

Gwaun Elai Medi Science Campus
Llantrisant
RCT
CF72 8XL

Website: www.markes.com
Employees: 103
Immediate Parent: Schauenburg Analytics Ltd
Founding Director: Mr Alun Cole
Press Contact: Gavin Davies
Tel: 01443230935
Email: gdavies@markes.com

Established in 1997, Markes International is based in Llantrisant Rhondda Cynon Taf, Glamorgan. The Markes International Group manufactures and sells high technology scientific instrumentation for analytical chemists globally. It supplies a wide range of business and research sectors for sampling organic chemicals from gases, liquids, and solids. Markes has a global reputation for both its product innovation and application expertise in the fields of thermal desorption, chromatography and mass spectrometry. These techniques allow them to concentrate a sample of organic chemicals allowing them to be detected and identified at extremely low levels. Export sales in 2015 totalled £11m, representing 92.4% of total sales, rising by 69% to £18.7m at 87% of total sales, in 2017. Its five largest markets were USA, China, Germany, South Korea and the Netherlands. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Zip-Clip Ltd

5 Offas Dyke Business Park
Welshpool
Powys
SY21 8SS

Website: www.zip-clip.com
Employees: 38
Immediate Parent:
CEO: Mr Steven Goldsworthy
MD: Mr Matthew Clay-Michael
Press Contact: Ms Holly Taylor
Tel: 01686 623366
Email: h.taylor@zip-clip.com

Zip-Clip Ltd started trading in 2004, and is based in Welshpool, Powys. It designs and manufactures commercial suspension systems for electrical containment, HVAC services and other sectors, developing over 50 new products including a seismic range to nuclear standard. The company aims to secure a distributor in all continents across three sectors of business: mechanical, electrical and plumbing, heating and ventilation and signage and display. Zip-Clip Ltd visits its main markets three to four times per year, training distributors and visiting key contractors and other organisations to help the distributor promote the range. The company exports to 24 countries and its main markets are France, Australia and Italy. Overseas sales have grown by 184% over the six year application period and the proportion of sales exported has increased to 38% of total sales. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Prometheus Medical Ltd

The Old Rectory
Hope Under Dinmore
Herefordshire
HR6 0PW

Website: www.prometheusmed.com
Employees: 28
Immediate Parent:
CEO: Mr Malcolm Russell MBE
Press Contact: Rachel Griffiths
Tel: 01568 613942
Email: rachel.griffiths@prometheusmed.com

Prometheus Medical Ltd. is a supplier of pre-hospital emergency medical equipment and high-quality medical training courses for a wide audience; from the layperson to the healthcare professional. This SME based in Herefordshire has developed a novel device, the Prometheus Pelvic Splint that has been designed to stabilise pelvic injuries in emergency pre-hospital environments. Pelvic splints had developed and become more sophisticated over recent years. Whilst the support given by these devices is excellent, they have developed to the point that they require specialist knowledge to use. Through a process of simplification the company has re-designed the pelvic splint to be intuitive to use with minimal training, whilst at the same time offering the support patients of all sizes require, and the access healthcare professionals need to complete assessments. Consequently, this small firm has taken a very significant share of the UK pelvic splint market and now dominates with an 80% share of that market.

Semantics 21 Ltd.

Barn 4 Office C3
Dunston Business Village
Stafford
Staffordshire
ST18 9AB

Website: www.semantics21.com
Employees: 3
Immediate Parent: N/A
CEO: Dr Liam Owens
Press Contact: Dr Liam Owens
Tel: 01785 330758
Email: liam.owens@semantics21.com

Identifying a need for a sophisticated suite of software to be used by law enforcement officers investigating images, videos and multimedia for child sexual abuse, Staffordshire based Semantics 21 Ltd developed two leading-edge software applications: LASERi-p (targeted at images and animated graphics) and LASERi-v (targeted at videos). These applications are bundled into the LASERi Suite. The software suite uses next-generation image and video analysis software to tackle the high computational cost, rich information content and unwanted variation of visual data, and difficulties linked to slow visual scanning through a video by a digital forensics investigator. Artificial intelligence is used to deal with the diversity or variation of visual data to extract probative clues. Algorithms have been developed for rapidly detecting faces or nudity, for estimating the age of people appearing in visual data, and finding other evidential clues. The software significantly speeds up the forensic investigation of large volumes of evidence.

Spectra Group (UK) Limited

Bridge Court Barn
Kingstone
Hereford
Herefordshire
HR2 9ES

Website: www.spectra-group.co.uk
Employees: 35
Immediate Parent: N/A
CEO: Mr Simon Davies
Press Contact: Miguel Ferros
Tel: 02030313890
Email: m.ferros@spectra-group.co.uk

slingshot enables users of military and emergency services two way radios to extend their communication range from a few miles to thousands of miles through using satellites. The founder of Spectra Group (UK) Limited had experience of using line of sight communications and fully understood their limitations in terms of limited distance and obstacles decreasing that distance. At the time, this could only be overcome using repeater stations, which require continual support and risk to life of holding these small stations in military zones. It was identified that if the frequency of existing radios could be changed, this would make it possible to use satellites to transmit the communication. The company developed a system that achieves this. It is compact, easy to operate and uses the same power supply as the radio. It can be used in any environment, is secure, and is designed to withstand the harshest of conditions.

Synectics Solutions Limited

Synectics House
The Hollies
Newcastle-under-Lyme
Staffordshire
ST5 0QY

Website: www.synectics-solutions.com
Employees: 354
Immediate Parent: N/A
Chairman: Mr Kevin Shanahan
Press Contact: Simon Booth
Tel: 01782664000
Email: simon.booth@synectics-solutions.com

Synectics Solutions Limited of Staffordshire develop products that help prevent fraud in the online finance industry. The company's risk and fraud mitigation solution improves clients' ability to reduce risk and prevent fraud. It is comprised of 3 different systems that together enhance clients' performance in loss prevention. The first system connects different organisations enabling them to share sensitive data securely. The second enables investigators to identify and manage complex networks of criminals. The final system produces predictive analytical models, which enables clients to detect and identify fraud that they have never seen before. This is particularly important in an ever changing fraud landscape. Today there are over 120 major financial services brands across three different continents all using this technology. Since the system has been in operation it is estimated to have helped prevent around £3 billion in fraud.

Thorlux Lighting

Merse Road
Redditch
Worcestershire
B98 9HH

Website: www.thorlux.com
Employees: 566
Immediate Parent: F W Thorpe Plc
Managing Director: Mr Michael Allcock
Press Contact: Kate Thorpe
Tel: 07767 273 015
Email: kate.thorpe@thorlux.co.uk

Worcestershire based Thorlux Lighting has developed Smartscan, a wireless web-based lighting management system to control interior, exterior and emergency lighting. The innovative product addresses the needs of building managers to minimise energy consumption whilst maintaining a healthy and attractive working environment. This is achieved by control through a wireless mesh network that extends range but avoids the security risks of operating on common business wireless network frequencies. Testing and monitoring of the luminaires (complying with legal requirements for emergency lighting), air quality monitoring and colour temperature control are all executed more effectively and completely with this new product. Legally mandated tests of emergency lighting can be automatically carried out without an electrician attending. The system communicates data to and from a web service once a day enabling customers to monitor status and energy consumption giving greater control over the assets they manage.

Warwick Music Limited

The Hayloft
Rock Farm Business Centre
Seckington
Tamworth
Staffordshire
B79 0LA

Website: <https://pbone.co.uk/>
Employees: 8
Immediate Parent: N/A
CEO: Mr Steven Greenall
Press Contact: David Clarke
Tel: 0121 702 2525/07808 735255
Email: david-c@clarke-associates.co.uk

Warwick Music Limited of Staffordshire, according to industry commentary, has saved the trombone from extinction and inspired a new generation of musicians through the development of a plastic Trombone, marketed as pBone. The innovation has transformed the applicant from being a small brass music publishing business to being a global brand. The key technical challenge that had to be overcome was that of replicating the physics of the sound of a brass trombone in plastic material. The company achieved this by redesigning the geometry of the inside of the instrument, changing the tubes from round to square. For the business the development has been transformational leading to a range of instruments, the development of marketing and distribution channels, e-commerce, and education materials – all created to make the joy of music accessible and fun. For the musician the affordable instrument is easy to carry, it is colourful and appealing to children and can be dropped from the height of two stories without damage.

West Midlands International Trade



Allett Ltd

Regal House
Airfield Industrial Estate
Hixon
Staffordshire
ST18 0PF

Website: www.allett.co.uk
Employees: 39
Immediate Parent: N/A
Managing Director: Mr Austin Jarrett
Press Contact: Austin Jarrett
Tel: 07880746034
Email: austin.jarrett@allett.co.uk

Allett Ltd. designs and manufactures specialised cylinder mowers for the sports and premium lawn sectors. Starting trading in 1991, Allett Ltd. has grown a reputation around the world for producing machinery and systems for maintaining sports surfaces and lawns where exacting standards are required. In 2018 they moved to a larger manufacturing facility in Staffordshire and are due to launch their first professional mowing system using the latest lithium-Ion battery technology, leading to greater market share. Overseas earnings grew by nearly 300% to £2.254m during the six-year period. Top overseas markets include Russia, United States, France, Germany and Spain, with their export strategy overcoming seasonal fluctuations in demand. Their aim is to develop a product for life rather than one that is seen as a disposable commodity. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

Aviation News Ltd

1st floor, Parklands
One Lyme drive
Treibt Vale
Staffordshire
ST4 6NW

Website: www.aviationnews-online.com
Employees: 8
Immediate Parent: N/A
Managing Director: Mr Philip Tozer-Pennington
Press Contact: Victoria Tozer-Pennington
Tel: 07970211793
Email: victoria@aviationnews-online.com

Aviation News Ltd wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. Overseas sales have risen substantially year on year from £403k to £2.3 million. A rise in total of 475%. Established in 2010 and based in Staffordshire, the primary business area of the company is aviation finance and leasing. It owns and runs seven Conferences and two Exhibitions around the globe and runs two daily digital news services. The company trades in financial intelligence and provides platforms for networking in the aviation sector. For six years it has been the fastest growing conference organiser and publisher in the aviation sector and 88% of its business is international. The company operates in the USA, Europe and the Asia Pacific region and its top five markets are Ireland, USA, China, Germany and France. More recently the company has entered new markets in UAE and Israel.



West Midlands International Trade



C Brandauer & Co Ltd

235 Bridge Street West
Birmingham
West Midlands
B19 2YU

Website: www.brandauer.co.uk
Employees: 57
Immediate Parent: Brandauer Holdings Ltd
CEO: Mr Rowan Crozier
Press Contact: Russ Cockburn
Tel: 07812600271
Email: russ@cucumberpr.co.uk

C Brandauer & Co Ltd started trading in 1862 manufacturing pen nibs for customers around the world. Today, the company produces millions of high tolerance metal pressings and stampings every week for customers in the plumbing, automotive, aerospace, domestic products, electrical, medical and renewable sectors. In 2014 its export approach changed, developing its own products, employing a specialist sales resource for its laminations capability and transforming the in-house toolroom into a profit centre. During the application period, Brandauer secured its biggest ever turnkey contract from the USA and a significant five-year Italian deal for a solderless connector called Elopin. Traditional export markets were UK, China and the USA and, in the last 5 years, the specialist manufacturer has added eight new markets, increasing overseas sales by 43% over the three-year application period. In the final year of the application, direct export sales had actually increased to 39% of total sales. Brandauer wins the Queen's Award for International Trade for Outstanding Term Growth in overseas sales over the last three years.

JMDA (John Martin Design Associates Limited)

Units 1 and 3 Common Barns
Hill Furze
Persore
Worcestershire
WR10 2NU

Website: www.jmdadesign.com
Employees: 12
Immediate Parent:
Marketing and Finance Director: Mrs Cherril Barker/
Mr Derrick Barker
Press Contact: Cherril Barker
Tel: 07557689629
Email: cherril.barker@jmda.co.uk

John Martin Design Associates Limited (JMDA) was established in Stourbridge in 1991 and have been located in Persore Worcestershire for the past 16 years. It was initially as a broad based design company but later specialised in the design of child car safety seats. The business has since designed over 90 such seats for companies in the UK and around the world and is a leader in the global child car seat design industry. Its success has been largely due to its highly developed fitting database and the company's emphasis on quality, safety and reliability. The company has developed strong relations with clients in many countries as a result of its reputation for industry knowledge and innovative, trend-setting design. John Martin Design Associates Ltd wins the Queen's Award for Outstanding Short-term Growth in overseas sales over the last three years.



West Midlands International Trade



Leeson Polyurethanes Ltd

Hermes Close
Warwick
Warwickshire
CV34 6RP

Website: www.lpultd.com
Employees: 39
Immediate Parent: N/A
Chairman: Mr David Leeson
Press Contact: Angela Brown
Tel: 01926 833 367
Email: angela@lpultd.com

Leeson Polyurethanes Ltd is based in Warwick, manufacturing polyurethane adhesives, binders and coatings. The company started trading in 1986 and has exported since 1988. Leeson Polyurethanes Ltd products are used in the production of insulated panels, wood bonding, anti-skid coatings, decorative coatings, protective coatings and waterproofing. The company was awarded the Queen's Award in 2007. It now trades in 56 countries through a network of agents and distributors that are specialist in promoting technically sophisticated polyurethanes. Main markets are Turkey, Australia and Ukraine and the company entered China, USA and Australia during the application period. Overseas sales have grown by 67% over the three year application period and the proportion of sales exported has increased to 24% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth over the last three years.

Proto Labs Limited

Halesfield 8
Telford
Shropshire
TF7 4QN

Website: www.protolabs.co.uk
Employees: 343
Immediate Parent: Proto Labs Incorporated
Vice President and Managing Director: Mr Bjoern Klaas
Press Contact: Matt Hatch
Tel: 01952 683 540
Email: matthew.hatch@protolabs.co.uk

Protolabs was founded in 1999, and is now a world leading manufacturer of custom prototypes and on-demand production parts. The company, which has manufacturing facilities in three locations across Europe and twelve locations across the globe, bases its European HQ in Telford, Shropshire. Protolabs was previously awarded both International Trade and Innovation awards in 2013. Its unique selling point is speed; the company can make and deliver parts within days using digital manufacturing, whereas traditional manufacturers can take weeks, if not months in some instances. The digital element is their e-commerce platform, and the ability to automate quoting and manufacturing services. The company's exports have grown from £13 million in 2015 to £27.7 million in 2017. Their main European export markets are Germany, France, Italy, Belgium and Sweden. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years



REPL Group Worldwide Ltd

Brook House
Birmingham Road
Henley In Arden
Warwickshire
B95 5QR

Website: www.replgroup.com
Employees: 208
Immediate Parent: N/A
Chairman: Mr Mike Callender
Press Contact: Russell Faulkner
Tel: 0808 200 7375
Email: russell.faulkner@replgroup.com

REPL Group Worldwide Ltd wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. Overseas sales have grown year on year over 6 years from £1 million to £10 million. Total growth of 921% and over the period overseas sales as a percentage of total sales have grown from 21% to 47%. The company trades worldwide and has offices in the USA, Singapore, South Africa and Japan. 63% of overseas business is with USA and 33.9% with Europe. Over the period the company has established new markets in South Africa, Japan, Canada, Australia and Germany. Established in 2007 and based in Henley in Arden, Warwickshire, the company is a consultancy and technology organisation specialising in workforce management, supply chain, point of sale and inshore digital solutions for the retail industry.

Seada Technology LTD

Seada Technology LTD
Unit 5, Oak Tree Park,
Redditch
Worcestershire
B989NW

Website: www.seada.co.uk
Employees: 3
Immediate Parent: N/A
Director: Mrs Wen Qian
Press Contact: Niall Burns
Tel: 01527 584364
Email: niall.burns@seada.co.uk

Established in 2013, and based in Redditch Worcestershire, Seada Technology Ltd is a world leading provider of innovative video wall display technology. Their video wall controllers can support video wall displays up to 128 HD inputs and 144 outputs simultaneously per chassis and are installed globally for digital signage, education, security, command & control and more. Whilst initially targeting the digital signage market Seada does not want to stand still within the AV sector and they are now developing a range of conference solutions. Exports have grown over the last three years by 246% and their main markets are Italy, the Netherlands, Thailand, Indonesia and Russia. They are also expanding into areas including Vietnam, Hong Kong South Africa and India. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

THE HELPING HAND COMPANY

Bromyard Road Industrial Estate
Bromyard Road
Ledbury
Herefordshire
HR81NS

Website: www.hhenvironmental.co.uk
Employees: 163
Immediate Parent: The Helping Hand Company Ltd
Managing Director: Mr Gavin James
Press Contact: Lindsay Richmond-Kearns
Tel: 07701069904 or 01531 635678
Email: lindsayrichmond@helpinghand.co.uk

The Helping Hand Company is family owned and is based in Ledbury Herefordshire. It manufactures specialist products and offers support services for the environmental and well-being sectors since it was established in 1965. Helping Hand Environmental division has seen unprecedented growth in export sales over the last 6 years; from £138,832 to £1.047 million. Helping Hand Environmental is renowned as much for its environmental charitable partnerships (e.g. Keep Britain Tidy, Keep Scotland Beautiful, Keep Wales Tidy, Keep Northern Ireland Beautiful and Marine Conservation Society) as it is for its quality products and services which are mainly litter clearance hand tools and educational support services. As a business partner it works with commercial partners and local authorities at a national and regional level to support community engagement. Its main overseas partnerships and markets are in Denmark, France, Ireland, Australia and France. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

The Lawton Tube Co Ltd

Torrington Avenue
Coventry
West Midlands
CV4 9AB

Website: www.lawtontubes.co.uk
Employees: 100
Immediate Parent:
Joint Managing Director: Mr Oliver Lawton / Mr Giles Lawton
Press Contact: Robert Lawton
Tel: 00442476466203
Email: robert@lwtontubes.co.uk

The Lawton Tube Co Ltd started trading in 1918, and is based in Coventry. The company manufactures and distributes copper tube for plumbing, heating, refrigeration, electrical industry, gas installations, automotive braking circuits and whisky production. The focus is where British products are viewed positively and where products meet European standards. Familiar Health and Safety standards and use of technology, which, combined with significant stock levels and response times, gave an edge over non-UK competitors. Main markets are Ireland and the Middle East, with 16 new markets entered, including Hong Kong . The company is now the market leader in air conditioning and refrigeration. Overseas sales have grown by 93% over the three year application period and the proportion of sales exported has increased from 5% to 8% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

C-Kore Systems Limited

3 Bramleys Barn
The Menagerie
Escrick - York
North Yorkshire
YO19 6ET

Website: www.c-kore.com
Employees: 5
Immediate Parent: N/A
Managing Director: Mr Tim Overfield
Press Contact: Tim Overfield
Tel: 07796955300
Email: tim.overfield@c-kore.com

C-Kore Systems Limited is a spin-out of Zetechtics Limited that has developed a cost saving subsea measuring tool for fault finding and health checking subsea electrical networks in the oil and gas industry. The miniaturised version of surface test equipment removes the requirement for ship to device umbilical connection, improving ease of use and safety, particularly for divers. The test equipment is automated and is useable by unskilled operators and remote operated vehicles. The C-Kore system is faster than existing technologies, saving on average two ship days per deployment. This represents a significant financial saving for clients. It also enables automated testing, removing the possibility of human error, and continual monitoring over extended periods whilst submerged at depths of up to 3,000 metres. This novel solution for often hostile environments is delivering sustained growth for the company and positioning it as a leader in this field.

Ideal Boilers

National Avenue
Kingston Upon Hull
East Yorkshire
HU5 4JN

Website: www.idealboilers.com
Employees: 689
Immediate Parent: ISG Boiler Holdings Ltd / Atlantic
Acquisitions Holding Ltd
CEO: Mr Shaun Edwards
Press Contact: Jenny Handley
Tel: 07384115718
Email: jenny.handley@groupe-atlantic.co.uk

Ideal Boilers Ltd of Hull identified the need to improve the reliability of home heating boilers and increase consumer confidence in quality. The applicant designed a manufacturing process that transforms the reliability of their boilers and enables them to extend their warranties to up to 12 years. Unique to the industry their manufacturing process has one operative build the whole unit, with each stage automatically verified before progression. Once complete the boiler is dry tested using compressed air as opposed to water. The combination of production process and testing has provided such a level of assurance in quality that the unique 12 year warranty can be given. Additionally there has been significant savings delivered throughout the manufacturing process and through reduced engineer call-outs to boiler failures post installation. The company's investment in innovation is set to deliver benefits for years to come.

Incremental Solutions Ltd

Innovation Centre
York Science Park
York
YO10 5DG

Website: <https://www.incrementalsolutions.co.uk>
Employees: 3
Immediate Parent:
Managing Director: Dr Lewis Gill
Press Contact: Rayner Gill
Tel: 07444816110
Email: rayner.gill@incrementalsolutions.co.uk

Incremental Solutions Ltd is utilising its AEGIS system to assist rail companies and Network Rail to better understand sources of delay and poor performance, and to help resolve problems by better timetabling and other remediation through the provision of detailed train timing data. As modern trains are now fitted with satellite positioning systems (such as GPS) and communications systems, AEGIS collects the train position history from each train and makes it available for analysis in a Geographical Information System. This detailed data enables operators to better plan timetables and fleet utilisation, which has led to tangible and measurable performance improvements. As the system utilises existing technology fitted to the trains to provide the data, there is no significant cost barrier to implementation. The business was founded to exploit this novel system and is a great example of adapting and applying to rail, techniques and technology available in other transport sectors.

Yorkshire & The Humber International Trade



Carramore International Ltd

Thongsbridge Mills
Miry Lane
Holmfirth
HD9 7RW

Website: a.grant@carramore.com
Employees: 19.7
Immediate Parent:
Managing Director: Mr Alasdair Grant
Press Contact: Alasdair Grant
Tel: 07971 246 009
Email: a.grant@carramore.com

Carramore International Ltd Trading began in 1992 and the company is headquartered in Holmfirth, West Yorkshire with an office in Kenya. They operate as a buying and logistics supplier to the medical and life science research community working internationally. Their customers are focussed on research, not the healthcare sector, but improving lives and reducing mortality is the primary focus. Infectious diseases feature heavily, including major global diseases such as TB, HIV, malaria and influenza, as well as recent high profile diseases such as Ebola and Zika. The company applies a wealth of knowledge across innovative research products, with complex cold chain requirements, within a highly regulated environment, to enable cutting edge research to happen in LMICs. Currently working in over 50 countries, with particular strengths in sub-Saharan Africa as well as Asia, the company has seen its overseas earnings grow by over 70% during this period. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Ideal Boilers Ltd

National Avenue
Kingston Upon Hull
East Yorkshire
HU5 4JN

Website: www.idealboilers.com
Employees: 689
Immediate Parent: ISG Boiler Holdings Ltd /Atlantic Acquisitions Holding Ltd
CEO: Mr Shaun Edwards
Press Contact: Jenny Handley
Tel: 07384115718
Email: jenny.handley@groupe-atlantic.co.uk

Established in 1936, Ideal Boilers Ltd is based in Hull and manufactures domestic high-efficiency boilers. It has the second highest UK market share. The company previously won a Queen's Award for Innovation in 2013. Ideal Boilers Ltd focused particularly on those markets that require only minor changes to product specification, although it has developed products specifically for export, such as renewable energy air-source heat pumps. The channel to market is through in-country distribution and local technical support. Main current markets are Ireland and Turkey with new markets including Italy and Spain, with Ireland representing a new market for renewable products. Overseas sales have grown by 332% over the six year application period and the proportion of sales exported has increased from 2.0% to 4.7% of total sales. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



Yorkshire & The Humber International Trade



Naughtone Limited

Unit D
Knaresborough Technology Park
Knaresborough
North Yorkshire
HG5 8LF

Website: www.naughtone.com
Employees: 77
Immediate Parent: naughtone holdings ltd
Sales Director: Mr Matt Welsh
Press Contact: Grace Todd
Tel: 01423816500
Email: grace@naughtone.com

Naughtone designs and manufactures contract furniture for a global market. Their products can be seen in the offices of some of the best known brands in commerce and culture such as Google, Facebook and Nike. Founded in 2005, Naughtone is based in Knaresborough, North Yorkshire and has grown exponentially in the UK and North America, opening production facilities in the US to help facilitate that growth. Overseas earnings grew by 233% to £16.270m during the three-year period with the top overseas markets including the United States, Canada, Ireland, Australia and China. Architects and designers can tailor Naughtone products to suit any environment. They offer a variety of fabric and finish options to support their broad product offer which is used in education, hospitality, workplace and healthcare environments. Each year, new products are launched at two of the largest industry events in London and Chicago, having been designed using innovative production techniques. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

OE Electrics Limited

OE House
Thomas Maddison Lane, Calder Park
Wakefield
West Yorkshire
WF4 3GH

Website: www.oeelectrics.co.uk
Employees: 151
Immediate Parent: N/A
Chairman: Mr David Richardson Hobbs
Press Contact: Neil Howson
Tel: 07734796105
Email: neil.howson@oeelectrics.co.uk

OE Electrics Ltd. is an original equipment manufacturer, in the UK and Australia, of mains power and USB charging solutions for commercial furniture. Based in Wakefield, West Yorkshire, they started trading in 1986. Customers include commercial furniture manufacturers in sectors such as offices, education, laboratory, hospitality, conference, libraries, airports and railways. Overseas earnings grew by 94% to £4.102m during the three-year period with the top overseas markets including France, Germany, Finland, Ireland and Dubai. They target commercial furniture manufacturers familiar with the UK and strong relationships allowed access to Europe and the rest of the world. They targeted the airport seating industry and provide unique patented USB charging technology. Their approach is market research, market structure and development, routes to market, trade missions and monitoring performance against plans. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Yorkshire & The Humber International Trade



Pexa Ltd.

Burrwood Way
Holywell Green
Halifax
West Yorkshire
HX4 9BH

Website: www.pexa.com
Employees: 32
Immediate Parent: Graytone Ltd
Managing Director: Mr Jim Rowbotham
Press Contact: Jim Rowbotham
Tel: 01422314400
Email: jim.rowbotham@pexa.com

Pexa Ltd was founded in 2002 to provide sales, marketing, delivery and technical support services to chemical manufacturers, supplying the aerospace and high-tech markets, with paints, coatings and surface finishes. The company is based in Halifax and has 32 staff in four countries servicing more than 1,000 client engineering companies in over 40 countries with products used by the likes of Airbus, Boeing, Bombardier and BAE. It has increased its overseas sales by more than 70% in three years, with exports growing from 32% to over 40% of total sales. Profitability has increased by well over 450%. Export growth has been achieved through a strategy based on strong customer service delivered by well-trained, knowledgeable people in the UK and by its own staff in an increasing number of overseas offices. Pexa Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Teledyne Defence & Space

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

Website: www.teledynedefence.co.uk
Employees: 126
Immediate Parent: Teledyne Limited
Vice President: Ian Skiggs
Press Contact: Ian Skiggs
Tel: 01274531602
Email: ian.skiggs@teledyne.com

Teledyne Defence & Space, a division of Teledyne Ltd, started trading in 2008, in Shipley Yorkshire, providing sensor technology, using radio frequency, microwave and digital signal processing techniques. Traditional markets are defence and security, although the company has diversified into the industrial and space sectors. To exploit opportunities in the commercial space market the company has established bid and deployment teams in USA and Europe to provide quick turnaround data and prototype hardware. The company is represented in Italy, South Africa, Turkey, Benelux, Germany, Poland, Austria, Switzerland, Japan, India, Israel, Far East and Australasia with a group level dedicated sales team in the USA, its main current market. Overseas sales have grown by 104% over the three year application period and the proportion of sales exported has increased to 85% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



Yorkshire & The Humber International Trade



Greens Power Limited

Unit 3
Calder Vale Road
Wakefield
West Yorkshire
WF1 1HR

Website: www.greenspower.co.uk
Employees: 42
Immediate Parent: Greens Power Holdings Limited
Managing Director: Mr Matthew Crewe
Press Contact: Julie Clay
Tel: 07970115181
Email: julie@julieclay.co.uk

Greens Power Limited started trading in 2004 in Wakefield, specialising in economisers and waste heat recovery systems. Originally established in 1821, main markets are power generation, industrial, petrochemical and marine. The company has completed more than 2,000 projects in the UK and overseas. The export strategy is tailored to the needs of each of its 42 export markets, focusing on personal visits in some countries and, where locally based contact is preferred, through agents. An African contract was the subject of a Department for International Trade case study. Main markets are Finland and Australia and new markets included Bangladesh and Russia. Overseas sales have grown by 90% over the three year application period and the proportion of sales exported has increased to 67% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Wrendale Designs Ltd

Unit 6
Station Road
Brigg
North Lincolnshire
DN20 8HX

Website: www.wrendaledesigns.co.uk and
www.wrendaledesigns.com
Employees: 23
Immediate Parent:
Creative Director and Founder: Mrs Hannah Dale
Press Contact: Hannah Dale
Tel: 01652 680253
Email: hannah@wrendaledesigns.co.uk

Wrendale Designs Ltd wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales have grown year on year over three years rising from £130k in year one to £301k in year two and £636k in year three. Year on year rises of 131% and 111% respectively and a total rise over three years of 506%. Over the period overseas sales as a percentage of total sales have risen year on year from 7% to 19%. The company sells in 15 markets worldwide and its top five markets are USA, Germany, New Zealand, Canada and Australia. Established in 2012 and based in Brigg, North Lincolnshire, the company is a greeting card, stationary and giftware supplier. It sells to shops in 15 countries worldwide, in six it sells direct to outlets and nine it sells through distributors.



Yorkshire & The Humber Sustainable Development



Company Shop Limited

Wentworth Way, Tankersley
Barnsley
South Yorkshire
S75 3DH

Website: www.companyshop.co.uk
Employees: 618
Immediate Parent:
Managing Director: Ms Jane Marren
Press Contact: Eve Preston
Tel: 0800 0246691
Email: eve.preston@plmr.co.uk

Company Shop seeks to stop food and household products going to waste. In 2018, the company redistributed 23,607 tonnes of food, preventing it going to waste. Founded almost 50 years ago, the relationships established by Company Shop enable them to purchase surplus products from retailers and redistribute them through a national network of staff shops, standalone stores and 'click and collect' services. In December 2013 Company Shop launched Community Shop, which is a social enterprise that is empowering individuals and building stronger communities by realising the social potential of surplus food. The social dimension is a fundamental component of the Company Shop's 'profit with purpose' business model as resources such as procurement transport and human resources are used to support their Community Shop. It is for significant contribution to sustainable development that Company Shop has received a Queen's Award.

SPINKO Ltd trading as Harrison Spinks

The Innovation Centre
Westland Road
Leeds
LS11 5SB

Website: www.companyshop.co.uk
Employees: 618
Immediate Parent: N/A
Managing Director: Ms Jane Marren
Press Contact: Pip Morrall
Tel: 07557 038 211
Email: pip@umpf.co.uk

Established in 1840, SPINKO Ltd, t/a Harrison Spinks, is a family-owned business employing 600 people. It makes beds under the Harrison, Somnus and Spink & Edgar brands as well as 'own label' mattresses. Harrison Spinks owns a 300-acre farm in Yorkshire where it grows hemp and flax and rears sheep to provide natural materials for its mattresses. Harrison Spinks has been awarded the Sustainable Development award for several innovations: It recycles 100 percent of its waste hemp crop, using it as animal bedding, eco-building material, biofuel and natural fertiliser. It has developed a naturally flame-retardant fabric which removes the need for chemicals and has partnered with British Steel to create a new gauge of wire which means springs are lighter and less steel is used. A joint partnership means steel waste is instantly recycled creating closed loop-production. Harrison Spinks is the current holder of Queen's Awards for Innovation and International Trade and is now awarded a third Queen's Award for Sustainable Development.



The Queen's Awards for Enterprise 2019



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The Queen's Awards Office
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