

**In strict confidence**

Until 21 April 2017

**The Queen's Awards for Enterprise 2017**

# Press book

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



THE QUEEN'S AWARDS  
FOR ENTERPRISE

**NOT FOR PUBLICATION OR BROADCAST BEFORE 00.01 HOURS BST ON FRIDAY 21 APRIL 2017**

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



# The Queen's Awards for Enterprise 2017



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The Queen's Awards for Enterprise are the UK's most prestigious business awards, designed to recognise and encourage the outstanding achievements of UK businesses 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 there are 176 winners in total:

102 for International Trade;

57 for Innovation;

11 for Sustainable Development; and

6 for Promoting Opportunity (through social mobility).

We also celebrate 5 double Award winners – MastaPlasta Limited, Servecorp Limited, EcoTile Flooring Ltd and 10ACT Ltd t/a TrackBack winning awards for International Trade and Innovation and Oakland International Ltd winning Awards for International Trade and Sustainable Development.

## 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.

## 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.

## 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.

## 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.



THE QUEEN'S AWARDS  
FOR ENTERPRISE:  
2017

## 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



Region	Number of Winners	Page
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Innovation	8	6
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Innovation	4	28
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Sustainable Development	3	41
<b>North East</b>	<b>4</b>	
Innovation	1	43
International Trade	3	44
<b>North West</b>	<b>18</b>	
Innovation	6	46
International Trade	10	49
Promoting Opportunity	2	54
<b>Northern Ireland</b>	<b>1</b>	
International Trade	1	55
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Innovation	1	56
International Trade	3	57
Sustainable Development	2	59



# Winners & Recipients continued

## Region / Category



<b>Region</b>	<b>Number of Winners</b>	<b>Page</b>
<b>South East</b>	<b>31</b>	
Innovation	13	60
International Trade	18	67
<b>South West</b>	<b>14</b>	
Innovation	8	76
International Trade	6	80
<b>Wales</b>	<b>6</b>	
Innovation	3	83
International Trade	2	85
Sustainable Development	1	86
<b>West Midlands</b>	<b>17</b>	
Innovation	5	87
International Trade	8	90
Sustainable Development	3	94
Promoting Opportunity	1	96
<b>Yorkshire &amp; The Humber</b>	<b>10</b>	
Innovation	3	97
International Trade	6	99
Sustainable Development	1	102



# Winners & Recipients

## Region / Category



## Domino Printing Sciences Plc

Trafalgar Way  
Bar Hill  
Cambridge  
Cambs  
CB23 8TU

Website: [www.domino-printing.com](http://www.domino-printing.com)  
Employees: 773  
Immediate Parent: Brother Industries / Japan  
CEO: Mr Nigel Bond  
Press Contact: Sheila Richardson  
Tel: 01954 782551  
Email: [sheila.richardson@domino-uk.com](mailto:sheila.richardson@domino-uk.com)

Domino Printing Sciences plc is awarded in the Innovation category for innovation in industrial printers. The company was founded in 1978 and is based in Cambridge, this is its sixth Queen's Award the most recent being in the International Trade category in 2012. The A-Series i-Tech printers have benefited from a range of design and technology changes to facilitate improvements in cleaning and servicing of printers, handling waste, reducing ink usage and optimising print quality. One key improvement is the i-Tech Module that contains all the elements that require servicing. Previously such a task would take three hours, the same task can now be completed by an operator in ten minutes. The redesign was based on advances in contactless level sensing, drip-free valves and advanced injection moulding design capabilities. Sales of the innovative product have outstripped overall company growth with an annual doubling of sales over the past five years.

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## EcoTile Flooring Ltd

15 North Luton Industrial Estate  
Luton  
Beds  
LU4 9DT

Website: [www.ecotileflooring.com](http://www.ecotileflooring.com)  
Employees: 28  
Immediate Parent: N/A  
Chairman: Mr James Gedye  
Press Contact: Lucinda O'Reilly  
Tel: 01582 788232  
Email: [lucinda@ecotileflooring.com](mailto:lucinda@ecotileflooring.com)

EcoTile Flooring Limited wins its first Queen's Award, in the Innovation Category. Based in Luton and established in 1996 the award is made to the company for innovation in injection-moulded industrial tiles. It had previously not been possible to use injection moulding to simultaneously manufacture two separate poly vinyl chloride (PVC) elements within a single component. EcoTile Flooring Limited has redesigned the injection moulding process and re-engineered the machinery to achieve this aim. Specific improvements were made in the screw and check valve design.

This redesign has allowed the company to use recycled PVC in the core of the tile instead of virgin material. The consequent reduction in raw material costs means that price sensitive markets including Eastern Europe, Turkey and Africa have now opened up. This innovation has seen profit grow by 30% in the two years under consideration and the new tile now represents a significant proportion (40%) of business.

## Green Energy Options Ltd

3 St Mary's Court  
Kings Road  
Hardwick  
Cambs  
CB23 7QS

Website: [www.geotogether.com](http://www.geotogether.com)  
Employees: 60  
Immediate Parent: N/A  
CEO: Patrick Caiger-Smith  
Press Contact: Caroline Randle  
Tel: 020 3588 0804  
Email: [caroline@zaboura.com](mailto:caroline@zaboura.com)

Green Energy Options Limited has been recognised with a Queen's Award for Innovation for the in-home energy monitoring device, Solo. Solo allows domestic consumers to monitor their electricity use and to compare their consumption to expected normal levels depending on the home, season or day. To make the monitor commercially viable, the company combined a number of innovative approaches. On usability, the monitor was designed with an intuitive "speedometer" rather than using units of energy. To ensure affordable manufacturing a pseudo-colour liquid crystal display was engineered. The developments have propelled the business into large volume orders with utilities and formed the basis of engaging with the Department of Energy and Climate Change.

The company's user testing included the Visible Energy Trial that was influential in the UK government decision to mandate the provision of in-home displays as part of the Carbon Emission Reduction Target scheme.

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## PCME Ltd

Clearview Building  
60 Edison Road  
St Ives  
Cambs  
PE27 3GH

Website: [www.pcme.com](http://www.pcme.com)  
Employees: 57  
Immediate Parent: Environment SA—France  
Managing Director: Mr Christopher Shelley  
Press Contact: Linda Furnell  
Tel: 01480302379  
Email: [lindaf@pcme.co.uk](mailto:lindaf@pcme.co.uk)

Founded in 1990 and based in Cambridge this SME wins a Queen's Award for an emissions monitoring device for power stations. Traditionally particulate emissions from coal-fired power stations were monitored using a method based on decay of a radioactive isotope. This method was not able to continuously monitor output and became unattractive due to radioactive licencing issues. PCME Limited developed and marketed a device based on light scattering that has reduced purchase price by 20% and has operational benefits. The device needed to be highly reliable, not susceptible to blocking and fouling, able to operate in the challenging environment of the flue stack and meet strict regulatory standards in US, China and Europe.

Development of the device has established PCME Limited as one of the leading suppliers of emissions monitors to this market, the device now represents 23% of company sales and has driven a turnover increase of 39% over the past five years.

## Peli BioThermal

Celsius House,  
The Stanbridge Building  
Stanbridge Road  
Leighton Buzzard  
Bedfordshire  
LU7 4QQ

Website: [www.pelibiothermal.com](http://www.pelibiothermal.com)  
Employees: 79  
Immediate Parent: Pelican Products - USA  
Marketing Coordinator: Mr Nigel Roberts  
Press Contact: Amanda O'Hare  
Tel: 01604 250900  
Email: [amandao@rocket-creative.com](mailto:amandao@rocket-creative.com)

Established in 2014, Peli BioThermal Limited, wins an Innovation Award for development of temperature controlled packaging for the pharmaceutical industry. When transporting vaccines, tissue samples or clinical trial samples, it is critical that a consistent temperature is maintained. Issues with the traditional use of gel or ice packs include weight and space efficiency and if they fail for any reason valuable consignments (both financially and in human terms) can be lost.

Peli BioThermal has used a material with high latent heat, combined with vacuum insulation panels in a single use shipping carton that can keep contents at a stable temperature for greater than 120 hours. The system offers high reliability, improved performance and weight benefits. It can maintain samples in the temperature ranges of -20 degrees, +2 to +8 degrees, +15 to +25 degrees. Its simple design reduces the potential for human packaging error and makes manufacture more streamlined.

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## Syne Qua Non Ltd

Gostling House  
Diss Business Park  
Diss  
Norfolk  
IP22 4GT

Website: [www.synequanon.com](http://www.synequanon.com)  
Employees: 73  
Immediate Parent: Environment SA  
Director: Mr Tony Rees  
Press Contact: Tony Rees  
Tel: +44 (0) 1379 644449  
Email: [tony.rees@synequanon.com](mailto:tony.rees@synequanon.com)

Syne qua non Limited, based in Diss, Norfolk, wins an Innovation Award for development of a clinical data capture system, called Syne-clin. The system utilises mobile devices and internet connection to simplify and speed up the collection of data by clinicians, including image and diagrammatic input and review. Additionally, the system allows for patient input through their own mobile devices with ongoing developments to enhance capture of data from wearable monitors. Communication can be two-way with patients being reminded to take medication, for example. By providing real-time aggregation of data and reporting the system reduces the time taken to establish and deliver clinical trials, thereby shortening the drug development life-cycle. Over the course of five years turnover has increased by 87% with Syne-clin now representing 42% of total sales. Established in 1996, Syne Qua Non was also awarded the Queen's Award for Enterprise (Export) in 2009.



## Zettlex (UK) Ltd

Newton Court  
Newton  
Cambridge  
Cambridgeshire  
CB22 7ZE

Website: [www.zettlex.com](http://www.zettlex.com)  
Employees: 24  
Immediate Parent: N/A  
Managing Director: Mr Mark Howard  
Press Contact: Josef de Pfeiffer  
Tel: +441223874444  
Email: [Josef.depfeiffer@zettlex.com](mailto:Josef.depfeiffer@zettlex.com)

Zettlex (UK) Limited is a Cambridge-based business that specialises in the manufacture of precision speed and position sensors. A Queen's Award for Innovation is made for the IncOder range sensors for use in harsh condition. The technology can measure 1000 points across a human hair even when the sensor is covered in mud or dirt, in extremes of temperature or in the depths of the ocean. By using a printed technology rather than a traditional transformer IncOder offers a lightweight, low cost and reliable range of sensors that are used in machines from aeroplanes to surgical robots. To overcome the limitations of printed structures a patented signal boosting approach was taken. Each sensor contains an embedded chip using specifically designed software to enable the highly accurate measurements. Company turnover has grown at an average of 13% per year over the past five years driven by increasing sales of the IncOder range.

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## Mettler Toledo Safeline X-ray Ltd

Greenfield  
Royston Business Park  
Royston  
Hertfordshire  
SG8 5HN

Website: [www.mt.com](http://www.mt.com)  
Employees: 111  
Immediate Parent: Mettler Toledo UK Holdings Ltd.  
Managing Director: Mr Kristian Laskey  
Press Contact: Michelle Barnes  
Tel: 01763 257900  
Email: [michelle.barnes@mt.com](mailto:michelle.barnes@mt.com)

An Innovation Award is made to Mettler Toledo Safeline X-ray Limited (MT-SLXR). Founded in 2000 and based in Royston, Hertfordshire, the company has designed a range of X-ray inspection systems for the food and pharmaceutical sectors. The company identified an increasing pressure on food manufacturers to improve standards in food safety and a requirement for improved X-ray detection systems. Having identified the need MT-SLXR set about redesigning the mechanical, electrical, electronic and software aspects of their existing X-ray inspection systems. The aim was to reduce complexity and cost while improving hygiene, sustainability, detection performance and ergonomics. Three key innovations were in the design of a specific sensor array for food, reduction of power requirements and footprint and improvement in design for cleanliness in the food environment. The redesign has reduced material costs while increasing performance, leading to reduced manufacturing costs and improved value of the product. Sales values reflect this with an increase from £8 million to £13 million over two years.



## 42 Technology Ltd

5/6 Meadow Lane  
St Ives  
Cams  
PE27 4LG

Website: [www.42technology.com](http://www.42technology.com)  
Employees: 40  
Immediate Parent: 42 Technology Holdings Ltd  
Managing Director: Mr Jeremy Carey  
Press Contact: Jeremy Carey  
Tel: 01480 302700  
Email: [jeremy.carey@42technology.com](mailto:jeremy.carey@42technology.com)

42 Technology Limited began trading in 2001 with the aim of developing a technical consultancy, as an alternative to the larger Cambridge-based consultancies. It provides contract research and development engineering services, delivering high quality, bespoke product development support to companies whose business are dependent upon manufacturing, design, research and development. It has set out to grow the company with a clear focus on targeted markets in Europe, and recently the USA. Over the last six-year period, export sales have averaged over 40% of sales and have grown on average by over 50% per annum, with a substantial increase in 2015 of 155%. The company has succeeded in growing turnover from £2.71 million in 2011 to £6.2 million in 2015. Profits have risen to just over £1 million in the last year. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth Award over the last six years.

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## C&K Meats Ltd

Mid Suffolk Business Park  
Potash Lane  
Eye  
Suffolk  
IP23 7HE

Website: [www.ckmeats.co.uk](http://www.ckmeats.co.uk)  
Employees: 86  
Immediate Parent:  
Managing Director: Mr Kevin Burrows  
Press Contact: Kevin Burrows  
Tel: 01379 870939  
Email: [kevin@ckmeats.co.uk](mailto:kevin@ckmeats.co.uk)

C&K Meats was established in 1994 as a food service butchery, following the purchase by industry professionals of an existing slaughterhouse. A state of the art factory was opened in 2010 and upgraded in 2014. The company places great importance on animal welfare standards, and is accredited by a range of organisations. Emphasis is placed on provenance with animals sourced from their own contracted farms. It supplies carcasses and prime cuts to a range of buyers including butchers, wholesalers, farm shops and restaurants. The company has just over three years' experience in exporting which it decided to pursue following advice and market research. It recognises where its strengths lie and has identified niche markets that offer the best opportunities for its high quality welfare-led meat products. C&K Meats Ltd. has grown exports by 325% in three years and is awarded the Queen's Award for International Trade for Outstanding Short Term Growth.





### Cambridge Consultants Ltd

Science Park  
Milton Road  
Cambridge  
Cambs  
CB40DW

Website: [www.CambridgeConsultants.com](http://www.CambridgeConsultants.com)  
Employees: 480  
Immediate Parent: Altran (UK) Limited  
CEO: Mr Alan Richardson  
Press Contact: Debbie Mayhew  
Tel: 01223 392418  
Email: [debbie.mayhew@cambridgeconsultants.com](mailto:debbie.mayhew@cambridgeconsultants.com)

Founded in 1960, Cambridge Consultants is a world-class product development company, which is based in Cambridge. Its clients, who are leading players in their respective sectors in Europe, the US and Asia, use the company's services to design new innovative products and services. Cambridge Consultants employs a range of highly qualified engineers, scientists, designers and operational staff to provide these services. It has seen its overseas sales grow by over £10 million over the three-year period from £34.2 million in 2013 to nearly £44.9 million in 2015. The company's turnover has risen by £20 million during this period with net profits in the latest year of £8.3 million. Exports consistently represent over two-thirds of total sales. The company wins the Queen's Award for International Trade for Outstanding Continuous Short Term Growth having shown steep growth in overseas sales over the last three years.

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### Cellbond, a division of Encocam Ltd

5 Stukeley Business Centre  
Blackstone Road  
Huntingdon  
Cambridgeshire  
PE29 6EF

Website: [www.cellbond.com](http://www.cellbond.com)  
Employees: 164  
Immediate Parent: Encocam Ltd  
Managing Director: Dr Mike Ashmead  
Press Contact: Wendy Wiltshire  
Tel: 01480 444799  
Email: [marketing@cellbond.com](mailto:marketing@cellbond.com)

Cellbond has been involved in energy absorption and vehicle safety testing since 1988, designing and manufacturing technology based composite structures and Crash Test Dummies . Cellbond is a market leader in the automotive market for safety testing products, with around 80% of market share worldwide and is involved in developing new products that will become standard testing equipment globally.

Cellbond is established in Western Europe and the Far East including Japan and China and has multilingual capabilities in 9 languages and employees from 21 different countries. Overseas sales have grown by 27% over the last three years with an increase in UK employees and profitability. The proportion of sales exported has increased to 91% of total sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.





### Dura Composites Ltd

Dura House  
Telford Road  
Clacton-on-Sea  
Essex  
CO15 4LP

Website: [www.duracomposites.com](http://www.duracomposites.com)  
Employees: 54  
Immediate Parent: Dura Group Ltd  
Managing Director: Mr Stuart Burns  
Press Contact: Nadia Harvey  
Tel: 07720825067  
Email: [nadia@duracomposites.com](mailto:nadia@duracomposites.com)

Dura Composites started trading in 1996 and is a supplier of composite decking, cladding, anti-slip grating, trench covers & hand railing solutions to replace wood, concrete and steel. Easy install, extended life and low maintenance. The export strategy is based on a network of distributors, agents and dealers in Europe, Middle East and Africa, with plans to enter North America.

A direct sales approach is used where the company has no representation. Initiatives such as the Dura Composites Trailblazers conference build community relationships with representatives. Overseas sales have grown by 300% over the last three years with an increase in UK employees, profitability and overall sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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### G. B. Kent & Sons Plc

London Rd  
Apsley  
Hemel Hempstead  
Herts  
HP3 9SA

Website: [www.kentbrushes.com](http://www.kentbrushes.com)  
Employees: 43  
Immediate Parent: N/A  
Chairman & Managing Director: Mr Alan Cosby  
Press Contact: Lisa Bollins  
Tel: 01442 232623  
Email: [lisa@kentbrushes.com](mailto:lisa@kentbrushes.com)

G. B. Kent and Sons Plc is a family owned business founded in London in 1777 and is amongst the oldest British companies still trading. They manufacture hairbrushes, combs, clothes brushes, bath and body brushes, shaving accoutrements and toothbrushes and is a Royal Warrant Holder for hairbrushes. Handcraft skills maintain their quality reputation as a premium brand for "Best British Brushes". G.B. Kent sells in 64 countries within Europe, Middle East, United States and Hong Kong, with recent successes in Saudi Arabia, Italy and Malaysia.

The company is changing its image from a "dusty" but quality heritage brand and evolving into an aspirational popular brand, attractive to a wider range of customers, where exporting is important to help raise brand awareness, provide opportunities for licensing deals and incremental business development. The company has demonstrated strong overseas growth and wins the Queen's Award for International Trade for Outstanding Short Term Growth.





### Isomerase Therapeutics Ltd

Science Village  
Chesterford Research Park  
Cambridge  
Cambridgeshire  
CB10 1XL

Website: [www.isomerase.co.uk](http://www.isomerase.co.uk)  
Employees: 22  
Immediate Parent: N/A  
CEO: Dr Matt Gregory  
Press Contact: Matt Gregory  
Tel: 01223 911851  
Email: [matt.gregory@isomerase.co.uk](mailto:matt.gregory@isomerase.co.uk)

Established in 2012, Isomerase Therapeutics Ltd is a biotech company discovering and developing new drugs from natural sources. They operate a dual business model offering fee-for-service contract research to global pharma partners, reinvesting the profits from this activity into the development of a proprietary suite of novel drug discovery technologies which have the potential to deliver a new generation of medicines for the treatment of cancer and infectious disease. Export is key to the business as the majority of their industrial partners are based overseas resulting in collaborations with partners in the USA, Germany, Switzerland, Sweden and Netherlands. Their top five markets in the last year were Sweden, USA, Switzerland, Taiwan and Slovenia . Overseas sales have risen from £159k to £1.2m, an overall growth of 657% with exports representing 85% of all sales. The company wins the Queen's Award for International Trade for Outstanding Short term Growth in overseas sales

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### Superyacht Tenders & Toys Ltd

Harkstead Hall  
Barns  
Harkstead  
Ipswich  
Suffolk  
IP9 1DB

Website: [www.superyachtendersandtoys.com](http://www.superyachtendersandtoys.com)  
Employees: 5  
Immediate Parent:  
Managing Director: Mr Josh Richardson  
Press Contact: Josh Richardson  
Tel: 01473 893969  
Email: [josh@superyachtendersandtoys.com](mailto:josh@superyachtendersandtoys.com)

Superyacht Tenders & Toys was established in October 2011 having identified the need for a single supplier where superyacht owners could source additional items, or toys, ranging from wetsuits and water skis to submarines, tenders, and leisure products including water sports products, gym and deck equipment, clothing and safety items . Its services have since been copied by others resulting in it now offering comprehensive package deals to superyacht builders for the supply of suitable equipment plus advice on how to build it into a new yacht.

Export led from the beginning this small company, which has grown from two to five people, has become a major player in the superyacht industry. Their comprehensive understanding of the market has helped them to grow sales by 157% and profits by almost 300% in three years. It wins the Queen's Award for International Trade for Outstanding Short Term Growth.





### Aerospares 2000 Ltd

Units 4-5  
Garnett Close  
Watford  
Hertfordshire  
WD24 7GN

Website: [www.aerspares2000.com](http://www.aerspares2000.com)  
Employees: 13  
Immediate Parent: Next Gen Ltd—Jersey  
Managing Director: Mr Adam Nemenyi  
Press Contact: Mr Adam Nemenyi  
Tel: 01923 202747  
Email: [adam@aerspares2000.com](mailto:adam@aerspares2000.com)

Established at the turn of the millennium, Aerospares 2000 specializes in identifying and stocking the most demanded and hard to find aircraft spare-parts. Aerospares 2000 has built a reputation across the industry for providing a fast and dependable 24/7 service so that day or night, its highly skilled team can immediately respond and despatch aircraft components in order to resolve AOG (Aircraft On Ground) emergencies. The company's key customers are major global airlines, cargo operators, aircraft leasing companies and aircraft maintenance providers. Since 2014, overseas sales have grown by 35% and the proportion of sales exported has increased to 82% of total sales. It wins the Queen's Award for International Trade for outstanding growth in overseas sales over the last three years.

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### Dianne Lee Regulatory Consultancy

Exeter House  
1 Amor Way  
Dunham's Lane  
Letchworth Garden City  
Hertfordshire  
SG6 1UG

Website: [www.dlrc.co.uk](http://www.dlrc.co.uk)  
Employees: 14  
Immediate Parent: N/A  
Managing Director / Founder: Ms Dianne Lee  
Press Contact: Dianne Lee  
Tel: 01462 372337  
Email: [dianne.lee@dlrc.co.uk](mailto:dianne.lee@dlrc.co.uk)

Established in 2005, Dianne Lee Regulatory Consultancy Ltd (DLRC) provides a wide range of regulatory consultancy service to the international pharmaceutical industry throughout the product lifecycle, from strategic advice in early development to post-licensing support. Its clients range from large multi-national pharmaceutical companies, including six of the top 20 'big pharma' corporations, to small start-ups developing innovative treatments and cutting-edge biomedical businesses. Overseas sales have grown from £195k to £1.2m an overall growth of 519% with the proportion exported rising from 49% to 69%. They have grown their international markets from only the USA to include Switzerland, Germany, and Sweden; and have worked with companies in China and India through their existing clients in the UK and EU. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales across the last six years.





### Ecotile Flooring Ltd

15 North Luton Industrial Estate  
Sedgwick Road  
Luton  
Bedfordshire  
LU4 9DT

Website: [www.ecotileflooring.com](http://www.ecotileflooring.com)  
Employees: 28  
Immediate Parent: N/A  
Chairman and CEO: Mr James Gedye  
Press Contact: Lucinda O'Reilly  
Tel: 01582 788232  
Email: [lucinda@ecotileflooring.com](mailto:lucinda@ecotileflooring.com)

Ecotile Flooring Ltd. manufactures and sells industrial quality plastic injection moulded interlocking floor tiles that require no specialised skills to lay, no floor preparation and no adhesives. They are recyclable and the company offers a buyback scheme. The business started in 1996 and grew slowly using internal finance. The need to invest in new machinery in 2012/13 required a significant growth in sales, which in turn necessitated the opening of new markets overseas. The company profiles their target markets both in type and by geography enabling it to focus on specific areas within a modest number of European markets. By investing in a Swiss sales office, a German website, and a French brand sold through a French distributor the company has achieved an export sales growth of over 1,000% in five years alongside significant growth in profitability. Ecotile Flooring Ltd. wins the Queen's Award for International Trade for Outstanding Continuous Growth.

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### Ekioh Ltd

17B Sturton Street  
Cambridge  
Cambridgeshire  
CB1 2SN

Website: [www.ekioh.com](http://www.ekioh.com)  
Employees: 9  
Immediate Parent: N/A  
CEO: Mr Piers Wombwell  
Press Contact: Stephen Reeder  
Tel: 077997 65095  
Email: [stephen@ekioh.com](mailto:stephen@ekioh.com)

Based in Cambridge, Ekioh Ltd. designs and develops user interface rendering software for embedded systems. Their products address the wide range of User Interface issues presented by consumer devices including the specific challenges presented by the fusion of traditional media and over the top content. Ekioh's engineering team brings together expertise in graphical systems, embedded software, set top box, TV silicon and robust software design. Overseas sales have risen from £1.956 million in 2013 to £2.753 million (96% of total sales) in 2015. The company is a previous winner of the Queens Award for Enterprise on two previous occasions. In 2014 it was awarded the QAE International Trade and in 2015 it was awarded the QAE for Innovation. The company has been award-ed The Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over three years.





## PJ Pipe and Valve Co Ltd

10 Merchant Drive  
Mead Lane  
Hertford  
Hertfordshire  
SG13 7BH

Website: [www.pjvalves.com](http://www.pjvalves.com)  
Employees: 25  
Immediate Parent: PJV Holdings Ltd  
Managing Director: Mr Dan Munro  
Press Contact: Debbie Girling  
Tel: 01992 587878  
Email: [dgirling@pjvalves.com](mailto:dgirling@pjvalves.com)

Established in 1976, PJ Valves is headquartered in the UK with concept, design, operational control and senior management all based here. The company has manufacturing plants in Italy and India and sales/service offices in the USA and Singapore. It designs, manufactures and sells engineered industrial valves for the oil and gas industry and processing applications. It sells to the industry onshore and offshore and the clients range from the major end users in the industry to the companies that supply equipment packages and services to them on a subcontract basis. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. International sales have risen by a total of over 360% during the period and now accounts for over 90% of total turnover. The company has an established strategy in place to enable it to continue to win project based business worldwide.

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## Road Safety Support International

Road Safety Support  
PO Box 10092  
Billericay  
Essex  
CM12 9UY

Website: [www.roadsafetysupport.co.uk](http://www.roadsafetysupport.co.uk)  
Employees: 20  
Immediate Parent: N/A  
Managing Director: Mr Trevor Hall  
Press Contact: Adam Briggs  
Tel: 07850 880237  
Email: [adam.briggs@roadsafetysupport.co.uk](mailto:adam.briggs@roadsafetysupport.co.uk)

Road Safety Support International is a commercial company, registered and based in the UK, related to but separate from a not for profit NGO that provides specialist services to the UK Government, UK Police Forces and Local Authorities. It specialises in the development of international road safety strategies and training; targeting overseas governments, law enforcement agencies, charitable organisations and business. The company offers an integrated package of strategy advice, reviews, training in road safety, road policing and traffic law enforcement and its services include legal advice, data management/interpretation, casualty reduction strategies, education based campaign support and training. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas sales have risen by over 330% over the period and exports now account for 68% of total sales. This work contributes to their UK mission of saving lives and delivering justice.





East

International Trade



## Propath UK Limited

Willow Court  
Netherwood Road  
Hereford  
Herefordshire  
HR2 6JU

Website: [www.propath.co.uk](http://www.propath.co.uk)

Employees: 36

Immediate Parent: Cambridge Capital Partners Ltd

Chief Executive: Dr Krish Soni

Press Contact: Dr Krish Soni

Tel: 07977 227 177

Email: [krish.soni@propath.co.uk](mailto:krish.soni@propath.co.uk)

Established in 1980, ProPath UK Ltd helps biopharmaceutical companies assess the safety of potential new medicines focusing in particular on the development of immunotherapies; an emerging class of antibody-based drugs that are showing great promise in the treatment of cancer and other diseases. Over the last three years overseas sales have grown by 365% from £440k to £2m with the percentage exported also rising from 37% to 79%. Recently they have focused on increasing their presence and reputation, predominantly in Western Europe, and specifically within France, Switzerland, Germany, Italy, Spain, and Belgium. The company has shown consistent growth building on UK based expertise whilst engaging with the global scientific community where in developing a successful new therapy, there is no room for error. The company's international sales have grown steeply throughout the last three years and they win the Queen's Award for International Trade for Outstanding Short Term Growth.

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## Bridgeway Consulting Ltd

Bridgeway House  
2 Riverside Way  
Nottingham  
Nottinghamshire  
NG2 1DP

Website: [www.bridgeway-consulting.co.uk](http://www.bridgeway-consulting.co.uk)  
Employees: 445  
Immediate Parent: Ponte Limited—Isle of Man  
Managing Director: Mr Pino de Rosa  
Press Contact: Steve Longmore  
Tel: 07974 135464  
Email: [Stephen.Longmore@bridgeway-consulting.co.uk](mailto:Stephen.Longmore@bridgeway-consulting.co.uk)

Bridgeway Consulting Ltd began trading in 1997 and is a consulting and contracting company covering many aspects of civil engineering and asset management. The company has achieved an award for their management approach which shows an outstanding contribution to all dimensions of sustainable development. The company has implemented a comprehensive sustainability programme (entitled 'Because We Care') to review all operations and services with the aim to make themselves as sustainable as possible.

For example, as well as creating 27 new jobs in 2015, they have trained fifteen apprentices and employed individuals who might otherwise be unemployed (ten ex-military personnel since 2014). They are also using their purchasing power to support local and / or sustainable organisations. They address all of their potential environmental impacts; support staff wellbeing and local communities. The application stood out due to the company's ongoing commitment to improving best practice and their use of new technology innovation which currently sets them apart from their peers.

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## HL Plastics Ltd

Flamstead House  
Denby Hall Business Park  
Denby  
Derbyshire  
DE5 8JX

Website: [www.hlplastics.co.uk](http://www.hlplastics.co.uk)  
Employees: 395  
Immediate Parent: Flamstead Holdings  
Group CEO: Mr Roger Hartshorn  
Press Contact: Simon Owen  
Tel: 01332883800  
Email: [marketing@liniar.co.uk](mailto:marketing@liniar.co.uk)

HL Plastics is based in Derbyshire and manufactures PVCu profiles for Liniar window, door, roof, decking and fencing systems. An Innovation Award is given for the ModLok bi-folding door, utilising a patented aluminium exoskeleton to add strength, rigidity and security to PVCu doors. PVCu is a popular choice for door and window manufacture due to its thermal properties and cost effectiveness; however on its own it does not have the strength required for use in larger bi-folding doors. To provide this strength HL Plastics has developed a unique aluminium exoskeleton which incorporates reinforcing and locking and which has minimal impact on the thermal insulation properties of the Liniar multi-chambered frame. The ModLok bi-folding door system combines the structural benefits of aluminium with the energy efficiency of PCVu. The design incorporates a further series of features including secure locking, bottom running (to avoid the weight of the door hanging off the lintel), low profile threshold and folding keys. HL Plastics was originally founded in 1974 and this is the company's first Queen's Award.

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## The Jackloc Company Ltd

Alma Park  
Woodway Lane  
Claybrooke Parva,  
Lutterworth  
Leicestershire  
LE17 5BH

Website: [www.jackloc.com](http://www.jackloc.com)  
Employees: 5  
Immediate Parent: Cobco 914  
Director: Mrs Emma Wells  
Press Contact: Emma Wells  
Tel: 07966 848720  
Email: [emma@jackloc.com](mailto:emma@jackloc.com)

Based in Lutterworth, Leicestershire, The Jackloc Company Limited was founded in 2003 and wins a Queen's Award for Innovation. The rising risk from open windows in situations such as care homes, nurseries, hotels and high rise buildings has led to the introduction of window restrictors to reduce how far a window can open. The traditional restrictors were limited to a particular style of window and a fixed open position. The Jackloc Company has innovated a flexible cable design that can be fitted to any style of window.

Whilst the Jackloc has a registered trade mark in the UK, Madrid Protocol and other countries of the world and unregistered design rights, it does not have a patent. A Turkish based competitor copied part of the Jackloc design and was granted a patent. However, Jackloc challenged the competitors patent and this led to a three year court case whereby Jackloc won. The simple device is improving safety in many buildings around the globe and as more countries specify the fitting of window restrictors, demand continues to grow.

## Metrosol Ltd

Plum Park Estate  
Watling Street  
Paulerspury  
Northamptonshire  
NN12 6LQ

Website: [www.metrosol.co.uk](http://www.metrosol.co.uk)  
Employees: 4  
Immediate Parent: N/A  
Managing Director / Founder: Mr Paul Bramley  
Press Contact: Paul Bramley  
Tel: 07709938127  
Email: [paul.bramley@metrosol.co.uk](mailto:paul.bramley@metrosol.co.uk)

Metrosol Limited started trading in 2004 and is based in Northamptonshire. An Award for Innovation is given for the co-development (with Isothermal Technology Limited) of an instrument for highly accurate temperature measurements. The instruments used by national laboratories were unreliable by modern standards and were increasingly hard to produce due to component obsolescence. Seeing the issue arising Metrosol was established to develop a new technology to meet the need based on modern approaches. These approaches include low noise Analogue to Digital Conversion, based on research from CERN, and buffered switching to replace mechanical relays with solid state switching. The intellectual property is protected by encryption within the device.

The system is world leading, has increased measurement accuracy, significantly lowered the cost of such instruments and reduced maintenance needs. Turnover for the company has risen by 110% over the past five years with product sales rising from 10 to 82 units per year.

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## MSA Engineering Systems Ltd

3 Assured Drive  
Thurmaston  
Leicester  
Leicestershire  
LE4 8BB

Website: [www.msa-engineering.co.uk](http://www.msa-engineering.co.uk)  
Employees: 13  
Immediate Parent: Cobco 914  
Managing Director: Mr Morgan Jones  
Press Contact: Morgan Jones  
Tel: 0116 2608866  
Email: [morganjones@msa-engineering.co.uk](mailto:morganjones@msa-engineering.co.uk)

MSA Engineering Systems Limited wins its second Queen's Award for Innovation. When water and gas pipes require joining (to other pipes and to other accessories) a technique called electrofusion is used. An Electrofusion Fitting has an embedded heating coil (of wire) which is placed over two thermoplastic pipes (as a sleeve) and is energised to melt the plastic of the pipes and corresponding fitting, fusing them together. The traditional electrofusion fitting manufacturing process is overly complex and can have quality issues.

MSA Engineering Systems has created an innovative wire laying system for installing heating wires into curved surfaces for the production of electrofusion saddle fittings overcoming the limitations of traditional manufacturing methods. The same wire laying principle can be applied in cylindrical parts to manufacture electrofusion fittings for large diameter pipelines, or specialist smaller electrofusion fittings. For fitting producers this has resulted in a higher quality product, lower manufacturing costs and the ability to make special parts that previously were not possible. Downstream pipeline installers can benefit from reduced installation time leading to improved continuity of gas and water supply for end users. For the company itself, turnover has increased by 92% over the past two years, an increase that is almost entirely attributable to sales of the innovation.

## Qdos Holdings Ltd

Windsor House  
Troon Way Business Centre  
Humberstone Lane  
Thurmaston  
Leicestershire  
LE4 9HA

Website: [www.qdosconsulting.com](http://www.qdosconsulting.com)  
Employees: 100  
Immediate Parent: Qdos Holdings Ltd  
Executive Director: Mr Brendan Dawson  
Press Contact: Mrs Carol Dawson  
Tel: +4477730954752  
Email: [carol@theqdosgroup.com](mailto:carol@theqdosgroup.com)

Qdos Holdings Limited is based in Leicester and wins an Innovation Award for an integrated business platform. Qdos Holdings consists of a number of customer facing companies, based around insurance and other services, that traditionally rely on face-to-face and paper-based transactions. Such a model has restricted growth capability and profit margin. To transform the group Qdos developed a virtual platform that allows insurance policy holders to purchase policies, amend details and store records. The approach used by Qdos was innovative because it not only required development of a platform but also an overhaul of how the various members of the group worked and collaborated as it moved to the online virtual platform. The growth of the company (200% turnover increase over five years) has been driven by deployment and adoption of the platform. This is the company's first Queen's Award.

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## **Abacus Lighting Ltd**

Abacus Lighting  
Oddicroft Lane  
Sutton-in-Ashfield  
Nottinghamshire  
NG17 5FT

Website: [www.abacuslighting.com](http://www.abacuslighting.com)  
Employees: 155  
Immediate Parent: Abacus Lighting Holdings Limited  
Managing Director: Mr Stephen Lamb  
Press Contact: Paul Hughes  
Tel: 01623 518 222  
Email: [phughes@abacuslighting.com](mailto:phughes@abacuslighting.com)

Abacus Lighting was founded in 1958 and provides full turnkey exterior lighting, from initial concept, through planning, design (mechanical, structural and electrical), manufacture, installation and maintenance. The company exports to Middle East, Africa, Europe, Americas and Caribbean and Asia and Oceania, with offices in Dubai and Singapore. Overseas sales have grown by 78% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported has increased to 30% of total sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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## **Horus Music Ltd**

Horus Music, Dock - 119  
75 Exploration Drive  
Leicester  
Leicestershire  
LE4 5NU

Website: [www.horusmusic.global](http://www.horusmusic.global)  
Employees: 9  
Immediate Parent: Nick Dunn Enterprises Limited  
CEO & Managing Director: Mr Nicholas Dunn MA, MMus, BEd  
Press Contact: Nikki Halliwell  
Tel: 07780 448 393  
Email: [nikki.halliwell@horusmusic.co.uk](mailto:nikki.halliwell@horusmusic.co.uk)

Established in 2006, Horus Music is a global music distribution and label services company. Having initially focused on management they now offer musicians a simple and affordable solution to distribute their music and videos. Horus Music now works with over 800 music download and streaming platforms in all but three countries worldwide in order to provide as many opportunities as possible for musicians to earn an income from their music. Once UK focused, their sales are now 97% overseas. Within the last three years overseas sales have grown by over 180% and staff numbers have almost tripled. Horus Music has a unique selling point in not just working with one multinational store but with smaller local platforms too. This opens up more possibilities for it's clients as well as allowing them to retain full control and ownership of their music. Having recently opened another office in India both to improve access to local platforms and to offer a personalised service to local musicians, Horus Music will now look to do the same in even more territories. Horus Music Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth.

## JRM International LTD t/a The Art File

Union Chambers  
11 Weekday Cross  
Nottingham  
Nottinghamshire  
NG12GB

Website: [www.theartfile.com](http://www.theartfile.com)  
Employees: 14  
Immediate Parent:  
Managing Director: Mr Ged Mace  
Press Contact: James Mace  
Tel: 01158507490  
Email: [james@theartfile.com](mailto:james@theartfile.com)

Based in Nottingham, JRM International Ltd trading as The Art File, and was founded in 1997. It is a multi-award winning family run publishing company. It specialises in the design, production and distribution of contemporary, design led greeting cards, stationery and gift wrapping products, which it sells to Independent and Multiple Retailers around the world. All of the company's products are designed in the United Kingdom and the vast majority of them are produced in the UK too. Furthermore, The Art File has an ethos of keeping things as local to Nottingham as possible. Overseas sales have risen from 2013 to 2015, representing 19% of total sales. The overall growth rate of 25% in overseas sales over the three-year period is very satisfactory and compares favourably with similar businesses. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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## Pektron Group Ltd

Alfreton Road  
Derby  
Derbyshire  
DE21  
4AP

Website: [www.pektron.com](http://www.pektron.com)  
Employees: 300  
Immediate Parent: N/A  
Managing Director: Mr Neil Morgan  
Press Contact: Tracy Mills  
Tel: 01332 832424  
Email: [tmills@pektron.co.uk](mailto:tmills@pektron.co.uk)

Founded in Derby in 1964, Pektron designs and manufactures bespoke electronics hardware and software selling to a variety of markets, including automotive, agriculture and construction. Pektron's growth strategy is to focus on particular markets and customer demand, as a result, the company has seen growth in the USA (where it has sales office in Detroit) and Europe, particularly in the Automotive and Off-Highway sectors.

Overseas markets are managed through a team of customer focussed Business Managers and overseas sales have grown by 134% over the last six years driving an increase in profitability and overall sales. The proportion of sales exported has increased to 54% of total sales. It wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.



## Romo Ltd

Lowmoor Road  
Kirkby  
Ashfield  
Nottinghamshire  
NG17 7DE

Website: [www.romo.com](http://www.romo.com)  
Employees: 255  
Immediate Parent: Romo (Holdings) Limited  
CEO: Mr Jonathan Mould  
Press Contact: James Eden  
Tel: 02073527801  
Email: [james.eden@romo.com](mailto:james.eden@romo.com)

Romo Ltd. was established in 1902 and is a fifth generation family business. It designs and markets furnishing and upholstery fabrics, wall coverings and trimmings for residential and contract use. The company has offices in the UK, Germany, The Netherlands and the USA; also subsidiary companies in the USA, Germany, Canada, France, Italy, Spain, Belgium, Austria, Sweden, Switzerland, Norway and Denmark plus distributors in many other countries. It has flagship showrooms in nine locations outside the UK. A very experienced exporter, Romo derives 70% of turnover from its overseas sales which have increased by £18.5m over the six-year period. Its success is based on strengths in design, innovation and international marketing skills plus a comprehensive strategy that recognizes the need for different approaches in each market. Romo Ltd. wins the Queen's Award for International Trade for Outstanding Continuous Growth.

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## Sanglier Ltd

Shelley Close  
Lowmoor Business Park  
Kirkby in Ashfield  
Nottinghamshire  
NG17 7ET

Website: [www.sanglier.org.uk](http://www.sanglier.org.uk)  
Employees: 52  
Immediate Parent: N/A  
Directors : Mr Nigel Davies & Mr Howard Marshall  
Press Contact: Stephanie Morrison  
Tel: 01623 722661  
Email: [stephanie@sanglier.org.uk](mailto:stephanie@sanglier.org.uk)

Founded in 2003, Nottinghamshire based Sanglier Ltd are world leading specialists in the manufacturing, filling, packaging and distribution of adhesives, solvents, lubricants, activators and paints. Overtime Sanglier have established an excellent reputation throughout the UK and Europe, operating across six large industry sectors. Sanglier adhesives are made using original formulations in their dedicated mixing plant, monitoring the development of products from idea stage, through to the manufacturing and filling, selecting only the best raw materials. Sanglier have established two recognisable brands in to the market place, as well as specialising in providing customers with private label products built on the back of a first class service.

Overseas sales have risen from £422k in 2011, to an estimated £3.6 million in the year to April 2016. This represents a total increase of 769% growth in international sales. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth over the last six years.





## Retrogenix Ltd

Crown House  
Bingswood Estate  
Whaley Bridge  
Derbyshire  
SK23 7LY

Website: [www.retrogenix.com](http://www.retrogenix.com)  
Employees: 10  
Immediate Parent: N/A  
Managing Director: Dr Jim Freeth & Jo Soden  
Press Contact: Elizabeth Kingsley  
Tel: 0114 400 0028  
Email: [elizabeth.kingsley@retrogenix.com](mailto:elizabeth.kingsley@retrogenix.com)

Established in 2008, Retrogenix Ltd advances medical research and speeds up drug discovery for its clients by providing a human cell microarray technology service for drug discovery, development and medical research which identifies specific protein interactions in human cells. Previous methods involved months of experimentation with around 10% chance of achieving good results. Retrogenix consistently delivers a success rate of over 60% within weeks, saving costs and preventing projects delays for which it won a Queen's Award for Innovation in 2015. Retrogenix has a first-to-market advantage with a client base that includes 14 of the world's top 15 pharmaceutical companies. Overseas sales have grown by 75% from £585k to £1m with the percentage exported also rising from 67% to 87%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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## Sygnature Discovery Ltd

BioCity  
Pennyfoot Street  
Nottingham  
Nottinghamshire  
NG1 1GF

Website: [www.sygnaturediscovery.com](http://www.sygnaturediscovery.com)  
Employees: 141  
Immediate Parent: Sygil Group Limited  
CEO: Dr. Simon Hirst  
Press Contact: Juliet Thompson  
Tel: 01159415401  
Email: [j.thompson@sygnaturediscovery.com](mailto:j.thompson@sygnaturediscovery.com)

Established in 2004, Sygnature Discovery provides advanced scientific research into medicinal drug discovery programmes with a mission to accelerate new medicine to treat patients with a range of debilitating diseases such as cancer, respiratory diseases and Alzheimer's. Over the last six years international sales have grown from £565k in 2011 to £5.8m in 2016; an overall growth of 932% with the proportion of sales exported rising from 15% to 46% in the same period. During this time it has also developed business in new markets within Europe and Australasia. In addition Sygnature has gained further new clients in this period in its existing overseas markets. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in international sales across the last six years.

London

## Promoting Opportunity



### Allen & Overy LLP

One Bishops Square  
London  
E1 6AD

Website: [www.allenoverly.com](http://www.allenoverly.com)  
Employees: 1818  
Immediate Parent: N/A  
Senior Partner: Mr Wim Dejonghe  
Press Contact: Rebecca Hooper  
Tel: 020 3088 2152  
Email: [rebecca.hooper@allenoverly.com](mailto:rebecca.hooper@allenoverly.com)

Allen & Overy is an international legal practice with approximately 5200 people, including some 530 partners, working in 44 offices worldwide. Its Smart Start programme (which was established in 2009) enables UK students from non-privileged backgrounds to participate in high quality work experience. It has supported over 770 young people since 2009 and become an award-winning and accredited work experience scheme – the first in the legal sector to receive City & Guilds accreditation. It provides a very good example of promoting opportunity across a wide range of communities. Results have helped raise the confidence and employability of those taking part, boosted existing employees' skill sets and enabled the firm to export its Smart Start programme beyond the UK, to India and South Africa. It is for this reason that it wins a Queen's Award for Promoting Opportunity.

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### J.P. Morgan Chase Bank National Association, London

25 Bank Street  
London  
E14 5JP

Website: [jpmorgan.com](http://jpmorgan.com)  
Employees: 16,000  
Immediate Parent: J.P. Morgan Chase Bank—USA  
Social Mobility Programme Coordinator: Miss Emily Margot  
Press Contact: Richard Hillary  
Tel: 0207 742 2309  
Email: [richard.hillary@jpmorgan.com](mailto:richard.hillary@jpmorgan.com)

J.P. Morgan is one of the world's largest financial institutions. London is the regional headquarters for its operations in more than 30 countries across Europe, the Middle East and Africa. J.P. Morgan has 16,000 employees in the U.K., spread across London, Bournemouth, Edinburgh and Glasgow. Its Aspiring Professionals Programme, delivered in association with the Social Mobility Foundation, provides "high-potential students, from low-income backgrounds across the U.K., with networks and skills to succeed". This has resulted in both societal gain as well as enhancing the bank's talent acquisition strategies. Independent evaluation has reported that: "participants on the JPM Residential Programme are substantially more likely to attend a high-status [higher education] institution than otherwise similar pupils". The programme has assisted over 250 students since 2015; and has plans to grow, continuing to target some of the UK's "social mobility cold spots". Accordingly it wins a Queen's Award for Promoting Opportunity.



# London

## Promoting Opportunity



### KPMG UK LLP

15 Canada Square  
London  
E14 5GL

Website: [www.kpmg.com](http://www.kpmg.com)

Employees: 11652

Immediate Parent: N/A

Head of Corporate Affairs: Ms Rachel Hopcroft CBE

Press Contact: Louis Clark

Tel: 07770 644 382

Email: [Louis.Clark@KPMG.co.uk](mailto:Louis.Clark@KPMG.co.uk)

KPMG UK LLP is a leading provider of professional services. In the UK, they have over 12,000 partners and staff working in 22 offices. In 2016 the company provided over 320 Discovery programme work placements, with over 70% taken up by students from disadvantaged backgrounds who met the Access Accountancy criteria. The company has specific, ambitious social mobility programmes and is one of the Government's eleven founding Social Mobility Business Compact Champions.

The company is committed to inclusive leadership and aims to achieve a balance between work and life that promotes career achievement and provides an environment that enables everyone, regardless of gender, ethnicity, age, disability, religion, social background or sexual orientation, to feel valued. Multiple examples have been provided of the company's outstanding social mobility programmes. Work Ready is KPMG's flagship employability workshop and, in 2015, over 1,900 students participated. In 2015, the company also offered 148 Access Accountancy work placements to students from lower socio-economic backgrounds and 79 two-day placements for disadvantaged students. Accordingly it wins a Queen's Award for Promoting Opportunity.

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## 10ACT Ltd t/a TrackBack

8 Waldegrave Road  
Teddington  
Middlesex  
TW11 8HT

Website: [www.trackback.net](http://www.trackback.net)  
Employees: 16  
Immediate Parent: N/A  
Owner: Mr Jerry Horwood  
Press Contact: Neil Hunt  
Tel: +44 (0)7495 321542  
Email: [neil.hunt@trackback.net](mailto:neil.hunt@trackback.net)

TrackBack, based in Teddington, West London, has been trading since 2005. The company offers a service to vehicle manufacturers which uses trackable telephone numbers and email addresses to detect customer contact by their dealerships. An increasing number of customer enquiries come from vehicle manufacturers' websites. But once an internet sales lead has been provided by the vehicle manufacturer to a local dealer, it is hard for the manufacturer to know if and when the dealer has responded. Now the facts are revealed by TrackBack because each lead's telephone number and email is replaced by trackable versions in the manufacturer's Lead Management or CRM System. So now when their dealers call or email those leads, the communication is routed, worldwide, via TrackBack and the contact is detected. Most of the world's major car brands now use the system and it has been deployed in over 20 countries. As a result manufacturers worldwide have seen a significant increase in the number of showroom visits, and their customers have experienced a better level of service.

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## MastaPlasta Ltd

Unit 1, 125 Aldermans Hill  
London  
N13 4QB

Website: [www.mastaplasta.com](http://www.mastaplasta.com)  
Employees: 3  
Immediate Parent: N/A  
Co -Directors : Miss Donna Clarke & Stephan Pavlou  
Press Contact: Donna Clarke  
Tel: 07949143001  
Email: [donna@mastaplasta.com](mailto:donna@mastaplasta.com)

The small company, MastaPlasta Limited, was established in 2009 and wins an Innovation Award for the first self-adhesive repair patch for leather furniture, car seats, bags and jackets. Typically, leather repair was an expensive or complicated process and the results often unsatisfactory. MastaPlasta has developed a highly durable synthetic leather patch, in a variety of styles, backed with pressure sensitive adhesive. The surfaces of the patch are embossed with designs and a pressed edge that make it look less obtrusive. The novel designs also enable the patches to be used as a feature rather than aiming to be invisible. The product had not previously been described publicly and MastaPlasta has been granted a patent to cover the intellectual property within. Over the past five years turnover has grown greater than tenfold with unit sales up to 63,000. MastaPlasta are double award winners in Innovation and International Trade this year.

## Creative Virtual Ltd

165-167 Cannon Workshops  
5 Cannon Drive  
London  
E14 4AS

Website: [www.creativevirtual.com](http://www.creativevirtual.com)  
Employees: 25  
Immediate Parent: N/A  
Founder & CEO: Mr Chris Ezekiel  
Press Contact: Mandy Reed  
Tel: 020 7719 8332  
Email: [mandy@creativevirtual.com](mailto:mandy@creativevirtual.com)

An Innovation Award is made to Creative Virtual Limited for V-Person™, virtual agent technology, and V-Portal™, a knowledge management platform. These technologies allow global enterprises to engage in 1:1 virtual conversations with customers in any language. V-Portal brings together data from across the client company; internal databases, Customer Relationship Management software, forums, social media and more into one central control point. This unique platform allows for the creation of relevant content that can be customised based on a set of rules and decision trees and then made accessible to customers and employees through natural language virtual agents. The technology allows brands to deploy information to their customers across web, mobile and social channels as well as to support and train live chat and contact centre agents. V-Person virtual agents are highly customisable and can be integrated with personalised account information, site search, speech technology and existing backend systems. Clients see increases in customer satisfaction using the tool, and for end users the natural language conversations make websites easier to use. Over the last two years, profit for the company has grown 200% per year.

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## Kaizen Reporting Ltd

Albert Buildings  
49 Queen Victoria Street  
London  
EC4N 4SA

Website: [www.kaizenreporting.com](http://www.kaizenreporting.com)  
Employees: 10  
Immediate Parent: N/A  
CEO: Mr Dario Crispini  
Press Contact: Fiona Wilde  
Tel: 020 7205 4090 / 07834 731 602  
Email: [fiona.wilde@kaizenreporting.com](mailto:fiona.wilde@kaizenreporting.com)

Kaizen Reporting was established in 2013 and wins an Innovation Award for data testing services for the financial services industry. The company has developed an automated service, ReportShield™, that can fully assess the quality of regulatory reporting. The service tests 100% of regulatory reports, allowing customers to quickly identify and correct any problems with their transaction reports so that they can be confident of regulatory compliance. Since the financial crash in 2007, regulatory trade and transaction reporting has become an increasingly vital tool for regulators to detect insider dealing, rogue trading and the build-up of systemic risk which was one of the primary causes of the crash. However regulatory reporting is becoming increasingly complex and financial firms have struggled to get it right. Kaizen has solved the problem of incorrect reporting by using a range of novel techniques and big data tools to develop and implement a new testing methodology. The system accommodates new regulations and writes its own code. Commercially, the product has been a success for the company which has seen significant growth over the past two years. This is the company's first Queen's Award



### 10ACT Ltd t/a TrackBack

8 Waldegrave Road  
Teddington  
Middlesex  
TW11 8HT

Website: [www.trackback.net](http://www.trackback.net)  
Employees: 16  
Immediate Parent: N/A  
Owner: Mr Jerry Horwood  
Press Contact: Neil Hunt  
Tel: +44 (0)7495 321542  
Email: [neil.hunt@trackback.net](mailto:neil.hunt@trackback.net)

Founded in 2005, Trackback is an independent company based in Teddington, which provides insight and reporting to the automotive industry. It has grown rapidly and is investing heavily in building its business, which shows excellent growth in international sales. TrackBack substitutes trackable contact details in client CRM systems. This reveals in real-time whether leads are followed up, how quickly and effectively. It is claimed to be the world's most reliable and comprehensive contact tracking platform specifically designed for integration with client CRM systems. Twenty-one major car brands in over twenty countries use it to reveal the follow-up activity of over 200,000 leads per month. Overseas revenue has grown from £0.3m in 2013 (26% of overall revenue), to £1.3m (60% of overall revenue) in 2015. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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### Aecus Ltd

218 Strand  
London  
WC2R 1AT

Website: [www.aecus.com](http://www.aecus.com)  
Employees: 21  
Immediate Parent: N/A  
Managing Partner: Mr Rick Simmonds  
Press Contact: Rick Simmonds  
Tel: 0207 2420 666  
Email: [rick.simmonds@aecus.com](mailto:rick.simmonds@aecus.com)

Established in 2002, Aecus Ltd is a UK based independent professional services company providing high value expert consultancy, benchmarking and interim management services to UK public sector bodies and major UK, European and global corporations, advising in the area of IT and business operations effectiveness. In recent years in addition to its UK client base Aecus has worked with clients across Europe, including Belgium, Denmark, Finland, France, Germany, Ireland, Netherlands, Norway, Poland, Sweden, and Switzerland. They have also recently won consultancy and advisory work with a leading pharmaceutical business in Israel and a leading law firm in the USA. Overseas sales have grown from £609k to £1.9m, an overall growth of 220%, with the percentage exported rising from 14% to 40%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.





### Ascot Rehabilitation Ltd

1 College Fields  
16 Prince Georges Road  
London  
SW19 2PT

Website: [www.ascotrehab.com](http://www.ascotrehab.com)  
Employees: 33  
Immediate Parent: Sterling Medical LTD  
Co-Founder: Dr Ali Al-Memar  
Press Contact: Dr Ali Al-Memar  
Tel: 07780600209  
Email: [ali@almemar.co.uk](mailto:ali@almemar.co.uk)

Established in 2012, Ascot Rehabilitation Ltd provides rehabilitation for patients who have suffered traumatic brain or spinal injuries, stroke, or a diagnosis of a neurological condition like MS or Parkinsons disease. It has built the business based on continuous high quality care, clinical excellence of staff and cutting edge technology. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over three years. 79% of the company's business is international patients. It is now in negotiation to open a rehab unit in the UAE and is developing three products for export, a lightweight wheelchair, an innovative walking stick to aid mobility, and a specialist spoon for stroke patients.

In 2015 overseas sales made up £4.4 million of their £5.6 million turnover. A significant increase on 2013, when overseas sales accounted for 33% of turnover, approximately £400,000 out of total revenue of £1.2 million.

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### Black Rock Programme Management Ltd

Savoy Hill House  
7 - 10 Savoy Hill  
London  
WC2R0BU

Website: [www.blackrockpm.co.uk](http://www.blackrockpm.co.uk)  
Employees: 50  
Immediate Parent: Martello Bidco Limited  
Principal: Mr David Barry  
Press Contact: Sarah Donnelly  
Tel: 02078360158  
Email: [sdonnelly@blackrockpm.co.uk](mailto:sdonnelly@blackrockpm.co.uk)

Established in 2009, Black Rock Programme Management Ltd (Blackrock PM) is a professional services firm that provides construction consulting and expert witness services for large and international construction projects. They focus on providing advice on capital investment programme management, construction project management, planning and programming, and costs management. The business is headquartered in London with an office in Dubai and is actively looking at additional overseas locations. It has an international pool of staff collectively speaking 15 languages. Overseas earnings have risen from 59% to 79%. In 2015 Blackrock PM opened an office in Dubai which has contributed to total overseas sales in the Middle East with new markets established in the region including Egypt and Iraq. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.





### Campbell Lutyens Holdings Ltd

3 Burlington Gardens  
London  
W1S 3EP

Website: [www.campbell-lutyens.com](http://www.campbell-lutyens.com)  
Employees: 63  
Immediate Parent: Campbell Lutyens Holdings Limited  
Managing Director: Mr Andrew Sealey  
Press Contact: Andrew Sealey  
Tel: 020 7439 7191  
Email: [sealey@campbell-lutyens.com](mailto:sealey@campbell-lutyens.com)

Twice previous Queens Award winners, Campbell Lutyens is an independent financial advisory firm focused on fund placement and secondary advisory in the private infrastructure, private equity and private debt sectors. The firm has its head office and main operations base in London, with offices in New York and Hong Kong now employing a team of over 100 staff from 28 different countries and speaking 21 different languages.

The company's approach is to be a thought leader and build long-term relationships with its clients and the major investors in the financial sectors in which they advise. Overseas sales have grown by 61% over the last three years with a 43% increase in UK employees over the same period. The proportion of sales exported has increased to 64% of total sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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### Cult Wines Ltd

The Clockwork Building  
45 Beavor Lane  
London  
W6 9AR

Website: <http://www.wineinvestment.com/>  
Employees: 17  
Immediate Parent: N/A  
Managing Director: Mr Thomas Gearing  
Press Contact: Jamie Brownlee  
Tel: +44 (0)20 7638 9571  
Email: [Jamie.Brownlee@citigatedr.co.uk](mailto:Jamie.Brownlee@citigatedr.co.uk)

Established 2007, Cult Wines Ltd is a fine wine merchant, broker and wholesaler selling fine wines to international private customers, wine importers, wine merchants, restaurants and hotels. The company offers a unique specialised service internationally to wine collectors and investors. It wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas earnings over the last six years. It has achieved overall growth in international sales of over 3,500% and has seen international sales grow from a 5% share of total turnover to a 32% share. It has established its first overseas operation and has plans to grow in existing markets as well as expanding into new markets.







### EnergyNet Ltd

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

Website: [www.energynet.co.uk](http://www.energynet.co.uk)  
Employees: 15  
Immediate Parent: PSPA Ltd  
Managing Director: Mr Simon Gosling  
Press Contact: Amy Offord  
Tel: 020 7384 8068  
Email: [amy.offord@energynet.co.uk](mailto:amy.offord@energynet.co.uk)

Originally established 25 years' ago, EnergyNet's vision is to promote electricity access and economic growth in emerging markets through business partnerships and trade. EnergyNet organise international conferences focused on promoting investment opportunities in the power sectors of emerging markets, connecting public sector stakeholders with international investors and power developers to increase access to electricity through the development of both on and off grid power projects. Over the last three years EnergyNet has hosted meetings in 11 different overseas markets, totally 24 meetings. Their flagship event the 'Africa Energy Forum' attracted 82 countries in 2016 compared to 66 in 2014. The last three years has seen overseas sales grow from £2.1m to £5.3m, an overall growth of 250%. A previous International Trade Award winner, the company wins the 2017 Queen's Award for International Trade for 'Outstanding Short Term Growth' in overseas sales over the last three years.

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### HH Global Ltd

City House  
Sutton Park Road  
Sutton  
SM1 2AE

Website: [www.hhglobal.com](http://www.hhglobal.com)  
Employees: 267  
Immediate Parent: N/A  
CEO: Mr Robert MacMillan  
Press Contact: James Murray  
Tel: +44 7789 691 492  
Email: [james.murray@hhglobal.com](mailto:james.murray@hhglobal.com)

HH Global Ltd delivers marketing execution programmes in print, secondary packaging and creative services sectors working with well known international brands. Originally a print broker, a management buy-out in 1991 resulted in significant growth such that HH Global now employs over 800 people around the world. It considers itself to be a market leader in assessment-led, outsourced procurement programmes across print, packaging and creative services. The company has a network of offices in 34 countries across six continents to both work with existing clients, seek out new ones and ensure the delivery of services. It has a clear understanding of the types of companies it wishes to deal with and policies in place to ensure they meet client requirements. Overseas sales increased over three years by 75% to over £163m and UK staff numbers grew by more than 60%. HH Global Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth.





### Jellycat Toy Company Ltd

Shepherds Building  
Rockley Road  
London  
W14 0DA

Website: [www.jellycat.com](http://www.jellycat.com)  
Employees: 60  
Immediate Parent: Jellycat Group Ltd  
Executive Chairman / Founder: Mr Thomas Gatacre  
Press Contact: Emily Beaton  
Tel: 08450 344556  
Email: [ebeaton@jellycat.co.uk](mailto:ebeaton@jellycat.co.uk)

Founded in 1987, Jellycat Toy Company Ltd trading as Jellycat, is a designer, manufacturer and distributor of highly original and distinctive soft toys and gifts. Designed in Britain and well known as a brand, the design-led toys and gifts are produced to the highest quality and safety standards and sold throughout the world. Jellycat is a wholesale business, working closely with a network of gift and toy retailers in the United States, Canada, Asia, Australia and almost all European countries, and has a rapidly growing e-commerce business in China. The company has demonstrated exceptional growth in overseas earnings. The percentage sales exported has grown to 69% in six years. Success is based on originally designed well made toys and gifts, on customer relations through excellent service adapted to local markets; building brand loyalty, long term relationships and repeat business. It wins the Queen's Award for International Trade for Outstanding Continuous Growth

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### Joseph Joseph Ltd

The Grove  
30 Great Guildford Street  
London  
SE1 0HS

Website: [www.josephjoseph.com](http://www.josephjoseph.com)  
Employees: 91  
Immediate Parent: Joseph Joseph Group Ltd  
Managing / Creative Director : Richard Joseph & Antony Joseph  
Press Contact: Roslyn Frame  
Tel: 02037716463  
Email: [roslyn@josephjoseph.com](mailto:roslyn@josephjoseph.com)

Established in 2002, Joseph Joseph Ltd designs and manufactures kitchenware/homeware, waste management and cleaning / organisational household products. The company has a London HQ and manufacturing base in the West Midlands as well as 4 overseas subsidiaries. It wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. International trade has grown by 99% over the period and the company is active in over 100 markets worldwide. It has a well developed, successful strategy for market entry and expansion and for the development of new products for international markets . It also has ambitious plans and targets for the further expansion of it's international business through to 2020.





### Lumsden Design Ltd

2 Cowcross Street  
London  
EC1M 6DR

Website: [www.lumsdendesign.com](http://www.lumsdendesign.com)  
Employees: 9  
Immediate Parent: N/A  
Director: Mr Callum Lumsden  
Press Contact: Fiona Gilgrist  
Tel: 01536772256 / 07870814999  
Email: [fiona@housepr.co.uk](mailto:fiona@housepr.co.uk)

Founded in 2010, Lumsden Design has rapidly established itself as a global leader in designing retail environments for museums, galleries and visitor attractions. In the UK the compelling shops it creates are delighting visitors and generating vital revenue at the British Museum, National Theatre, Abbey Road Studios, Whitworth Art Gallery, Tate Modern and the Harry Potter attractions at King's Cross Station's Platform 9¾, Warner Bros. Studio Tour and the theatre production Harry Potter and the Cursed Child. Its three-year 177% growth in international sales wins Lumsden the Queen's Award for International Trade for Outstanding Short Term Growth. Projects including New York's Museum of Modern Art (MoMA), National Gallery of Canada, Vienna's Belvedere and Moscow's Museum of Cosmonautics have driven international sales to nearly 90 per cent of its turnover. This remarkable achievement has established Lumsden nationally and internationally as a world leader in its field for cultural and entertainment destinations, crossing cultural and language barriers, with a reputation for excellence and innovation.

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### MastaPlasta Ltd

Unit 1  
125 Aldermans Hill  
London  
N13 4QB

Website: [www.mastaplasta.com](http://www.mastaplasta.com)  
Employees: 3  
Immediate Parent:  
Co -Directors: Miss Donna Clarke & Mr Stephan Pavlou  
Press Contact: Donna Clarke  
Tel: 07949143001  
Email: [donna@mastaplasta.com](mailto:donna@mastaplasta.com)

Established in 2009, MastaPlasta Ltd manufactures a patented self adhesive patch for leather that mends holes, burns, ink stains and rips in sofas, car seats, handbags and leather jackets. The product is soft, thin and flexible and works on leather, vinyl and most upholstery fabrics. The original design is a complete unit with pressed edges leaving a virtually seamless finish and MastaPlasta produce ten designs in nine colours and an innovative design that can be cut to size. Their product is competitively priced allowing consumers to try it as it fulfils a niche and is 'on trend' as a make do and mend, shabby chic, eco-friendly, easy to use fashionable product. It wins the Queen's Award for International Trade for Outstanding Short Term Growth for excellent overseas earnings growth with 88% of their overseas sales from the United States with the balance from Europe. Double award winners in Innovation and International Trade this year.





### Merci Maman

25 Heathman's Road  
London  
SW6 4TJ

Website: [www.mercimamanboutique.com](http://www.mercimamanboutique.com)  
Employees: 22  
Immediate Parent: N/A  
Director / Founder: Mr Arnaud de Montille  
Press Contact: Claire Roqueplo  
Tel: 020 7731 1377  
Email: [claire@mercimamanboutique.com](mailto:claire@mercimamanboutique.com)

Merci Maman was founded by Béatrice de Montille from her London kitchen table in 2007, launching a range of personalised jewellery sold online and now employs 22 people. Creating meaningful and personalised products "made in London", with 98% client satisfaction, focussing on innovation, efficient dispatch of products and a strong company culture, have all helped the company grow. Originally UK focussed with no overseas sales, they delivered fresh business ideas, innovations, accelerated growth and increased profits by launching French, German and American English websites resulting in sales increase in those countries, as well as in Australia and Ireland. This hedged against market turbulence and seasonality and they plan to roll out further into Europe and Asia. Core overseas markets are driven by opening local subsidiaries that focus on marketing, production and customer service. It wins the Queen's Award for International Trade for Outstanding Short Term Growth for an increase in overseas earnings from nothing to almost 35% in three years

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### Mind Tools Ltd

3rd Floor  
The News Building  
London Bridge Street  
London  
SE1 9SG

Website: [www.mindtools.com](http://www.mindtools.com)  
Employees: 45  
Immediate Parent:  
CEO: Mr James Manktelow  
Press Contact: Ollie Craddock  
Tel: 07494 104214  
Email: [press@mindtools.com](mailto:press@mindtools.com)

Mind Tools Ltd. which trades as MindTools.com, started trading in 2003. The company was awarded Queen's Award for International Trade in 2012. It has 25,000,000 people each year using their site to learn management, leadership and personal excellence skills to develop their careers. MindTools.com operates a "freemium" strategy, attracting people to their website with large volumes of free, high quality content, and then upsells to premium consumer and corporate services. Their editorial team produces a new, high quality resource every working day of the year, with one free resource every week. This is promoted, along with other free content, in their weekly free newsletter and on their social media channels. International sales rose from £1.9 million in the year to September 2013 to just over £2.6 million in 2015, The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.





### MVF

Imperial Works  
Block C  
Perren Street  
London  
NW5 3ED

Website: [www.mvfglobal.com](http://www.mvfglobal.com)  
Employees: 268  
Immediate Parent: N/A  
CEO: Mr Titus Sharpe  
Press Contact: Grace Garland  
Tel: 02035952953  
Email: [grace.garland@mvfglobal.com](mailto:grace.garland@mvfglobal.com)

Founded in 2009, MVF is a technology and digital marketing company specialising in customer generation for clients through a data led approach. The company is built on international trade, providing services worldwide and has recently opened an overseas office in the USA. All other markets are serviced from the UK through a combination of innovative digital marketing techniques, and an international, multilingual workforce working in dedicated specialist teams serving client needs and developing new markets, technologies and routes to market. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. It has achieved outstanding year on year growth in international sales totalling 84% over the period and has also achieved increases year on year in overall turnover and profitability. The company has expanded its range of clients and markets and now works in 120 markets worldwide.

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### Phaidon Holdings Limited T/A Phaidon International

21 Lombard Street  
London  
EC3V 9AH

Website: [www.phaidoninternational.com](http://www.phaidoninternational.com)  
Employees: 174  
Immediate Parent: Phaidon International Holdings Ltd  
CEO: Mr Harry Youtan  
Press Contact: Cameron Durning  
Tel: +442037588808  
Email: [cameron.durning@phaidoninternational.com](mailto:cameron.durning@phaidoninternational.com)

Established in 2004, Phaidon International provides permanent and contract recruitment services across STEM (Science, Technology, Engineering and Mathematics) Industries globally. It is headquartered in London, with international offices in Singapore, New York, Zurich, Hong Kong, Boston, Chicago and San Francisco. The company has a network of micro-specialist consultants working closely with their clients to provide their services in over 60 countries worldwide. In 2015 they helped move the careers of over 1400 professionals into over 800 clients, in 62 different countries. Overseas sales have grown dramatically each year from £2.9m to £29m across the last six years, with the percentage exported rising from 42% to 88%. Overall they have seen 873% growth in international sales. Their top five overseas markets are USA (50%), Singapore, Switzerland, Germany, and Hong Kong. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales across the last six years





### Prepaid Financial Services Ltd

4th Floor  
36 Carnaby Street  
London  
W1F 7DR

Website: [www.prepaidfinancialservices.com](http://www.prepaidfinancialservices.com)  
Employees: 44  
Immediate Parent: N/A  
CEO: Mr Noel Moran  
Press Contact: Susan Callan  
Tel: 0207 405 8405  
Email: [susan.callan@prepaidfinancialservices.com](mailto:susan.callan@prepaidfinancialservices.com)

Based in London's Carnaby Street, Prepaid Financial Services Ltd. was established in 2008 to provide Prepaid Card solutions to consumers and businesses. It is based in London and is regulated and authorised by the Financial Conduct Authority. The company provides unparalleled flexibility for designing, developing, implementing and managing white labelled prepaid card solutions, and it provides global solutions with enhanced functionality using the MasterCard® and Visa networks. Their platform allows for multiple types of card programs integrating with a number of processors and issuers. This makes Prepaid Financial Services unique and highly desirable as a prepaid partner.

Overseas sales have grown from £8.6 million in 2013 to £23.8 million in 2015 an overall growth of nearly 176%, with exports now representing over 82% of all sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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### Reincubate Ltd

11 Old Jewry  
London  
EC2R 8DU

Website: [www.reincubate.com](http://www.reincubate.com)  
Employees: 12  
Immediate Parent: N/A  
CEO: Mr Aidan Fitzpatrick  
Press Contact: Aidan Fitzpatrick  
Tel: +447817681232  
Email: [aidan@reincubate.com](mailto:aidan@reincubate.com)

Established in 2010, Reincubate Ltd provides software to access data from Apple's popular iPhone and iPad devices providing means for customers to access or recover data from apps or devices. Exports are critical and integral to their business growth, and the strategy is take advantage of the global expansion of apps and app data. Overall growth of 406% with sales exported representing 79% of all sales. In the last year they have sold software to customers in 168 different countries. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in international sales across the last six years.





## Tristan Capital Partners LLP

Berkeley Square  
London  
W1J 6DB

Website: [www.tristancap.com](http://www.tristancap.com)  
Employees: 64  
Immediate Parent: TC Ltd  
COO: Mr Ian Laming  
Press Contact: Ian Laming  
Tel: 020 3463 8900  
Email: [ilaming@tristancap.com](mailto:ilaming@tristancap.com)

Tristan Capital Partners LLP was formed in 2009 and is based in Berkeley Square, London. It is an independent real estate investment management boutique that is regarded as one of the leaders in the European marketplace. The firm manages real estate funds for a global client base. Across eight offices, they have 100 staff. The core team has worked together for more than 15 years across eight funds with investments totalling €10.9 billion. Tristan Capital Partners has seen export revenues grow from £1.1m per annum in mid-2010 to £28.2m in mid-2016, a compound growth rate of 188% per annum.

The overall growth rate has been very fast with international sales now representing over 94% of total sales. It wins the Queen's Award for International Trade for Outstanding Continuous Growth Award over the last six years.

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## Tristar Worldwide Chauffeur Services

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

Website: <http://uk.tristarworldwide.com/>  
Employees: 475  
Immediate Parent: Addison Lee Group  
Group CEO: Mr Dean De Beer  
Press Contact: Lauren McNeil  
Tel: 01895432001  
Email: [lauren.mcneil@tristarworldwide.com](mailto:lauren.mcneil@tristarworldwide.com)

Tristar started in 1978 and is both the largest Chauffeur business in Europe and one of the largest in the world, taking travellers to and from airports at some 250 locations in 80 countries around the world, using its own operations or those of its affiliate companies. Overseas sales have grown by 433% over the six years based on a sound and well-delivered strategy that focuses on the global traveller market both inbound and outbound. Each of the company's three hubs is placed closer to customers rather than controlling everywhere from the UK, resulting in a heightened awareness of local culture and language. CO2 emissions and fuel economy are addressed by the use of the newest, most fuel-efficient low emission cars with safety a high priority. Tristar worldwide Chauffeur Services wins the Queen's award for International Trade for Outstanding Continuous Growth.





### Tsunami Axis Ltd

24-25 Scala Street  
London  
W1T 2HP

Website: [www.tsunami-axis.co.uk](http://www.tsunami-axis.co.uk)  
Employees: 65  
Immediate Parent: N/A  
Head of International: Mr Phillip Taliadoros  
Press Contact: Phillip Taliadoros  
Tel: 07541841078  
Email: [p.taliadoros@tsunami-axis.co.uk](mailto:p.taliadoros@tsunami-axis.co.uk)

Founded in 1999, Tsunami Axis Ltd specialises in design led, high quality furniture. It designs and produces furniture at the top end of the market that is unique to a particular client, and custom made to their agreed design ideas. It has expanded successfully into international markets. The first overseas market entered was Ghana and it has now established a manufacturing facility there. The company has gone on to develop markets in Azerbaijan, Iraq, India and Australia and is now approaching the Middle East and Asian markets. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Overseas trade has increased substantially by 64% over the period and total turnover and profits have also grown year on year over the 3 years. The company has clear strategies for entering new markets and expanding in existing markets.

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### Whizz Education Ltd

Macmillan House  
Paddington Station  
London  
W2 1FT

Website: [www.whizz.com](http://www.whizz.com)  
Employees: 36  
Immediate Parent: N/A  
CEO: Mr Richard Marett  
Press Contact: Raymond Douse  
Tel: 0203 328 6567  
Email: [ray.douse@whizz.com](mailto:ray.douse@whizz.com)

Established in 2004, Whizz Education empowers educators to raise standards in maths by partnering with parents, schools, ministries of education and donor organisations across the globe. The company's products and services deliver deep support for individual, group and whole class learning for 5-13 year olds. The combination of pioneering technology and data analytics with a world-leading approach to education has enabled Maths-Whizz to achieve unrivalled international success across diverse national curricula. Whizz Education wins the Queen's Award for International Trade for outstanding short term growth in overseas sales over the last three years. During this period, the company achieved substantial year on year growth and total growth in international trade was an impressive 128.9%. The Company has offices in three overseas markets and has developed distributor/agency relationships in four more. With its international reputation now firmly established, Whizz Education looks forward to continued growth in existing markets and to the exciting prospect of further planned strategic partnerships in Asia, Africa and the Americas.







### Belu Water Ltd

62 Hatton Garden  
London  
EC1N8LR

Website: [www.belu.org](http://www.belu.org)  
Employees: 9  
Immediate Parent: N/A  
CEO: Mrs Karen Lynch  
Press Contact:  
Tel:  
Email:

Belu Water Ltd is a small company with less than ten employees that began trading in 2002. It supplies the UK restaurant, catering and hotel industries with mineral water and in house filtration/bottling systems. They demonstrate strong sector leadership. They have innovated to reduce the carbon impact of their water products to the extent that their operations have achieved carbon neutral status. This included helping to develop an 'Ethical Glass' product which they have marketed to other water bottling companies to encourage improvements in environmental performance within the sector. All royalties from this, as well as all distributed profits, are donated to the charity WaterAid, through which the company has benefitted over 100,000 lives in five years. The company is able to demonstrate continuous reductions in CO2 emissions and appear to be constantly seeking new ways to reduce their impact and create net positive outcomes both environmentally and socially. They measure their environmental impact and regularly report on their impacts and progress.

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### Union Hand-Roasted Coffee

7A  
South Crescent  
London  
E164TL

Website: [www.unionroasted.com](http://www.unionroasted.com)  
Employees: 72  
Immediate Parent: N/A  
Co-Founder / Director of Coffee: Dr Steven Macatonia PhD  
Press Contact: Mariya Derelieva  
Tel: 020 7403 6900  
Email: [Mariya.Derelieva@spider-pr.com](mailto:Mariya.Derelieva@spider-pr.com)

Union Hand-Roasted Coffee is an artisan coffee roaster selling high quality coffee products. They have received an award for their business model 'Union Hand Roasted Coffee Direct Trade' through which they work with suppliers to ensure that their coffee is sustainably sourced. All suppliers are required to comply with the Code of Conduct for Ethical Sourcing, which includes measures such as working towards organic sustainable farming, choice of coffee species, improving biodiversity, environmental improvement and erosion control. The company contributes to the social dimension in several ways including improving the livelihoods of coffee producers, supporting communities in producing regions and monitoring the social benefits. Support for producers has led to significant benefits such as health insurance, improved housing conditions and education for children. The company pays a minimum of 25% above the International Fairtrade baseline to coffee suppliers. They provide training to farmers on themes they have requested, such as budgeting. A total of 11,678 families benefit from the 'Union Hand Roasted Coffee Direct Trade' system. .





### Manor House Development Trust Ltd

Manor House Development Trust  
Redmond Community Center  
Kayani Avenue  
Hackney  
London  
N4 2HF

Website: [www.mhdt.org.uk](http://www.mhdt.org.uk)  
Employees: 10  
Immediate Parent: N/A  
CEO: Mr Simon Donovan  
Press Contact: Simon Donovan  
Tel: 0203 819 5610  
Email: [simon.donovan@mhdt.org.uk](mailto:simon.donovan@mhdt.org.uk)

Manor House Development Trust Ltd is a community-led charitable social enterprise which delivers and helps other organisations to deliver community services. They implement environmental, health and economic improvements and co-ordinate the delivery of a range of community development services in the Woodberry Down and North East Hackney area of London. The company ran The Big Lottery-funded 'Manor House PACT (Prepare Adapt Connect Thrive)' project which engaged over 12,000 residents and saved £147,000 in energy bills for residents which equates to over 411 tonnes of carbon.

The company also ran the 'Well London' project, a Health Champions programme which established relationships with local groups and organisations to arrange approximately 30 volunteering placements. This project provided participants with new skills including NVQs in Health Promotion, First Aid Training, Money Management and Food Hygiene. Many participants are still volunteering five years after the project. It is one of the few social enterprises to achieve 10/10 for social impact on the NatWest Social Enterprise 100 Index.

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## Red Marine Engineering Ltd T/A as RED Engineering

Tynedale House  
Burn Lane  
Hexham  
Northumberland  
NE46 3RU

Website: [www.redmarine.com](http://www.redmarine.com)  
Employees: 24  
Immediate Parent: Red Marine Holdings Ltd  
Managing Director: Mr Joe Orrell  
Press Contact: Toby Bailey  
Tel: 07714 768 985  
Email: [toby.bailey@redengineers.co.uk](mailto:toby.bailey@redengineers.co.uk)

RED Engineering (formerly Red Marine), based in Northumberland, provides expertise and solutions to support the delivery of complex engineering projects, including challenging marine projects. A Queen's Award for Innovation is made in recognition of the company's business model differentiating it from other consultancies in this sector. Services range from providing independent engineering consultancy, through design and build of bespoke equipment, completing test programmes and validating proposed operations, with a recent specialisation in sub-sea clamping. The company is innovative in terms of project delivery because of the combination of world class engineers, a phased but fast track development process, strong relationships with the local supply chain and an in-house test facility that allows the company to deliver complex projects in months as opposed to years. The company not only offers design and project management but provides a turnkey solution from concept development through detail design, manufacture and qualification testing .

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## Roman Ltd

Whitworth Avenue  
Aycliffe Business Park  
Durham  
DL2 2XW

Website: [www.roman-showers.com](http://www.roman-showers.com)  
Employees: 215  
Immediate Parent: N/A  
Managing Director: Mr David Osborne  
Press Contact: Laura Knox  
Tel: 01325 327961  
Email: [l.knox@roman-showers.com](mailto:l.knox@roman-showers.com)

Established in 1985, Roman Ltd is based in the North East of England and designs and manufactures creative and innovative showering systems. Its products include six ranges of shower enclosure, bath screens, shower trays and solid surface fabrication. Active in 28 countries with subsidiary businesses in Malaysia and Ireland, they have supplied products for projects in 48 countries. Specified by the Accor Group for their Novotel and Pullman Hotels brought opportunities across 10,000 hotel rooms worldwide to supply complete bathroom structures and layout with their solid surface fabrication, shower and toilet enclosures. Roman now export to the Middle East, Far East and North America. They actively support the "Made in Britain" campaign and were an early adopter of the circular economy initiative. By demonstrating strong overseas earnings growth it wins the Queen's Award for International Trade for Outstanding Short Term Growth.

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## International Fire Training Centre (Serco Ltd)

International Fire Training Centre  
Tees Valley Airport  
County Durham  
DL2 1NU

Website: [www.iftcentre.com](http://www.iftcentre.com)  
Employees: 80  
Immediate Parent: Serco Plc  
CEO, Serco Group : Mr Rupert Soames OBE  
Press Contact: Jason Ochere  
Tel: 0207 3795151  
Email: [JOchere@maitland.co.uk](mailto:JOchere@maitland.co.uk)

International Fire Training Centre (Serco Ltd) provides specialist training, educational and consultancy services to the firefighting community worldwide. It provides on-site training at it's UK premises, training at overseas clients premises and on line/E Training packages. The company is the market leader in the UK in providing accredited training to the UK Airport Fire Service. It has obtained all the international qualifications necessary to ensure it meets the requirements of individual national regulators enabling it to expand internationally at a time when the UK market overall is static or shrinking.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. It has achieved impressive year on year growth in international sales over the period and total growth stands at 197%. The company has developed and successfully delivered a strategy to grow it's business through 131 international clients.

## Thomas Miller Claims Management Ltd

3 Grainger  
Prestwick Park  
Newcastle upon Tyne  
Northumberland  
NE20 9SJ

Website: [www.thomasmillerclaims.com](http://www.thomasmillerclaims.com)  
Employees: 25  
Immediate Parent: Thomas Miller Holdings Ltd  
Director & Chief Executive: Mr Peter Jackson  
Press Contact: Stephen Hunt  
Tel: 01661 822904  
Email: [stephen.hunt@thomasmiller.com](mailto:stephen.hunt@thomasmiller.com)

Thomas Miller Claims Management Ltd, based in Newcastle upon Tyne, started in 2007 to answer a growing demand in the marine and logistics sectors for expert claims handling and operational support services. It was created to offer the assistance of experienced claims handlers, with backgrounds in the insurance, shipping and legal sectors, on a fee-paying basis. The company has always emphasised the quality and expertise underpinning its services, and the need to establish its credibility and gain the trust of a small number of champions as a pre-condition for rapid growth. This company previously won a Queen's Award for International Trade in 2014, and since then has invested to diversify future growth, with the launch of a law firm and a medical assistance unit, under the TCMC Group banner.

Overseas sales have grown from £1.06 million in 2013 to £1.73 million in 2015, and now represent two-thirds of all sales, equal to 63% growth overall. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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## ICC Solutions Ltd

St James Business Centre  
Warrington  
Cheshire  
WA4 6PS

Website: [www.iccsolutions.com](http://www.iccsolutions.com)  
Employees: 45  
Immediate Parent: N/A  
CEO: Mr David Maisey  
Press Contact: David Maisey  
Tel: 07767457818  
Email: [dave.maisey@iccsolutions.com](mailto:dave.maisey@iccsolutions.com)

ICC Solutions Limited is based in Warrington, Cheshire and offers technical testing and analysis services to industry. A Queen's Award for Innovation is made for the development of VIABLE a test suite for the US retail sector. Chip and Pin systems for retailers have recently been rolled out in the US on an aggressive timescale. Previously retailer Chip and Pin hardware testing and certification was an onerous process that could take months and required the collaboration of other actors in the payment infrastructure. This was not compatible with the desired roll out. ICC Solutions Limited worked with a US partner, Vantiv, to build and market a testing and simulation environment. The system was capable of rapidly simulating all possible combinations of payment channel and card type, meaning that testing could be rapidly and rigorously done in a closed environment. The company has won three previous Queens Awards, in the Innovation Category (2012) and International Trade (2012, 2016).

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## Inclusive Technology Ltd

Riverside Court  
Huddersfield Road  
Oldham  
Greater Manchester  
OL3 5FZ

Website: [www.inclusive.co.uk](http://www.inclusive.co.uk)  
Employees: 27  
Immediate Parent: Serco Plc  
Executive Chairman: Mr Martin Littler FRSA  
Press Contact: Mick Archer  
Tel: 07565 961444  
Email: [mickarcher@me.com](mailto:mickarcher@me.com)

Inclusive Technology Limited was founded in 1998 and is based in the Saddleworth village of Delph near Oldham, Greater Manchester. The company wins an Innovation Award for its online subscription service ChooseIt! Maker3 (CM3) which enables teachers and parents to create personalised activities for those with access and learning needs. Children with complex needs are able to learn faster if learning materials make use of images that mean something to them or they find particularly interesting. With CM3 teachers and parents have an online service for the creation of customised computer learning materials using photos they have taken as well as sounds they have recorded and a built-in media library of 30,000 pictures and symbols. CM3 also allows the developed materials to be shared with other users and published as Apps to be played at home and offline.

This is the company's second successive Queen's Award (International Trade, 2016).

## Innovative Technology Ltd

Innovative Technology Ltd  
Innovative Business Park  
Oldham  
Lancashire  
OL1 4EQ

Website: [www.innovative-technology.com](http://www.innovative-technology.com)  
Employees: 145  
Immediate Parent: Bellis Holdings Ltd  
Group Managing Director: Mr Peter Dunlop  
Press Contact: Dayna Patterson  
Tel: 01616269999  
Email: [dpatterson@innovative-technology.com](mailto:dpatterson@innovative-technology.com)

Founded in 1992 and based in Oldham, Lancashire, Innovative Technology Limited wins an Innovation Award for its cash handling machines. Serving the automated kiosk and casino industries the company has enhanced the capabilities of its current machines with a modular system that address a number of cash handling issues. The new modules allow for; recycling and storage of notes so that they can be issued later as change, issuing of tickets or voucher in place of cash (for use in the casino industry) and tamper evident containers for secure transit of large amounts of cash. To enable these modular advances the core unit also needed to be updated with a note diverter to allow notes to be issued, not just to the user and the cash box but also the new module. The company is using patent rights to protect these inventions and as a consequence of its innovation turnover has risen by 110% over the last five years.

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## Isothermal Technology Ltd (Isotech)

Isothermal Technology Ltd  
Pine Grove  
Southport  
Merseyside  
PR9 9AG

Website: [www.isotech.co.uk](http://www.isotech.co.uk)  
Employees: 52  
Immediate Parent: N/A  
Managing Director: Mr John Tavener  
Press Contact: David Southworth  
Tel: 01704 543830  
Email: [david.southworth@isotech.co.uk](mailto:david.southworth@isotech.co.uk)

The small company Isothermal Technology Limited wins an Innovation Award for co-developing a device for highly accurate temperature measurements. Primary Standards for physical measurements are maintained through national laboratories. The specialised measuring instruments associated with temperature standards, used over a number of decades, are now based on obsolete components that are becoming unreliable and are difficult to replace. Seeing this issue arising Isothermal Technology collaborated with MetroSol Limited to develop a new temperature measuring device based on modern approaches. These approaches include low noise Analogue to Digital Conversion based on research from CERN, and buffered switching to replace mechanical relays with solid state switching. The system is world leading, has increased measurement accuracy, significantly lowered the cost of the instruments and reduced maintenance needs. Beyond the metrology market other target sectors include aerospace, oceanography, medicine and food manufacture. Sales of the product have grown by 86% over the past five years.

## Onefile Ltd

One Central Park  
Northampton Road  
Manchester  
M40 5BP

Website: [www.onefile.co.uk](http://www.onefile.co.uk)  
Employees: 65  
Immediate Parent: N/A  
Marketing Director: Mr Alan Davies  
Press Contact: Alan Davies  
Tel: 0161 638 3876  
Email: [adavies@onefile.co.uk](mailto:adavies@onefile.co.uk)

Onefile Limited wins a Queen's Award for its innovation in cloud-based technology for learning and development. The Manchester-based company has created an app for use within vocational qualification and training. It replaces a paper portfolio of achievements by allowing the trainee to collect evidence in electronic format using a mobile device. A key feature of the app is that it does not need to be online and can be used by trainees whilst on the job with little or no internet access. To provide the functionality the company had to deconstruct the assessment method for each qualification, transform it into a succinct package and translate the process into easy to use software which had to be customisable to the unique requirements of each training provider. The software allows assessment to be made remotely and drastically reduces the paper burden. For the company turnover has increased 207% in five years.

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## Quint Group Ltd

Oxford House  
Oxford Road  
Macclesfield  
Cheshire  
SK11 8DZ

Website: [www.quint.co.uk](http://www.quint.co.uk)  
Employees: 76  
Immediate Parent: N/A  
CEO: Mr Greg Cox  
Press Contact: - Finlay Magowan  
Tel: 01912325690  
Email: [finlay@opr.co.uk](mailto:finlay@opr.co.uk)

Quint Group Limited wins an Innovation Award for development and implementation of a global financial platform. Monevo is a business-to-business platform that connects online lenders with affiliates and brokers who generate the consumer business. It focuses on the commercial, technical, fraud-prevention, decision-making and regulatory functions required by brokers. Unlike its competitors Quint develops its market-leading technology entirely in-house and therefore it is extremely difficult to replicate. Quint's innovative technology offers consumers the best (cheapest) outcome and a higher probability of acceptance due to its whole-of-market panel of lenders. For lenders it aggregates huge volumes of customer applications and reduces fraud. Over the past two years, the company's turnover has increased by 34.7% directly due to Monevo. Founded in 2008, and based in Macclesfield, Cheshire, this is Quint Group's first Queen's Award.





## Amoria Bond Ltd

Towers Business Park  
14 Egerton House  
Manchester  
M20 2DX

Website: <https://www.amoriabond.com/en>

Employees: 119

Immediate Parent: N/A

MD / Founder: Mr Gareth Lloyd, Mr Nick Barrow, Mr Daniel Daw

Press Contact: Mike Needham

Tel: 0161 448 4882

Email: [mike.needham@amoriabond.com](mailto:mike.needham@amoriabond.com)

Established in 2006, Amoria Bond Ltd provides niche recruitment consultancy services in skills shortage areas across six brands: Technology, Engineering, SAP, Banking & Finance, Energy and Life Sciences. Operating in markets requiring a high level of talent-mobility, they utilise a unique mix of approaches to deliver exceptional value driven services to their world-wide clients. Since its establishment it has grown into a multi-national organisation, placing into 34 countries from four offices in APAC/Europe, plus three agile 'singleton-satellites'. Their geographical spread covers Europe, North and South America, Middle East and APAC. Overseas sales have grown by 29% rising from £13.9m to £18m with exports representing 53% of their business. 49% was to five international markets - Netherlands, Germany, Singapore, Belgium, and USA. The remaining covered diverse markets search as Switzerland, Spain, Denmark, France, Japan and Malaysia.

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

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## APS Group Ltd

Chetham House  
Birdhall Lane  
Cheadle Heath  
Cheshire  
SK3 0ZP

Website: [www.theapsgroup.com](http://www.theapsgroup.com)

Employees: 691

Immediate Parent: N/A

Group Managing Director: Mr Nick Snelson

Press Contact: Lizzie Wood

Tel: +44 (0)20 7403 4411

Email: [lizzie@fourthday.co.uk](mailto:lizzie@fourthday.co.uk)

Founded in 1961, APS Group Ltd was incorporated in its present form in 2008. It provides marketing and communication solutions to clients, ranging from marketing strategy and insight to creative engagement and multichannel delivery. The business is internationally based servicing some of the world's biggest brands in the automotive, retail, financial, healthcare, hospitality, leisure, charity and public sectors. It is also a printing company operating at the cutting edge of printing technology. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last 3 years. International trade has grown year on year over the period by a total of 52.1%. The company has six European offices and one in the USA and trades in 64 markets worldwide. It has a detailed strategy for growth in international markets and is executing it successfully.





## Chelsom Ltd

Heritage House  
Clifton Road  
Blackpool  
Lancashire  
FY4 4QA

Website: [www.chelsom.co.uk](http://www.chelsom.co.uk)  
Employees: 62  
Immediate Parent: Golden Age Holdings  
Chairman: Mr Robert Chelsom  
Press Contact: Lucy White  
Tel: 01253 831404  
Email: [Lucy\\_White@chelsom.co.uk](mailto:Lucy_White@chelsom.co.uk)

Founded in 1947 Chelsom Ltd designs and manufactures lighting products for the global hospitality and marine market selling to leading hotel chains and the cruise liner industry. Products are designed in house and the company has an industry leading website and on line catalogue. 70% of it's business comes from its standard product range and 30% from products made to clients specifications.

The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales growth over the last three years. It has increased total turnover and profits year on year over the three year period and has seen international sales increase by 131% . It has taken a decision to focus the business on a particular sector and to grow through international trade and has successfully established an impressive client base worldwide. It is now one of the world leaders in its field.

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## Euromixers Ltd

Landmark House  
Station Road  
Cheadle Hulme  
Cheshire  
SK8 7BS

Website: [www.euromixers.co.uk](http://www.euromixers.co.uk)  
Employees: 3  
Immediate Parent: N/A  
Managing Director / Founder: Mr Antony Howard Stafford  
Press Contact: Howard Stafford  
Tel: 07711070605  
Email: [howard@euromixers.co.uk](mailto:howard@euromixers.co.uk)

Euromixers started trading in 2000 and designs and manufactures portable industrial fluid mixers for industries ranging from pharmaceuticals and vaccines to beverages and is the only UK exporter of these products. The company's strategy focuses on smaller mixers and incorporates new product development, a reputation for providing expert advice, and a distribution network throughout Europe and in Australia. Overseas sales have grown by 52% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported has increased to 40% of total sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.





## GJD Manufacturing Ltd

Unit 2  
Birch Business Park  
Whittle Lane  
Heywood  
Greater Manchester  
OL102SX

Website: <http://www.gjd.co.uk>  
Employees: 39  
Immediate Parent: MTD Holdings Ltd  
Managing Director: Mr Mark Tbbenham  
Press Contact: Madeline Horth  
Tel: 01706363998  
Email: [Madeline.Horth@gjd.co.uk](mailto:Madeline.Horth@gjd.co.uk)

Founded in 1987 GJD Ltd designs, manufactures and supplies professional external detection equipment, and infra red and white light LED illuminators. It also offers perimeter and intrusion detection systems and white light/infra red illuminators for the CCTV market. It supplies purpose built products to OEMs operating in international markets. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. It has achieved year on year growth in international trade over the period with total growth of 195%. International trade now accounts for almost half of the company's total turnover exporting to 38 countries world wide through over 200 distributors. The company has developed a well thought out growth strategy and has executed it successfully over the 6 years. It has clear targets for the further expansion of international trade and plans in place to ensure it achieves them.

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## Globus (Shetland) Ltd

Globus Building  
4 Central Park  
Mosley Road  
Trafford Park  
Manchester  
M17 1NY

Website: [www.globus.co.uk](http://www.globus.co.uk)  
Employees: 120  
Immediate Parent: N/A  
CEO & Chairman: Mr Haraldur Agustsson  
Press Contact: Steven Shale  
Tel: 07920 493006  
Email: [steve@globus.co.uk](mailto:steve@globus.co.uk)

Globus (Shetland) Ltd started trading in 1994 in Shetland. It moved in 2002 and is a privately owned company with its headquarters in Manchester, UK and regional operations in Dubai, UAE. The company manufactures and supplies Personal Protective Equipment and has dedicated expertise in specific market sectors. They have helped organisations across the world enhance safety, achieve greater worker compliance, improve productivity and bolster environmental credentials through the delivery of tailored personal protective equipment solutions. The company's overseas sales have grown by over £6.3 million in the period from May 2011 to May 2016 representing an overall growth of 833% over the period, averaging over 70% growth year-on-year.



## Greenbank Technology Ltd

Unit 3  
Greenbank Business Park  
Dyneley Road  
Blackburn  
Lancashire  
BB1 3AB

Website: [www.Greenbanktechnology.co.uk](http://www.Greenbanktechnology.co.uk)  
Employees: 19  
Immediate Parent: California Pellet Mills (CPM) - USA  
Managing Director: Mr Brian Schofield  
Press Contact: Dean Carney  
Tel: 01254 690555  
Email: [deanc@greenbanktechnology.co.uk](mailto:deanc@greenbanktechnology.co.uk)

Greenbank Technology Ltd was founded in 1954 and is the market leader in the design, development and manufacture of thermal process technology. Specifically they manufacture "two piece can making ovens" and washing systems and have produced over 375 ovens in the last 14 years. Activity is predominantly in Europe where equipment is supplied to 15 countries. To sustain their position as a world leader it was imperative that they take their company more global, leading to success in South Africa, Australia, China, Russia, United States and South America supplying 32 countries and with 90% market share in Europe. On the back of their reputation, Greenbank Technologies received its second largest order ever for the first "greenfield" can making facility in the United States for over two decades. It wins the Queen's Award for International Trade for Outstanding Short Term Growth for strong overseas earnings growth and 83% sales exported.

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## Laser Quantum Ltd

Emery Court  
Vale Road  
Stockport  
Cheshire  
SK4 3GL

Website: [www.laserquantum.com](http://www.laserquantum.com)  
Employees: 96  
Immediate Parent: N/A  
CEO: Dr. Lawrie Gloster  
Press Contact: Jennifer Szczepaniak Sloane  
Tel: 01619755300  
Email: [jssloane@laserquantum.com](mailto:jssloane@laserquantum.com)

Established in 1994 Laser Quantum Ltd designs and manufactures ultrafast and continuous wave lasers for use in research in both research institutions and OEM manufacturers. The company is headquartered in the UK and has sites in Germany, USA and Japan. Manufacturing in the UK is focussed on continuous wave lasers and ultrafast lasers are manufactured in Germany. The company also has new lasers for new applications under development in both the UK and Germany. It has established an international reputation as a leader in its field and its long term aim is to be the world leading supplier of laser technology. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last 3 years. Over the period international sales have risen by a total of 57.%. The company has established itself in over 75 markets and continues to expand its business worldwide.

## Rainbow Cosmetics Ltd - Own Brands Division

Edward House  
61 Stanley Road  
Whitefield  
Greater Manchester  
M458GZ

Website: [www.rainbowcosmetics.co.uk](http://www.rainbowcosmetics.co.uk)  
Employees: 14  
Immediate Parent: Rainbow Cosmetics Holdings Ltd  
Managing Director : Mr Stephen Sharman  
Press Contact: Cheryle Britton  
Tel: 0161 767 7829  
Email: [cbritton@rainbowcosmetics.co.uk](mailto:cbritton@rainbowcosmetics.co.uk)

Rainbow Cosmetics was established to sell and distribute branded perfumes and beauty products. The brands division, created in 2002, was set up to sell own branded products to the same clients. Brands include Active Cosmetics, Style & Grace, Tilly and Sunkissed. Management changes in 2010 placed more emphasis on own brands and exports. An effective new strategy resulted in overseas sales growth in three years of 141%, representing one third of turnover. Rainbow is in a highly competitive industry but has demonstrated that by correct targeting of markets and with suitable levels of marketing support it can compete with much bigger brands across 29 countries in Europe and North America. Overseas markets have allowed them to sell at higher price points and to take advantage of less developed markets for tanning products. Rainbow Cosmetics (Manchester) Ltd – Own Brands Division wins the Queens' Award for International Trade for Outstanding Short Term Growth.

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## The TastyBone Company Ltd

Brentwood House  
Whitebirk Industrial Estate  
Lower Phillips Road  
Blackburn  
Lancashire  
BB1 5UD

Website: [www.tastybone.com](http://www.tastybone.com)  
Employees: 3  
Immediate Parent: Pets Choice  
CEO: Mr Tony Raeburn  
Press Contact: Melanie Eastwood  
Tel: 07791930426  
Email: [melanie.eastwood@petschoice.co.uk](mailto:melanie.eastwood@petschoice.co.uk)

TastyBone started trading in 2012 and is a manufacturer of nylon, edible and rubber chew and play toys for pets, exporting to over 18 countries worldwide. The company aims to gain customer accounts in Africa, Asia with further growth in USA, Canada and Australia, ultimately with representation in all key territories throughout Europe and the rest of the world. The product is adapted for each market dependent on the performance or demand for a particular product or flavour. Overseas sales have grown by 105% over the last three years with an increase in, profitability and overall sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

# North West

## Promoting Opportunity



## Procure Plus Holdings Ltd

Duckworth House  
Lancastrian Office Buildings  
Old Trafford  
Manchester  
M32 0FP

Website: [www.procure-plus.com](http://www.procure-plus.com)  
Employees: 46  
Immediate Parent: N/A  
Independent Chairman: Professor Michael Brown CBE DL  
Press Contact: Professor Michael Brown CBE DL  
Tel: 0151 342 3592  
Email: [michaelbrownbus@btinternet.com](mailto:michaelbrownbus@btinternet.com)

Procure Plus Holdings (PPH) is a commercial, not for profit, business which was established in 2006. The company is based in Manchester and employs 46 people. PPH specialises in the procurement of goods and services for the social housing sector and buys around £200 million of goods and services annually. Through this activity it generates a surplus that it uses to fund, through its sister company Re:Vision North, training and development programmes in the communities in which PPH's clients are based. PPH's programmes are focused on supporting those furthest from the jobs market, for example ex-offenders, long term unemployed and NEET young people, into training and employment. During 2015/16, it supported 354 people into employment, of which 82% completed a level 2 qualification or apprenticeship or remained in employment beyond 6 months. In recognition of this work the organisation has been awarded the Queen's Award for Promoting Opportunity.

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## St Helens Chamber

St Helens Chamber  
Salisbury St  
St Helens  
Merseyside  
WA10 1FY

Website: [www.sthelenschamber.com](http://www.sthelenschamber.com)  
Employees: 107  
Immediate Parent: N/A  
Chief Executive: Ms Kath Boullen MBE  
Press Contact: Carly Ball  
Tel: 01744 742034  
Email: [carly.ball@sthelenschamber.com](mailto:carly.ball@sthelenschamber.com)

St Helens Chamber is a regional chamber of commerce, employs over 100 people and has annual sales revenue of over £6.2m. It has social mobility at the core of its ethos and promotes opportunity across several constituencies: its business members, within the community and within its own organisation. It has developed a range of employability programmes, helping people access and progress within the local labour market. Employers are strongly supportive of the programmes as they provide access to work experience and training for individuals who would otherwise struggle. The programmes have demonstrated good success with over 372 people supported into work during 2015/16. Its programmes have also improved its own employee motivation and satisfaction, both in terms of seeing the impact that staff have had on clients as well as on their own career progression and development. Accordingly it wins a Queen's Award for Promoting Opportunity.



## Cunningham Covers Ltd

Unit 1  
Glenshane Industrial Park  
42 Tobermore Road  
Maghera  
Londonderry  
BT46 5DR

Website: [www.cunninghamcovers.co.uk](http://www.cunninghamcovers.co.uk)  
Employees: 64  
Immediate Parent: N/A  
Managing Director: Mr David Cunningham  
Press Contact: Greg Allen  
Tel: 028 7964 2638  
Email: [greg@cunninghamcovers.co.uk](mailto:greg@cunninghamcovers.co.uk)

Cunningham Covers, based at Maghera, Co. Londonderry, was founded in 1969 by Gordon Cunningham, now company Chairman, to supply the needs of a local trailer manufacturer for tarpaulins. The business developed from his experience in the haulage industry. Mr Cunningham identified an opportunity to manufacture and supply initially to local hauliers and then outside Northern Ireland. The company now managed by MD Mr David Cunningham has invested continuously in innovation and has diversified from vehicle tarpaulins to provide a broad range of clever protective covers for various industries and applications including transport, manufacturing, food, oil and gas and aerospace. Starting as a sole trader, the company was incorporated in July 1989. and now has 64 dedicated staff. Exporting to almost 30 different markets around the world and seeing sales outside Northern Ireland grow by 77% over the past six years. It remains a family-owned and managed business. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth Award having achieved steep year-on-year growth in overseas sales in the three years to August 2016.

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## Clyde Space Ltd

Skypark 5  
45 Finnieston Street  
Glasgow  
Glasgow City  
G3 8JU

Website: [www.clyde.space](http://www.clyde.space)  
Employees: 75  
Immediate Parent: N/A  
CEO: Mr Craig Clark MBE  
Press Contact: Libby Hoban  
Tel: 0141 946 4440  
Email: [libby.hoban@clyde.space](mailto:libby.hoban@clyde.space)

Founded in 2005 and based in Glasgow, Clyde Space Limited designs and manufactures solutions for the space industry, including satellite platforms. The company receives a Queen's Award for Innovation for the development of highly integrated nanosatellites. Nanosatellites, are high-tech shoebox-sized spacecraft often used for both optical and communication applications which operate in low earth orbit. As applications become more advanced many organisations and institutions are looking to nanosatellite platforms. Clyde Space has capitalised on this by innovating a compact solution which can accommodate more payloads than ever before, demonstrated on their UKube-1 mission which hosted 6 payloads. Clyde Space has successfully developed numerous innovations to further their platforms commercial viability including; deployable panels and high accuracy control systems.

Customers can now purchase nanosatellite solutions online. The innovation has allowed the company to expand its manufacturing facilities and, due to the doubling of overseas sales, turnover has increased 70% over the last two years.

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### ClinTec International Ltd

133 Finnieston Street  
Glasgow  
G3 8HB

Website: [www.clintec.com](http://www.clintec.com)  
Employees: 84  
Immediate Parent: ClinTec Luxembourg S.A.  
Chairman & CEO: Dr Rabinder Buttar  
Press Contact: Dr Rabinder Buttar  
Tel: +44 (0) 141 226 1120  
Email: [rbuttar@clintec.com](mailto:rbuttar@clintec.com)

ClinTec was incorporated in the UK in 1997 and is based in Glasgow. It has built its international presence over a period of nearly two decades. It has successfully provided clinical research services to the pharmaceutical, biotechnology and medical device industries on a global basis. The company has consistently differentiated itself in the clinical research market, by positioning itself as the most geographically diverse small-to-medium sized Contract Research Organisation in the world. Their growth strategy is underpinned by a combination of innovation, internationalism and client service. All of its income is derived from overseas sales, which has grown by a healthy 10% per annum on average. Total sales have risen in steps, over six years, from £8.4 million to £21.8 million in 2015; a total increase of nearly 64%. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in international sales over the last six years.

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### Glencairn Crystal Studio Ltd

11 Langlands Avenue  
Kelvin South  
East Kilbride  
Glasgow  
G75 0YG

Website: [www.glencairn.co.uk](http://www.glencairn.co.uk)  
Employees: 52  
Immediate Parent: N/A  
Director: Mr Scott Davidson  
Press Contact: Scott Davidson  
Tel: 01355279717  
Email: [scott@glencairn.co.uk](mailto:scott@glencairn.co.uk)

Founded in 1981, Glencairn Crystal Studio has an international reputation for fine bespoke crystal and glassware and is the largest supplier of crystal to the Scottish Whisky industry in the UK and Ireland, as well as supplying products to over 60 countries. Most crystal companies supply the retail gift market, but the company believes this is saturated and has focused on a strategy based on corporate clients, visitor centres and decanter and container products for exclusive whiskies, rums, cognacs, ports and vodkas. Overseas sales have grown by 269% over the last six years with an increase in UK employees, profitability and overall sales.

The proportion of sales exported has increased to 51% of total sales. It wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.





### M Squared Lasers Ltd

Venture Building  
1 Kelvin Campus  
West of Scotland Science Park  
Glasgow  
G20 0SP

Website: [www.m2lasers.com](http://www.m2lasers.com)  
Employees: 62  
Immediate Parent: N/A  
CEO: Dr Graeme Malcolm OBE  
Press Contact: Sean Canty  
Tel: +44(0)20 7199 2215  
Email: [sean.canty@wearesevenhills.com](mailto:sean.canty@wearesevenhills.com)

Established in 2006, M Squared Lasers Ltd is a leading designer and manufacturer of laser and photonics technology, harnessing the power of light to improve the world. In a fast growing sector they actively collaborate with research institutions and industries around the world to develop novel photonics applications. Their growth strategy targets fields such as quantum technology, biophotonics and chemical sensing. M Squared Lasers is winning research and development funding, generating new intellectual property, designing and manufacturing advanced lasers, developing and commercialising new photonics applications and raising awareness of new and potentially disruptive technology at a high level. They identify early adopters and sell into 22 of the 25 countries that are top spenders in Research and Development. With percentage sales exported around 80% and overseas earnings almost doubling over the last three years, it wins the Queen's Award for International Trade for Outstanding Short Term Growth.

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# Scotland

## Sustainable Development



### City Legacy

C/O Anderson Strathern  
3rd Floor George House  
50 George Square  
Glasgow  
G2 1EH

Website: [www.citylegacy.co.uk](http://www.citylegacy.co.uk)  
Employees: 19  
Immediate Parent: ClinTec Luxembourg S.A.  
Director: Mr Calum Murray  
Press Contact: Lesley Ferguson  
Tel: 07762 769 659  
Email: [lesley.ferguson@perceptivecommunicators.co.uk](mailto:lesley.ferguson@perceptivecommunicators.co.uk)

City Legacy is a consortium of Glasgow-based businesses consisting of CCG, Cruden, Mactaggart & Mickel and WH Malcolm, responsible for designing and constructing the Athletes' Village in Glasgow. Before the housing could be permanently occupied, the consortium had to accommodate 6,500 athletes and officials during the Glasgow 2014 Commonwealth Games. Glasgow City Council let the contract to City Legacy, challenging them to build a development that would showcase the best in contemporary housing, use innovative construction methods and achieve exemplary sustainability targets. The consortium also campaigned for the inclusion of education facilities at The Village, demonstrating their commitment to create a lasting legacy and a real sense of community. The new homes have been designed and built to achieve high building sustainability standards (BREEAM and EcoHomes 'Excellent' ratings) at design and construction review stages. During construction, The Village sustained 650 jobs and delivered 89 apprenticeships, many of whom lived in Glasgow and the surrounding areas.

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### CMS Enviro Systems Ltd T/A as CMS Window Systems

10 Caisteal Road  
Castlecary  
Cumbernauld  
North Lanarkshire  
G68 0FS

Website: [www.cmswindows.com](http://www.cmswindows.com)  
Employees: 210  
Immediate Parent: CMS Acquisition Company Ltd  
Managing Director: Mr Andrew Kerr  
Press Contact: Sarah Wilson  
Tel: Sarah Wilson  
Email: [sarahw@cmswindows.com](mailto:sarahw@cmswindows.com)

CMS Enviro Systems Ltd, t/a CMS Window Systems, designs, manufactures and installs sustainable building envelope solutions. Their manufacturing and recycling facilities are based in North Lanarkshire and Fife. The company has made considerable contributions to sustainable development. This is demonstrated by their renovation of the CMS Innovation Hub building which is now used as a community facility. Previously, the Hub was a derelict warehouse with an Energy Performance Certificate rating of 'G'. The Hub is now 'A' rated for energy efficiency and demonstrates the benefits of refurbishment. The company encourages use of the Hub, free of charge, by educational institutions and organisations devoted to eradicating fuel poverty and promoting sustainability. The company has achieved the Investors in People Gold standard and Investors in Young People accreditation. They have recently celebrated their ten-year anniversary and marked this by donating £10,000 to charities. The company targets local young people far from the job market to give them a chance of employment after education.



## Carbon8 Systems Ltd

Medway Enterprise Hub  
Chatham Maritime  
Kent  
ME4 4TB

Website: [www.c8s.co.uk](http://www.c8s.co.uk)  
Employees: 3  
Immediate Parent: N/A  
Managing Director: Dr Paula Carey  
Press Contact: Andrew Metcalf  
Tel: 01892 513033  
Email: [Andrew@maxim-pr.co.uk](mailto:Andrew@maxim-pr.co.uk)

Carbon8 Systems Limited, a spin-out from the University of Greenwich, formed in 2006 wins an Innovation Award for its novel technology Accelerated Carbonation Technology. The process uses carbon dioxide to turn an industrial waste stream into a carbon negative asset. The gas is bound by minerals in waste streams from, for example, Energy from Waste plants, this allows the stabilisation/solidification of hazardous industrial residues and produces a lightweight aggregate material that can be used in the construction industry. There are a range of environmental benefits as hazardous waste is diverted from landfill and waste carbon dioxide can be captured and permanently converted into a solid thereby preventing its release into the atmosphere. The company has been granted patents in Europe, America and Canada and continues to grow year-on-year with overall turnover growth of 90% during the five-year period under review.

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## Celaton Ltd

Noble House  
Capital Drive  
Milton Keynes  
Buckinghamshire  
MK14 6QP

Website: [www.celaton.com](http://www.celaton.com)  
Employees: 49  
Immediate Parent: N/A  
CEO: Mr Andrew Anderson  
Press Contact: Chinia Green  
Tel: 0844 245 8000  
Email: [chinia.green@celaton.com](mailto:chinia.green@celaton.com)

Established in 2004, Celaton Limited has designed and implemented a machine learning software platform which, enables better customer service, faster. An Innovation Award is made for the development of the inSTREAM software. Businesses receive a plethora of content on a daily basis from customers, suppliers and staff, which is highly labour intensive to process, make actionable and gain insights from. By Applying machine learning algorithms, inSTREAM is able to understand the meaning and intent of incoming content, enrich with other pertinent information and upload verified data into line of business systems. When inSTREAM is not confident, it will refer the decision to a human operator for verification, learning from their decisions and becoming more confident every time. inSTREAM can also create and personalise an appropriate response to each correspondence meaning that excellent customer service is accelerated. To date the platform has successfully streamlined over 215 work streams across 35 brands and driven 25% growth of the company over the last five years.

## Feefo Holdings Ltd - 'Feefo'

Feefo Barn  
Heath Farm  
Heath Road East  
Petersfield  
Hampshire  
GU31 4HT

Website: [www.feefo.com](http://www.feefo.com)  
Employees: 82  
Immediate Parent: N/A  
CEO: Mr Andrew Mabbutt  
Press Contact: Cat Lenheim  
Tel: 020 3362 4209  
Email: [cat.lenheim@feefo.com](mailto:cat.lenheim@feefo.com)

A Queen's Award for Innovation is made to Feefo Holdings Limited. Founded in 2010 and based in Hampshire the company has developed a software platform for providing trusted customer feedback. The Software-as-a-Service tool facilitates the collection, publication and analysis of transaction-based feedback. The key differentiation between Feefo and its competitors is a mechanism to prevent fake reviews from being posted. After a transaction, the customer is emailed with an invitation to provide feedback ensuring that only genuine reports are made. The platform is also enabled with video up-load and insight tags to add data such as name of sales person or store location to the feedback and a reporting suite to analyse the data. Company turnover has grown at an annual average of 89% to £6 million over the past five years. This is the company's first Queen's Award.

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## Mediplus Ltd

Unit 7  
The Gateway Centre  
Cressex Business Park  
High Wycombe  
Bucks  
HP12 3SU

Website: [www.mediplus.co.uk](http://www.mediplus.co.uk)  
Employees: 35  
Immediate Parent: N/A  
Chairman: Mr Robert Urie  
Press Contact: Mr Robert Urie  
Tel: 01494 551200  
Email: [bob@mediplus.co.uk](mailto:bob@mediplus.co.uk)

Mediplus Limited was established in 1986 and is based in High Wycombe, Buckinghamshire. An Innovation Award is granted for the development of a novel bladder catheter. Many patients with chronic bladder problems are fitted with a semi-permanent catheter. The preferred system of insertion typically involves a two-day hospital stay and carries the risk of damaging the bladder wall. Mediplus has innovated a method of installation that reduces the risk of damage and complications and the procedure can be carried out as an out-patient rather than in an operating theatre. The company invented a guide wire for the catheter composed of three sections, a rigid rod section, a semi-rigid, flexible section and a floppy section that would bend in contact with the bladder wall, reducing the risk of damage. The innovation provides significant benefits to patients and is saving the NHS millions of pounds due to reduced complications.

## INDO Lighting Ltd

Units 18-19  
Chancerygate Business Centre  
Southampton  
Hampshire  
SO15 0AE

Website: [www.indolighting.com](http://www.indolighting.com)  
Employees: 23  
Immediate Parent: N/A  
Managing Director: Tom Baynham  
Press Contact: Bryony Light  
Tel: 020 3051 1687  
Email: [bryony@indolighting.com](mailto:bryony@indolighting.com)

Established in 2007, INDO Lighting Limited wins an Innovation Award for its development and application of Direct Drive technology within the exterior lighting sector. The primary end-of-life failure mode for LED lights is the driver; a component that converts alternating current into a regulated current for the LEDs but inherently wears out over time (typically 5-7 years). INDO has developed a mechanism that allows for the removal of the driver from exterior LED lamps and lanterns. Direct Drive technology replaces the driver unit with control circuitry that regulates LED current directly from the mains, whilst still maintaining all the functionality required by the outdoor and street lighting markets. This removes the weak components most likely to cause product failure and need replacing. Technical challenges involved in the development of Direct Drive included designing for control system compatibility, reducing vulnerability to electrical surges, the ability to operate at high voltages and effective thermal management. INDO's unique solution significantly reduces maintenance and whole life costs for councils and local authorities by eliminating the need for costly driver replacements. Over the last financial year, INDO's turnover has increased by over a factor of two.

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## Owen Mumford Ltd

Brook Hill  
Woodstock  
Oxfordshire  
OX20 1TU

Website: [www.owenmumford.com](http://www.owenmumford.com)  
Employees: 539  
Immediate Parent: Owen Mumford (Holdings) Ltd  
Managing Director: Mr Jarl Severn  
Press Contact: Edward Gottfried  
Tel: 01993 812021  
Email: [edward.gottfried@owenmumford.com](mailto:edward.gottfried@owenmumford.com)

Owen Mumford Limited wins an Innovation Award for its developments in injection pen needles. The global increase in diabetes has seen a concurrent increase in demand for pen devices with needles for injection. While single use of the pen needle is the recommendation, it is difficult to effectively educate patients about best practice and the ease of pen needle removal and disposal is a major barrier to compliance. The innovative product all in one pen needle is an integrated device with two chambers, one containing a new pen needle, the other providing a more convenient removal chamber for interim disposal. The development enables users to fit a new needle easily and dispose of the old one responsibly. Following development of the innovation, Owen Mumford conducted a user evaluation study and identified that adherence in using a new pen needle for each injection increased by 61% when compared to their needle change behaviour with their previous standard pen needle. Commercially, sales of the device have increased by 52% over the past two years.

## RJM Corporation (EC) Ltd

Kingdon's Yard  
Parchment Street  
Winchester  
Hampshire  
SO23 8AT

Website: [www.rjm-international.com](http://www.rjm-international.com)  
Employees: 23  
Immediate Parent: N/A  
Managing Director: Mr John Goldring  
Press Contact: Christopher Biggs  
Tel: + 44 7796 171091  
Email: [cbiggs@sinclair-consultants.com](mailto:cbiggs@sinclair-consultants.com)

RJM Corporation (EC) Limited, trading as RJM International, wins its first Queen's Award. The company has developed a unique, hi-tech, engineering-based solution that enables operators and owners of power stations, industrial boilers and other large combustion plant to meet the latest international emissions regulations in a highly cost-effective manner. The reduction in levels of nitrogen oxides (NOx) within thermal-fired plant is particularly difficult to achieve on existing plants if operational flexibility and other key parameters are not to be comprised as a result. Two options were previously available to operators; reconfigure the plant to enable a post-combustion, flue gas treatment facility to be installed (a very expensive £ multi-million option) – or close the plant. RJM International has developed a unique range of Ultra-Low NOx replacement burners that when combined with RJM's complete firing solution, manage the combustion of fuel in a highly efficient manner, reducing the levels of NOx emissions to very low levels during combustion and yet still maintaining operational efficiencies.

The development has opened up new business for RJM International and led to a 33% growth in turnover over five years.

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## Servecorp Ltd

70 Victoria Road  
Burgess Hill  
West Sussex  
RH15 9LH

Website: [www.trenchardaviation.com](http://www.trenchardaviation.com)  
Employees: 16  
Immediate Parent: Trenchard Aviation Limited  
CEO: Mr Steve Cloran  
Press Contact: Glyn Wall, Group Sales Director  
Tel: 07717 864 632  
Email: [glyn.wall@trenchardaviation.com](mailto:glyn.wall@trenchardaviation.com)

Servecorp Limited has been recognised with an Innovation Award for a life-vest storage device. Post 9/11 aviation security requirements mean that all life-vest storage needs to be inspected on turnaround. Such a process would take up to seven hours on a plane like a 747. To improve this turnaround time Servecorp innovated a lightweight, pouch with a tamper evident seal that can easily be visually inspected using a mirror under the seat. In a further innovation, the tamper evident seal now includes an RFID tag allowing it to be automatically inspected using a reader, reducing inspection time to a matter of minutes. The company has patent protection for these devices. For an aircraft, the pouch reduces weight by 175kg compared to the use of polycarbonate boxes, the main competitor, enabling significant fuel savings. Over the course of five years sales vales of the product have increased by 216%.

## Spinlock Ltd

Spinlock  
41 Birmingham Road  
Cowes  
Isle of Wight  
PO31 7BH

Website: [www.spinlock.co.uk](http://www.spinlock.co.uk)  
Employees: 43  
Immediate Parent: Spinlock Holdings Ltd  
CEO: Mr Christopher Hill  
Press Contact: Caroline Senior  
Tel: 01983 295555  
Email: [caroline@spinlock.co.uk](mailto:caroline@spinlock.co.uk)

Spinlock Limited is a manufacturer of sailing equipment, including safety equipment based in Cowes, Isle of Wight. An Innovation Award is made in recognition of the Deckvest, a light-weight, full-movement life jacket for water sport enthusiasts. The motivation for the design was to encourage the wearing of life jackets at all times. To do this Spinlock had to overcome problems with bulkiness, discomfort, restricted movement and functionality. The company took its design cues from cycling and other sports where safety equipment is design led, highly functional and desirable. Working with sailors the company designed Deckvest which addresses the issues and presents an image that complements the high-end clothing that sailors typically purchase. In addition the company has added patented and award-winning safety features that help make the sailor in the water easier to spot. Sales of the product now make up a significant part of the turnover with over 85% in exports.

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## SwimTrek Ltd

6 Hove Manor  
Hove Street  
Hove  
East Sussex  
BN3 2DF

Website: [www.swimtrek.com](http://www.swimtrek.com)  
Employees: 42  
Immediate Parent:  
Managing Director / Founder: Mr Simon Murie  
Press Contact: Georgie Oliver  
Tel: 01273 739 713  
Email: [georgie@swimtrek.com](mailto:georgie@swimtrek.com)

Founded in 2003, and based in Brighton & Hove, East Sussex, SwimTrek Limited was the world's first swimming holiday operator. An Innovation Award is made in recognition of its pioneering development in the provision of open water swimming opportunities not just in the UK but worldwide. Since establishing its service, the company has regularly introduced new trips ranging from classic island hopping tours to iconic race events and swim coaching camps. A training camp in Mallorca has also been established to train customers to swim the English Channel and other marathon swims. Running for the past 10 years, over 400 hardy souls have attended these camps. The company now offers open water swimming holidays in over 40 locations worldwide in 18 countries with 30% of new customers coming through a personal recommendation and an impressive 61% return rate.

The business has demonstrated consistent growth over a five-year period by delivering an innovative range of specialist holidays. This is SwimTrek Limited's first Queen's Award.



## Tempcover Ltd

Fyfe House  
St James Road  
Fleet  
Hampshire  
GU51 3QH

Website: [www.tempcover.com](http://www.tempcover.com)  
Employees: 23  
Immediate Parent: Spinlock Holdings Ltd  
Chairman: Mr Michael Slack  
Press Contact: Mr Michael Slack  
Tel: 01252 619084  
Email: [ms@slack247.com](mailto:ms@slack247.com)

Tempcover Limited wins an Innovation Award for the introduction of short term, flexible car insurance to the UK market. The company was established in 2006 and this is its first Queen's Award. Tempcover provides one day to twenty eight day insurance cover quickly and conveniently through its 24 hour online service. Drivers can access the system and purchase cover immediately, enabling people to drive safely and legally at short notice. This can be useful on a night out where the designated driver changes unexpectedly or when friends wish to share driving over a short break holiday. In order to implement such policies, the company had to persuade underwriters to provide insurance that had not previously been provided and change the risk algorithms used. There was good demand for such policies and the business has grown strongly over the last five years providing this single policy type.

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## UKCloud Ltd

A8 Cody Technology Park  
Ively Road  
Farnborough  
Hampshire  
GU14 0LX

Website: [www.ukcloud.com](http://www.ukcloud.com)  
Employees: 113  
Immediate Parent: Virtual Infrastructure Group Limited  
Managing Director / Founder: Mr Simon Hansford  
Press Contact: Simon Hansford  
Tel: 07770 960749  
Email: [shansford@ukcloud.com](mailto:shansford@ukcloud.com)

UKCloud Limited of Farnborough, Hampshire wins an Innovation Award. The company has developed a cloud platform specifically designed to meet all requirements of UK public sector organisations. The platform meets all data security requirements to official sensitive level through its UK-based server facilities. Three key innovations feature within the platform, hourly billing managed through a live data capture system; an internal automated password generation and encryption system to maintain device security across the Cloud; a self-service provisioning engine that automates deployment of new customer requirements.

There is no similar service within the public sector and the innovation has contributed to initiatives such as the digitisation of the DVLA and the 100,000 Genomes Project. Over two years company turnover has almost doubled and a further 40 jobs have been created. The company was established in 2011 and this is UKCloud's first Queen's Award.

## Holophane Ltd

Holophane Europe Limited  
Bond Avenue  
Milton Keynes  
Buckinghamshire  
MK1 1JG

Website: [www.holophane.co.uk](http://www.holophane.co.uk)  
Employees: 112  
Immediate Parent: Acuity Brands—USA  
Managing Director Europe: Mr Alasdair McRury  
Press Contact: Alasdair McRury  
Tel: 01908 649 292  
Email: [amcrury@holophane.co.uk](mailto:amcrury@holophane.co.uk)

Holophane Europe Limited has been recognised with an Innovation Award for the V-Max modular LED luminaire. The market for LED street-lighting has increased significantly in recent years with LED technology enabling energy and maintenance cost savings. V-Max has a modular design to allow easier maintenance and upgrade-ability. Design changes have improved the thermal management of the product meaning that LED lifetime is longer (over 100,000 hours). The product allows a range of light output options in the same design (up to eight LED modules) and gives a wide spread of light to allow highway designers to reduce the number of luminaires that need to be installed. The company is protecting its design with patent filings and design rights. Sales of the V-Max have trebled in the two years under consideration from £5.6 million to £18 million and this has led to an increase of 50% in company turnover.

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## A World of Buzz Ltd

Mulberry House  
Woods Way  
Goring-by-Sea  
West Sussex  
BN12 4QY

Website: [www.worldofbooks.com](http://www.worldofbooks.com)  
Employees: 432  
Immediate Parent: N/A  
Managing Director: Mr Stephen Boobyer  
Press Contact: Paul Treanor  
Tel: 07903 593884  
Email: [paul.treanor@ziffit.com](mailto:paul.treanor@ziffit.com)

Originally created as a start-up in 2008 A World of Buzz was newly incorporated in 2012. There are three companies in the group buying used products, acting as an internet retailer and wholesaler of used books, CDs, DVDs and games and also trading in out of print and collectable books. In seven years it has become Europe's largest and one of the largest sellers of used books in the world through 21 international online marketplaces plus their own, with customers in over 170 countries and creating some 500 jobs in the last five years and total sales approaching £40m. The company has a strong strategic focus which has identified additional ways to grow using their unique in-house developed software. It wins the Queen's Award for International Trade for Outstanding Short Term Growth.

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## Auto Integrate Ltd

24 The Vulcan  
Gunwharf Quays  
Portsmouth  
Hampshire  
PO1 3BF

Website: [www.autointegrate.com](http://www.autointegrate.com)  
Employees: 9  
Immediate Parent: N/A  
CEO: Mr Terry Bartlett  
Press Contact: Mr Terry Bartlett  
Tel: 07850 392270  
Email: [terry.bartlett@autointegrate.com](mailto:terry.bartlett@autointegrate.com)

Established in 2013, Auto Integrate Ltd provides an online vehicle maintenance electronic authorisation software system for the auto-motive sector, design specifically for the UK and Canadian markets. It has radically changed the way fleet management companies and fleets transact with their vendors with maintenance approvals now processed in less than one second supplying a full audit trail to ensure fast and full payment to the vendor. The company operates 100% internationally in the North American market and its international sales have grown from £137k to £483k over the last three years, an overall growth of 251%. Current contracts include Bridge-stone, Ford, Chrysler, Valvoline and TBC Corporation giving them 90% of the national vendor footprint. The company has grown from a standing start over the last three years and wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales.



## Bigneat Ltd

4 & 5  
Pipers Wood Industrial Park  
Waterberry Drive  
Waterlooville  
Hampshire  
PO7 7XU

Website: [www.bigneat.com](http://www.bigneat.com)  
Employees: 39  
Immediate Parent: Solent Steel Engineering  
Managing Director: Mr Robert Monks  
Press Contact: Laurence Devereux  
Tel: 01372 750555  
Email: [ld@pr4science.co.uk](mailto:ld@pr4science.co.uk)

Bigneat Ltd started trading in 1973 to commence sales of ductless fume cabinets. Since then it has established itself as a world-class manufacturer and leading provider of clean air and hazard containment systems for science and industry. It designs, manufactures and services laboratory fume/particle/bio-hazard safety cabinets & specialist environmentally controlled enclosures. This equipment is used in laboratories, for research, experimentation and measurements in biological, chemistry, education, electronics, food, medical, nanotechnology, pharmaceutical and other more general industry. Bigneat segments its overseas markets into five regions: USA, Middle East, Europe and Asia Australia. USA is managed by a North American subsidiary, whilst other regions are covered by independent distributors, who are trained to install and maintain equipment. Overseas sales have grown by 163% over the past three years. The proportion of export sales has increased to 43% of total sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the past three years.

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## David Store Navigational Management Ltd

The Cart Barn  
Upper Ashfield Farm  
Hoe Lane  
Southampton  
Hampshire  
SO51 9NJ

Website: [www.dsnm ltd.com](http://www.dsnm ltd.com)  
Employees: 13  
Immediate Parent: N/A  
Managing Director Mr David Store  
Press Contact: Mr David Store  
Tel: 023 8180 0323  
Email: [martin@dsnm ltd.com](mailto:martin@dsnm ltd.com)

Founded in 2000, David Store Navigation Management is now the world's second largest navigational management company, supplying customised charting, publications, flags and instruments for the global super yacht industry. The aim is to become the global market leader by 2020 targeting the major builders and service facilities in Holland, Germany, France, Spain and Italy. Overseas sales have grown by 54% over the last three years with an increase in UK employees and profitability. David Store Navigation Management exports all its sales. It wins the Queens Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



## Electronic Temperature Instruments Ltd

Riverside House  
Easting Close  
Worthing  
West Sussex  
BN14 8HQ

Website: [www.etiltd.com](http://www.etiltd.com)  
Employees: 185  
Immediate Parent: N/A  
Managing Director: Mr Peter Webb MBE  
Press Contact: Nicky Dumbleton  
Tel: 01903 202151  
Email: [nicky.dumbleton@etiltd.co.uk](mailto:nicky.dumbleton@etiltd.co.uk)

Established in 1983, Electronic Temperature Instruments Ltd manufactures digital thermometers, temperature probes, moisture meters, pH meters, data logging systems and related products. Its major market sectors are catering and food production where international demand is increasing because of a growing awareness of the importance of temperature control. It also exports to a wide range of other sectors from drug storage in hospitals to temperature data collection for fishing fleets in the North Sea. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last 3 years. International sales have increased year on year by a total of 41.1%, exceeding UK sales for the first time, currently standing at 56.9% of total sales. The company has a successful strategy to increase international sales, growing in existing markets, entering new markets, embracing new internet based marketing methods and expanding its product range.

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## Furlong Business Solutions Ltd

Eagle House  
Joule Road  
Andover  
Hampshire  
SP10 3UX

Website: [www.furlongsolutions.com](http://www.furlongsolutions.com)  
Employees: 39  
Immediate Parent: Furlong Holdings Ltd  
Managing Director: Mr Howard Langley  
Press Contact: Peter Hawtin  
Tel: 07795 277013  
Email: [peter.hawtin@furlongsolutions.com](mailto:peter.hawtin@furlongsolutions.com)

Furlong Business Solutions Ltd is a family owned business established in 2003 with offices in the UK, Bangkok, Cyprus, China and Ireland. The company has developed a comprehensive package of management information software for schools, academies, colleges, UTC's and British/International schools around the world. Over the last six years overseas sales have grown by 171% with exports rising to 25% of total sales. Its overseas market is split into four sectors - Europe, the Middle East, South East Asia, and South America. In the last six years they have entered many new markets including Cyprus, Philippines, Romania, Switzerland, Ecuador, Australia, China and Egypt. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales across the last six years through a commercially challenging period.

## Flight Calibration Services Ltd

Typhoon Business Centre  
Oakcroft Road  
Chessington  
Surrey  
KT9 1RH

Website: [www.flight-cal.com](http://www.flight-cal.com)  
Employees: 20  
Immediate Parent: N/A  
CEO: Mr Matiul Taiyeb  
Press Contact: Peter McSweeney  
Tel: 07884 114 041  
Email: [peter.mcsweeney@flight-cal.com](mailto:peter.mcsweeney@flight-cal.com)

Established in 2005, Flight Calibration Services Ltd (FCSL) provides flight inspection services for airports and aviation authorities world-wide. Based in Chessington with an operational base at Goodwood aerodrome, it has achieved significant growth in recent years by the use of the latest technologies to develop its own light weight and compact Flight Inspection System (FIS), which has enabled the utilisation of smaller, quieter and more environmentally friendly aircraft.

Over the last three years FCSL has focused on overseas contracts as their market share in UK increased to over 90% with its top four regions now being the Middle East, Western Europe, Africa, and The Caribbean. Overseas sales have grown from £555k to £1.4m, an overall growth of 164% with the percentage exported also rising from 30% to 56%. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales in the last three years.

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## Global Infusion Group Ltd

Global Infusion Court  
Nashleigh Hill  
Chesham  
Buckinghamshire  
HP5 3HE

Website: [www.globalinfusiongroup.com](http://www.globalinfusiongroup.com)  
Employees: 70  
Immediate Parent: N/A  
Managing Director / Founder: Mr Anthony Laurenson  
Press Contact: Leanne Gilson-McGrath  
Tel: 01494 790 758  
Email: [leanne.gilson-mcgrath@globalinfusiongroup.com](mailto:leanne.gilson-mcgrath@globalinfusiongroup.com)

Global Infusion Group (GIG) is a global catering, logistics and brand support company with 34 years experience across the globe. A live event support specialist, with headquarters in Chesham, Buckinghamshire. They also have offices and facilities in Asia, Europe, the Americas and the Middle East in addition to an extensive worldwide network of partners and suppliers. As a service provider they export services around the world, and maintaining overseas operations is key to progressing and growing their business to its full potential. Overseas sales have risen from £5.8 million in 2013, to £8.56 million in the year to December 2015, and now represent 50% of their total business. Having been previously awarded the Queen's Award for International Trade in 2014, the company now wins the Queen's Award for International Trade for Outstanding Short Term Growth Award having achieved steep year-on-year growth in overseas sales over the last three years.

## IDT Systems Ltd

The Factory  
Cron dall Lane  
Dippenhall  
Surrey  
GU105DW

Website: [www.idt-systems.com/](http://www.idt-systems.com/)  
Employees: 23  
Immediate Parent: Nanoco Ltd  
CEO: Mr Peter Woodd  
Press Contact: Mr Peter Woodd  
Tel: 01252726080  
Email: [peter.woodd@idt-systems.com](mailto:peter.woodd@idt-systems.com)

I.D.T Systems Ltd. began trading in March 2008. The business is based in Surrey. It is a leading systems provider focused on delivering complete 3D and 2D surface decoration solutions for most materials across all industries. Using it enables its customers to add its innovative decoration process into their mainstream industrial production as a stand-alone system for personalisation or customisation online and offline. The focus of I.D.T Systems is to decorate and authenticate consumer electronic products and make an immediately discernible and stand out difference in identifying genuine product in store, in the media, and in the hands of the ultimate consumer. Overseas earnings have risen markedly from a base of £4.2 million in 2014 and have now reached £6.75 million (93.5% of total sales) in the year to March 2016. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in over-seas sales over the last three years.

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## Keen and Toms Holdings Ltd

Longwick Road  
Princes Risborough  
Buckinghamshire  
HP27 9RS

Website: [www.hypnosbeds.com](http://www.hypnosbeds.com)  
Employees: 445  
Immediate Parent: N/A  
Group Managing Director: Mr Stephen Ward  
Press Contact: Mr Stephen Ward  
Tel: +44 (0)1844 348200  
Email: [stephen.ward@hypnosbeds.com](mailto:stephen.ward@hypnosbeds.com)

Keen and Toms Holdings Ltd is a family run business that began trading in 1904 and is an award winning, ethical and royally appointed bed maker that prioritises sustainability, comfort, quality of sleep and customer wellbeing. The business has three trading entities, Hypnos Ltd, Hypnos Contract Beds Ltd and the Furniture Recycling Company. Hypnos Ltd manufactures in the UK mattresses, divan bases and headboards for the retail market and Hypnos Contract Beds makes beds designed for the hotel and hospitality sectors. 19 licenses provide a single global price throughout Europe, Asia, United States, Middle East and Africa with a strategy for wider global reach. In 2008 exports were targeted to boost sales through UK based hotel operators into their overseas territories, culminating in selling to 86 overseas stores; with further growth targeted in the Middle East and China, it wins a Queen's Award for International Trade for Outstanding Short Term Growth.

## Lucid Group Communications Ltd

Burleighfield House  
London Road  
Loudwater  
Bucks  
HP10 9RF

Website: [www.lucid-group.co.uk](http://www.lucid-group.co.uk)  
Employees: 60  
Immediate Parent: Nanoco Ltd  
CEO: Mr Dennis O'Brien  
Press Contact: Jan Steele  
Tel: 01494 755713  
Email: [jan@lucid-group.co.uk](mailto:jan@lucid-group.co.uk)

Lucid Group Communications Ltd. was founded in 2007 by two partners with experience in the pharmaceutical industry. Their aim was to help pharmaceutical companies improve how they work with clinicians to raise standards in clinical care and improve outcomes for patients. Lucid offers strategic healthcare communications and medical education designed to change clinical behaviour and practice in order to advance patient outcomes. Lucid is a specialised company offering its services to highly complex multi-national companies. It has developed a very effective strategy, segmenting its market basically into two, recognizing the great differences in business cultures between its largest market, the USA, which is dealt with through its office in New York and represents 66% of overseas sales; and the rest of the world, serviced from the UK. Exports grew by 61% in three years and its proportion of total sales increased from 63% to 81%. Lucid Group Communications Ltd. wins the Queen's Award for International Trade for Outstanding Short Term Growth.

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## Mark Roberts Motion Control Ltd

Unit 3  
South East Studios  
Eastbourne Road  
Blindley Heath  
Surrey  
RH7 6JP

Website: [www.mrmoco.com](http://www.mrmoco.com)  
Employees: 36  
Immediate Parent: N/A  
Managing Director / Founder: Mr Assaff Rawner  
Press Contact: Mr Assaff Rawner  
Tel: 01342 838000  
Email: [assaff@mrmoco.com](mailto:assaff@mrmoco.com)

Mark Robert Motion Control Ltd is a leading designer, manufacturer and renter of robotic motion control systems for live broadcast, film production and product photography using a ground breaking suite of hardware and software. Incorporated in 1998, they have 50 years track record as a partnership of unrivalled technical and engineering excellence that has earned them critical acclaim, including an Oscar for technical achievement for "changing the way motion pictures are made". Mark Robert Motion Control Ltd is the professionals' choice, competitively priced with a reputation of creating bespoke products. Their growth strategy is built upon their dominant position by developing robotic solutions for allied sectors on the back of major sporting events such as the 2012 London Olympics as well as e-commerce. It wins the Queen's Award for International Trade for Outstanding Short term Growth for growth in earnings from rental in Europe and products sold to 47 countries.



## MR Solutions Group Ltd

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

Website: [www.mrsolutions.com](http://www.mrsolutions.com)  
Employees: 41  
Immediate Parent: N/A  
CEO: Dr David Taylor  
Press Contact: Leonie Onslow  
Tel: 01737 821890  
Email: [leonie@vanepercy.com](mailto:leonie@vanepercy.com)

Established in 2002, MR Solutions Group Ltd develops, manufactures and sells the world's first range of commercially available super-conducting, cryogen free benchtop preclinical MRI scanners. It is also the world leader in the supply of EVO spectrometers incorporated into other manufacturers' MRI scanners for the clinical sector. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. International trade has grown substantially over the period by a total of 119% and the company have moved to a position where its total turnover is exported. The company has invested heavily in developing and commercialising new technology which is unique and has established itself as a world leader in its field. It now sells worldwide and is increasing its market share in existing sectors and moving into new sectors.

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## Premier Coatings Ltd

Marley Farm Industrial Estate  
Headcom Road  
Smarden  
Kent  
TN27 8PJ

Website: [www.premiercoatings.com](http://www.premiercoatings.com)  
Employees: 26  
Immediate Parent: Winn and Coales International Ltd  
Managing Director: Mr Terry Capps  
Press Contact: Robyn Dunsterville  
Tel: 020 8670 7511  
Email: [rdunsterville@denso.net](mailto:rdunsterville@denso.net)

Founded in 1982, Premier Coatings Ltd specialises in the manufacture and supply of high quality anti-corrosion, sealing and waterproofing products for the protection of buried, submerged or exposed steel and concrete. Their product brands are well known for ease of use, reliability and long-service life. Customers include the offshore, construction and civil engineering industries as well as the water, electric and gas utilities. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years. Over this period the company has increased international sales by a remarkable 467%. It has maintained and expanded business in traditional territories as well as overcoming the loss of certain markets in the Middle East (due to conflict) by winning business in alternative markets within the region. The steady increase in demand for their products has also prompted further growth into the Far East.

## Rentokil Pest Control

Riverbank  
Meadows Business Park  
Camberley  
Surrey  
GU17 9AB

Website: [www.rentokil-initial.com](http://www.rentokil-initial.com)  
Employees: 1251  
Immediate Parent: Rentokil Initial Plc  
CEO: Mr Andy Ransom  
Press Contact: Malcolm Padley  
Tel: 077889 78199  
Email: [malcolm.padley@rentokil-initial.com](mailto:malcolm.padley@rentokil-initial.com)

Rentokil Pest Control provides pest control services in 65 countries, it is part of Rentokil Initial plc. It maintains a strong innovation pipeline with their global technical centre providing effective and innovative solutions for pest control. Rentokil has overseas operations across four regions: North America, Asia, Europe, and the Pacific; with all of the businesses fully owned. Their top five countries in the year were: USA, Australia, Germany, Netherlands, and Canada; with new markets gained including Latin America, and West coast and Southern/Central USA. International sales have grown from £407m to £703m; an overall growth of 73%. The company demonstrates exemplary corporate social responsibility including accreditation in the Dow Jones Sustainability World index and FTSE4Good index. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

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## Servecorp Ltd

70 Victoria Road  
Burgess Hill  
West Sussex  
RH15 9LH

Website: [www.trenchardaviation.com](http://www.trenchardaviation.com)  
Employees: 16  
Immediate Parent: Trenchard Aviation Ltd  
CEO: Mr Steven Cloran  
Press Contact: Glyn Wall, Group Sales Director  
Tel: 01293 553 337  
Email: [info@trenchardaviation.com](mailto:info@trenchardaviation.com)

Founded in 1994, and headquartered in Burgess Hill, West Sussex, Servecorp Limited provides airline cabin support solutions for airlines worldwide. The company provides seat and cabin maintenance repair and overhaul services; leather refurbishment; flammability smoke and toxicity testing; and maintenance services, such as seat and cabin engineering, seat checks and repairs, rotatable repairs, support, and component repair. In addition, the company offers manufacturing soft furnishings, security compliant life vest stowage, oxygen mask stowage. International sales increased by 57.4% from £834k in 2014, to £1.31 million in the year to April 2016. From next to no exports in the earlier years, nearly 40% of the revenue income in 2014 were derived from exports and in 2016 this figure rose to nearly 50% of the revenue income. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

## Symply Pet Foods Ltd

Unit 10  
Anglo Business Park  
Asheridge Road  
Chesham  
Buckinghamshire  
HP52QA

Website: [www.symplypetfoods.co.uk](http://www.symplypetfoods.co.uk)  
Employees: 24  
Immediate Parent: Symply Holdings Ltd  
Managing Director: Mr Edward Milbourne  
Press Contact: Laura Salvage  
Tel: 020 7025 1350  
Email: [lauras@pha-media.com](mailto:lauras@pha-media.com)

Symply Pet Foods started trading in 2009 and its main export product is Canagan, a high meat content grain free food for cats and dogs of all life stages. Primary international targets are large chains of pet specialty retailers, who provide fast access to a large number of stores and often have a central distribution hub and the company now supplies over 5000 pet stores in over 35 countries across three continents. Overseas sales have grown by 265% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported has increased to 43% of total sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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## Secured By Design Ltd (SBD)

12 Davy Avenue  
Knowlhill  
Milton Keynes  
Bucks  
MK5 8NL

Website: [www.sbdautomotive.com](http://www.sbdautomotive.com)  
Employees: 41  
Immediate Parent: N/A  
CEO: Mr David Bell  
Press Contact: Nimish Sawjani  
Tel: 01908 305107  
Email: [nimishsawjani@sbdautomotive.com](mailto:nimishsawjani@sbdautomotive.com)

Established in 1997, Secured by Design Ltd (SBD), provides technical & market research and strategic support to the automotive industry to help keep their clients at the forefront of a changing and interconnected world. In growing their business they have tailored their approach to the culture of each country with their top five markets being Japan, USA, Germany, France and China. Today 95% of the world's leading vehicle manufacturers rely on SBD for market intelligence, evaluation and strategic consultancy. The company plans to capitalise on this position by launching new offices in Germany and China. Over the last three years overseas sales have grown by 125% from £2.2m to £5.1m and overall sales have grown from £2.7m to £5.8m. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in international sales over the last three years coupled with developing their services and successfully entering new markets.

## ADEY Professional Heating Solutions

Gloucester Road  
Cheltenham  
Gloucestershire  
GL51 8NR

Website: [www.adey.com](http://www.adey.com)  
Employees: 74  
Immediate Parent: ADEY Holdings Ltd  
Managing Director : Mr Haimish Mead  
Press Contact: Haimish Mead  
Tel: 07528 523525  
Email: [hmead@mccollmarketing.co.uk](mailto:hmead@mccollmarketing.co.uk)

ADEY Professional Heating Solutions wins an Innovation Award for the development of a range of high performance cleaning chemicals for heating systems. The company developed an insight into the pace of advanced boiler development and how cleaning and maintenance solutions were lagging behind. The new generation chemicals respond to the need to protect the narrower openings of advanced boilers to keep them cleaner for longer. Another innovative aspect is that the chemicals can be injected against system pressure meaning that radiators do not need to be removed from the system in order to clean them. The innovative effort has established the company as the industry's most advanced chemical research and product development laboratory and the only one in their sector to be accredited by the United Kingdom Accreditation Service. This Award is the company's second Innovation Award, having previously been awarded for innovation in 2012.

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## Advanced Insulation Ltd

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

Website: [www.aisplc.com](http://www.aisplc.com)  
Employees: 259  
Immediate Parent: Advanced Insulation Group Ltd  
Managing Director: Mr Andrew Bennion  
Press Contact: James Jeffrey  
Tel: 01452 880871  
Email: [james.jeffrey@aisplc.com](mailto:james.jeffrey@aisplc.com)

Advanced Insulation is a global supplier of Insulation, Passive Fire Protection (PFP), Buoyancy and Cable Protection Systems. The company is to be recognised in the 'innovation' category of this year's Queen's Awards for its syntactic silicone subsea insulation, called ContraTherm C25. ContraTherm C25 was engineered to be applied in areas that were previously untenable, absorbing the stress exerted by increased operating depths, pressures and increased temperature of extracted hydrocarbons. Over the past five years, company turnover has grown by 250% with the product share growing to 20% of total sales. The company's products are qualified in a range of industries including oil and gas (offshore and onshore), LNG, industrial process plants, marine, nuclear and offshore wind. Since 2007, Advanced Insulation has worked with several high-profile clients including Total, EDF Energy, ConocoPhillips, Chevron, BP, Shell and Statoil. The company has won three previous Queen's Awards, in International Trade and Innovation.

## BOFA International Ltd

21-22 Balena Close  
Creekmoor Industrial Estate  
Poole  
Dorset  
BH17 7DX

Website: [www.bofa.co.uk](http://www.bofa.co.uk)  
Employees: 195  
Immediate Parent: N/A  
Managing Director: Mr Tony Lockwood  
Press Contact: Sally Newman  
Tel: 01202 699 444 x 260  
Email: [sally.newman@bofa.co.uk](mailto:sally.newman@bofa.co.uk)

BOFA International Ltd has been recognised with an Innovation Award for development of industrial fume extraction systems. The company started trading in 1987 and is based in Poole, Dorset. Industrial particulate filtration systems, used in laser, electronics, dental, printing and other sectors, are dependent on filters to function correctly. Stopping a production line to check and change filters introduces downtime with associated losses of productivity. To improve their customers' productivity BOFA International Limited spent 15 months developing a diagnosis tool, marketed as iQ. The product's algorithmic analysis takes into account the user's pump capabilities and flow rate, allowing the system to accurately determine blockage levels for each filter independently and indicate which specific filter needs to be replaced. This also allows the system to calculate the filter life of the main and pre-filter and only trigger a blocked reading at the appropriate time. This is the company's second Queen's Award, having won in the International Trade category in 2012.

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## Green Gourmet Ltd

The Moorings  
Bonds Mill  
Stonehouse  
Gloucestershire  
GL103RF

Website: [www.greengourmet.co.uk](http://www.greengourmet.co.uk)  
Employees: 38  
Immediate Parent: N/A  
Managing Director: Mrs Julie Moore  
Press Contact: Julia Daly  
Tel: 01453 797910  
Email: [jdaly@greengourmet.co.uk](mailto:jdaly@greengourmet.co.uk)

Green Gourmet Limited, based in Gloucestershire, was formed in 1991 and has developed a portion controlled chicken breast fillet for school catering. Having recognised the need for consistently sized, ethically sourced chicken portions for schools Green Gourmet identified an underused size of the chicken breast that could be utilised to provide the required protein. Working with suppliers and producers, the company developed a process to make chicken portions to a consistent 57 gram weight. By owning several steps of the process Green Gourmet can maintain quality control and by outsourcing manufacturing, reduce costs of production. Financially the company has grown 57% over the past five years with our sales of the chicken category increasing 30% year on year.

## Kohler Mira Ltd

Cromwell Road  
Cheltenham  
Gloucestershire  
GL52 5EP

Website: [www.mirashowers.co.uk](http://www.mirashowers.co.uk)  
Employees: 890  
Immediate Parent: Kohler Showers Bidco Ltd  
Managing Director: Mrs Elizabeth Hazeldene  
Press Contact: Emma Foster  
Tel: 01242 283985  
Email: [emma.foster@mirashowers.com](mailto:emma.foster@mirashowers.com)

Kohler Mira is a manufacturer of shower systems, established in 1930 and based in Cheltenham. A Queen's Award for Innovation has been granted for the development of an integral non-slip surface for shower trays. Many non-slip shower trays in the market are made by manually applying a coating. The coating is liable to wear away, only covers a portion of the surface and the rough nature of the coating attracts dirt. With its supplier, Kohler Mira developed a process that allowed them to create an integral non slip surface without any distortion of the non-slip surface credentials during production. The surface achieves a superior level of slip protection and testing demonstrates a life of 10 years, far longer than the coating technology. The surface is easy to clean and has antimicrobial properties. As the anti slip surface covers the entire surface of the tray, safety is further improved. Over the last two years sales of the product have grown by 55% demonstrating the commercial success of the product.

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## Property Consortium (Holdings) Ltd

Blackdown House  
Culmhead Business Centre  
Culmhead  
Taunton  
Somerset  
TA3 7DY

Website: [www.claimsconsortiumgroup.co.uk](http://www.claimsconsortiumgroup.co.uk)  
Employees: 249  
Immediate Parent: N/A  
CEO: Mr Jeremy Hyams  
Press Contact: Katie Sanders  
Tel: 01884255999  
Email: [katie@oxygenagency.co.uk](mailto:katie@oxygenagency.co.uk)

Property Consortium (Holdings) Limited trading as Claims Consortium Group wins an Innovation Award for its unique social media-style claims handling technology for enhancing communication between parties in property insurance claims. To address perception of poor customer service in the insurance industry Claims Consortium Group developed and launched Synergy to connect all parties in the customer claims journey. The central system is accessible by the policyholder, insurer, loss adjuster and service suppliers. The benefits of using the software reduces insurers claims costs while providing market leading customer service to their policyholders. Over the past two years turnover has grown by 40% driven by a large proportion of new and existing clients using the system. Founded in 2011 and based in Taunton, Somerset, this is the company's first Queen's Award.

## Robert Welch Designs Ltd

Lower High Street  
Chipping Campden  
GL55 6DY

Website: [www.robertwelch.com](http://www.robertwelch.com)  
Employees: 66  
Immediate Parent: N/A  
Managing Director: Mr Rupert Welch  
Press Contact: Gill Ramm  
Tel: 01386 840880  
Email: [GRamm@welch.co.uk](mailto:GRamm@welch.co.uk)

Founded in 1961 and based in Chipping Campden, Gloucestershire, Robert Welch Designs Limited wins a Queen's Award for Innovation. This is the company's second Queen's Award, having been recognised in the International Trade category in 2016. The innovation consists of a set of knives in a storage block with an integrated sharpener. The key innovative aspects are the integrated ceramic disc sharpener and the use of neodymium magnets to suspend the knives by their spines. The suspended knives are then protected from wear and damage whilst being inserted and removed. The integrated sharpener encourages users to hone the blade regularly and maintain cutting efficiency. Two patents have been granted to protect the intellectual property in the product. Sales of the product have grown 68% over five years and now contribute 13% to company turnover.

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## Third Dimension Software Ltd

3 Brabazon Office Park  
Golf Course Lane  
Filton  
Bristol  
BS34 7PZ

Website: [www.third.com](http://www.third.com)  
Employees: 20  
Immediate Parent: N/A  
CEO / Founder: Dr Tim Monks  
Press Contact: Billy McKenna  
Tel: 01752 894 786 / 07930189404  
Email: [billy.mckenna@aroprاندmarketing.co.uk](mailto:billy.mckenna@aroprاندmarketing.co.uk)

Third Dimension is based in Bristol and wins an Innovation Award for its handheld laser measuring device, GapGun. GapGun enables the accurate measurement of three dimensional surfaces and the recording of dimensions such as angles, radius and gaps, simply by pulling a trigger. Data collected is sent directly to a computer for storage and analysis enabling mistakes to be rectified in real time on the production line. The easy-to-use point-and-click device has changed the way that measurements are recorded in high value manufacturing sectors such as aerospace, automotive and energy. This new method of metrology enables manufacturers to consistently produce highly accurate products. GapGun removes risk from customers' operations by providing a fully auditable trail of every single product measured, thereby helping to prove quality whilst also saving significant time, money and resources. Elements of the design are patented and further patents are being filed to cover the device's use in certain applications. Financially the product has driven a 50% increase in turnover over the past five years.

## **Computech IT Services Ltd**

2 Bridge Court  
Kingsmill Road  
Saltash  
Cornwall  
PL12 6LS

Website: [www.computech-it.co.uk](http://www.computech-it.co.uk)  
Employees: 15  
Immediate Parent: N/A  
CEO: Mr Garry Thompson  
Press Contact: Kevin Baskott  
Tel: 01752 841800  
Email: [kevin@computech-it.co.uk](mailto:kevin@computech-it.co.uk)

Established in 1999, Computech IT Services Ltd, provides bespoke business software solutions using an in-house developed frame-work for Customer Relationship Management (CRM) and Enterprise Resource Planner (ERP) applications. These solutions are sold to a multitude of business sectors both domestic and international. Overseas sales have grown by 210%, and the percentage exported has also risen from 52% to 71%. Their overseas markets are focused primarily on the USA, with additional clients in Australia, Canada and South Africa. Overseas sales have grown significantly compared to growth in the UK and they plan to extend their penetration into overseas markets, in particular the USA, by creating a local presence. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

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## **Cornish Sea Salt Company Ltd**

Unit A Cober House  
Wheal Vrose Business Park  
Helston  
Cornwall  
TR13 0FG

Website: [www.cornishseasalt.co.uk](http://www.cornishseasalt.co.uk)  
Employees: 66  
Immediate Parent: N/A  
Managing Director: Phillip Tanswell  
Press Contact: Rosa Pedley  
Tel: 01326 554720  
Email: [rosa@cornishseasalt.co.uk](mailto:rosa@cornishseasalt.co.uk)

Cornish Sea Salt Company started trading in 2008 and produces Original Sea Salt, Sea Salt Flakes, flavoured pinch salts, Seaweed Seasonings and ceramic gifts. Major markets are Europe (particularly Scandinavia, which represents half of exports), UAE, Australia and South East Asia. The strategy is focused on working with distributors to target both retail and food service markets. Overseas sales have grown by 552% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported has increased to 33% of total sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.



## Glentham Life Sciences Ltd

Unit 5 Ingoldmells Court  
Edinburgh Road  
Corsham  
Wiltshire  
SN13 9XN

Website: [www.glentham.com](http://www.glentham.com)  
Employees: 4  
Immediate Parent: N/A  
Co-Director: Mr Samuel White  
Press Contact: Samuel White  
Tel: 01225 667798  
Email: [samuel.white@glentham.com](mailto:samuel.white@glentham.com)

Glentham Life Sciences Ltd. sources and supplies fine chemicals, biochemical and raw materials for use in research, development, production and laboratory applications. The company started in 2013 with industry experience plus an in-house designed website and management system. ISO 9001 accreditation was secured within one year, as were new premises, having already outgrown the original location. 95% of sales are overseas based on a growth strategy focused on expanding the product range with a balanced stockholding, customer service and marketing. New customers are sourced mostly through its English, German and French language web site which is linked to international scientific sourcing databases and search engines. Sales are direct or through distributors in Australia and South Korea. Glentham Life Sciences Ltd. doubled export sales, grew profits by over 80% in three years, and now wins the Queen's Award for International Trade for Outstanding Short Term Growth.

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## Nisbets Plc

Fourth Way  
Avonmouth  
Bristol  
BS11 8TB

Website: [www.nisbets.co.uk](http://www.nisbets.co.uk)  
Employees: 1069  
Immediate Parent: Key West (Holdings) Ltd  
Chairman: Mr Andrew Nisbet  
Press Contact: Zoe Joyner  
Tel: 01173300383  
Email: [zoe.joyner@nisbets.co.uk](mailto:zoe.joyner@nisbets.co.uk)

Nisbets Plc is a family business, established in 1983 to sell knives, clothing and textbooks to catering students. It grew by developing its own catalogue, opening offices initially in Ireland and Holland and establishing its own warehousing in Bristol. Nisbets sells in over 100 countries with direct sales operations in nine and 35 retail outlets around the world. It is the leading company in its sector, focusing on exports since 2010. The company grew its overseas sales by 205% over the six-year period. It focused on specific markets and invested in its own overseas operations appropriate to the territory concerned. It has a clear understanding of its markets and is responsive to change, adopting new ways of selling in different markets. External independent recording of customer satisfaction is high and the company has a particularly strong level of corporate responsibility. Nisbets Plc. wins the Queen's Award for International Trade for Outstanding Continuous Growth.

## Supacat Ltd

The Airfield  
Dunkeswell  
Honiton  
Devon  
EX14 4LF

Website: [www.supacat.com](http://www.supacat.com)  
Employees: 132  
Immediate Parent: SC Group-Global Ltd  
CEO: Mr Nicholas Ames  
Press Contact: Celia Turner  
Tel: 07703 344425  
Email: [celia@ctpr.co.uk](mailto:celia@ctpr.co.uk)

Established in 1980, Supacat Ltd is an innovative UK engineering and design company, providing global products and services including specialised off-road wheeled and tracked vehicles. With ISO 9001 for quality and ISO 14001 for environmental management, Supacat delivers vehicle design, engineering, testing, prototype manufacture, certification, low rate production and through life support. Originally driven by the UK defence sector, Supacat now provides solutions to the oil and gas, marine and renewable sectors, as well as the nuclear sector. Investment into developing new vehicles and services and actively engaging in new international markets including the United States, Middle East and China has helped the business to diversify. Buoyed by a large Australian order, Supacat are actively pursuing emerging opportunities with new customers in Europe. Overseas earnings grew exceptionally from £2.5m to over £32m in three years and it is awarded the Queen's Award for International Trade for Outstanding Short Term Growth.

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## Watson-Marlow Limited

Bickland Water Road  
Falmouth  
Cornwall  
TR11 4RU

Website: [www.wmftg.com](http://www.wmftg.com)  
Employees: 302  
Immediate Parent: Spirax-Sarco Engineering PLC  
Managing Director / Founder: Mr Jay Whalen  
Press Contact: Mr Jay Whalen  
Tel: + 44 1326 370370  
Email: [Jay.Whalen@uk.spiraxsarco.com](mailto:Jay.Whalen@uk.spiraxsarco.com)

Established in 1990, Watson-Marlow Ltd manufactures peristaltic pumps and tubing. This is a niche technology with a wide range of applications. The company's main sectors are biopharmaceutical, industrial, food/beverage, environmental, clinical/medical and mining. It is the world leader in peristaltic technology and supplies the largest range of peristaltic pumps to what is a growing world market. The company wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years. Overseas sales have grown significantly year on year over the period by a total of 76.6%. The company took a strategic decision to move its trading base into international trade which now accounts for 76.7% of total turnover. It is the world leader in its field and has successfully implemented a detailed growth strategy which will enable it to continue to expand its business in what is a growing market worldwide.

## **HWM-Water Ltd**

Ty Coch House  
Llantarnam Park Way  
Cwmbran  
Torfaen  
NP44 3AW

Website: [www.hwmglobal.com](http://www.hwmglobal.com)  
Employees: 111  
Immediate Parent: Halma Plc  
Managing Director / Founder: Mr Rob Fish  
Press Contact: Rob Fish  
Tel: 01633 489479  
Email: [rfish@hwm-water.com](mailto:rfish@hwm-water.com)

Founded in 1979, HVM-Water Limited is based in Cwmbran, South Wales. A Queen's Award for Innovation is made for PermaNET+, a remote water leak monitoring system that reports over the mobile phone network. Normally, leak detection sensors for water pipes need antennae installed above ground and a bespoke radio link to transmit their data, this can incur installation, maintenance and relocation costs. HVM-Water has developed a novel method using underground transmitters that function over the mobile phone network. The company has also used the network to establish accurate time correlation between adjacent sensors, which enables a data processing algorithm to determine the location of the leak, minimising time taken to repair. The innovation reduces the disruption of the water supply and improves the use of water resources. The sales value of PermaNET+ has trebled in the two years under consideration which has contributed to a 15% increase in company turnover.

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## **Siltbuster Ltd**

Unipure House  
Wonastow Road  
Monmouth  
Monmouthshire  
NP25 5JA

Website: [www.siltbuster.com](http://www.siltbuster.com)  
Employees: 50  
Immediate Parent: N/A  
Managing Director / Founder: Dr Richard Coulton  
Press Contact: Richard D Coulton  
Tel: 01600772256  
Email: [richard.d.coulton@siltbuster.com](mailto:richard.d.coulton@siltbuster.com)

Siltbuster Limited, based in Monmouthshire, was founded in 2003 and provides water treatment equipment for construction sites. The innovation is a set of patented technologies and fleet of equipment that can respond to contaminated water issues. Increasingly stringent environmental standards being placed on waste water in construction sites were becoming difficult and expensive to achieve. A cost-effective solution to treatment of contaminated run-off water and concrete wash-out water that enabled compliance was needed. Responding to this need Siltbuster developed a range of technologies, covered by eight patents, to enable rapid treatment of waste water. The systems developed have been built as modular units that can be combined to ensure any problem encountered can be addressed with a fleet of 400 units, available for rent, that can be on site the next day. Over five years company turnover has grown by 50%.

## Cyfle Building Skills Ltd (SWWRSAL)

Ammanford Campus  
Dyffryn Road  
Ammanford  
Carmarthenshire  
SA18 3TA

Website: [www.cyflebuilding.co.uk](http://www.cyflebuilding.co.uk)  
Employees: 145  
Immediate Parent: N/A  
Managing Director / Founder: Mr Anthony Rees  
Press Contact: Anthony Rees  
Tel: 07743670077  
Email: [anthony.rees@colegsirgar.ac.uk](mailto:anthony.rees@colegsirgar.ac.uk)

An Innovation Award is made to South West Wales Regional Apprenticeship Limited (Cyfle Building Skills). The award is made in recognition of the unique collaborative approach taken to apprenticeship schemes in the construction industry. The scheme connects 140 placement organisations, including small builders, who individually would not be able to employ an apprentice. The not-for-profit organisation has, so far, employed 280 shared apprentices. The organisation also supports, in partnership with EFOD South West Wales, a project in Uganda that enables apprentices to share skills with local craftsmen and experience another culture. The scheme is developing a highly-trained future workforce for the construction industry and over 90% of the shared apprentices secure full time employment, compared to an average of 75% for traditional apprenticeships. The innovation demonstrates a significant impact on the region and the industry. Cyfle Building Skills was established in 2013 and this is its first Queen's Award.

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### Green Light International Ltd

Capital Business Park  
Parkway  
Cardiff  
CF3 2PX

Website: [www.greenlightpackaging.com](http://www.greenlightpackaging.com)  
Employees: 18  
Immediate Parent: Green Light Packaging Ltd  
Managing Director / Founder: Mr Karl Yeo  
Press Contact: Karl Yeo  
Tel: 07768 551543  
Email: [kyeo@greenlight.wales](mailto:kyeo@greenlight.wales)

Green Light International is a developer and manufacturer of environmental protective packaging systems and packing materials. The company was established in London in 1994 to develop the world's first low cost, environmental alternative to polystyrene packing chips. They developed a 100% compostable alternative to expanded polystyrene loose fill, which was manufactured in a low energy, single stage manufacturing process, using steam instead of gas as the expansion agent. They now have 80% of the UK biodegradable loose fill market and 70% in Australia. Green Light were also early pioneers in the Air Cushion Packaging market, and have been developing new products in the UK since 1996. Primarily focussed on the UK market, in 2008 they looked to international trade to develop new markets and, from their new home in Cardiff, the company has a fast expanding network of distributors in 25 countries. Their approach against numerous larger global competitors is focused on "how can we reduce our clients pack costs and improve the environmental performance of their packaging". Green Light achieves this through the development of new cutting edge technology, and innovative business models tailored to the requirements of each individual country. With the percentage of sales exported growing strongly to 70% in six years, it wins a Queen's Award for International Trade for Outstanding Continuous Growth.

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### SPTS Technologies Group Ltd

Ringland Way  
Newport  
Gwent  
NP18 2TA

Website: [www.spts.com](http://www.spts.com)  
Employees: 274  
Immediate Parent: Orbotech Holding U.K. Ltd  
Managing Director / Founder: Mr Kevin Crofton  
Press Contact: Destanie Clarke  
Tel: 01633 414000  
Email: [pr@spts.com](mailto:pr@spts.com)

SPTS started trading in 1984 and manufactures, supplies and services a range of different "etch" and "deposition" systems which are used to process semiconductor wafers for manufacture of semiconductor and micro-electronic devices. In August 2014, SPTS was acquired by Orbotech, which makes processing equipment for the semiconductor industry. The company's products are sold primarily within North America, Asia and mainland Europe. The strategy focuses on high volume production customers, global research institutes and other commercial manufacturers. Overseas sales have grown by 70% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported is over 90% of total sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.





### The Anglesey Sea Salt Company Ltd T/A Halen Môn

Tŷ Halen / Anglesey Saltcote  
Brynsiencyn  
Llanfairpwll  
Isle of Anglesey  
LL61 6TQ

Website: [www.halenmon.com](http://www.halenmon.com)  
Employees: 20  
Immediate Parent: N/A  
Founders: Mr & Mrs David and Alison Lea-Wilson  
Press Contact: Jess Lea-Wilson/Alison Lea-Wilson  
Tel: 07921 075358 / 07721 531898  
Email: [Jess@halenmon.com](mailto:Jess@halenmon.com) / [Alison@halenmon.com](mailto:Alison@halenmon.com)

The Anglesey Sea Salt Company Ltd is an artisan sea salt manufacturer. They have established a well-developed management system based on continuous improvement. The company reduces their environmental impact by: not using chemicals to clean; installing solar panels; capturing and recycling heat from processes; planting a wildflower meadow to improve biodiversity and purchasing second hand smokers instead of new equipment. They work closely with the local community supporting other food and tourism companies. Both Directors voluntarily chair local community groups. The company gives preference to local suppliers and have a policy to pay up to a 10% premium for local trade. Amongst other memberships, the company is a member of the Welsh Government's Food and Drink Wales Industry Board and Cynnal Cymru/Sustain Wales. They demonstrate internal leadership and engage staff in their sustainability goals. For example, a 'Good Ideas' reward scheme has been implemented where employees benefit financially if their idea results in cost savings.

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## Allsee Technologies Ltd

Unit 5  
88 Kettles Wood Drive  
Woodgate Business Park  
Birmingham  
West Midlands  
B32 3DB

Website: [www.allsee-tech.com](http://www.allsee-tech.com)  
Employees: 16  
Immediate Parent: N/A  
Managing Director / Founder: Dr Baoli Zhao  
Press Contact: Thomas Fraser-Bacon  
Tel: 01214214458  
Email: [thomas.fraser-bacon@allsee-tech.com](mailto:thomas.fraser-bacon@allsee-tech.com)

An Innovation Award is made to Allsee Technologies Limited. Established in 2007 and based in Birmingham, the company manufactures and supports Digital Signage products. The award is made for the development of a Digital Signage system which includes three elements, screen, media player and content management system. The development of a special PC board allows users the flexibility to update the same product in two different ways; either using a simple USB plug and play method or remotely using a cloud-based content management system, without the addition of any extra hardware. To achieve this level of convenience, a course of hardware and software research and development was required. Thanks to these developments customers no longer need to source the three elements of the system from different providers, simplifying the acquisition and upgrading of Digital Signage for both SMEs as well as large corporations; giving a versatile solution according to budget and IT resources. The company has enjoyed financial success with sales of the product growing by 54% over the last two years and now representing approximately 55% of company turnover. This is Allsee Technologies Limited's first Queen's Award.

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## Coachbuilt GB Ltd

Unit 4G  
Racemeadow Road  
Carlyon Road Industrial Estate  
Atherstone  
Warwickshire  
CV9 1LJ

Website: [www.coachbuiltgb.co.uk](http://www.coachbuiltgb.co.uk)  
Employees: 274  
Immediate Parent: N/A  
Managing Director: Mr Jeffrey Bull  
Press Contact: Jeffrey Bull  
Tel: 02476 341196  
Email: [jeff@coachbuiltgb.co.uk](mailto:jeff@coachbuiltgb.co.uk)

Coachbuilt GB Limited, an SME based in Warwickshire, wins an Innovation Award for its design and manufacture of bespoke motor homes that meet the lifestyle and healthcare requirements of individual disabled customers. Each customer has their own unique needs and the difficulty of offering a single solution for these needs has meant that the industry had not been able to address the market successfully. Coachbuilt GB Ltd identified a range of healthcare equipment that could be used in a range of base vehicles. A key aspect of the company's success is the co-creation design process used where customers, healthcare providers and Coachbuilt collaborate to optimise layout, specification and cost. For customers, there is absolute confidence that the facilities will meet their needs and the product empowers them with freedom to travel, explore and be an active member of society. Financially, company turnover has grown at an average of 200% per year over the last five years.

## The Smart Actuator Company (SACO)

2 Assarts Lane  
Malvern Wells  
Worcestershire  
WR14 4JR

Website: [www.smartact.co.uk](http://www.smartact.co.uk)  
Employees: 12  
Immediate Parent: N/A  
Chairman: Mr Tony O'Donnell  
Press Contact: Tonya O'Donnell  
Tel: 01684 565709  
Email: [tonya@smartact.co.uk](mailto:tonya@smartact.co.uk)

The Smart Actuator Company (SACO) wins an Innovation Award for its smart and energy efficient actuator. The company's product is the only valve actuator in the world with a computer brain that can be operated with a multitude of programmable features. The product can provide feedback on the operation of the valve it is attached to and provides unmatched energy efficiency. The ability to programme units has enabled a novel business model as distributors can provide bespoke solutions to customers via a cloud based system. The environmental impact of the reduction in copper, magnets and other materials used will be significant, as will the reduction in power required to operate the actuators. Over the past two years turnover has leapt by more than a factor of ten and now stands at £0.5 million.

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## Titania Ltd

Security House  
Barbourne Road  
Worcester  
Worcestershire  
WR1 1RS

Website: [www.titania.com](http://www.titania.com)  
Employees: 45  
Immediate Parent: N/A  
CEO: Mr Ian Whiting  
Press Contact: Sian Conway  
Tel: 01905 888785  
Email: [sian.conway@titania.com](mailto:sian.conway@titania.com)

A Queen's Award for Innovation is made to Titania, in recognition of Nipper Studio, the world's first automated build review and vulnerability analysis tool. Ensuring IT systems are securely configured, both at installation and on an ongoing basis, is essential for protecting systems and data against attack. These tasks are time-consuming, expensive and require specialist skills - which are not always available. Nipper Studio is a cost effective, intelligent, automation tool which allows 1000's of devices to be assessed in seconds (rather than days, weeks or months).

It provides a unique "line by line" assessment of firewall switch and router configurations, delivering unparalleled levels of accuracy in security and compliance reporting. System vulnerabilities are identified in reports that can be understood by all levels and include mitigation advice (how to fix the security weaknesses). This allows large enterprises the freedom to manage their security estate more confidently and provides SME's an affordable entry point into securing their networks. Titania trades in over 80 countries, has 90% export sales and delivered over 400% growth in the past five years. This is Titania's first Queen's Award



## Conversion Rate Experts

The Spode Wing  
Hawkesyard Hall  
Armitage Road  
Rugeley  
Staffordshire  
WS15 1PU

Website: [www.conversion-rate-experts.com](http://www.conversion-rate-experts.com)  
Employees: 7  
Immediate Parent: Implementra Ltd  
Head of Organisation: Dr Karl Blanks CTO, Ben Jesson CEO  
Press Contact: Dr Karl Blanks  
Tel: +44 (0)7715809444  
Email: [kblanks@conversion-rate-experts.com](mailto:kblanks@conversion-rate-experts.com)

Conversion Rate Experts, established in 2006, wins an Innovation Award. This London-based consultancy builds websites and then carries out A/B tests on them to maximize sales. . The innovation is a codified methodology using a series of workflow, databases and scripts to achieve this aim. The nine-step process has improved sales for a range of businesses including Facebook, Google, Apple, Amazon and Dropbox Efficacy of the innovation is demonstrated by hundreds of successful cases including a number of companies that have doubled sales. For the company itself, profit has grown by over 200% in the past two years.

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## Fish4Dogs Ltd

Ocean House  
Rushock Trading Estate  
Droitwich Road  
Rushock  
Worcestershire  
WR9 0NR

Website: [www.fish4dogs.com](http://www.fish4dogs.com)  
Employees: 30  
Immediate Parent: Felleskjopet AS—Norway  
CEO: Mr Graham Smith  
Press Contact: Jo Little  
Tel: 01299252352  
Email: [jo@fish4dogs.com](mailto:jo@fish4dogs.com)

Fish4Dogs was founded in 2005 distributing and marketing a premium, all natural range of fish-based pet food and treats. The company believes its success is based on customer service, inventory management, export management and training. The overseas strategy predominantly focuses on conventional export via individual country distributors and direct to consumer via e-commerce and social media activity. Main markets have been Asia-Pacific and Europe and, more recently, Australasia and North American. Overseas sales have grown by 267% over the last six years with an increase in profitability and overall sales. The proportion of sales exported has increased to 60% of total sales. It wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

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## Majestic 12 Ltd t/a Majestic.com

Faraday Wharf  
Innovation Birmingham  
Holt Street  
Birmingham  
Warwickshire  
B7 4BB

Website: [www.majestic.com](http://www.majestic.com)  
Employees: 25  
Immediate Parent: N/A  
Managing Director / Founder: Mr. Alex Chudnovsky  
Press Contact: Nicola Carey  
Tel: 0121 250 5767  
Email: [nicolac@majestic.com](mailto:nicolac@majestic.com)

Based in Birmingham, Majestic 12 Ltd, which trades as Majestic.com, was founded in 2008. It surveys and maps the Internet and has created the largest commercial link intelligence database in the world. This Internet map is used by search professionals, new media specialists, affiliate managers and online marketing experts for a variety of uses surrounding online prominence including link building, reputation management, website traffic development, influencer finding, competitor analysis and news monitoring. The company was a winner of the Queen's Award for Innovation in 2016. Overseas sales have grown from £395,000 in 2011 to £3.8 million in 2016, an overall growth of nearly 860%. Overseas sales have become increasingly important, with the percentage of total sales from exports now representing over 82% of all sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

## Metrasens Ltd

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

Website: [www.metrasens.com](http://www.metrasens.com)  
Employees: 23  
Immediate Parent: N/A  
Managing Director / Founder: Dr Simon Goodyear CEO  
Press Contact: Martin Coleman  
Tel: +44 (0) 1684 219000  
Email: [mcoleman@metrasens.com](mailto:mcoleman@metrasens.com)

Metrasens was founded in 2005 and is now the world's leading provider of magnetic detection technologies, enhancing safety and security in an expanding number of markets. Metrasens' products are successfully combating the plague of dangerous and illegal contraband, including cellphones, in prisons; and are saving lives through the prevention of projectile incidents in MRI facilities. The company is deploying new solutions to enhance secure-data-facility protection and to provide security screening that works within the particular challenges of high-footfall environments. With technology development and manufacturing facilities based in Worcestershire, UK; it has a sales and customer support facility in Chicago, USA; and a network of distributors in the world's major markets. The company wins the Queen's Award for International Trade for outstanding continuous growth in overseas sales over the last six years. Exports have grown year on year over this period, increasing in total by over 400% and comprising 95% of turnover

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## Oakland International Ltd

Seafeld Lane  
Beoley  
Redditch  
Worcestershire  
B98 9DB

Website: [www.oakland-international.com](http://www.oakland-international.com)  
Employees: 233  
Immediate Parent: N/A  
CEO: Mr Dean Attwell  
Press Contact: Jane Thompson  
Tel: 01527593982  
Email: [jane.thompson@oakland-international.com](mailto:jane.thompson@oakland-international.com)

Oakland International Ltd was established in 1998 to help smaller British and then overseas food producers to get their products to UK and Irish retailers given the high cost of transport for smaller quantities. It now operates in 11 countries with depots in the UK, Ireland and a partner in Spain. The company provides a brokerage service, contract packing, storage, picking and distribution in the ambient, chilled and frozen food sectors. Foreign customers also receive advice and support in getting food onto retailers' shelves as they have much less understanding of the UK market. Overseas sales have grown during the period by 157% with the proportion of sales overseas to total sales doubling. The company's strategy is well thought out and includes significant research prior to entering any new market. Oakland International Ltd, wins the Queen's Award for International Trade for Outstanding Short Term Growth.

## **Premier Health Products Ltd**

Wolfe Road  
Coventry  
West Midlands  
CV4 9UP

Website: [www.premier-health.co.uk](http://www.premier-health.co.uk)  
Employees: 18  
Immediate Parent: N/A  
Commercial Director: Mr Adam Petros  
Press Contact: Adam Petros  
Tel: 02476422050  
Email: [adam@premier-health.co.uk](mailto:adam@premier-health.co.uk)

Premier Health Products was formed in 1989 and formulates and produces vitamin and food supplements. The company's strategy is based on entering and sustaining many markets, focusing on countries where English is either the native or business language, expanding through appointing new distributors and using trade shows to identify partners. During the last six years the company has entered 25 new markets and changes products and distribution methods to accommodate local conditions. Overseas sales have grown by 440% over the last six years with an increase in UK employees, profitability and overall sales. The proportion of sales exported has increased to 41% of total sales. It wins the Queen's Award for International Trade for Outstanding Continuous Growth in overseas sales over the last six years.

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## **Thermoseal Group Ltd**

Gavin Way  
Nexus Point  
Off Holford Drive  
Birmingham  
West Midlands  
B6 7AF

Website: [www.thermosealgroup.com](http://www.thermosealgroup.com)  
Employees: 132  
Immediate Parent: N/A  
Managing Director: Mr Gwain Paterson  
Press Contact: Samantha Hill  
Tel: 07942802063  
Email: [sam.hill@thermosealgroup.com](mailto:sam.hill@thermosealgroup.com)

Thermoseal Group started trading in 1979 and is the largest specialist insulated glass component manufacturer and distributor in the UK and in 2010 the company started to manufacture warm edge spacer bars, its major potential export. It now distributes in 22 countries in Asia, Australia, Europe, North America and South America. The main export market is Europe and a multilingual export manager works from Germany. Overseas sales have grown by 492% over the last three years with an increase in UK employees, profitability and overall sales. The proportion of sales exported has increased from 1% to 6% of total sales. It wins the Queen's Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

## Vectric Ltd

Precision House  
2 Arden Road  
Alcester  
Warwickshire  
B49 6HN

Website: [www.vectric.com](http://www.vectric.com)  
Employees: 16  
Immediate Parent: Vectric International Ltd.  
Managing Director: Mr Brian Moran  
Press Contact: Stephanie Downing  
Tel: 01527 850323  
Email: [stephanied@vectric.com](mailto:stephanied@vectric.com)

Vectric Ltd was established in 2005 as a software development company to provide solutions for design and manufacturing in traditional craft sectors, such as wood working, sign-making, engraving and many other industries. The company's software creates or imports designs and converts them into instructions to drive digital manufacturing devices such as CNC machines to cut or carve the finished part. Vectric was a previous winner of the Queens Award for International Trade in 2010, and in the last year has seen direct sales through their website increase to over 75 different countries alongside sales through their industrial partners in 37 countries. Overseas sales have grown by 105% over the last 6 years with exports remaining above 95% and net profits increasing 137%. Vectric wins the Queen's Award for International Trade for continuous growth in overseas sales over the last six year

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## Y International (UK) Ltd

Unit 3  
Junction 6 Industrial Park  
66 Electric Avenue,  
Birmingham  
B6 7JA

Website: [www.yinternational.uk.com](http://www.yinternational.uk.com)  
Employees: 167  
Immediate Parent: N/A  
Chairman and Managing Director : Mr Yusff Ali  
Press Contact: Mohamed Althaf  
Tel: +974 55 88 7280  
Email: [althaf@qa.lulumea.com](mailto:althaf@qa.lulumea.com)

Y International established itself in Birmingham in 2012 to export British food, toiletries and other non-food items to supermarkets and other food service businesses in the Middle East, North Africa and Asia. Consolidated shipments started very quickly after the state of the art warehouse was established, shipping to initial locations in the Middle East. The new facility checks for hygiene issues, date codes, creates labels for different countries including translation and secures appropriate certification including for halal products. This is a 100% export business already shipping over £17.6m worth of goods per year with an overall growth in three years of more than 460%. This growth was achieved by expanding the product range including 'free from' and household non-food products, by entering new markets and promotional offers. Over 180 new jobs were created for local people. Y International (UK) Ltd wins the Queen's Award for International Trade for Outstanding Short term Growth.

## Carillion Plc

Carillion House  
84 Salop Street  
Wolverhampton  
West Midlands  
WV3 0SR

Website: [www.carillionplc.com](http://www.carillionplc.com)  
Employees: 43,332  
Immediate Parent: N/A  
CEO: Mr Richard Howson  
Press Contact: Jane Smith  
Tel: 07730 301431  
Email: [Jane.E.Smith@carillionplc.com](mailto:Jane.E.Smith@carillionplc.com)

Carillion Plc is a leading integrated support services company operating across the UK and internationally with extensive construction capabilities and a substantial portfolio of Public Private Partnership projects. Their work on sustainability is driven by commitment from the board and the senior leadership team. They have a track record of delivering safe, sustainable, cost-effective solutions for customers and aim to create positive legacies for communities. The company has identified and implemented wide-ranging environmental initiatives, from the reduction of greenhouse gases to waste reduction. In 2015, the company achieved a 31% reduction in carbon emissions, reduced waste by 47% and diverted 94% of their waste from landfill. The company provides inclusive and inspiring jobs and training for their employees. In 2015, they became the lead corporate partner for the 'Your Life' campaign to promote science, technology, engineering and maths studies, and supported approximately 45,000 children by volunteering over 8,000 hours of employee time in schools.

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## Mike de Courcey Travel Ltd t/a as Travel de Courcey

Stonebridge Trading Estate  
Rowley Drive  
Coventry  
West Midlands  
CV3 4FG

Website: [www.traveldecourcey.com](http://www.traveldecourcey.com)  
Employees: 358  
Immediate Parent: N/A  
CEO: Mr Adrian de Courcey  
Press Contact: Adrian de Courcey  
Tel: 02476 302 656  
Email: [adrian.decourcey@traveldecourcey.com](mailto:adrian.decourcey@traveldecourcey.com)

Mike de Courcey Travel Ltd, t/a Travel de Courcey, is a family owned bus company utilising the latest technology to deliver industry leading sustainable and low emission transport. They are based near to Coventry and operate routes in the Coventry and Warwickshire area. The company aims to be the most environmental friendly bus and coach operator in the UK. Another key aim is to reduce air pollution in Coventry and they have invested in new technology to achieve this. They were the first company to introduce fast-charging electric buses. To encourage safe and fuel efficient driving, the company has installed telematics and implemented extensive driver training. They also have numerous schemes which contribute to the social dimension, such as connecting communities to hospitals, medical centres and schools; particularly important in rural areas. Their work on customer safety is noteworthy: they are working closely with schools on anti-bullying campaigns and road safety and have installed CCTV on the buses.

## Oakland International Ltd

Seafeld Lane  
Beoley  
Redditch  
Worcestershire  
B98 9DB

Website: [www.oakland-international.com](http://www.oakland-international.com)  
Employees: 233  
Immediate Parent: N/A  
CEO: Mr Dean Attwell  
Press Contact: Jane Thompson  
Tel: 01527593982  
Email: [jane.thompson@oakland-international.com](mailto:jane.thompson@oakland-international.com)

Oakland International Ltd is a distribution company supplying food and consumer goods using ambient, chilled and frozen transportation with depots in Redditch (England) and Ashbourne (Ireland). Their shared user pallet scheme offers a 'cost per case' for distribution, resulting in significant cost and sustainable advantages for their customers. The carbon savings of operating a shared pallet scheme instead of the customers using their own vehicles can be up to 86%. The company has clear intentions with regards to sustainable development and has a ten year strategy in place to become the first carbon-neutral business within the sector. They have recruited Health and Safety Champions who have helped reduce accidents by 58%. The company is committed to building strong communities. In 2013 they formed their own charity supporting local young people disadvantaged due to financial hardship. They invite children to factory visits and present at the 'My Green Future' event. They also support communities overseas through donations to Aquaid.

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# West Midlands

## Promoting Opportunity



### Aspire Housing Ltd

Kingsley  
The Brampton  
Newcastle under Lyme  
Staffordshire  
ST5 0QW

Website: [www.theaspiregroup.org.uk](http://www.theaspiregroup.org.uk)  
Employees: 420  
Immediate Parent: N/A  
Chief Executive: Mrs Sinead Butters MBE  
Press Contact: Rob Halliwell  
Tel: 01782 854850 / 07900 13307  
Email: [rhalliwell@aspirehousing.co.uk](mailto:rhalliwell@aspirehousing.co.uk)

Aspire Housing is a Staffordshire based social housing provider which defines itself as a social regeneration business focusing on supporting local communities and addressing disadvantage. It employs over 400 people and has annual sales revenue of over £48m. The company demonstrates its commitment to the social mobility of its tenants and leaseholders through a comprehensive programme of training, work experience and job opportunities for local people living in their properties and neighbourhoods. It also offers employability support to tenants, and was one of the first housing associations to offer this service. The social impacts of these programmes are key to the organisation's ethos. For example, over 70% of learners come from the 25% most deprived communities and over 70% of those who complete the training go into a paid apprenticeship or job, which, is well above national average. For these programmes, it wins the Queen's Award for Promoting Opportunity.

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## Lhasa Ltd

Granary Wharf House  
2 Canal Wharf  
Leeds  
West Yorkshire  
LS11 5PS

Website: [www.lhasalimited.org](http://www.lhasalimited.org)  
Employees: 113  
Immediate Parent: N/A  
CEO: Mr David Watson  
Press Contact: David Watson  
Tel: 0113 394 6020  
Email: [david.watson@lhasalimited.org](mailto:david.watson@lhasalimited.org)

Lhasa Limited wins a Queen's Award for Innovation for the development of expert computer systems to identify chemical mutagenicity. Mutagenicity is the likelihood that a chemical can damage a cell in such a way that it could cause cancer. The existing test is a biological test that takes time and a significant quantity of the chemical in question. Lhasa has developed a statistical-based computation system to complement its existing systems. The model can evaluate potential mutagenicity based on the two-dimensional structure of the compound. It is enabled by a data-mining and machine-learning approach that allows the automatic building of models from existing data. The model can then predict the activity of the chemical based on its structure. With its set of tools the company can now offer a complete solution that complies with new international regulation. Financially, sales values of the product have quadrupled over two years, helping to drive increased turnover and employment.

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## TSG Associates LLP

Albany Works Long  
Lover Lane  
Halifax  
West Yorkshire  
HX1 4QF

Website: [www.smartmci.com](http://www.smartmci.com)  
Employees: 12  
Immediate Parent: N/A  
Senior Partner: Mr Simon Pennells  
Press Contact: Simon Pennells  
Tel: 01422 380097  
Email: [simon@tsgassociates.co.uk](mailto:simon@tsgassociates.co.uk)

Based in Halifax and established in 2009, TSG Associates LLP, specialises in the development and manufacture of triage and mass-casualty equipment. An Innovation Award is made for the development of Xtract2, a fully portable field stretcher for military personnel and medics working in combat zones. Standard stretchers are impractical in combat situations, they are rigid, bulky, heavy and take up space in a vehicle. Xtract2 is a fabric cocoon-style stretcher that packs down to 29 by 14 centimetres. It weighs 1.5 kilos and can be packed in to a soldier's rucksack until required. In use, its inherent flexibility allows it to be dragged by a single medic or carried by a small team of soldiers to spread the load. Previously wounded soldiers, often with tourniquets applied had to be dragged across the ground with no protection, potentially resulting in the loss of vital dressings. The Xtract2 effectively secures the patient and protects these treatments to prevent harm during, what can be a very hasty evacuation. In 2015 the Xtract2 was selected as the primary frontline stretcher for the British Army and issued to combat troops. The product has had an outstanding impact on company performance.

## Baldwin and Francis Ltd

Baldwin & Francis Ltd  
Sheffield  
South Yorkshire  
S4 7UR

Website: [www.baldwinandfrancis.com](http://www.baldwinandfrancis.com)  
Employees: 61  
Immediate Parent: N/A  
Managing Director: Mr Stephen Clarke  
Press Contact: Stephen Clarke  
Tel: 01142866000  
Email: [sclarke@baldwinandfrancis.com](mailto:sclarke@baldwinandfrancis.com)

Baldwin and Francis Limited, established in 2004, has been recognised with a Queen's Award for Innovation. The company is proud of its roots supplying electrical equipment to the mining industry and its hometown of Sheffield. The company has identified an opportunity for its equipment in a growing niche of the oil and gas industry. As economies are sought in the oil and gas industry unmanned well heads are seen as potential solution. The company has poured its expertise and experience into developing robust, flameproof, remote control electrical switch gear. The innovation allows a number of pumping platforms to be linked to the ring main unit using sub-sea cabling. The move into oil and gas has seen the company do a deal with one of the major oil producing countries and grow sales of the innovative product to £6 million, which represents half of the entire business.

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## Bancroft Soft Furnishings Ltd

6 Russell Court  
Wool Gate  
Cottingley Business Park  
Bingley  
Yorkshire  
BD16 1PE

Website: [www.bancroft-linings.com](http://www.bancroft-linings.com)  
Employees: 10  
Immediate Parent: Premier Textiles Ltd  
Managing Director: Ms Greta Henderson  
Press Contact: Connor Smith  
Tel: 07741313471  
Email: [connor@bancroft-linings.com](mailto:connor@bancroft-linings.com)

Bancroft Soft Furnishings Ltd. was established in 2008 to process textiles for the curtain industry, holding sufficient stock for next day delivery of quality products. They have since diversified into flame retardant products, soft furnishing fabrics, bedding, upholstery and accessories, successfully opening up new commercial markets. They have established local distributors in markets including the USA, Norway, Sweden, Germany and Greece, with more recent entries into Belgium, Estonia, Slovenia and The Netherlands. It wins the Queen's Award for International Trade for Outstanding Short Term Growth having increased overseas sales by more than 87% in three years.

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## BioClad Ltd

Unit 1A  
Greengate  
Cardale Park  
Harrogate  
North Yorkshire  
HG3 1GY

Website: [www.bioclad.com](http://www.bioclad.com)  
Employees: 13  
Immediate Parent: N/A  
Managing Director: Mr Lindsay McKenzie  
Press Contact: Lindsay McKenzie  
Tel: 0330 100 0313  
Email: [Lindsay.mckenzie@bioclad.com](mailto:Lindsay.mckenzie@bioclad.com)

The original company, Advanced Hygienic Contracting Ltd. was established in 1988 to install hygienic wall cladding and ceiling tiles in abattoirs and commercial kitchens. BioClad was formed in 2008 following changes in the marketplace to sell its own brand of hygienic panels whilst still offering a geographically limited installation service. The company began selling overseas in 2012 since when growth has been export led. Kuwait is now its largest overseas market but with extensive sales through distributors in the Middle East, Australasia, South and South East Asia, North America and Ireland. In the last three years BioClad has more than doubled its export sales and increased its profitability five times over. The company has also established itself well with specifiers, ensuring further growth in future. The company is awarded the Queen's Award for International Trade for Outstanding Short Term Growth.



## Crewshield Ltd

Unit 2 Reva Building  
Rotterdam Road  
Hull  
East Yorkshire  
HU70BX

Website: [www.crewshield.com](http://www.crewshield.com)  
Employees: 3  
Immediate Parent: Premier Textiles Ltd  
Managing Director : Mr Michael Samways  
Press Contact: Michael Samways  
Tel: 01892740062  
Email: [ms@crewshield.com](mailto:ms@crewshield.com)

Founded in 2011, Crewshield Ltd designs and manufactures their patented safe haven "citadels" originally for use in maritime situations but now adapted for use on land. The citadel is a high capacity, high endurance, portable safe room that is fully armoured internally but looks exactly like a normal shipping container. Demand in the maritime sector has slowed but land based applications are increasing, particularly in remote locations not just to combat terrorist and criminal threats, but for use during rioting, local disturbances and even workforce discontent. The client base is also expanding from shipping and oil/gas companies to include NGOs, Charities, Diplomatic institutions, foreign police forces and military units. The company wins the Queen's Award for International trade for Outstanding Short Term Growth in international sales over three years. It has achieved substantial growth of 573% over the period and has established itself as the market leader in it's specialist field.

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## Mobus Fabrics Ltd

Unit G1  
Lacy Way  
Lowfields Business Park  
Elland  
West Yorkshire  
HX5 9DB

Website: [www.mobus.co.uk](http://www.mobus.co.uk)  
Employees: 22  
Immediate Parent: N/A  
CEO: Mr Michael Presley  
Press Contact: Lee Paxman  
Tel: 01422311100  
Email: [lee@mobus.co.uk](mailto:lee@mobus.co.uk)

Mobus Fabrics Ltd. began trading in 1994, wholesaling and supplying upholstery fabrics by importing yarns from Italy and India before weaving and finishing their own designs in the UK. Early in the 2000's it's three dyers all closed so the company was forced to change direction. Mobus started sourcing fabrics from China in 2003, adding value in the UK through design, due diligence and marketing. After building a strong purchasing and QC team in China, Mobus invested in its first finishing plant in China in 2008 and replaced this with a larger facility in 2015 to support growth. In six years overseas sales have increased by over 760% with exports growing from 6% to over 22% of total sales of £16.8 million and UK staff growing by 60%. Mobus has a clear strategy difference between the UK and overseas markets in terms of product design, target sectors and testing standards. China is its biggest overseas market, with others including Poland, Vietnam, USA and more recently Japan. Mobus Fabrics Ltd. wins the Queen's Award for International Trade for Outstanding Continuous Growth.

## **Tapestry Compliance LLP t/a Tapestry Global Compliance**

3 Sellers Wheel  
151 Arundel Street  
Sheffield  
South Yorkshire  
S1 2NU

Website: [www.tapestrycompliance.com](http://www.tapestrycompliance.com)  
Employees: 26  
Immediate Parent: Premier Textiles Ltd  
Partner: Miss Janet Cooper  
Press Contact: Janet Cooper  
Tel: +44 (0)7889-999051  
Email: [janet.cooper@tapestrycompliance.com](mailto:janet.cooper@tapestrycompliance.com)

Tapestry Compliance is a multi-award winning law firm, founded in 2011, with offices in Sheffield and Leeds. They are a boutique firm specialising in advising in global employee and executive share plans and incentives, as well as broader global employment law and HR issues. Tapestry advises many of the world's leading companies including TripAdvisor, HSBC, Dell, Aviva, Goldman Sachs and Discovery Channel. Providing legal advice on how to design employee share plans to meet objectives and drafting all the documents needed to operate incentive and share plans, they then project manage the global legal and tax issues linked to these operations. They have 75% women lawyers and offer agile working to all staff. In the last three years, international sales have effectively doubled in value representing over 40% of all sales. The company wins the Queen's Award for International Trade for Outstanding Short Term Growth having achieved significant growth in overseas sales over the last three years

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## **Triangle Wholefoods Collective Ltd t/a Suma**

Unit G15  
Lacy Way  
Low Fields Business Park  
Elland  
HX5 9DB

Website: [www.suma.coop](http://www.suma.coop)  
Employees: 205  
Immediate Parent: N/A  
Management Committee member: Miss Josephine Borg  
Press Contact: Emma Robinson  
Tel: 01422 313 879  
Email: [marketing@suma.coop](mailto:marketing@suma.coop)

Originally established in Leeds in 1975 before being sold to its employees in 1977, Suma Wholefoods offers a wide range of branded products alongside its own range of wholefood vegetarian products including health foods, bodycare products and toiletries, all incorporating the principles of purity and sustainability. Suma is a worker co-operative and the largest single pay employer in Europe. The company is in a niche but growing marketplace with sales to some 40 countries, principally in Europe but including others such as Nigeria, Taiwan and Japan. Markets are segmented both geographically and economically with each having its own team of specialists. Overseas revenue has doubled over the last six years. Suma has an exceptional belief in corporate social responsibility and wins the Queen's Award for International Trade for Outstanding Continuous Growth.

## Bettys & Taylors Group Ltd

1 Parliament Street  
Harrogate  
North Yorkshire  
HG2 2QU

Website: [www.bettysandtaylor.co.uk](http://www.bettysandtaylor.co.uk)

Employees: 1382

Immediate Parent: N/A

CEO and Group Communications Director: Mrs Rachel Fellows

Press Contact: Katy Squire

Tel: 01423 814000

Email: [katy.squire@bettysandtaylor.co.uk](mailto:katy.squire@bettysandtaylor.co.uk)

Bettys & Taylors Group Ltd is the producer of the Yorkshire Tea and Taylors of Harrogate products and also own Bettys Cafe Tea Rooms. The company demonstrates an impressive approach to trade and suppliers through their 'Taylors Sourcing Approach'. This approach requires all suppliers to achieve a certification which covers core labour standards, respect for workers' rights, and health and safety. The company has a broad community programme covering education, charitable giving and the environment. They participate in numerous community projects where, mainly in collaboration with other organisations, they create long term benefits for growers and their communities. For example, in Kenya they are providing access to drinking water for over 10,000 tea farmers; funding rainwater harvesting systems for 50 schools; and supporting 58 children from the poorest families with educational bursaries. The company works collaboratively with several high-profile UK and global organisations and demonstrates that they are championing the sustainable development message both within their sector and in the wider international commodities sectors.

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# Winners

## A-L



<b>No</b>		CMS Enviro Systems Ltd	59	Holophane Europe Ltd	66	
10ACT Ltd t/a TrackBack	28,30	Coachbuilt GB Ltd	87	Horus Music Limited	22	
42 Technology Ltd	10	Computech IT Services Ltd	80	HWM-Water Ltd	83	
<b>A</b>						
A World of Buzz Ltd	67	Conversion Rate Experts	89	I		
Abacus Lighting Ltd	22	Cornish Sea Salt Company Ltd	80	ICC Solutions Limited	46	
ADEY Professional Heating Solutions	76	Creative Virtual Ltd	29	IDT Systems	71	
Advanced Insulation Ltd	76	Crewshield Ltd	100	Inclusive Technology Ltd	46	
Aecus Limited	30	Cult Wines Ltd	32	INDO Lighting Ltd	62	
Aerospares 2000 Ltd	14	Cunningham Covers Ltd	55	Innovative Technology Limited	47	
Allen & Overy LLP	26	<b>D</b>			Isomerase Therapeutics Ltd	13
Allsee Technologies Ltd	87	David Store Navigational Management Ltd	68	Isothermal Technology Ltd (Isotech)	47	
Amoria Bond Ltd	49	Dianne Lee Regulatory Consultancy Ltd	14	<b>J</b>		
APS Group Ltd	51	Domino Printing Sciences Plc	6	J.P. Morgan Chase Bank National Association, London Branch	26	
Ascot Rehabilitation Ltd	31	Dura Composites Ltd	12	Jellycat Toy Company Limited trading as Jellycat	34	
Aspire Housing Limited	96	<b>E</b>			Joseph Joseph Ltd	34
Auto Integrate Ltd	67	Ecotile Flooring Ltd	6, 16	JRM International LTD T/A The Art File	23	
<b>B</b>						
Baldwin and Francis Ltd	98	Ekioh Ltd	15	<b>K</b>		
Bancroft Soft Furnishings Ltd	99	Electronic Temperature Instruments Ltd	69	Kaizen Reporting Limited	26	
Belu Water Limited	41	EnergyNet Ltd	33	Keen and Toms Holdings Ltd	71	
Bettys & Taylors Group Ltd	102	Euromixers Ltd	50	Kohler Mira Ltd	78	
Bigneat Ltd	68	<b>F</b>			KPMG UK LLP	27
BioClad Ltd	99	Feefo Holdings Ltd - 'Feefo'	61	<b>L</b>		
Black Rock Programme Mgt Ltd	31	Fish4Dogs Ltd	90	Laser Quantum Limited	52	
BOFA International Ltd	77	Flight Calibration Services Ltd	70	Lhasa Limited	97	
Bridgeway Consulting Ltd	18	Furlong Business Solutions Ltd	69	Lucid Group Communications Ltd	72	
<b>C</b>						
C&K Meats Ltd	10	<b>G</b>			Lumsden Design Ltd	35
Cambridge Consultants Ltd	11	G. B. Kent & Sons Plc	12			
Campbell Lutyens Holdings Ltd	32	GJD Manufacturing Limited	51			
Carbon8 Systems Ltd	60	Glencairn Crystal Studio Ltd	59			
Carillion Plc	94	Glentham Life Sciences Ltd	81			
Celaton Limited	60	Global Infusion Group Ltd	70			
Cellbond, div of Encocam Ltd	11	Globus (Shetland) Ltd	51			
Chelsom Ltd	50	Green Energy Options Ltd	7			
City Legacy	59	Green Gourmet Ltd	77			
ClinTec International Ltd	57	Green Light International Ltd	85			
Clyde Space Ltd	56	Greenbank Technology Ltd	52			
		<b>H</b>				
		HH Global Limited	33			
		HL Plastics Limited	19			



# Winners

## M-Z



<b>M</b>		<b>R</b>		Tristan Capital Partners LLP	39
M Squared Lasers Limited	58	Rainbow Cosmetics Ltd - Own Brands Division	53	Tristar Worldwide Chauffeur Services	39
Majestic 12 LTD t/a Majestic.com	90	Red Marine Limited	43	TSG Associates LLP	97
Manor House Development Trust Ltd	42	Reincubate Ltd	38	Tsunami Axis Limited	40
Mark Roberts Motion Control Ltd	72	Rentokil Pest Control	74	<b>U</b>	
MastaPlasta Limited	28, 35	Retrogenix Limited	25	UKCloud Ltd	65
Mediplus Ltd	62	RJM Corporation (EC) Limited, t/a RJM International	63	Union Hand-Roasted Coffee	41
Merci Maman	36	Road Safety Support International	16	<b>V</b>	
Metrasens Ltd	91	Robert Welch Designs Limited	79	Vectric Ltd	93
Metrosol Limited	20	Roman Ltd	44	<b>W</b>	
Mettler Toledo Safeline X-ray Ltd	9	Romo Limited	24	Watson-Marlow Limited	82
Mike de Courcey Travel Ltd t/a 'Travel de Courcey'	94	<b>S</b>		WHIZZ Education Limited	40
Mind Tools Ltd	36	Sanglier Ltd	24	<b>Y</b>	
Mobus Fabrics Ltd	100	Secured By Design Ltd, often referred to as SBD	75	Y International (UK) Limited	93
MR Solutions Group Ltd	73	Serco Limited t/a International Fire Training Centre	44	<b>Z</b>	
MSA Engineering Systems Limited	20	Servecorp Limited	63, 74	Zettlex (UK) Ltd	9
MVF	37	Siltbuster Ltd	83		
<b>N</b>		South West Wales Regional Shared Apprenticeship Ltd (SWWRSAL) t//a Cyfle Building Skills Ltd	84		
Nisbets Plc	81	Spinlock Limited	64		
<b>O</b>		SPTS Technologies Group Ltd	85		
Oakland International Ltd	91, 95	St Helens Chamber	54		
Onefile Ltd	48	Supacat Limited	82		
Owen Mumford Ltd	62	Superyacht Tenders and Toys Ltd	13		
<b>P</b>		SwimTrek Limited	64		
PCME Ltd	7	Sygnature Discovery Limited	25		
Pektron Group Ltd	23	Symply Pet Foods Ltd	75		
Peli BioThermal	8	Syne Qua Non Ltd	8		
Phaidon Holdings Limited t/a Phaidon International	37	<b>T</b>			
PJ Pipe and Valve Co Ltd t/a PJ Valves	16	Tapestry Compliance LLP	101		
Premier Coatings Limited	73	Tempcover Ltd	66		
Premier Health Products Ltd	92	The Anglesey Sea Salt Company Limited t/a Halen MÃ´n	86		
Prepaid Financial Services Ltd	38	The Jackloc Company Ltd	19		
Procure Plus Holdings Limited	54	The Smart Actuator Company (SACO)	88		
Propath UK Limited	17	The TastyBone Company Ltd	53		
Property Consortium Ltd t/a Claims Consortium Group	78	Thermoseal Group Limited	92		
<b>Q</b>		Third Dimension Software Ltd	79		
Qdos Holdings Ltd	21	Thomas Miller Claims Management Ltd	45		
Quint Group Limited	48	Titania Ltd	88		
		Triangle Wholefoods Collective Limited, t/a Suma	101		





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The Queen's Awards Office  
The Department for Business, Energy & Industrial Strategy  
1 Victoria Street  
London  
SW1H 0ET





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