

FT SPECIAL REPORTS

The Queen's Awards for Enterprise

www.ft.com/reports | @ftreports

A boost to UK business, by royal appointment

These accolades, in their 50th year, aim to drive growth and innovation, and to promote exports, writes *Brian Groom*

The Queen's Awards for Enterprise, the UK's highest official accolades for business success, are 50 years old this year. But their aims of promoting excellence and driving economic growth seem as relevant as ever – particularly in the light of efforts to boost exports, a disappointing feature of the recovery.

This year's winners provide plentiful evidence of businesses' ability to innovate and sell their wares around the world: if only more can be persuaded to show similar ambition. The winners also display great variety, ranging from a satellite operator to language schools; from makers of military parachutes and thermal-imaging cameras to producers of speciality cheeses; and from powerhouses such as carmaker Jaguar Land Rover, with 28,000 staff, to companies with as few as five employees.

The 2015 list, published to mark the Queen's birthday on April 21, contains 141 business awards that mix FTSE companies with private businesses and foreign-owned subsidiaries. Companies report that winning these awards can help to gain introductions to new customers ahead of global competitors.

Awards are given for achievement in three categories: international trade, where this year there are 105 winners; innovation, with 24 awards; and sustainable development (benefiting the environment, society and the economy)



High praise: Her Majesty meets Queen's Awards winners at last year's Buckingham Palace reception. Read about the history of the scheme on page 2 – Getty

fuel-dispensing equipment for service stations, has traded for 18 years but only recently started selling overseas. The judges said it had put "great effort into learning about the idiosyncrasies of exporting".

The core of the awards remains the dozens of smaller companies for which they provide important recognition. Seventeen of the winners have 10 employees or fewer, while 116 have fewer than 250 employees.

Two small companies – Wavestore, which supplies video management software enabling surveillance of many sites, and Hallmarq Veterinary Imaging, which makes MRI scanners for the veterinary market – achieved double recognition, receiving awards for both innovation and international trade.

Manufacturing still provides many international trade winners, including Brompton Bicycle, the folding cycle maker; Hotter shoemakers (owned by Beaconsfield Footwear); Acro Aircraft Seating, which manufactures passenger seats for economy aeroplane cabins; and Vita Liberata, which makes organic self-tanning products.

Services are also represented among the award winners, including the Wine and Spirit Education Trust, which provides qualifications in the drinks industry; Mood International, a software specialist in business performance management; Pell Frischmann Consulting Engineers and Rabbin's Trail Burners, a Scottish travel company.

The fields of science and technology invariably furnish much success. This year's international trade winners include Sub10 Systems, which delivers broadband using millimetre wave wireless frequencies; Ultrasonic Sciences, which manufactures testing systems;

Continued on page 26

Contents

Full list of winners

Go to: ft.com/queens-awards

A watertight case Mackintosh is rewarded for its export success

The long view The companies investing in a sustainable future

Innovative ideas Cutting-edge technology finds niche markets

with 12. There are also six enterprise promotion awards to individuals for efforts to encourage entrepreneurship.

The honours demonstrate the UK's strength in many sectors including engineering, software, life sciences, product design, food, fashion, tourism, recruitment and higher education. Almost a quarter of entrants won an award.

Winners range from large companies such as OCS Group, an international facilities services company, to smaller enterprises such as Lumishore, which makes underwater LED lighting systems for the marine leisure industry, Kiddimoto, a maker of wooden bikes for young children, and Seafast Logistics,

which provides shipping services to dangerous parts of the world. All of these win international trade awards.

The accolade, originally known as the Queen's Award to Industry, was instituted by royal warrant in 1965. The format has since widened to reflect a changed business landscape, yet the original aim of boosting exports and encouraging technological advance is still important.

Export growth remains elusive, however, despite ministerial missions to countries such as China, India and Brazil and greater support for businesses.

George Osborne, the chancellor, is little nearer to his target of doubling

annual exports to £1tn by 2020 than he was when he announced it three years ago. The Office for Budget Responsibility expects exports to grow by more than 4 per cent a year over the next four years, but that would raise them only to £636bn by 2020.

The pound's strength against the euro and the eurozone's weakness are among factors that have held exports back, though some economists also blame a lack of business confidence to explore new markets.

The Queen's Awards list contains many experienced exporters but also a few that have only lately taken the plunge. Pumptronics, which makes

Pell Frischmann
Consulting Engineers

THE QUEEN'S AWARD FOR ENTERPRISE FOR INTERNATIONAL TRADE 2015

excellence through innovation

Pell Frischmann is proud to have received
The Queen's Award for International Trade 2015 and the Outstanding International Business (MidCap) at the British Expertise International Awards, both in the same year.

This is the second time we have won a Queen's Award and vital to this success is the experience and technical excellence of our engineers and experts, our partners and our suppliers. We would like to extend thanks to our customers, partners and employees around the world who have contributed to this success.

Pell Frischmann

Pell Frischmann is one of the UK's leading firms of multi-disciplinary consulting engineers. Since our establishment over 85 years ago, we have grown into a worldwide practice with nearly 900 staff.

- Sustainable & Green Buildings
- Land Development & Regeneration
- Traffic & Transportation
- Highways & Bridges
- Masterplanning & Infrastructure Planning
- Nuclear & Power
- Water & Wastewater
- Ports & Airports
- Rail & Metros
- Environmental & Geotechnical

Pell Frischmann is always looking for new talent to join our team working on landmark projects. If you are interested in an opportunity please go to our careers pages at www.pellfrischmann.com/careers

020 7486 3661
020 7487 4153

E: pfmarketing@pellfrischmann.com
W: www.pellfrischmann.com

Head Office:
5 Manchester Square
London, W1U 3PD

eggPlant

Software quality tools to ensure your digital business works on all devices, networks and cloud services delivering functional, network and performance testing.

TestPlant

FT SPECIAL REPORTS

Birthday honours for the best of British industry

History Half a century on, these accolades remain relevant, says *Brian Groom*

British business has changed almost beyond recognition in the 50 years since the Queen's Awards scheme was created – and the awards have adapted too. Services have ousted manufacturing as the economy's driving force, while technology and social culture have altered massively.

Originally known as the Queen's Award to Industry, it was instituted by royal warrant in 1965 at the instigation of Harold Wilson, Labour prime minister, then attempting to ignite the "white heat" of a scientific revolution.

"I hope that the award will encourage industry in its efforts to achieve the improvements in exports and the technological advance on which our national future so much depends," he said.

The aim remains to promote business excellence and drive growth, though the scope has widened. Now known as the Queen's Awards for Enterprise, they are granted for innovation, international trade and sustainable development and are announced on April 21, the Queen's birthday. Awards for Enterprise Promotion are also made to individuals.

The first winners in 1966 included titans that no longer exist, such as Imperial Chemical Industries, General

Electric Company and Distillers. Yet several of the initial recipients are still around in some form, including Rolls-Royce, Vauxhall Motors and De La Rue.

The awards' strength, though, lies more in their recognition of smaller companies. And while manufacturing accounts for 40 per cent of this year's list, others are from sectors reflecting the modern economy such as recruitment, tourism and digital marketing.

Companies say the awards help them to stand out in a competitive global market, add commercial value, boost staff morale and win media coverage.

JCB, the heavy equipment maker, has won a record 27 Queen's Awards since its first in 1969.

"The pride that the whole team feels at winning never diminishes," says Lord Bamford, JCB's chairman.

Oxford Instruments, the maker of industrial and research tools, said winning the awards 13 times had "opened many doors all over the world". Caterpillar, the US heavy equipment company, has been recognised six times – most recently in 2014 – for its UK operation's export growth.

The Queen's Award to Industry was established to recognise achievements in exports or technological innovation.

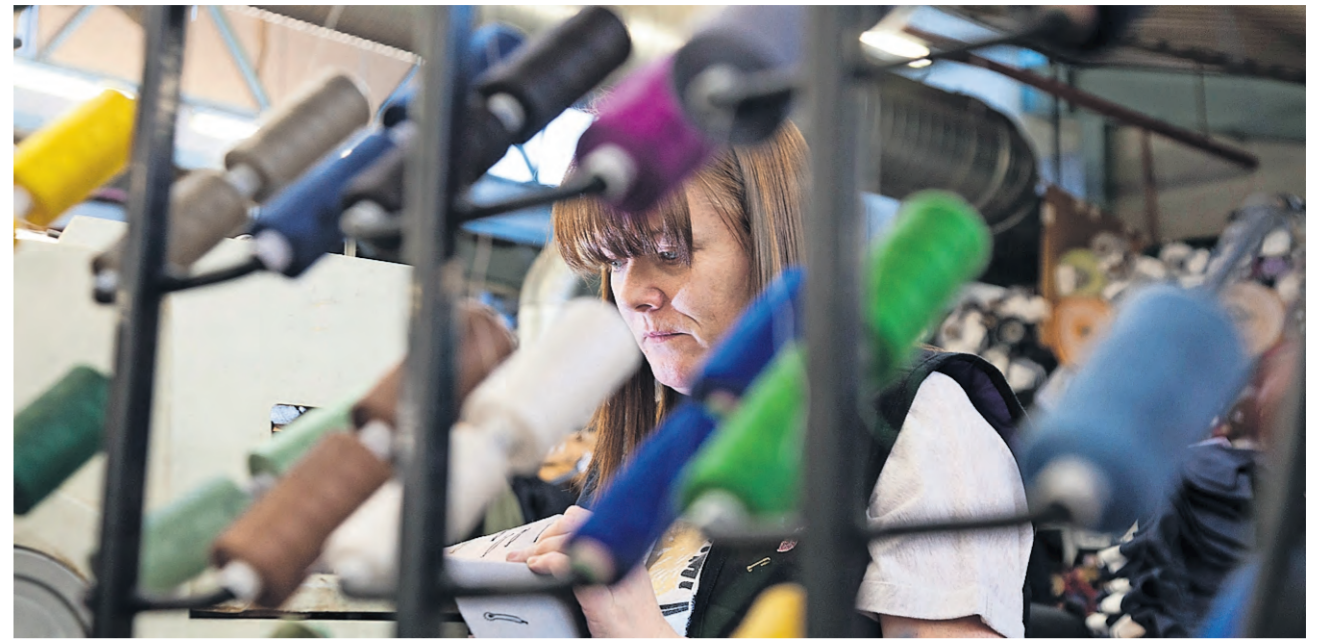
It was devised by a committee that included industry representatives and was chaired by Prince Philip. Following reviews, it was replaced in 1976 by the Queen's Award for Export Achievement and the Queen's Award for Technological Achievement. The Queen's Award for Environmental Achievement was added in 1993.

After a further review in 1999 by a committee chaired by Prince Charles, the honours were renamed the Queen's Awards for Enterprise in 2000, with categories for international trade, innovation and environmental achievement. A year later the latter became the award for sustainable development, defined as any activity that "ensures a better quality of life for everyone, now and for generations to come".

Prince Charles said: "It is particularly encouraging that so many companies, having won a Queen's Award and experienced the benefits, decide to reapply."

Winners attend a reception at Buckingham Palace and can use the awards' emblem for five years.

Fifty years on, the accolades are still relevant. Mark Carney, governor of the Bank of England, calls them "testament to the renewed entrepreneurial spirit taking shape in the United Kingdom".



Traditional skills: Tracy Farmery crafting buttonholes at Mackintosh's factory in Cumbernauld near Glasgow – Gary Doak

A watertight case for an export award

International trade

Mackintosh's weather-wear has taken the luxury market by storm, says *Andrea Felsted*

The Mackintosh was born in 1822 when Glasgow chemist Charles Macintosh – the k was added later – invented a waterproofing process using a mix of rubber and coal tar.

Today, the Scottish company – a Queen's Award winner for international trade – is at the forefront of innovation in the global luxury market and has seen an increase of more than

56 per cent in international sales over the past four years.

The company still manufactures its handmade coats with traditional skills in Cumbernauld, near Glasgow. But it also produces machine-made coats at its facility in Nelson, Lancashire, where it waterproofs wool and cashmere.

Mackintosh has added more wool and cashmere to its collection and plans to expand the Lancashire factory. It is also adding further product categories, to develop it into a broad luxury label.

"We really want to be an entire luxury brand," says a spokeswoman. "And not just an outerwear [brand], but suiting, shirts and shoes, and we will continue to add more categories."

Mackintosh has also teamed up with a series of designers to further lift the brand into the luxury arena.

Collaborators have included Band of Outsiders, Hyke, Kitsuné and Mulberry.

These collaborations have raised the company's profile and opened up new markets. This has helped to increase international turnover from £4.5m in 2011 to just over £7m in 2014.

This success comes after the British Fashion Council called for more support for other British luxury manufacturing businesses as they compete with rivals in Italy, Portugal, Spain and France.

Go to ft.com/queens-awards for a profile of personal digital radio maker Sepura

Promoting enterprise Angels and incubators are rewarded, writes *Andrew Bounds*

Despite the popularity of TV shows such as *Dragons' Den* – in which people pitch business ideas to potential backers – entrepreneurship is "looked down on" in the UK, says Lopa Patel, one of the recipients of the Queen's Award for Enterprise Promotion.

She believes that running your own business is liberating. "Entrepreneurship is a means of empowerment, particularly for women," she says. "You are not answerable to anybody."

Ms Patel volunteers for a number of bodies that promote entrepreneurship. She regularly speaks to young people and is an ambassador for the Women of the Future programme.

Her own "lightbulb moment" came in 1991. She joined ICI as a graduate trainee and took a look at its supplier of brochures and sales material. "I thought I could run it better, so I bought it," she

says. She was right. She took over a printing business and converted it to a data company, DMS Direct, outsourcing the printing operation.

Ms Patel's parents, from Kenya, were among the Asian immigrants to the UK who were chased out of Africa in the 1970s. They set up a corner shop

"Entrepreneurship is a means of empowerment, especially for women," says winner Lopa Patel



and Ms Patel believes the community had an "entrepreneurial gene" that is too often dormant in younger generations. Her parents had to fend for themselves and, as public services are cut, more people will have to do likewise, she says.

The enterprise promotion awards feature winners from across the UK. From Scotland there are Margaret Gibson and Nelson Gray. Ms Gibson established a vegetarian food company in 1985, joined the Prince's Scottish Youth Business Trust in 1990 and rose to become deputy chief executive. In 2013, she joined Women's Enterprise Scotland

as chief executive and is involved in Entrepreneurial Spark, a new business incubator in Glasgow and Edinburgh. Mr Gray is a prolific business angel who invests in many young companies and mentors entrepreneurs.

In England, Richard Holt is the manager of art and design at Somerset College. In June 2012, he opened the Creative Innovation Centre in Taunton to help creative people make a living from their work. This non-profit offers community access and enterprise training, and supports more than 130 artists, 45 designers and 95 musicians.

Chris Pichon is chairman of Wenta, the Hertfordshire-based enterprise agency, which he ran for 18 years as chief executive. In 2014 alone it assisted more than 1,200 start-ups in Hertfordshire and Bedfordshire and provided business training to more than 4,500 people.

Andy Penaluna is professor of creative entrepreneurship at University of Wales Trinity Saint David. He helped create the UK's first formally validated teacher training course in enterprise education in 2011. He also worked with an all-party group of MPs on a report outlining how students could be more enterprising.

The Midcounties Co-operative

An award winning co-operative



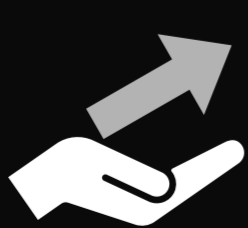
THE QUEEN'S AWARDS
FOR ENTERPRISE:
SUSTAINABLE DEVELOPMENT
2015

The Midcounties Co-operative is the UK's largest independent co-operative society, providing award winning services in Food, Travel, Healthcare, Funeral, Childcare, Energy, Flexible Benefits and Post Offices. Our heartlands are in Oxfordshire, Gloucestershire, Buckinghamshire, Shropshire, Staffordshire, the West Midlands, Wiltshire and Worcestershire but we also trade nationally.

As a co-operative, social responsibility is at the heart of everything we do. That's why we set up our Co-operative Energy business, to provide an ethical, sustainable alternative to the big six energy suppliers. We offer a simple tariff system and became the first UK business to provide customers with the chance to choose their exact renewable energy mix. Find out more at www.cooperativeenergy.coop



Community
Owned



Community
Led



Community
Rewarding

Working together to create a better, fairer world

Recognising companies that take the long view

Sustainability

Awards highlight those who conserve natural resources and invest in communities, writes *Sarah Murray*

There was a time when companies viewed social responsibility and environmental sustainability as quite distinct. But as this year's winners of a Queen's Award in the sustainability category demonstrate, conserving natural resources and investing in the community are far from mutually exclusive.

Of course, for some companies, the focus is primarily environmental. For Howad, which produces the Incognito range of insect repellents, investment has gone into developing the first such products that are free of the chemical Deet. Its products are biodegradable and ingredients are grown in nitrate-free soil without pesticides or fertilisers.

Yorkshire-based Camira has developed fabrics for commercial interiors and public transport without chemicals such as detergents and pesticides. It has also developed traceability in its sourcing to ensure it purchases from responsible suppliers.

Today, in addition to recycled polyester, the company makes fabrics from nettles, hemp and flax, which are

naturally flame retardant and can be grown without pesticides or herbicides.

For some, sustainability schemes run alongside community investments. At Anglian Water, fixing leaks and installing smart meters has helped cut water usage. It also engages in education programmes on sustainable consumption.

Increasingly, however, companies find that social and environmental activities are linked. This is true for Company Shop, which cuts food waste by selling supply-chain surplus at a discount through membership-based shops. In 2013, it launched a new type of outlet, Community Shop. In economically deprived areas, the stores offer training and advice to equip members for jobs and manage problems such as debt.

Community development and sustainability also coexist at Benchmark woodworking, which has developed a full "life cycle" assessment for its furniture, taking into account the environmental impact of everything from sourcing to staff travel. The company offers apprenticeships, work experience and schools workshops to students.

For Blue Skies, which prepares juices and freshly cut fruit from Ghana, Egypt, South Africa and Brazil, promoting sustainable agricultural practices is a way of helping farmers reap more of the economic benefits of what they grow.

Go to ft.com/queens-awards for a profile of sustainability winner Jaguar Land Rover

A boost to UK business, by royal appointment

Continued from page 25

and Markes International, which makes scientific equipment for extracting ultra-low levels of organic chemicals from gases, liquids and solids.

Winners in the innovation category are diverse. They include Accesso Technology Group, which devised a virtual queuing system to enhance visitor experiences at theme parks and sporting events; Tamper Technologies, which supplies tamper-evident security labels and tapes; and Contra Vision, which makes see-through graphic products commonly deployed as advertisement displays on glass surfaces.

The sustainable development winners are varied too, and include carmaker Jaguar Land Rover, for reducing the environmental impact of its products and operations.

Among the other recipients are Anglian Water, which achieved the lowest leak rate in the UK water industry, and the Wales Millennium Centre, for its education and community programmes such as exhibitions of art-work and creative writing from prisons and secure hospitals.

Winners of the Queen's Awards range from companies founded in the 19th century, such as Mackintosh, the raincoat maker, and The Tintometer Ltd, which makes colour measurement instruments, to recent enterprises such as Mediastation Creative Solutions, a provider of digital technology services trading as Smart Cookie, which started in 2011. All these companies win international trade awards.

FTSE 250 companies represented include Spirax-Sarco Engineering and Renishaw, winners in the innovation category. At the smaller end are enterprises such as Hartley & Tissier, which makes bespoke wool carpets, and HiBreeds International, an exporter of hatching eggs for the poultry industry, each of which have five employees. They have both won international trade awards.

Foreign-owned winners include Holroyd Precision, a specialised machine toolmaker established in 1861 now owned by China's Chongqing Machinery & Electric Corporation; Nicobrand, a US-owned maker of ingredients for smoking cessation therapies; and the Indian-owned Jaguar Land Rover.



TA Savery and Company Limited



PROUD WINNER OF THE QUEEN'S AWARD FOR INTERNATIONAL TRADE 2015

Providing excellence in British design, engineering and manufacturing of hydraulics and energy absorption technologies for over 100 years.

OUR THANKS GO TO ALL OUR STAFF,
SUPPLIERS AND STAKEHOLDERS FOR
MAKING THE AWARD ACHIEVABLE

Grovelands, Longford Road, Exhall, Coventry, CV7 9NE
Tel: +44 (0)24 7664 5555 savery.co.uk oleo.co.uk



THE QUEEN'S AWARDS
FOR ENTERPRISE:
INTERNATIONAL TRADE
2015

FT SPECIAL REPORTS

Technical flair drives success in niche markets

Innovation Winners span specialisms from marine engineering to measuring speeding objects, says *Peter Marsh*

From advances in drug discovery and underwater engineering to machines that help in video recording and lighting systems, the Queen's Awards for Innovation underline the breadth of ideas that can help businesses gain a foothold in lucrative global markets.

Most of the businesses recognised in this year's 24 innovation awards – well down on the 39 last year – make gadgets or operate services that are so “niche” as to be virtually unrecognisable to people other than technical specialists.

An example is Derbyshire-based Retrogenix, which has pioneered a way of identifying specific proteins in human cells that drugs and other molecules interact with. It is behind a new service operated by the business to enable pharmaceutical companies to receive faster, more accurate results in tests linked to finding new advances in drug discovery.

Another illustration is Proserve, based near Coventry, which specialises in systems to help in the engineering of products that spend nearly all their lives at the bottom of lakes, rivers or oceans. The business has gained recognition for automated systems to fill with cement

the “grout bags” that form part of underwater structures such as dams, stabilising their foundations.

But one company that stands out is Worcestershire-based Grey Technology, which makes a novel family of cordless vacuum cleaners and garden tools. The products are designed in the UK – where employment has tripled to 65 in the past two years – and made in China. The company expects sales this year to reach £70m, 50 per cent up on 2014. Grey Technology was started in 2001 by chief executive Nick Grey and has since chalked up sales of 22m units.

Another company that makes familiar items is Doyle & Tratt Products, based in West Sussex. Its dimmer systems work with a large range of the lamps based on light-emitting diodes that are gaining a growing share of the global lighting business.

A leader in video engineering that features in the awards – and which was also a winner in the international trade category – is Wavestore, headquartered in west London. The company's software techniques make it easier to decipher information from the surveillance cameras that monitor a wide range of sites, from airports to highways.

While many of the companies are winners for the first time, Renishaw, based near Bristol, receives its 18th Queen's Award for the development of novel systems for collecting information about fast-moving objects. The Resolute devices can measure with an accuracy of one nanometre (a billionth



Award: Retrogenix, for new tests

of a metre) even if the object in question is moving at 100 miles per second.

The encoding product is useful in a wide series of measurement probes made by Renishaw – used in industries such as machine tooling and robotics. The innovation is among a stream of new ideas from the company, started in 1973 by the now 75-year-old Sir David McMurtry, chairman and chief executive, and which does virtually all its manufacturing in plants in Gloucestershire, where employment has risen recently to just over 2,000.

Another business making equally useful gadgets is Westwind, based in Poole, Dorset. The company picks up its fifth Queen's Award for its air-bearing spindles – high-speed systems used to make tiny holes in printed circuit boards that are a big part of the electronics industry. The holes are needed for fixing small electronic components to the boards.

Without the spindles – in which Westwind is the world leader – makers of the boards would find it harder to make such tiny holes in high volumes, so reducing their ability to compete. With its latest breakthrough in product design, Westwind, which employs 125 in a plant in Poole and another 170 in a second unit in China, can make its spindles whirr away at more than 200,000 revolutions a minute – and it is working on other devices that operate even faster.

Go to ft.com/queens-awards for a profile of winner Geopost UK's service addressing the frustration of waiting for home deliveries

A case of animal magnetism is rewarded with a double plaudit

Dual winner

A small Guildford company has become a world leader in veterinary MRI scanning, writes *Clive Cookson*

Magnetic resonance imaging, or MRI, has transformed hospital diagnostics by its ability to show damage and disease inside the human body, from joints to brains. But the application of MRI scans to veterinary practice has been hard, because animals are so different from people in their body shapes and clinical needs.

Hallmarq Veterinary Imaging, a private company founded 15 years ago in Guildford, is the world leader in adapting MRI to non-human patients and in particular to the most valuable animals of all: horses. It wins dual Queen's Awards, for innovation and for international trade.

“No one else has cracked the technology for MRI for a standing horse,” says Jos Belgrave, Hallmarq's chief executive. Seventy-eight of the company's EQ2 machines have been installed with specialist equine vets, veterinary research centres and training stables around the world.

Although Hallmarq has made its name imaging horses' hooves and fetlocks, the company recently launched a quite different MRI machine to scan dogs and cats, which is selling well, according to Mr Belgrave. “We are profitable and the equine business is generating the cash to build up the pets business,” he says.

Hallmarq's turnover, just over £4m last year, is heading for about £6m this year, he says, with exports accounting



Clear vision: Hallmarq is building on its equine business with scanners for pets

for 75-80 per cent of this. The business model involves Hallmarq renting out rather than selling its equine equipment; fees are charged per scan, giving the company a regular income, while customers can be confident that their scanners are consistently upgraded to the latest model as the technology improves.

The company is recruiting technical staff for its small but growing workforce, with 28 people currently employed. It has raised £7.75m to date in a series of funding rounds from 100 or so private shareholders, who are mainly wealthy individuals with equestrian interests.

Lameness is the bane of equine life. In showjumping the problem is normally within the hoof, while racehorses are more likely to suffer pain and stress slightly higher up in the fetlock. MRI

can pinpoint the causes – whether the damage is to bones, joints, ligaments, cartilage or muscle – because, unlike alternative scanning techniques such as X-rays and ultrasound, it shows up both hard and soft tissues.

Until Hallmarq developed its machine, the only way to use MRI on a horse was to anaesthetise the animal first – a procedure with a surprisingly high risk of complications. Now the horse has only to be lightly sedated, a much safer process, and made to stand for an hour of so while the C-shaped MRI instrument scans its lower leg.

A substantial research and development effort was needed to obtain sharp images reliably from the system – including a special motion-correcting algorithm that adjusts for the gentle swaying of a standing horse.

GLOBAL PIPE COMPONENTS

are very proud & honoured to receive the Queen's Award for Enterprise: International Trade 2015.

We are thankful to our dedicated staff & all customers & suppliers

NEW AWARD. NEW LOOK. SAME DEDICATION.

We are extremely honoured to receive our third consecutive Queen's Award for International Trade. We extend our gratitude to our employees, suppliers and worldwide customers who have contributed to our success.

Leading Exporter of British Food and Drink

www.nasco-uk.com sales@nasco-uk.com +44 (0) 20 8571 2333

Oxford PharmaGenesis™
The HealthScience Communicators

We are proud to win the Queen's Award for Enterprise

Thank you to all our clients and colleagues, who have made this possible

Oxford · London · Philadelphia · Basel www.pharmagenesis.com

minesoft
global patent solutions

Patent information specialists Minesoft have received the prestigious award for the second time in the company's history, growing International Trade by 87% in the last 5 years.

Minesoft wins Queen's Award for Enterprise 2015

Minesoft develops software solutions for the Intellectual Property (IP) industry that help drive innovation, including international patent databases and competitive intelligence services. A global client base ranges from leading corporations to IP law firms.

www.minesoft.com

MARKES international

Making our world safer and healthier through science

To find out how www.markes.com

A company of the SICILAVENBURG International Group

Proud and honoured to receive a second Queen's Award for Enterprise

High Integrity Steel Fixings for the Construction Industry

In addition to supplying UK construction projects, our innovative fixing solutions are exported throughout Europe, Australasia and North America, and to selected territories of Asia and Africa. We have almost doubled our overseas sales in the past three years.

Ancon
BUILDING PRODUCTS

President Way, Sheffield www.ancon.co.uk
+44 114 275 5224

Pumptronics

Pumptronics, a leading UK manufacturer of Commercial and Retail refuelling solutions, is pleased and proud to announce that the company has been named as one of the winners of the prestigious Queen's Award for International Trade 2015.

The Queen's Award is recognised as one of the highest accolades awarded to companies within British industry. It is Britain's most coveted commercial award and is in recognition of a company's contribution to International Trade.

Through the company's established brand within the UK market, Pumptronics has been able to develop a successful export strategy, notably achieving ‘Outstanding’ growth in the overseas market.

Pumptronics Director, Andrew Olive, would like to take the opportunity of dedicating this Award not only to our International Trade Partners, with whom we have developed exceptional relations, but also to the loyal and committed staff. Without the entire team's support and commitment Pumptronics Limited would not have been able to achieve this honour.

Pumptronics Ltd
Folgate Road
North Walsham
Norfolk
UK
NR28 0AJ
Tel +44 1692 500640
Fax +44 1692 406710
Sales@pumptronics.co.uk
www.pumptronics.co.uk

Medisafe

Hi-Tech Medical Surgical

Medisafe design and manufacture some of the world's most advanced surgical instrument reprocessing equipment.

With a range of unique and patented capital equipment and consumable products that address the ‘hospital infection prevention’ market sector, to ensure that cutting edge surgical techniques are patient safe, no matter how complex.

Medisafe supplies the globe from its UK manufacturing operation along with its American, German & Scandinavian subsidiaries plus a network of professional international distributors.

Medisafe are proud to receive the Queen's Award for Enterprise; International Trade 2015!

Medisafe International, Twyford Road, Bishop's Stortford, Hertfordshire CM23 3LJ, U.K.
ldawson@medisafeinternational.com, www.medisafeinternational.com