

Region's best are honoured



INTERNATIONAL TRADE

Abbott Laboratories Ltd
Queenborough, Kent ME11 5EL
Employees: 1258
Managing Director: Mr M Haywood
Ultimate Parent: Abbott Laboratories - USA

Abbott Laboratories Ltd manufactures a range of pharmaceutical products including inhalation anaesthetics, anti-infective cardiovascular and urological products and fine chemicals for use in pharmaceutical products manufacture. It was established in the UK in 1937. The company is winning an Award for the second time, on the basis of continuous achievement over six years. Its previous success was in 1994. During the six years, its large overseas earnings increased by more than 130 per cent and represented nearly 60 per cent of total sales. It sells worldwide in 75 countries, with EU countries as the principal markets. It competes for business with other Abbott manufacturing facilities around the world and has just been recognised by the corporation as Abbott's premier international manufacturing plant.

AIRCOM International
Grosvenor House, 65-71 London Road, Redhill, Surrey RH1 1LQ
Employees: 162
Managing Director: Dr S Mockford

AIRCOM International was established in 1995 and wins the Award for the second year running. It supplies a PC-based software tools solution called Enterprise, which is used for planning, configuring and testing wireless cellular networks. In the year since its last Award, the company has more than doubled its overseas earnings - this now amounts to £11m per annum - and almost doubled its workforce. Since July 2000, it has established

seven overseas offices to supplement its wide network of agencies. All customers are provided with full after sales service, and offered expert training and consultancy services. The company continues to develop markets in Europe, Asia, Africa, India and Australasia.

Award (TP) International Limited
Viking House, Cliftonville Avenue, Cliftonville, Kent CT9 2AQ
Employees: 16
Company Secretary: Mr T Searles

Award (TP) International has been trading since 1996. It works mainly with global blue chip companies to develop merchandise and travel incentives. The company has been granted preferred supplier status by Pepsi Cola Beverages International (PBI) for its European and African markets and also develops ideas for its global promotions with PepsiCo in the USA. Projects for 2002 include the management of all hospitality and travel itineraries for PBI's 7UP/Williams F1 sponsorship and supplying World Cup premiums to more than 20 international markets. Other international clients include Axa, Hornby Hobbies, BskyB, Exxon Mobil, Universal International Pictures, Walt Disney Corporation and Buena Vista International. In the past three years its overseas earnings have trebled, with 2002 seeing business develop in the Middle East and South America. 2002 also saw Award accredited with ISO 9001.

Cognitive Drug Research Ltd
CDR House, 24 Portman Road, Reading, Berkshire RG30 1EA
Employees: 29
Chief Executive: Professor K A Wesnes

Cognitive Drug Research, a research company established in

1986, specialises in measuring the effects of new medicines on the mental efficiency of volunteers and patients in clinical trials. It has pioneered and developed its own computer-based system over the last 15 years. The company has more than 50 clients based in Europe (including Eastern Europe), North America and Japan. It works in a highly competitive field and, over the past three years, has nearly trebled its overseas earnings.

DRS Data & Research Services plc
Sunrise Parkway, Linford Wood, Milton Keynes, Buckinghamshire MK14 6LR
Employees: 133
Managing Director: Mr A C J Lee

DRS Data & Research Services plc, which is winning its first Award, manufacture document scanners and scannable printed forms and booklets. It has traded since 1969. Exports have increased by some 150 per cent during the three years covered by the application. The main markets are Nigeria that takes 25 per cent of exports and Bosnia with 19 per cent. The company has an impressive range of marketing activities including participation in trade fairs and overseas missions, the provision of after sales service and technical advice to customers and language and export practice training for staff.

Intec Telecom Systems PLC
Unit 2, Wells Court, Albert Drive, Woking, Surrey GU21 5UB
Employees: 153
Executive Chairman: Mr M Frayne

Established in 1997, Intec Telecom Systems Plc has developed and marketed operations support systems software for telecommunications companies. It is winning the Award for the first time for its outstanding achievement in increasing its overseas earnings by 377 per

cent over three years to nearly £34m per annum and almost quadrupling its workforce over the same period. The company identifies countries where deregulation is underway, seeks a major customer to act as a reference point and, by dint of dynamic endeavour, expands into the market. This strategy has enabled it to become the world's leading supplier, by market share, of intercarrier billing systems, numbering among its customers France Telecom, Telecom Italia, Swisscom, Telstra, and Vodafone.

ipTEST Limited
15 The Pines, Broad Street, Guildford, Surrey GU3 3BH
Employees: 42

Managing Director: Mr D Newth
ipTEST Limited was established in 1987 and wins the Award for the second time. It manufactures production line test systems for power semiconductors and targets the world's largest producers of appropriate semiconductor devices in China, Europe, USA, Japan and South East Asia. An aggressive marketing programme has produced impressive results, with overseas sales increasing by 142 per cent over three years to reach over £6.5m per annum and to account for virtually all the company's production.

Mabey and Johnson Limited
Floral Mile, Twyford, Reading, Berkshire RG10 9SQ
Employees: 261
Managing Director: Mr R C E Forsyth
Ultimate Parent: Mabey Holdings Ltd

Mabey and Johnson Limited are winning an Award for the sixth time, the last being in 1998. It designs and manufactures prefabricated steel bridges that can be quickly erected by unskilled labour. Dealing mainly with the public works departments of developing countries, the company develops innovative products that provide rapid solutions to infrastructure requirements. Exports increased by some £72m over the three years covered by the application. The main market in the final year was the Philippines.

MediSense UK Ltd
14/15 Eyston Way, Abingdon, Oxfordshire OX14 1TR
Employees: 1192
Managing Director: Mr N Carter
Ultimate Parent: Abbott Laboratories - USA

MediSense UK Ltd, in American ownership, was established in 1990

and is winning the Award for the first time on the basis of continuous achievement. It manufactures biosensor products and its export sales consist of blood glucose monitoring meters and single use disposable test strips. The meters are used primarily by diabetics for self-testing blood glucose levels. Over six years, overseas earnings have increased by an outstanding 140 per cent to nearly £150m a year, with more than 90 per cent of production going overseas. Sales are made through affiliates and agents in more than 50 countries, the most important of which are Germany, the USA, Canada and Australia. During this period, employment has more than trebled.

Point Source Ltd
Mitchell Point, Ensign Way, Hamble, Southampton, Hampshire SO31 4RF
Employees: 56

Managing Director: Dr D Pointer
Point Source Ltd was established in 1991 and is winning the Award for the first time. It manufactures fibre optic systems to deliver precision light beams that semiconductor equipment manufacturers have successfully integrated into programs for deep UV lithography, laser-scanning defect inspection and thin film analysis. In three years, overseas sales have increased by 172 per cent to more than £6m per annum and employment has doubled; exports now account for 87 per cent of total sales. More than half of all sales are made to the Netherlands, but other significant markets are Germany and the USA.

SEOS Limited
Edward Way, Burgess Hill, West Sussex RH15 9UE
Employees: 128
Managing Director: Mr O J Wynn
Ultimate Parent: SEOS Group Limited

This is the SEOS Limited's fourth Queen's Award. Previous achievements were in 1995 for Export and 1998 for both Export and Technology. SEOS manufactures visual display systems to present outside scenes in aircraft and other simulators. Founded in 1984, the company has become the world's foremost supplier in its field. The main market in the year of application was North America, followed by Europe. Export marketing for North America is handled through the SEOS branch office in Florida where the CEO has based himself for three years to develop this most important market. Market research

is handled in-house at the company's Burgess Hill HQ. Particular emphasis is placed on worldwide after sales support and technical advice.

Scientific Update
Maycroft Place, Stone Cross, Mayfield, East Sussex TN20 6EW
Employees: 7
Director: Dr T Laird

Scientific Update, established in 1989, provides services for the pharmaceutical, agrochemical and speciality chemical industries. These services comprise the organisation of conferences, training and education and consultancy. The company operates from a small business unit in a country village and, in view of the fact that it has the equivalent of only seven full-time employees, arranges events in 25 international venues on an astonishing range of scientific subjects with delegates from a large number of countries - 36 worldwide. It keeps ahead of the competition by ensuring that its conferences are better organised, exceptional in their scientific content and give better value by also including exhibitions. The company's overseas earnings have more than doubled over the past three years.

Sophos PLC
The Pentagon, Abingdon Science Park, Abingdon, Oxfordshire OX14 3YP
Employees: 210
Joint Chief Executive Officer: Dr P Lammer

Sophos PLC, which was established as a partnership in 1985 and incorporated in 1987, is winning the Award for the first time. It develops and supplies global software solutions to detect, isolate and eliminate computer viruses for its corporate clients. The Award recognises its outstanding achievement in increasing its overseas earnings by 168 per cent to more than £11m per annum over three years. The company focuses on the larger IT economies and, during this period, it has established subsidiary companies in the USA, Germany, Australia, France, Japan, Singapore and Italy.

A J Walter Aviation Limited
Viscount House, Partridge Green, West Sussex RH13 8RA
Employees: 90
Managing Director: Mr C White-side

A J Walter Aviation Limited was established in 1932, incorporated in 1961 and is winning the Award for the first time. It supplies, maintains and repairs aircraft spares,



has an inventory of 310,000 parts for all aircraft types, and provides a 24-hours, seven-days a week service. In the three years, it has increased its overseas earnings by 66 per cent to more than £24m per annum, raised the proportion of its exports to 74 per cent of total sales and more than doubled the number of employees. It has sold to markets worldwide, operating through a network of supply and repair centres. A vigorous purchasing policy, long term business partnerships and a rigorous quality control programme have been pursued to ensure effectiveness.

INNOVATION

Architectural Plants
Cooks Farm, Nuthurst, Horsham,
West Sussex RH13 6LH
Employees: 15
Owner: Mr A White

Architectural Plants has gained the Award for pioneering new techniques in both growing and marketing a previously unavailable range of garden plants. These plants have a great emphasis on their strong shapes, textures and year round contribution to the garden and have supplied, to many, a welcome alternative to the traditional herbaceous border. The rarity of many of these plants had previously been due to difficulty in propagation but, since the company started in 1990, it has experimented and succeeded with various new techniques to produce these plants in significant numbers. A highly individual approach to presentation and marketing has resulted in considerable commercial success and the company is still carrying out a policy of rapid expansion in an attempt to cater for the ever-increasing demand for their plants.

BAE SYSTEMS Avionics Limited,
Avionic Systems
Airport Works, Marconi Way,
Rochester, Kent ME1 2XX
Employees: 3,060
Managing Director: Mrs S Wood
Ultimate Parent: BAE SYSTEMS plc

BAE SYSTEMS Avionics Ltd, Avionic Systems wins the Award for the development of helmet-mounted systems to display information to pilots. The system projects information needed by pilots onto the visor of their helmets so that they

can stay focused on the outside world with no need to look at the other cockpit instruments. The helmet system tracks the pilot's head position such that the display can provide the correct information for that direction, which is particularly important for take-off, landing and weapon aiming. A complete visual system has been incorporated in a helmet with innovative solutions but without in any way prejudicing the vital life-support function of the helmet. The helmets can be applied to military or civil aircraft to make the pilot more effective and reduce the workload.

Vacuum and Exhaust Management Division, BOC Edwards
Manor Royal, Crawley, West Sussex RH10 2LW
Employees: 1,226
Managing Director: Mr D Wong
Ultimate Parent: The BOC Group plc

Vacuum and Exhaust Management Division of BOC Edwards gains an Award for developing a novel vacuum pump used in the semi-conductor industry. Prior to this development the manufacturing process, which requires a 'clean room', used two vacuum pumps, which were located outside the clean room. The new 'IPX Dry Technology Pump' can be located in the clean room itself as it operates without any detriment to the clean room environment. There were many challenges to this development including design of the blades and channels, the high precision aerodynamic shaping, and close running tolerances, as well as the different pumping mechanisms that needed to be accommodated into one unit.

Beardow & Adams (Adhesives) Limited
32 Blundells Road, Bradville, Milton Keynes MK13 7HF
Employees: 65
Chairman and Managing Director: Mr R E Adams

Beardow & Adams, founded in 1977, receives an Award for its BAMFutura high performance industrial adhesives that overcome problems inherent in food packaging. The company has successfully created an adhesive which has several advantages including being white, rather than yellow, producing no odour to ensure that deli-

cate foodstuffs are not tainted, and using ingredients all approved for direct food contact. Following its launch in 1999, major food manufacturers around the world have adopted the product and found that, as BAMFutura is able to bond so many different types of packaging, they no longer need to purchase several different adhesives.

BioInteractions Ltd
University of Reading Science & Technology Centre, Earley Gate,
Whiteknights Road, Reading, Berkshire RG6 6BZ
Employees: 8

Managing Director: Dr A K Luthra

The Award to BioInteractions Limited recognises its development of a novel biocompatible coating for medical devices that come into contact with living tissue and blood. Produced as a long-term development of fundamental research, the Trillium Biopassive Surface™ is a coating designed to minimise the harmful blood rejection process that can occur when cardiopulmonary products are exposed to blood during by-pass surgery.

*Trillium Biopassive Surface™ is a Trade Mark of Medtronic Inc.

Elekta Oncology Systems Ltd
Linac House, Fleming Way, Crawley, West Sussex RH10 9RR
Employees: 354
President and Chief Executive Officer: Mr V Stieber
Ultimate Parent: Elekta AB - Sweden

Elekta Oncology Systems Ltd has been granted the Queen's Award for the development of its Precise Table, designed for patients being treated using radiotherapy. Clinicians are striving for evermore-precise treatment and delivery to improve the quality of patient care. Precise Table plays a key role in delivering this precision via digital controls that provide the flexibility and efficiency to allow exceptional accuracy through a seamless performance and near silent movement. A specially patented mechanism controls height, whilst the ergonomic table design provides ease of access to the patient and an unrestricted approach to the treatment area. Part of Elekta's cost-effective upgrade path, Precise Table is available as a replacement to previous models thus allowing all existing customers to benefit



from Elekta's developments.

Gifford and Partners
Carlton House, Ringwood Road,
Woodlands, Southampton SO40
7HT
Employees: 241
Senior Partner: Mr E Hollinghurst

Three companies, Gifford and Partners (consulting engineers), Cintec International Limited (design and manufacture), and Rockfield Software Limited (software design for predicting bridge behaviour), jointly gain the Award for their joint work on the Archtec, a unique method for the reinforcement of masonry bridges. A recent EC directive requires that all trunk road bridges be capable of carrying vehicles of 40 tonnes. There are some 40,000 masonry bridges in the UK many of which, being very old, are not strong enough to cope with the new load requirements. The Archtec system provided the solution whereby stainless steel reinforcing bars are inserted and grouted into the bridge at precise points. The method does not alter the outward appearance of the bridge and has gained the approval of English Heritage and other heritage authorities.

Penlon Limited
Radley Road, Abingdon, Oxford-
shire OX14 3PH
Employees: 265
Chief Executive: Mr P H Tudor

Penlon Limited's Award recognises the company's success in designing a novel vaporiser - an important component of anaesthetic systems. Penlon's thorough redesign led to the use of anodised aluminium instead of cast iron for the vaporiser. Aluminium's superior heat transfer properties improve the device's responsiveness to changes in gas flow rate. In addition to improved performance, the new design also costs less to manufacture whilst requiring reduced maintenance and having a longer service life.

Point Source Ltd
Mitchell Point, Ensign Way, Ham-
ble, Southampton SO31 4RF
Employees: 56
Managing Director: Dr D Pointer

Point Source Ltd receives the Innovation Award for the development of an innovative diode laser system. Laser diodes are small and consume little power, but the quality of light they deliver is often

inappropriate for applications. The company overcame this disadvantage by attaching a single mode fibre optic to the diode. In combination, they deliver a quality of light far superior to that straight from the laser. The fibre optic also allows for the remote siting of the laser from the point of application. It also receives the Award for International Trade.

Sophos PLC
The Pentagon, Abingdon Science
Park, Abingdon, Oxfordshire
OX14 3YP
Employees: 210
Joint Chief Executive Officer: Dr P
Lammer

Medium-sized company Sophos PLC's Innovation Award recognises its achievement in continuously developing and up-dating anti-virus software, which is successful in the competitive large company, market. The software is designed specifically for use on networks: its patented technology minimises degradation of network performance. A unique virus description language enables the software to be updated for new viruses without the need to change the core code. It also receives the Award for International Trade.

Toolroom Technology Limited
(TTL)
Broadfields, Bicester Road, Ayles-
bury, Buckinghamshire HP19 8BU
Employees: 28
Managing Director: Mr P Walton

Toolroom Technology Ltd receives the Award for producing an innovative software-based solution to a complex manufacturing problem in the gas turbine industry. Gas turbine blades are manufactured from difficult to machine materials in complex shapes to high degrees of accuracy. Refurbishing them after wear involves complex machining, which, hitherto, has had to be carried out by hand, exposing operators to the danger of contracting vibration white finger. Toolroom Technology Ltd has automated the process by capturing surface data and subjecting it to complex multi-axis calculations, which generate programmes for five-axis machine tools. This produces better results, higher productivity and avoids the danger of vibration white finger.

Andrew Wilkes & Associates Lim-
ited
Efford Park, Milford Road,
Lymington, Hampshire SO41 0JD
Employees: 53

Managing Director: Mr A Wilkes

The Award to Andrew Wilkes & Associates Ltd is in recognition of the comprehensive service it has developed for mobile telephone operators covering all aspects of establishing network base stations. The service covers site acquisition, planning approval, design and build. The company has responded to the public concern about the proliferation and impact of base stations by innovations in design, both technical and aesthetic, rendering them smaller and less intrusive. In towns, 'microcell' installations have been developed: these can be camouflaged as parts of buildings or as street furniture such as lamp standards. The service is very successful, having raised success in planning applications from 70 per cent in 1995 to 92 per cent in 2000 and being used by all five UK operators.

SUSTAINABLE DEVELOPMENT

Yell Ltd
Queens Walk, Oxford Road, Read-
ing, Berkshire RG1 7PT
Employees: 3,156
Chief Executive Officer: John Con-
dron

Yell wins the Award for its integrated approach to sustainable development. Sustainable development is clearly integrated within the company's mission and management values and the allocation of responsibility and championing within the company are well managed. The company has made considerable progress and implemented a large number of initiatives involving employees, local communities and suppliers. It has detailed targets, objectives and internal reviews to ensure that these are working well, and has combined three widely recognised management systems: for environment (ISO 14001), health and safety (OHSAS 18001) and quality (ISO 9001), operating these as a single management system. Yell has demonstrated year-on-year improvements in its environmental and social performance and has worked in partnership with councils, schools and individuals to increase the recycling of Yellow Pages.