

INTERNATIONAL TRADE

Abercrombie & Kent Europe Ltd

The Old Brewery, Priory Lane, Burford, Oxfordshire OX18 4SG
Employees: 50
Managing Director: Mr D Rogers

Ultimate Parent: Abercrombie & Kent Group Holdings (Luxembourg)

Abercrombie & Kent Europe Ltd has been trading since 1988 and specialises in providing luxury travel services mainly for American groups and individuals. This is the company's second, successive International Trade Award.



Aircom International

Grosvenor House, 65-71 London Road, Redhill, Surrey RH1 1LQ

Employees: 102
Managing Director: Dr S Mockford

Established in 1995, Aircom International manufactures and supplies its integrated software solution called ENTERPRISE to network operators and manufacturers operating in the global cellular industry. All customers are provided with a full after sales product support service, supporting installation literature and optional consultancy and training courses to successfully install and operate the software solution accordingly. Aircom International's efforts towards satisfying their customers on a global scale has led to the provision of training courses in a number of languages ranging from French to Chinese. The company targets its product to a worldwide market with an expanding market presence in Europe, Asia, Africa, India and America.

Aircontrol Technologies Ltd

Hawthorne Road, Staines, Middlesex TW18 3AY

Employees: 69
Managing Director: Mr J D Lambert

Ultimate Parent: Airtechnology Group Ltd

Aircontrol Technologies design and manufacture air condition-

ing, equipment cooling and filtration systems for military, naval and aerospace applications, for instance military fighting vehicles and aircraft. Established in 1985, the company is winning an Award for the first time. Over three years, overseas earnings increased by 150 per cent and represented more than half total sales. The company sells in 25 markets, with European countries taking more than 60 per cent and the Indian sub-continent more than 20 per cent.

G. Costa & Co Ltd

Unit 6, Mills Road, Quarry Wood Industrial Estate, Aylesford, Kent ME20 7NA

Employees: 113
Managing Director: Mr T Barlow

Ultimate Parent: G. Costa Holdings Co Ltd

G Costa, established in 1879, is a specialist manufacturer and distributor. It is winning its first Award. G Costa operates internationally, marketing many world famous food brands including its own Blue Dragon range of pan-oriental products. Sales are achieved across a range of international markets, principally through the EU, but also in East Europe, Africa, South and North America and the Pacific Rim. Exports have more than doubled during the period of the application, when a number of new markets were developed. Scandinavian markets in particular have responded well. An experienced staff that understands local conditions and international requirements implements technical and marketing initiatives.



Fibercore Ltd

Epsilon House, Enterprise Road, Chilworth Research Centre, Southampton SO16 7NS

Employees: 13
Managing Director: Dr C Emslie

Ultimate Parent: Scientific Atlanta Inc (USA)

Fibercore Limited wins the Award for the first time. The company, established in 1993, manufactures optical fibres for specialised applications in increased-capacity, broadband telecommunications, optical



SEEDA pays tribute to those firms across the region who where recognised in the

Queen's Award scheme for 2001.

Congratulations to them and their staff



gyroscopes, medicine and fundamental research. Sales have been made to 32 countries, but main markets are USA, Germany, China, Italy and France. Exporting around 90 per cent of turnover, overseas earnings have more than trebled through an impressive marketing strategy, personal contact and the provision of a high level of technical support.

Gaffney, Cline & Associates Ltd

Bentley Hall, Blacknest, Alton, Hampshire GU34 4PU

Employees: 66
Senior Partner: Mr P D Gaffney
Ultimate Parent: GCA International Ltd

Gaffney, Cline & Associates has been trading since 1966 and provides technical and managerial advice to the oil and gas industry worldwide. This includes advice on exploration and development, production and operational management. Its export earnings from the major petroleum countries have doubled over the past three years. Looking to the future the partnership is actively involved in new forms of energy supply: coal mine methane and gas to liquids technology. In 1993, it won The Queen's Award for Export Achievement.

Eli Lilly & Company Ltd

Kingsclere Road, Basingstoke, Hampshire RG21 6XA

Employees: 2065
General Manager: Mr D Rice
Ultimate Parent: Eli Lilly and Company (USA)

Eli Lilly and Company Limited manufactures a range of human pharmaceuticals (84 per cent of sales) and animal health products. It is winning this Award for the third time, and also won an Innovation Award in 2000. Overseas earnings now

exceed 70 per cent of total sales. The main markets are in Europe but significant sales are also made in the Middle East, Australia, South America and Canada. The company was established in 1934.



Milton Keynes Pressings Ltd

43A Barton Road, Water Eaton Industrial Estate, Bletchley, Milton Keynes MK2 3EF

Employees: 99
Managing Director: Mr M Read

Milton Keynes Pressings Ltd is a producer of metal pressings and assemblies much of which are used in the motor manufacturing industry. Trading since 1985, it is winning its first Award. Exports have almost doubled to £2.2m and amount to 36 per cent of turnover, a high figure for the metal pressing industry. The company's success is due to a strategy based on quality, cost, reliability and customer service. It has achieved QS9000, the first press work supplier to Vauxhall Motors plants around the world to do so.

Oceanair Marine Ltd

119 Third Avenue, Almodington, Chichester, West Sussex PO20 7LB

Employees: 32
Managing Director: Mr A Fitzgerald

Oceanair Marine, established in 1990, designs and manufactures window and hatch blinds, especially for leisure craft. The company identified a gap in the market and has largely generated its own market in filling it. It now sells in 25 countries, of which USA and France are the largest. In the last three years,

it has more than doubled its overseas earnings, which represent more than two-thirds of total sales.

Rochford Thompson Equipment

The Votec Centre, Hambridge Lane, Newbury, Berkshire RG14 5TN

Employees: 27
Managing Director: Mr C Scorey

Rochford Thompson Equipment manufactures passport reading equipment used by airlines and immigration authorities. It has traded since 1991 and is winning its first Award. Exports have grown by £4.2m over the period of the application, an increase of 228 per cent, and now account for 89 per cent of turnover. The company was the first to realise that airlines rather than immigration authorities represented a larger potential market for their equipment. It has designed a range of equipment in conjunction with the airlines and won major contracts from the US authorities, which provide the equipment on loan to airlines. The company's passport readers have been purchased by many of the world's international airlines and are used in more than 40 countries.

Shadbolt & Co Solicitors

Chatham Court, Lesbourne Road, Reigate, Surrey RH2 7LD

Employees: 83
Senior Partner: Mr R A Shadbolt

Shadbolt & Co, a partnership of solicitors has been trading since 1991. It specialises in commercial legal services, particularly in the international construction and engineering industries and in marine and aviation insurance. Its overseas earnings from markets in Europe, Africa and the Far East

have nearly trebled over the past three years.

Software 2000 Limited

The Magdalen Centre, Oxford Science Park, Oxford, Oxfordshire OX4 4GA

Employees: 71
Financial Director: Mr P A Lismer

Software 2000 (SW2000) is the largest independent developer of printer driver technologies in the world. The company licenses software for the Microsoft Windows and Macintosh operating systems to OEMS such as Canon, Epson, Lexmark, Samsung, Sharp and Xerox on a world-wide basis. The company's advanced technologies enhance print quality and speed and accelerate time-to-market by simplifying printer drive development. SW2000 has offices in USA, Canada, Japan and Oxford, where it has been developing and exporting these products since 1989. This is the company's fourth consecutive Queen's Award. Since last year's Award, its export earnings have increased by 47 per cent.



Vicon Motion Systems Ltd

14 Minns Business Park, West Way, Oxford OX2 0JB

Employees: 32
Managing Director: Mr P Meddings

Ultimate Parent: OMG Plc
Vicon Motion Systems Limited started trading in 1984 and

wins the Award for the second time; it previously won the Award in 1996 under its then name of Oxford Metrics Ltd. The company manufactures systems that capture human motion for both medical and scientific analysis and for character animation in films and computer games. Its main market is in the USA where it established a subsidiary in 1997. Sales have been made into Europe and the Far East; of particular note is the successful penetration of Japan's computer games industry. Overseas earnings have increased by over 120 per cent and now account for nearly 90 per cent of the company's turnover. Household name computer

games suppliers such as Sony, Atari and Nintendo are significant customers.

Wagtech International Ltd

10 Thatcham House, Turners Drive, Thatcham, Berkshire RG19 4QD

Employees: 10
Managing Director: Mr N F Durham

Wagtech International Ltd manufactures and supplies laboratory equipment especially for environmental monitoring, testing for water, soils, crops, seeds and pollution, as well as supplying equipment for education, health and materials testing for the construction industry. It started trading in 1990 and concentrates on selling into developing countries, in particular, to aid agencies. Its main markets are in Africa, notably Ethiopia, Uganda, Ghana, Asia, Far East and South America. Its overseas activities are truly impressive, with more than 50 visits overseas made each year, the maintenance of offices in Indonesia and three African markets, regular attendance at overseas exhibitions and seminars and support for an extensive network of agents. Overseas earnings have increased by 130 per cent and are now worth over £3m per annum.

INNOVATION

Aircom International

Grosvenor House, 65-71 London Road, Redhill, Surrey RH1 1LQ

Employees: 120
Managing Director: Dr S Mockford

Aircom International gains the Award for its PC-based software toolsuite ENTERPRISE, which has of a number of software modules designed to assist in the complete lifecycle of the design, build and operation of all mobile network operators. These individual software modules can be utilised on an independent basis or as part of an integrated system, thus allowing users to experience a common environment for all the tools. These extremely powerful applications represent the most advanced suite of engineering and performance systems in the cellular industry. Regular enhancements to the features and functionality of ENTER-

Continued on Page 10