

COMPANIES from Suffolk and Essex have been recognised for their success in international trading by government organisation, UK Trade & Investment.

Factair Limited and Solvair Ltd both of Ipswich, Coating Systems International Ltd of Bury St Edmunds, Adphonic from Tollesbury, e2v Technologies from Chelmsford, Light Engine Lighting Ltd and Medical Device Management Limited both from Braintree, were among the winners.

Sponsored by itrade, these are the first ever regional awards that formally recognise the achievements of companies on UK Trade & Investment's Passport to Export scheme. This is an assessment and skills-based series of workshops, which provide new and inexperienced exporters with the training, planning and ongoing support they need to succeed overseas. Over 650 companies in the East of England have participated in the scheme since it started in 2002.

The companies attended a buffet supper at the Millennium Grandstand in Newmarket and received their awards from BBC Look East presenter, Stewart White.

Marcus Deeley, regional programmes and marketing manager, UK Trade & Investment said: "The Passport to Export programme has been a huge success within the region and nationally. The programme has supported over 650 regional companies so far, many of whom have taken great strides forward in the development of their international trade capability. I am delighted that UK Trade & Investment is now formally recognising these achievements with our first regional awards ceremony."

Factair Limited of Boss Hall Road, Ipswich won the Suffolk Passport to Export award beating 10 companies.

The company manufactures a range of respiratory safety products and has a strong position in the UK market.

In 2004 they joined the Passport to Export programme in order to expand their overseas sales, in particular their Safe-Air testing equipment.

Solvair Ltd from Foxhall Road, Ipswich and Coating Systems Ltd from Bury St Edmunds were both highly commended.

Solvair work in partnership with a company from the USA. They repackage their drying systems which are used in the food and beverage sectors and distribute to Europe. UK Trade & Investment helped fund their marketing literature to be translated into four languages.

Coating Systems Ltd manufacture machines that coat solid dosage products such as headache tablets. They used UK Trade & Investment to fund market research visits to Spain and Hungary and an exhibition in



SUCCESS STORIES: from left Stewart White with James Coleman of Factair, Tom Dennis of Coating Systems, and Chris Davies of Solvair



ESSEX WINNER: from left Marcus Deeley of UKTI, Alison Janes and Kirsten Norman of Adphonic with Stewart White



HIGHLY COMMENDED: from left Stewart White with Clare Gleed and Dave Hughes of Light Engine Lighting Ltd

China, countries that they are hoping to export to.

Winner of the Essex Passport to Export Award was Adphonic of Tollesbury, a digital media company which creates voiceovers and audio soundtracks for advertising, corporate presentations and phone systems. It is now breaking into the

Canadian market by working with a Toronto-based advertising agency who are using British actors for voiceovers in radio advertising. UK Trade & Investment supported the company by helping them plan for a trade mission to Toronto giving them an opportunity to present their product to and network

with businesses from the creative and digital media industry.

Light Engine Lightening Ltd, Medical Device management Ltd and e2v technologies were all highly commended.

Light Engine Lighting Ltd from the Old Power Station, Braintree was established in 2000 offering a range of technical, innovative and sympathetic lighting products. They have attended export seminars as part of the Passport to Export scheme which has helped them manage their office in the Czech Republic.

Medical Device Management Limited from Braintree is a dynamic young company that supplies high quality, hi-tech medical devices to market.

MDM is staffed by experienced medical industry professionals and uses its expertise to license unique technologies such as the aepEX depth of anaesthesia monitoring system and the Pupilometer from academic and clinical centres of excellence. MDM were unable to attend the awards due to meetings with distributors in Greece and Spain.

e2v Technologies from Chelmsford design and manufacture scientific equipment and components such as sensors (e.g. thermal imaging cameras) and electronic tubes (e.g. radar devices). These are used in medical science, aerospace and defence as well as commercial and industry. Three quarters of the company's business is export. They used the SMOP course to help them manage the overseas distributors they have responsible for 100 countries.

The event was also used to launch a new interactive, global network for companies who trade internationally.

www.itrade.org.uk is a network for companies to share knowledge and information. It also has the latest industry specific news, trends from around the world and relevant events and courses.