

The Countywide Economic Partnership

60 years and still taking Energy into the Future



GaC's boiler efficiency test rig (ETR)

The old National Coal Board site in Stoke Orchard now hosts the "cutting edge" work being carried out by its successor company, **GASTEC at CRE Ltd (GaC)**.

Energy Consultancy

The site has been in existence for 62 years and the original solid fuel bias has given way to expertise about virtually all forms of energy and at all scales right up to power stations, except nuclear.

GaC is completely independent and so can give totally unbiased opinions – a fact that is not wasted on several government departments and their non-governmental advisors like the Energy Saving Trust and the Carbon Trust. Individual companies are increasingly asking for help and energy surveys have been carried out on a number of sites including schools, animal sanctuaries, wildlife trusts, and local authority housing. "People seem to like the fact that we tell it like it is" said Commercial Director, Paul Balmer, adding "Provided

that we can base our findings upon robust scientific evidence, we deliver a totally reliable opinion and sustainable recommendations – even on the more difficult sites."

It is that no-nonsense approach that has led to GaC being involved for some years in field trials of new technologies and innovative ideas in homes across the UK. Head of Consulting, Iain Summerfield says "that is not without its problems, but our prime concern is to ensure that emerging and existing technologies, like heat pumps, operate reliably in normal domestic environments when used by average householders". The vast amount of data that GaC has captured over the past few years is now interpreted by them for various government departments responsible for shaping future energy strategy together with architects, designers and other organisations responsible for housing at all levels.

Carbon reduction is the current buzz-phrase for all industries and GaC is right there at the

forefront, already running an accredited carbon emissions verification company called **c:sense** and providing advice to a wide range of organisations about the newly introduced "Carbon Reduction Commitment" that will affect about 150,000 businesses across the UK.

Appliance Testing

Independent testing results in high levels of protection for the public. Gas fires, boilers, cookers, wood burning stoves etc are put through their paces so that, if properly installed and operated, they are entirely fit for purpose and pose virtually no harm to consumers. The testing also covers energy efficiency to provide best value for money from modern appliances which will use less and less energy and produce much less carbon dioxide. Sophisticated testing equipment is used to carry out simulations of whole-house heating using a range of very innovative technologies.

Training and Research

Modern installers of heating solutions need an array of qualifications. Every form of heating is regulated and the installer needs to demonstrate competence in a variety of different ways to a number of different authorities. At GaC facilities to train installers from the very basics, leading to NVQ, right up to the most advanced systems called micro combined heat and power (mCHP) are available.

A research department operates from the main laboratory which is full of extremely sophisticated experimental rigs designed to simulate household situations in a controlled environment.

"We may not know the answer, but we'd love to help you to find it!"

Mark Crowther, General Manager

GaC describe themselves as "Gloucestershire's best kept secret", because so much of their work is undertaken outside the County.



Queen's Awards record

Celebrations have been taking place across the County with a record six companies receiving awards this year.

Sir Henry Elwes KCVO, H.M. Lord-Lieutenant of Gloucestershire, has been busy arranging visits to present the awards including tours of facilities and providing a high profile recognition to all the staff.

He says: "Gloucestershire has shown once again that our business community can match any other UK County with the number of prestigious Queen's Awards for Enterprise, six for Gloucestershire and one for South Gloucestershire is a record for the County."

At all events it has been stressed that the awards are really for all the staff without whom the businesses could not function. The high number of awards highlights both the quality of personnel and businesses in the County.

Her Majesty the Queen has been graciously pleased to confer Her Awards in 2009 upon the following businesses in Gloucestershire:

- Avon Metals Ltd
- PKL Group (UK) Ltd
- Renishaw plc
- SMI – LabHut Ltd
- TRL Technology Ltd
- Tudor Rose International

The Queen's Awards for Enterprise are the UK's most prestigious Awards for business performance. They recognise and reward outstanding achievement by UK companies and are presented in three separate categories: International Trade,

Innovation and Sustainable Development. Winners can generate a range of benefits including worldwide recognition and extensive press coverage.

For the future

The Awards are made each year by The Queen, on advice of the Prime Minister, who is assisted by an Advisory Committee that includes representatives of Government, industry and commerce, and the trade unions.

More applications from Gloucestershire can be encouraged and information can be found on the website www.queensawards.org.uk or contact John Courts at Gloucestershire First.



Steve Martin, Commercial Director and Steven Munnoch, Managing Director

Avon Metals Ltd

Avon Metals, the Gloucester based manufacturers of aluminium master alloys, high integrity casting alloys and non-ferrous metal traders, is proud to have been awarded the Queen's Award for Enterprise 2009 in Sustainable Development. This award is recognition of Avon's outstanding achievements and commitment to total sustainability within the recycling industry.

Managing Director, Steven Munnoch confirms "Refusing to rely on a 'we already recycle' mantra to demonstrate commitment to sustainability, Avon has instead developed a comprehensive continuous improvement strategy to ensure and deliver ambitious environmental sustainability governance".

This is Avon Metals second Queen's Award following on from a recognition for International Trade in 2007.

Renishaw plc

Renishaw plc, a world leading supplier of engineering technologies, received a Queen's Award for Enterprise 2009 in the Innovations category, the company's thirteenth Queen's Award since its formation in 1973, and its fourth in just six years. This prestigious Award was granted for the company's highly innovative OMP400 ultra compact high-accuracy touch probe which is used for 3D measurement on computer numerically controlled (CNC) machine tools.

For Renishaw which earns some 94% of its sales revenues overseas, the international credibility of the Awards is very important. The company head office is based in Wotton-under-Edge with other operating centres within Gloucestershire and throughout the world.

Said Sir David McMurtry, Renishaw's Chairman and Chief Executive, "Whilst we have always believed that the commercial success of Renishaw is based

on the supply of innovative products to meet manufacturing challenges, to be recognised for the thirteenth time by a highly respected independent assessment process, is something of which we are very proud. I would like to thank all employees that have contributed to the worldwide success of the OMP400 high accuracy touch probe, which has set a new benchmark for complex part measurement on CNC machine tools."

The OMP400 is a spindle-mounted touch probe that incorporates Renishaw's innovative RenGage™ 3D technology. During manufacturing processes, the probe is used to measure features of parts being machined to ensure that operations are correctly carried out. The smallest spindle probe in the world to use highly sensitive strain gauge sensors, the OMP400 incorporates various patented technologies which allow users to perform 3D form measurement to within one micron (one millionth of a metre).





PKL Group (UK) Ltd

The team at PKL is delighted that the company has received a Queen's Award for Enterprise in the category for International Trade, for work supplying catering and healthcare products to worldwide markets.

This award represents a significant achievement for PKL and the company is proud to be receiving such a prestigious honour. On receiving the award, PKL Group's Commercial Director, Peter Schad said:

"Receiving a Queen's Award for Enterprise is a great honour for the company. The award recognises our achievements and the hard work undertaken by our staff. PKL really represents Britain at its best abroad!"

PKL Group (UK) Ltd has been trading since 1988 from its base in Bishops Cleeve and is

the world leader in the sale and rental of modular catering and healthcare systems. The company's products, which include portable kitchens, heavy duty catering equipment and operating theatres, are prefabricated in the UK and quick and easy to export.

PKL's worldwide export earnings have increased by over five times in three years with main markets including the Middle East, Asia and Africa. This has meant supplying and installing facilities in often dangerous and challenging conditions in countries such as Iraq, Afghanistan, Democratic Republic of Congo, Chad and Nigeria.

PKL has supplied to a wide number of major sporting events around the world including temporary dining facilities for the Athletes Village at the last three Olympic

Games in Sydney, Athens and Beijing, with each installation providing its own set of unique challenges, which the company has successfully overcome.

Within the UK, PKL is the leading supplier of temporary kitchens and catering equipment for hire, with over 900 portable kitchens and over 8,000 items of catering equipment in the company's portfolio.



SMI - LabHut Ltd



SMI-LabHut Ltd is celebrating after winning the Queen's Award for Enterprise in the International Trade category. For SMI-LabHut Ltd the Queen's Award 2009 specifically recognised the company's impressive growth of 156% in exports over the past six years.

The company, which is based in the Gloucestershire village of Maisemore, supplies sampling devices, accessories and consumables for the chromatography and dissolution markets and has established a worldwide reputation for its excellent customer service and support. Although only 7-strong, SMI-LabHut has achieved significant continuous growth over the past six years and has generated more than 80% of its sales overseas.

SMI-LabHut was established in 1994 as

"Our businesses are finding export trade, exploring innovation and practicing sustainability in ways which make us all very proud – well done Gloucestershire."

Sir Henry Elwes KCVO, H.M. Lord-Lieutenant of Gloucestershire



Henry Elwes with Steven Munnoch, Managing Director, Avon Metals Ltd

Science Marketing International Ltd, and has grown in double digits in every one of the 15 years since. The original aim of the company was to help scientific instrument companies based in the USA enter the complex European market. Now, as SMI-LabHut, that service is provided for manufacturers both in the US and across Europe. It markets to more than 200 distributors and customers in 90 countries spanning Europe, Asia, the Middle East, Africa, Oceania and the Americas.

As a product management company, SMI-LabHut partners small to medium-sized companies and manages their international sales and marketing for them. By sharing the travel costs and representing more than one complementary product line, the cost of sale is substantially less than it would be for any single product line and therefore more cost-effective. Unlike consultants, SMI-LabHut actually manages the product lines at a technical level, offering training for distributors as well as first line

technical and sales support. This relieves the manufacturer of the responsibility of contact with each and every distributor on a day-to-day basis.

In recent years the company has expanded its business by introducing its own innovative product lines of chromatography and dissolution accessories and consumables. The company has designed a user-friendly website (www.labhut.com) to offer a reliable and informative method of supplying technical product information as well as offering e-commerce facilities to its many customers around the globe.

Mark Wardle, the company's managing director, described it as an honour to receive the Queen's Award and said that the success was directly attributable to a talented and loyal team who recognised how vitally important the issues of quality products, support and communication were to their customers.

TRL Technology Ltd

L-3 TRL has received the Queen's Award for Enterprise for the continuous innovation of life-saving devices and Peter McKee, Chief Executive said how delighted all the team were to have received this high profile recognition for a second year.

Tewkesbury based defence supplier L-3 TRL Technology is set to create in excess of 40 new jobs over the next 7 months as a result of its expansion plans for this year. Already a significant local employer; L-3 TRL employs over 400 staff across its five sites in Tewkesbury which will increase with the addition of two new facilities opening this Summer.



L-3 TRL designs, develops, manufactures and supports a wide range of electronic systems which are used by defence and government organisations across the world to protect people from hostile or illegal activities. From satellite monitoring systems to bomb jamming devices, the company has a wealth of expertise in all areas of defence electronics and has enjoyed an average sales growth of 25% per annum over the last three years.

Its continuing success is attributed to the expertise and commitment of its workforce; many of whom are from Gloucestershire and the surrounding regions, helping to ensure L-3 TRL remains a world-leading supplier of high-technology defence solutions.

Sandra Hamon, Vice President Human Resources explains: *"Over the last six years, L-3 TRL has grown tremendously, especially in international markets. Our expansion plans this year are testament to the continued investment in skilled people who have made the company what it is today. We have a wealth of local talent within the business and we are continually recruiting from all areas of the community to support the growth of the business."*

The company's expansion plans include a new purpose-built production facility which has been set up to accommodate the significant increase in orders this year. This facility will be dedicated to the manufacture of L-3 TRL's BROADSHIELD®

systems which protect military and civilian personnel worldwide from the threat of Radio Controlled Improvised Explosive Devices (RCIEDs). These devices have a devastating effect in theatres of operation worldwide and defeating this threat has become a principal focus for L-3 TRL.

The current Head Office will also be re-located to a new building to allow for the expansion of the Engineering and Development departments which are growing at an exceptional rate; developing innovative solutions that are able to defeat evolving threats from terrorism and insurgency as they emerge.

Tudor Rose International

Tudor Rose International (TRI) has been presented with the Queen's Award for International Trade for 2009 – an achievement that reflects a volume growth of 84% over a six year period and 30% in the last twelve months.

It is also a strong endorsement of the success of the Management Buy Out in early 2008, led by Mike Aird and his senior management team.

Growth has come from the impressive blue chip client list which includes Unilever, GSK, Burton's and Dairy Crest as well as the expansion into markets like China and Russia and Australia.

In the current tough economic climate the TRI operation offers the opportunity for manufacturers to outsource some or all of their export requirements. In particular TRI take the complexity and cost out of working in some of the more difficult export regions like Africa, the Middle East and Southern Europe where

General Managers at Tudor Rose (L-R): Martin Golding, Mark Edmonds, Sarah Whiting, Marcus Hodges



the food regulations, legal requirements and cultural differences often require specialist knowledge and local expertise.

To cater for the expansion TRI has opened offices in a number of overseas markets including Australia and Turkey. The growing importance of the African Market has also led to a new TRI Business

Unit based in Durban to service the whole of the African continent.

The outlook for 2009 looks promising with first quarter volumes already ahead of the ambitious targets for the year and despite the current economic climate the prospect of further double digit growth looking highly probable.

20 years commitment to Gloucestershire



Abbey Business Equipment, the leading Business Solutions Provider in Cheltenham, has moved to purpose-built premises on the newly constructed Neptune Business Park nearby.

The last 12 months has been a busy time for the company. In September 2008, Abbey joined forces with Cheltenham-firm Design and Project Solutions and recently became the official stadium sponsor of Cheltenham Town Football Club, resulting in the newly named **Abbey Business Stadium**.

“Abbey Business Equipment was formed in July 1989 and so we are now celebrating 20 successful years of trading.”

Neil Brimble, Abbey Business Equipment Managing Director

To mark the success and growth of the past year, Abbey Business Equipment MD Neil Brimble decided that in order to take the company forward in 2009/10, it was vital that the firm found more suitable premises than the current location on Manchester Park Industrial Estate.

Earlier this year the firm bought two new buildings adjacent to each other, a two-storey office and a warehouse building on the business park behind the Range store on Tewkesbury Road. The Abbey team has spent the past three months fitting out the new premises to create a purpose-built facility.

“Abbey Business Equipment was formed in July 1989 and so we are now celebrating 20 successful years of trading. This is Abbey’s fourth ‘home’. Our first was too big for the initial five staff, we subsequently spent five years on a small trading estate at Coombe Hill before moving to Manchester Park which saw good growth in the business over our 14 years in residence there.

“With staff numbers now approaching 50, the opportunity arose to move to a modern site more suited to our business activities, whilst remaining in the Cheltenham area, hence the latest relocation. This will give us the opportunity to take the business further forward in the future” says Neil Brimble, Abbey Business Equipment Managing Director.

Until the relocation recently, Abbey staff were working from two sites in Cheltenham. The move has created a more effective working environment for the workforce and will pave the way for an exciting year which will see the new offices initially serving as working showrooms, a service centre and warehousing. Over the next few months a new showroom will be built within the ground floor of the office building to demonstrate the range of office furniture and business machines that are sold by Abbey. The conclusion of this will be marked by a series of events at the new premises during the latter part of the year.

Nursery sprouts cake and award

The Box Court Plants and Gardens Nursery is based at Painswick Rococo Garden and has not only inspired a cake but has scooped a top award at the Malvern Spring Gardening Show.

This is no ordinary cake as it is made from vegetables to encourage healthy eating. It was cooked and created by Felice Tocchini, who owns and runs Fusion Brasserie in Worcestershire. Felice who is also the chef-in-residence for the Malvern Spring Gardening Show said *“My Sprouty Cake has become renowned since I first developed it in an attempt to encourage children to eat their greens. I felt that a delicious cake that ensured people got their 5-a-day quota was perfect to unveil at the show.”*

The cake not only tasted good but looked good. It replicates the layout of the show garden created by Box Court’s Paul Hervey-Brookes. His design was based on the classical painting ‘Il Ballo Della Vita Humana’ by Nicolas Poussin, painted circa 1650. The painting represents man’s different life stages as a circular dance with the music played by Father Time. The garden won an RHS Bronze Medal and People Award for favourite show garden.

Paul also scooped the top prize of a mentoring scholarship with Chris Beardshaw during the coming year. He will now be taken under the wing of the celebrity garden designer for a year’s tuition with the eventual aim of designing an entry for the 2010 Chelsea Flower Show.

He said: *“I am absolutely thrilled. I never imagined I would win. This is the chance of a lifetime.”*



Box Court Plants and Gardens are open daily from 11am to 5pm. They specialise in propagating and growing a diverse range of mainly herbaceous perennials.

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Good news for tourism

Mr Ma with Sean Clarke of Christopher Clarke Antiques



A harmless-looking email actually turned out to be very good news for tourism.

It said: "British Council representatives had an important meeting with one of the Approved Destination Status (ADS) agents in

China – Air China International Travel Service. They have decided to include Cotswolds into their UK travel product. They saw all the articles after your fantastic press trip. They will start the promotion (advertisement) in April and aim to

get the first ADS group in May."

In competition with other rural areas of Britain the Cotswolds came out on top. This was the result of a team effort from Cotswolds and Forest of Dean Tourism, headed by Chris Dee, who also reports another contact with China.

"We welcomed a Chinese celebrity recently, together with China's leading media group. Mr Ma presents an Antiques show on Central China TV. His website has 32 million hits!

"The visit involved dinner with CADA (Cotswold Art and Antique Dealers Association) – local antique dealers and went very well."

Ilona Johnson-Gibbs, Chairman of CADA, gave a presentation to the guests accompanied by specialist dealers John Howard and Sean Clarke. They are looking forward to further contact and the outcome is expected to be antique buying tours of the area and more media visits.

Further information on any of the articles can be obtained from John Courts at Gloucestershire First. Telephone: 01242 864119, email: john.courts@glosfirst.co.uk or by writing to Chargrove Business Centre. www.glosfirst.co.uk

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