



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.