

<b>58</b>	<b>LF GROUP</b>	
Oil equipment supplier	65.07%	

ESSEX-BASED LFF Group supplies pipes, fittings and flanges to the oil, gas and power industries. In 2008 international growth was driven by contracts with large engineering, procurement and construction (EPC) contractors, including for a gas-to-liquid plant in Qatar. The company's newest subsidiary, LFF Houston, is positioned to strengthen the client relationship with the biggest EPC contractors in the state of Texas and tender for their international contracts. Having offices in Azerbaijan and Kazakhstan has helped LFF to win clients such as BP and Chevron and grow its overseas turnover 6% a year, from £31.1m in 2006 to £84.8m in 2008.

<b>59</b>	<b>EUROSTAFF GROUP</b>	
Recruitment consultancy	64.89%	

THIS business counts companies such as IBM, Coca-Cola and Fortis Bank among its clients. Eurostaff Group recruits and places people mainly in the IT, finance and energy sectors, across 30 countries. The London-headquartered company was founded in 2003 in a basement office. It now has subsidiaries in seven European countries and 81% of its revenues are earned outside Britain. The company's founders, Paul Flynn and Mark Znowski, have managed to grow overseas sales 65% a year from £4.4m in 2007 to £11.8m in 2009.

<b>60</b>	<b>MIDSTEEL GROUP</b>	
Steel hardware maker	63.28%	

MIDSTEEL GROUP stocks and manufactures carbon and stainless-steel flanges and pipe fittings for the oil, gas, petrochemical and power-generation industries. Clients typically include oil companies such as Shell and BP and construction contractors. During the recession the company has been able to generate additional revenue by selling its components to equipment manufacturers in Europe and the Middle East that have contracts in the oil industry. Overseas turnover has also been boosted by high oil prices, resulting in international sales growing 63% a year from £3.6m in 2007 to £9.6m in 2009.

<b>61</b>	<b>SEVERN GLOCON</b>	
Industrial valve maker	61.52%	

GLOUCESTER-BASED Severn Glocon manufactures industrial control valves for clients in the oil and gas industry such as BP, with sales and servicing supplied from offices worldwide. The company's managing director, Maurice Critchley, says he expects further international growth to come from valves supplied to clients in China and the Middle East. It recently opened sales offices in Brazil and China, supporting local agents to provide greater product information to clients. Overseas turnover rose 62% a year, from £9.6m in 2006 to £22.5m in 2008, with further growth anticipated as service centres are opened in these countries.

<b>62</b>	<b>LEG COMMUNICATIONS</b>	
Healthcare communications	61.50%	

THIS London-based group operates in the healthcare sector, providing public relations, medical education, digital branding and creative and advertising services through associated companies Athena Medical PR and Lane Earl Cox. Athena Medical PR works with pharmaceutical companies to deliver key messages about their medicines, as well as to provide medical education and media relations. Lane Earl Cox has created European and global campaigns for pharmaceutical companies Bristol-Myers Squibb, Takeda and UCB. The business won three contracts in Paris and Brussels in 2008, which helped its overseas sales to grow 62% a year, from £971,000 in 2006 to £2.5m in 2008.

<b>63</b>	<b>EXCELLEIAN</b>	
IT consultancy	61.49%	

FROM its London headquarters, Excellian provides software and technical consulting to financial institutions such as RBS and Barclays. In the nine years since it was founded the company has diversified its portfolio to include environmental auditing and green IT. Successful client relationships in Britain have led to demand for its services internationally, which has helped overseas turnover grow 61% a year, from £2.9m in 2006 to £7.7m in 2008. New offices in New York, Melbourne and Johannesburg mainly offer products for capital markets only, but the company says it expects to offer the full range of services soon, driving further growth.

<b>64</b>	<b>TEXTHELP SYSTEMS</b>	
Software developer	61.29%	

TEXTHELP designs software and technology for people with reading and writing difficulties. Set up in 1996, it first developed software to improve dyslexic pupils' reading and comprehension skills. Now its products are aimed at anyone with reading difficulties, including those for whom English is a foreign language. Text-to-speech software for websites and scanners to digitise textbooks help learners ranging from six-year-olds to adults. The company says its products are now used in more than 90% of schools in Kentucky, Toronto and Alberta, which has helped overseas sales grow 61% a year, from £1.8m in 2007 to £4.6m in 2009.

<b>65</b>	<b>EDM</b>	
Training services provider	60.94%	

BASED in Manchester, this niche engineering firm provides training and simulation systems for the rail and

engagement, government policy and market research. Under Sandberg and chief executive Richard Nichols, College Hill's overseas sales have grown 60% a year, from £1.2m in 2006 to £3.1m in 2008.

<b>68</b>	<b>COIN CO INTERNATIONAL</b>	
Currency exchange provider	58.27%	

THE Sussex company buys foreign coins from charities, airlines and supermarkets that would otherwise be difficult to convert into sterling. When about one tonne of a particular currency has been collected and counted, the coins are shipped to the country of origin. Coin Co's well-known clients include Oxfam and Asda. The company has increased its overseas sales since opening offices in Germany, Australia, Canada and a number of other countries. Staff numbers have also risen and now stand at 111. Under founder and chief executive John Baker, international sales at Coin Co have grown 58% a year, from £2m in 2006 to £4.9m in 2008.

<b>70</b>	<b>OPTIMA SOLUTIONS</b>	
Oil and gas service provider	56.67%	

OPTIMA SOLUTIONS provides technology to protect offshore oil and gas rigs from the heat generated by the flare produced when wells are tested. The Aberdeen company offers rented, portable water-cooling systems, as well as permanently installed systems, operated by Optima staff. Customers are found in all the main oil and gas regions of the world and include Shell and BP, Schlumberger and Expro. Opening offices in Germany, Australia and Canada has helped international sales to rise by 57% a year, from £2.9m in 2007 to an annualised £7.2m in 2009, under founder Jamie Oag. The company's clients include Oxfam and Asda.

<b>71</b>	<b>WATKISS AUTOMATION</b>	
Print finishing equipment	55.73%	

BASED in Bedfordshire, Watkiss Automation designs and manufactures print-finishing equipment and offers after-market servicing through a

<b>72</b>	<b>COLIN BUCHANAN</b>	
Transport consultancy	54.89%	

LONDON-BASED Colin Buchanan is a transport, planning and urban-design consultancy founded by Sir Colin Buchanan in 1964. The company has worked as a transport consultant to the city authorities of Shanghai since 2001. In 2006 it opened an office in the city specialising in pedestrian modelling and metro-station planning. The office has gone on to drive international business growth through winning important projects such as consulting work on the Beijing Olympics and the Shanghai 2010 World Expo. Overseas turnover has increased 55% a year, from £1.2m in 2006 to £2.9m in 2008.

<b>73</b>	<b>STRATFORD'S WINE</b>	
Vintner	54.31%	

THIS company, which is headquartered in Berkshire, supplies wine in the £4-£30 price range to wholesalers. As well as

<b>74</b>	<b>ANGLOCO</b>	
Fire and rescue vehicle maker	53.48%	

ANGLOCO designs and builds specialist firefighting and rescue vehicles, which can cost in excess of £600,000 each. It also supplies firefighting equipment and offers comprehensive after-sales support. The Yorkshire company's customers include local authorities, defence forces, civil-defence organisations, airports and petrochemical companies. They are found in more than 40 countries, including the Caribbean, where Barbados and Trinidad are significant markets, as well as Africa and the Middle East where customers include Bahrain Civil Defence and Qatar Petroleum. Favourable exchange rates have contributed towards international sales growing 53% a year, from £1.3m in 2007 to £3.1m in 2008.

<b>75</b>	<b>KAMMAC</b>	
Outsourcing specialist	53.45%	

THIS Lancashire company provides logistics, distribution and storage services for grocery producers and retailers. It also offers waste and facilities management and packing services for manufacturers and breweries. Kammac makes more than 70,000 kegs and casks every year, repairing 130,000, and runs its own microbrewery, Black Hole Brewery. Owned by Paul and Susan Kamel, the business has grown organically since 1988. Overseas sales have grown 53% a year, from £1.4m in 2006 to £3.3m in 2008.

<b>76</b>	<b>MENTOR IMC GROUP</b>	
Oil industry consultancy	53.03%	

FROM offices in Britain, Singapore, Australia and America, Mentor IMC Group supplies consultants and project teams to support clients such as Conoco Phillips, developing large-scale oil and gas projects around the world. John Richards, chief executive, founded the company in 1987. In 2008 Icent Capital backed a buyout, investing an undisclosed sum. The company is opening an office in Brisbane this year. International sales have grown 53% a year, from £16.7m in 2007 to an annualised £39m in 2009.

<b>77</b>	<b>MANTHORPE</b>	
Engineering specialist	52.86%	

COMPRISING engineering and building products divisions, Manthorpe supplies precision-engineered parts to the power-generation and defence sectors worldwide. The Derbyshire business makes gas-turbine engine components for the aerospace, military, energy and marine divisions of Rolls-Royce, using specially designed alloys. Indirectly, the company also supplies parts to craft-engine manufacturers General Electric, Siemens and Snecma. Manthorpe's buildings division designs, makes and sells insulation and ventilation products to the housing market. International sales, particularly to continental Europe and America, have risen 53% a year, from £1.6m in 2007 to £3.8m in 2009 under founder Paul Pochlisch.

<b>78</b>	<b>VECTOR MANAGEMENT</b>	
Management consultancy	52.80%	

MALCOLM TRIGG and John Bacon founded Vector Management in 1995 to provide management consultancy to BA. The Heathrow-based firm has since diversified from aviation into new sectors such as tourism, housing, retail, financial services and healthcare. Overseas offices in Bulgaria, Serbia and Dubai service clients across eastern Europe, the Middle East and central and eastern Africa. A big contract in Swaziland, to conduct an economic study, develop an airport and recommend commercial initiatives to catalyse airport growth, has helped international sales increase 53% a year, from £1.8m in 2007 to £4.2m in 2009.

<b>79</b>	<b>AIRLINE SERVICES</b>	
Airline services provider	52.40%	

PLANES need cleaning and sprucing up, and Manchester airport-based Airline Services has been providing these services to 100 airlines, including SAS and Air France, for 20 years. Now operating from 11 British airports, the company offers exterior and interior cleaning for planes, de-icing, carpet manufacture and installation, seat repair, seat cover and curtain manufacture and laundry. It also supplies and repairs electronics such as seat-back entertainment systems and galley equipment. In addition, it exports aircraft parts, including wheels and brakes, particularly to Russia and former Soviet Union countries. International sales have risen 52% a year, from £5.5m in 2007 to £12.7m in 2009 under chief executive Bryan Bodek.



Red-hot seller: Angloco vehicles, such as this foam tender for Bahrain's Civil Defence and Fire Service, can cost hundreds of thousands of pounds

defence sectors. Projects are bespoke and include anything from mission simulators to helicopter underwater escape training. The implementation of a strategy to trade internationally has led to projects in America, the Middle East and continental Europe. In 2004 Kevin Bird and Tony Birmingham led a 3i-backed, £5m management buyout from parent company C-Beck Group. Under the management that they installed, overseas sales grew 61% a year, from £1.7m in 2006 to £4.5m in 2008.

<b>66</b>	<b>GENUINE SOLUTIONS</b>	
Telecoms product reseller	60.30%	

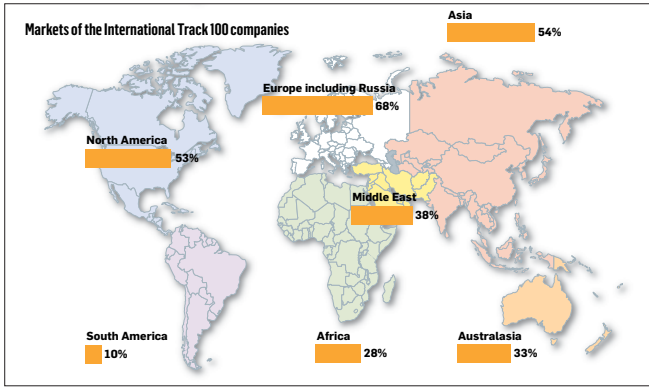
FROM Bluetooth headsets and car kits to memory cards and chargers, this firm supplies mobile-phone accessories to distributors, wholesalers and retailers. The Surrey company buys products that are overstocked or no longer considered new from the likes of Apple, Motorola, Nokia and Samsung. It has 800 customers in 24 countries from Germany to America, Australia and Hong Kong. Favourable exchange rates have helped international turnover to grow 60% a year, from £2.3m in 2008 to £6m in 2010 under managing director Bav Majithia and commercial director Christian McBride.

<b>67</b>	<b>COLLEGE HILL</b>	
Communications consultant	60.16%	

THIS expansion-minded London company was set up in 1990 by Alex Sandberg to provide public-relations services to the financial sector. Embarking on an aggressive growth strategy in 2006, the company went on the acquisition trail and now has 12 offices in cities from Munich and Mumbai to Johannesburg and employs 146 people. As well as financial PR, the business provides advice on corporate branding, employ

worldwide network of distributors. Clients include print-on-demand specialist CPI Anthony Rowe and financial print-services provider Chris Fowler International. In 2002 Watkiss Automation was granted the initial patent for its Squareback binding method, which makes square-spined booklets that can be stacked more easily into stable piles. In 2007, after further patent development, the Watkiss Power Square 200 was launched, which the company says has helped the Squareback method to become an acknowledged printing standard worldwide. The firm's international sales have grown 56% a year, from £2.4m in 2007 to £5.9m in 2009.

representing individual vineyards, Stratford's Wine Agencies contracts grape growers in New World regions to produce wine for its subsidiary Deep Blue. The company works with producers on five continents, in countries such as Australia, Chile and South Africa. The wine is bulk-shipped to Britain for bottling, which helps save on the high cost of transporting glass. It is then exported by Deep Blue to distributors in continental Europe under labels such as Tortoise Shell Bay and Parrotfish. The company is led by Paul Stratford, whose parents founded Stratford's as a wine mail-order business in 1988. Overseas sales have grown 54% a year, from £550,000 in 2007 to £1.3m in 2009.



CONGRATULATIONS ON YOUR SUCCESS  
We look forward to celebrating with you at our invitation-only awards dinner in September

