



**CommonwealthFirst**

*A world champion in SME support*

**Export Champions**

Cohort Two





Commonwealth**First**  
**EXPORT**  
CHAMPION

A world  
champion  
in SME  
support

---

## CONTENTS

- 6 Message from Lord Marland, CWEIC
- 7 Message from Nick Landon, Royal Mail Group
- 8 Export Champions Profiles
- 34 About CommonwealthFirst
- 35 Partners





I am delighted to introduce our Second Cohort of Commonwealth Export Champions.

This Cohort is even more diverse than the first, bringing together the creative industries, design and manufacturing, healthcare, education, legal and agriculture. They also represent a wider cross-section of the UK economy, with Export Champions drawn from even more regions and sectors than the last.

The companies have been selected on account of their ambition, impact and innovation following a highly competitive selection process. Through tailored support, access to our networks, the wisdom of our mentors and wider membership and a programme of international trade missions we will help these companies succeed in Commonwealth markets.

This is an exciting programme that is beginning to catch the attention of the business community here and abroad. If you would like to connect with our Export champions either as a partner, a customer or a mentor we would be delighted to hear from you.

**Lord Marland of Odstock**  
**Chairman**  
**Commonwealth Enterprise and Investment Council**



We are delighted to see twenty six new fantastic SMEs selected to become Commonwealth Export Champions. Together they represent the full diversity of what British business has to offer the world.

Royal Mail's relationship with the CommonwealthFirst programme is an obvious one. Royal Mail is committed to supporting the UK's SMEs as they aim to grow, expand and begin to explore international markets, and with our global reach and world class delivery support, Royal Mail will do everything it can to support.

The Commonwealth itself represents a tremendous opportunity for ambitious small businesses to start their international journey. A potential market of 52 English speaking countries and 2.4 billion people, united by similar legal and business structures.

By sharing our export and logistics expertise we look forward to helping the Second Cohort of Export Champions to succeed in their desire to expand into new markets.

**Nick Landon**  
**Managing Director**  
**Royal Mail Parcels**



ADC Limited is an innovative menswear design and production business. From their creative studio in East London they develop bespoke apparel, footwear and accessories for private label brands and retailers, as well as creating collections under their own ADC label.

Although a new business, the team have over 25 years of menswear buying experience, working for some of the UK's largest fashion retailers, so inherently understand the requirements their clients have for high quality design and production.

Through their emphasis on well executed design, combined with their extensive network of carefully selected global production partnerships, they tailor specific product offers to client's individual needs to result in commercially successful collections. Their flexible supply chain structure allows them to cater for high volume as well as smaller niche production runs giving them the opportunity to work with many well-known brands and retailers across various market sectors.

ADCs collaborative and personal approach to working on each project offers clients a unique full service solution that starts from initial design consultation right through to production and final delivery.

ADC Limited are looking to establish new business contacts globally to help deliver sustained business growth. CommonwealthFirst will work with ADC to introduce them to larger fashion and sportswear retailers within the Commonwealth, looking to improve and develop their sourcing strategies.



**[www.adclimited.co.uk](http://www.adclimited.co.uk)**

Studio 3, 1st Floor, The Granary, 80 Abbey Road, Barking London IG11 7BT  
Email: [stephen.galea@adclimited.co.uk](mailto:stephen.galea@adclimited.co.uk)  
Telephone: +44 (0)7984 071144  
Instagram: [adclondon](https://www.instagram.com/adclondon)





Air Covers is a designer and manufacturer of specialised environmental protective covers for aerospace and marine equipment. The company is the leading supplier to the helicopter industry, supporting national defence agencies (including the UK Ministry of Defence), original equipment manufacturers (Airbus Helicopters, Bell Textron and AgustaWestland/Leonardo) and civil helicopter companies worldwide.

Owning a fleet of laser scanners, since 2009 Air Covers has also been at the forefront of laser scanning and 3D modelling in the aviation industry.

Air Covers exports more than 60% of its production with primary markets in the Middle East and Europe. CommonwealthFirst looks forward to working with Air Covers in introducing the company to our extensive support network and developing export strategy in Africa, Canada and Australia.



**[www.aircovers.com](http://www.aircovers.com)**

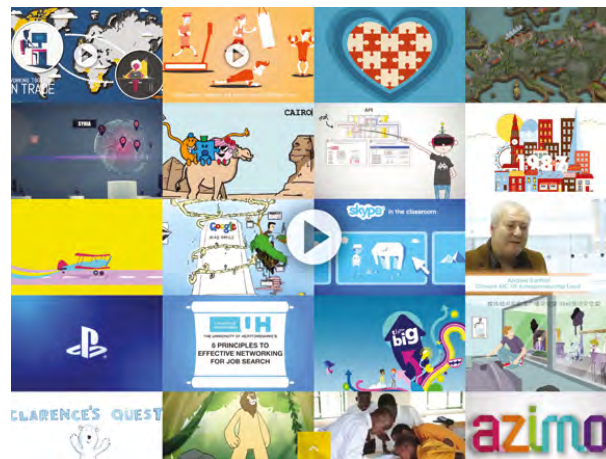
Bryn Business Centre, Wrexham,  
Wales, UK LL13 9UT  
Email [info@aircovers.com](mailto:info@aircovers.com)  
Telephone: +44 (0)1978 897 540  
Twitter: @aircovers



Aniboxx is a multi-award winning animation advertising agency based in London that creates forward-thinking animated video ads tailored to each clients' target audience. They are a dynamic team of animators and video geeks with a combined 25 years of experience in the production industry who take inspiration from all around them to engage audiences for both global and local campaigns. Aniboxx's expertise includes 3D and 2D animation, claymation, infographics and video marketing consultancy.

Aniboxx already have a huge range of experiences with a diverse clientele, having worked with all types of companies and brands – from startups, charities and causes to big multinational brands like Google and Skype. Key to this demand has been a driving focus not only on content and production but also on exposure and dissemination, helping clients to showcase their video everywhere that their audience is: on newsletters, blogs and social media.

With plans to begin creating original content, open their first overseas office in the Commonwealth in the next three years, and recruitment plans in Malaysia and India, Aniboxx are primed to become a leading Export Champion. CommonwealthFirst will also work to develop Aniboxx's contacts in Nigeria and Australia.



**[www.aniboxx.com](http://www.aniboxx.com)**

60-64 Canterbury Street,  
Gillingham, Kent, England ME7 5UJ  
Email: [info@aniboxx.com](mailto:info@aniboxx.com)  
Telephone: +44 (0) 2032860987  
Twitter: @aniboxx



Barrnon are a specialized engineering services provider that use innovative solutions to resolve complications in the Nuclear and Oil Decommissioning Industry worldwide. Their unique combination of skills has given them the opportunity to partner with some of the biggest names in engineering – and to take their patented products into specialist markets including nuclear decommissioning in Japan, the USA and UK.

Based in the quiet Cumbrian town of Appleby, Barrnon use state-of-the-art manufacturing techniques to bring innovative 3D CAD designs to life on site, in their own extensive workshop. Products include a range of devices able to dredge and collect radioactive sludge for more effective storing. Additionally, the company have designed and built the Hydrospyder floating crane, which can be used to lift heavy weights in decommissioning ponds without the need for existing pond infrastructure.

These outstanding capabilities have seen Barrnon leap from strength to strength, winning a host of awards in 2016 including The Alexander Fleming Award for Serendipity, The Parliamentary Award for Innovation and The Innovus Award for Best Nuclear Product.

Work with CommonwealthFirst will see the company look to develop its less well known work in the Oil industry where sludges reside in the bottom of tanks earmarked for decommissioning. With these tanks causing costly problems around the world, CommonwealthFirst will help take Barrnon to Commonwealth areas where it can provide unrivalled solutions.



**[www.barrnon.com](http://www.barrnon.com)**

Unit 13 Appleby Business Park,  
Drawbriggs Lane, Appleby,  
Cumbria CA16 6HX

Email: [steve@barrnon.com](mailto:steve@barrnon.com)

Telephone: +44 (0)17683 53440





Birmingham Airport is at the centre of the Midlands Engine and plugs the region into international opportunities. The Airport actively promotes international trade, inward investment, tourism and research links and handles 12 million passengers a year. In 2014, the Airport delivered approximately £1.1 billion to the regional economy and £1.7 billion to the national economy making it integral to the region's ambition to grow its economy by £86bn. Birmingham Airport has established partnerships with JLR, Rolls Royce Engines and other leading manufacturers for SME supplier chains for international trade.

In galvanising existing synergies with the Midlands Engine, Chambers of Commerce, Universities and corporate partners, Birmingham Airport will host and deliver legacy-based links for British SME's across the world, particularly in Commonwealth countries. Working with UK Embassies and Consulates of Commonwealth Countries in the UK, the Airport will invest in creating a true trade, inward investment, tourism and research hub for the Commonwealth.

CommonwealthFirst will support Birmingham Airport in creating a Midlands base that connects SME's throughout the UK and Commonwealth.



**[www.birminghamairport.co.uk](http://www.birminghamairport.co.uk)**

Diamond House Birmingham B26 3QJ

Email: [Uday.dholakia@birminghamairport.co.uk](mailto:Uday.dholakia@birminghamairport.co.uk)

Telephone: +44 (0)7973757601

Aviation Strategy & Cargo Manager

Email: [adam.parker@birminghamairport.co.uk](mailto:adam.parker@birminghamairport.co.uk)

Telephone: +44 (0)121 767 8346

Twitter: @bhx\_official



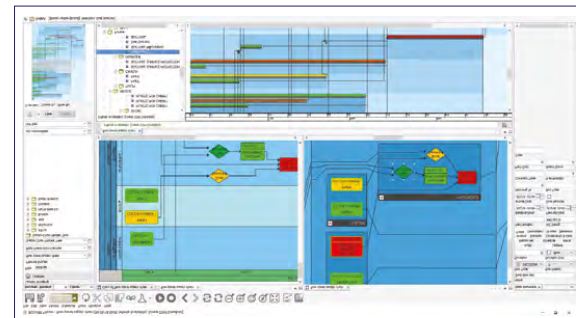
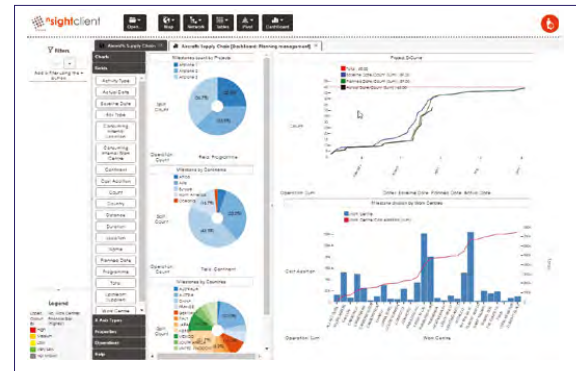
The burgeoning complexity and inter-dependency within and between 'systems' is one of the most significant challenges facing humanity. Organisations which fail to effectively manage their complexity are increasingly susceptible to hidden and compounding risks, which can have critical impacts on their operational performance.

BOXARR is a software platform and methodology for collaboratively managing complex inter-dependency, at 'real-world' scale.

Users can collaboratively build and manage digital models of complex systems across their enterprise – such as organisational structures & operational processes, systems-engineering and integration, program planning, supply-chains, sustainment strategies, etc.; at scales of granularity which reflect the true complexity of their systems.

BOXARR is already helping to optimise the operational performance and resilience of leading aerospace, defence and commercial enterprises, and public sector organisations around the world. We are actively building a global network of Alliance Partners, who deliver consultancy and managed-services to customers around the BOXARR platform.

Our partnership with CommonwealthFirst will be instrumental in enabling BOXARR to further its reach into customers across the Commonwealth, and build regional capability through partnerships with local consultancies and service providers.



**[www.boxarr.com](http://www.boxarr.com)**

The Engine Shed, Bristol BS1 6QH

email: [info@boxarr.com](mailto:info@boxarr.com)

Telephone: +44 (0) 117 911 4762

LinkedIn: [linkedin.com/company/boxarr](https://www.linkedin.com/company/boxarr)

Twitter: @BOXARR



NumberNagar® is an invention in experiential learning (Maths, Sciences, English), for children of age 6 to 14. Its objective is to make learning contextual, engaging and enjoyable.

NumberNagar® offers the following, based on proprietary 5C™ methodology, across curricula.

- Creative Learning Space (Connect learning to real Life)
- Unique Concept Kits (Clarity of concepts)
- Comprehensive Teacher Training  
(Fine-tune teacher's knowledge and skill sets)
- Customised Assessment (Validate Competence)

For these innovations, NumberNagar® has received Intellectual Property Rights (IPR) from the Government of India and became an IDA award winner in 2015. NumberNagar® is established in India with 50 school and franchise engagements.

Evidences of NumberNagar's® success have been shared in various research and academic forums across the globe. NumberNagar® tech enablers will comprise of Analytics, AI and AR.

CommonwealthFirst will support NumberNagar® with further research and business collaborations across the Commonwealth in Asia, Africa and North America.



**[www.numbernagar.com](http://www.numbernagar.com)**

TOG (The Office Group), One Euston Square,  
40 Melton Street, London NW1 2ED  
Email: [info@numbernagar.com](mailto:info@numbernagar.com)  
Telephone: +91 98459 48697  
Twitter: @thebrainstars



Brandon Medical is a UK manufacturer and designer of world-leading technology for operating theatres, critical care areas and primary care institutions. For over 70 years, they have provided healthcare professionals with reliable, high-quality and affordable medical equipment. Continuous investment in its products has allowed the company to meet the ever-changing needs of its customers, the healthcare industry and the patients it serves.

They operate in four major medical areas: Architectural, Lighting, Control & Power and AV. Brandon Medical offers bespoke equipment packages to suit any clinical workspace and have installed their products across the globe.

Brandon's Intelligent Theatre Control Panel (iTCP) is designed with a touch screen interface. Their medical AV systems allow medical professionals to stay connected via their Symposia® digital media packages. The company also offer Atlas® Medical Gas Pendants that have been designed with virtually unlimited movement and extensive customisation options.

Having won over twenty awards for innovation and export, including the Queen's Award for Enterprise, the European Business Award and the British Chamber of Commerce Award, Brandon Medical is an exemplar of an innovative, ambitious SME working in healthcare with an ethical mind-set.

Support from CommonwealthFirst will give Brandon Medical a high-level of exposure and contacts, as well as assistance in market intelligence on national healthcare programmes throughout the Commonwealth.



**[www.brandon-medical.com](http://www.brandon-medical.com)**

Elmfield Road, Morley, Leeds LS27 0EL

Email [enquiries@brandon-medical.com](mailto:enquiries@brandon-medical.com)

Telephone: +44 (0) 113 2777393

Twitter: @BrandonMedical



Founded in 2010 by clinical psychologist Dr Jonathan Ward, Breaking Free Group is a fast-growing digital healthcare company specialising in the treatment of addictive behaviours, principally alcohol, drug and smoking addiction. The Group's key breakthrough has been the creation of an automated, psychology-based digital intervention that enables a new treatment option to be offered 24 hours a day to those in need, enabling many to overcome some of the barriers to treatment (stigma, time, inability to get a practitioner appointment, etc).

The platform has been adopted by many leading national non for profits including CGL and Turning Point, commissioned by NHS England for use in the Ministry of Justice (creating the world's first online healthcare intervention to be used in Prisons) and recently its new Probation products has been commissioned by the largest private provider of probation services. The evidence base has also been proven with 21 published peer-reviewed academic papers at the time of writing.

Part of the prestigious DHL London Digital Health 2016 NHS acceleration project, Breaking Free is now working on a new range of preventative products aimed at mild to moderate alcohol use and smoking cessation due to come onto the market in early 2017. These are aimed at delivery in general practice settings and via the web to work with people broadly in control of their drinking or smoking behaviour but wishing to take pre-emptive action before developing an addiction.

Breaking Free will work with Commonwealth First to help realise its plans for expansion in Canada, Australia and New Zealand.



**www.breakingfreegroup.com**

Innovation Campus Birmingham, Faraday Wharf,  
Holt Street, Birmingham, West Midlands B7 4BB  
Email: cbawden@breakingfreegroup.com  
Telephone: +44 (0)121 250 3648  
Twitter: @Breaking\_Free\_





Capture mobility aims to develop innovative green energy products. The most high profile to date is a hybrid, micro wind turbine designed to be placed next to roads and railways so that it can recycle some of the energy generated by the turbulence of passing vehicles. Able to harness both solar and wind energy, the turbine's power can then be used to fuel local grids.

One turbine is able to generate 300 watts per hour and at the same time can capture the carbon particles (PM10 and PM2.5) with integrated filtering sheets inside the fins of turbine. These hazardous particles contribute directly to cancer and asthma for thousands of people a year.

Whilst currently only operating on a small scale, the potential for the company to grow is clearly vast. With nearly 2 billion cars currently on the world's roads and that figure showing no signs of declining, this is a product that could have a very big future.

Capture Mobility is already a winner of the UK Trade and Investment's Sirius programme. They are also the high growth potential SME of the Scottish Enterprise and recently have been selected by Shell to be amongst six companies with whom shell will partner on different energy projects throughout the world.

CommonwealthFirst will help Capture Mobility to realise some of their huge potential with early target markets including Singapore, Pakistan, Malaysia and Australia apart from UK.



**[www.capturemobility.co.uk](http://www.capturemobility.co.uk)**

8 Castlebrae Place, Craigmillier  
Edinburgh EH16 4DR

Email: [sanwal@capturemobility.co.uk](mailto:sanwal@capturemobility.co.uk)

Telephone: +44 (0)7586168584

Twitter: @capturemobility



Cognitiv+ provides legal and regulatory analytics to law firms, companies and consultancies enabling them to understand and act upon their compliance obligations using artificial intelligence. Cognitiv+ automate repetitive tasks and provide regulatory and compliance intelligence based on the content of a company's policies and contracts tailored to the company's requirements providing actionable insights.

Its system crawls thousands of legislation lines and mines each clients' contracts and policies to structure sets of meaningful data, targeting the information required based on the company's content, cleansing it in a format that the "relevant" and "important" information is segregated from the rest.

Cognitiv+'s Artificial Intelligence Engine is trained not only to identify topics of interest in unstructured text, but also identify relationships between topics, events, companies and obligations through state of the art techniques (both Machine Learning & Rule-based).

The company aims to represent an important movement within the sets of finance tech, legal tech and regeneration tech start-ups that have started developing to combat similar issues.

CommonwealthFirst will give added exposure to Cognitiv+ within the Commonwealth and prioritise other markets that have open legislation data.



**[www.cognitivplus.com](http://www.cognitivplus.com)**

20-22 Wedlock Road, London N1 7GU

Email: [info@cognitivplus.com](mailto:info@cognitivplus.com)

Telephone: +44 (0) 203 318 2700

Twitter: [@cognitiv\\_plus](https://twitter.com/cognitiv_plus)



Crop Intellect is a hugely enterprising research and development company aiming to contribute significantly to the security and sustainability of world's agriculture. Its main target is to develop and patent innovative technologies to increase crop productivity and efficiency. The company's expertise and experience in agricultural research, combined with strong links with academia and industry and a proven track record in IP creation put them in a strong position to achieve just that.

Crop Intellect has further demonstrated its ambition both in the development of unique products protected by IP and with its potential to enter new markets and continue sales successfully with end products or by licensing its technology.

Shared facilities at the University of Lincoln have supported developing ideas into patent protected technologies. The company currently have a granted patent on a technology that increases chlorophyll, sugars and yield; a submitted patent that increases calcium uptake with significant effects on shelf life and fruit uniformity; and several other technologies. The ultimate goal is the development of bio-pesticides which are currently at the research stage.

CommonwealthFirst will support Crop Intellect's plans for international expansion by providing local knowledge and contacts in key target markets including India, Australia and Canada.



**[www.cropintellect.co.uk](http://www.cropintellect.co.uk)**

Sparkhouse, Rope Walk,  
Lincoln LN6 7DQ

Email: [apostolos@cropintellect.co.uk](mailto:apostolos@cropintellect.co.uk)

Telephone: +44 (0) 7500 794140

Twitter: @crop\_intellect



Dawson Shanahan designs, prototypes and precision engineers customer specified components and assemblies for use in a wide range of industries around the world, including automotive, aerospace, medical, power generation, and many more.

The company offers complete project management capability, working with its customers' teams from the early stages of the conceptual or design phases, through to manufacturing prototypes and beyond. Its goal is to help customers design out cost, optimise component functionality, performance and reliability, and reduce time to market.

With over 70 years of experience in the precision engineering sector, Dawson Shanahan possesses the invaluable ability to meet the exacting requirements of customers. Regardless of where a customer is located, they work closely with them to enable cost reductions, quality improvements and fast lead times.

Every member of its team, from apprentices to Managing Director, works to a strict code of quality conduct. They are regularly audited by major customers from around the world, and constantly update processes and facilities to reflect changes in standards and operating guidelines. Through working with Dawson Shanahan, companies within the Commonwealth have access to a total one-stop precision engineering solution that adds real value to their business.

CommonwealthFirst looks forward to supporting Dawson Shanahan grow its Commonwealth presence and develop new business opportunities with India as a key target market.



**[www.dawson-shanahan.co.uk](http://www.dawson-shanahan.co.uk)**

Henfaes Lane, Welshpool, Powys SY21 7BE

Email: [info@dawson-shanahan.co.uk](mailto:info@dawson-shanahan.co.uk)

Telephone: +44 (0)1938 551700

Twitter: @DawsonShanahan





Led by charismatic young entrepreneur Yasser Khatak, Den are seeking to revolutionise the basic light switch and plug socket, all around the world. The company's switches and sockets can be controlled manually just like ordinary switches, but can also be controlled and monitored remotely, via an app, from anywhere in the world.

Den are currently the only company providing wireless light switches and plug sockets that have not taken anything away from the original user experience, they have retained the familiar rocker switch, where its competitors have all replaced this with a touch pad or buttons. Its technology is far superior to any of its competitors, and offers added features such as providing notifications if an iron or hair straightener has been left on.

Yasser conceived the idea for Den while he was studying for his GCSE's. When he was 19 years old, he went on to raise £1.2m in seed funding, received international publicity from the likes of the Financial Times, Bloomberg TV, Sky News, The Guardian, and many others. Yasser then went on to building a world class team, including Bob Watkins who was previously MD and CEO at Amstrad. Den will be launching their products onto the UK market in the summer of 2017.

Den is transforming an industry with the potential to scale across the globe whilst having a hugely positive impact on the environment as well as providing safety and security in the home.

CommonwealthFirst will support Den in launching this mission into new Commonwealth markets around the world.



**[www.getden.co.uk](http://www.getden.co.uk)**

Metropolitan Wharf,  
70 Wapping Wall E1W 3SS

Email: [hello@getden.co.uk](mailto:hello@getden.co.uk)

Telephone: +44 (0) 2038136308

Twitter: @denautomation



Gaist Solutions Limited is a technical consultancy specialising in highways infrastructure management services to public and private highways operators enabling them to massively increase capital investment and long term maintenance funding. Gaist Solutions has developed a range of innovative computer vision, data analytics and modelling systems that are being used within the UK highways asset management sector.

For the overseas market, Gaist provide highly innovative video surveying systems and support services for highways and railways, revolutionising the way roads and railways can be surveyed for inventory and monitored for deterioration.

Gaist has developed a range of highly innovative products and services without any external investment or loans. The company has penetrated a very mature market in the UK and have developed a rapidly growing customer base.

Having been part of the UK Smart Cities trade mission to India in 2016, Gaist has already secured long term contracts and orders for its products and services. CommonwealthFirst will look accelerate this progress, providing access to high-level government officials in Transportation.



**[www.gaist.co.uk](http://www.gaist.co.uk)**

D48 Knowledge Business Centre,  
InfoLab21, Lancaster LA1 4WA  
Email: [info@gaist.co.uk](mailto:info@gaist.co.uk)  
Telephone: +44 (0) 1535 280066



3Dnovations is social firm leading industry by example by using state of the art 3D virtual reality and cloud technologies to unlock the talents and potential of people with autism disabilities and complex needs - who make up 80% of its highly creative and technically skilled team. By using Responsible Research and Innovation (RRI) methodologies, 3Dnovations has designed an award winning range of virtual reality cloud solutions for and with people with autism, disabilities and complex needs.

These solutions enable public services and organisations to offer an engaging 3D cloud alternative to traditional delivery methods which better meet the needs of those with such disabilities.

Winner of the CBI / Nominet Trust Most Innovative Internet Business 2012, the company is a "thought leader" for its ground breaking work. Its customers and partners include the NHS, Department of Health, Department of Education, Department for Work and Pensions, JobCentre Plus, SmartLab at University College Dublin as well as numerous charities. In 2015 it was selected as a BBC "Ones to Watch" and in December 2016 was shortlisted for the inaugural EU Foundations Award for RRI. At BETT 2017, 3DNovations' edtech solutions were highlighted as exemplars and showcased as best practice.

CommonwealthFirst looks forward to supporting this hugely progressive company. Taking its ability to increase opportunity and employment prospects for autistic people around the world.



**[www.3dnovations.co.uk](http://www.3dnovations.co.uk)**

12 Avenue South, Surbiton, Surrey KT5 8PJ

Email: [enquiry@adclimited.co.uk](mailto:enquiry@adclimited.co.uk)

Telephone: +44 (0) 2081234708

Twitter: @hao2eu

# HEROTECH8

HEROTECH8 creates wide-scale support infrastructure for unmanned aerial vehicles (UAVs), to automate monitoring operations, recharging & the loading or delivery of payloads. Their UAV station also allows drones to undergo important maintenance and diagnostics to assess flight-readiness prior to take off.

Coupled with a proprietary guidance, navigation and control (GNC) system, it allows users with no prior training to take full advantage of emerging drone technologies. Safety is improved by removing the need for any physical human interaction with the drone or its associated payloads. The platform may be deployed to operate continuously and automatically in a smart network of stations that also mitigate the effects of challenging flight conditions; all without the need for a human operator onsite.

HEROTECH8's long term goal is to facilitate and drive the integration of drones into wide ranging applications – including crop monitoring and crop spraying, pipeline, renewables and offshore inspection, consumer and medical logistics.

With a product of such significance, HEROTECH8 is already being earmarked for huge success. Prizes during their early stages included pre-seed venture funding, and CEO Siobhan Gardiner winning the InnovateUK Women in Innovation prize (announced at the National Business Awards 2016). This was followed by a successful trade-mission to China, and two grants through the UK FCO Global Prosperity Fund. The company has also been invited to present at CleanEquity Monaco 2017, hosted by Prince Albert II of Monaco.

CommonwealthFirst looks forward to supporting HEROTECH8 in forming new partnerships and growing its international networks.



**[www.herotech8.com](http://www.herotech8.com)**

CUBIC, Conway House, College Road, Cranfield MK43 0FQ  
Email: [contact@herotech8.com](mailto:contact@herotech8.com)  
Telephone: +44 (0) 1234 758077  
Twitter: @herotech8



# HOPKINS

Established in 1957, Hopkins is a family run business and manufacturer of products for commercial catering, combining the best of modern technology with traditional craftsmanship. Whilst the core of its business is with fish and chip shops, they have now diversified to sell all types of commercial catering equipment to the food service industry. Its team consists of highly skilled fabricators, designers and engineers and kitchen design team specialists.

The company is now often asked to embark on engineering projects outside the scope of food service, manufacturing bespoke items for customers. Recent projects have included a floating staircase, a multi-level hydraulic dining room table, equipment for the Ministry of Defence, and stainless steel doors. Hopkins also have an online eCommerce site which features thousands of products for those clients who wish to purchase equipment only.

CommonwealthFirst will work with Hopkins to internationalise the company and take their designs to exciting new markets.



**[www.hopkins.biz](http://www.hopkins.biz)**

Valley Mills, Kent Road,

Pudsey LS28 9NF

Email: [info@hopkins.biz](mailto:info@hopkins.biz)

Telephone: +44 (0) 113 2577934

Twitter: @HCE\_Ltd



James White Drinks is the UK's leading vegetable juice producer and has been pressing and bottling a wide range of fruit and vegetables juices since 1989. Its major brands are Beet It, organic beetroot juices, and Big Tom, tomato juice mix.

Beet It is a range of beetroot based products – an organic juice range and a sports nutrition range made with naturally high nitrate concentrated beetroot juice. Beet It 7cl shots have been used at over 200 universities worldwide for research into the medical and sports performance benefits of natural nitrate supplementation. The shots have also been adopted by many leading sports teams – Premiership football, international rugby and many national Olympic teams worldwide. Beet It products are already exported to more than 30 countries worldwide.

Big Tom is Europe's best selling spicy tomato juice mix. A combination of over 20 different spices, herbs and other ingredients, Big Tom is found on many airlines as well as in supermarkets and pubs across the UK, Holland, Belgium and Scandinavia. In 2002 Big Tom was granted a Royal Warrant by Her Majesty Queen Elizabeth II.

James White's new range of Zingers – little drinks with a big zing – are also ready for business across the Commonwealth. Little 7cl highly spiced drinks (Ginger, Turmeric and Lime & Chilli) that provide a sharp pick me up – these are a terrific caffeine free alternative to an espresso for clearing away those cobwebs.

CommonwealthFirst will help James White to develop opportunities in markets such as Canada, India and Ghana, supplying new contacts and expertise.



[www.jameswhite.co.uk](http://www.jameswhite.co.uk)

Whites Fruit Farm, Ashbocking IP6 9JS

Email: [info@jameswhite.co.uk](mailto:info@jameswhite.co.uk)

Telephone: +44 (0) 1473890111

Twitter: @JamesWhiteDrink

Facebook: jameswhitedrinksLtd



Phoenix Dynamics founded 1994, is a specialist designer and manufacturer of high performance electrical cable assemblies. They are experts in building cables for harsh environment applications in markets such as Defence, Aerospace and Motorsport. The company is an approved supplier to the UK Ministry of Defence, the US Department of Defense (D.O.D.), the Danish Defence Acquisition and Logistics Organisation and NATO. In addition to these government organisations, the company also supports several Prime Contractors and OEMs.

The Phoenix Dynamics product range includes wiring harnesses, power cables, RF cables, fibre-optic cables and electro-mechanical assemblies. The company employs a highly skilled workforce fully conversant with military and aerospace specification wiring looms.

Its advantages over competition include its front-end design led sales approach, offering flexibility and responsiveness to customers. As an SME with investment behind it, the company can offer agility and flexibility to its customers in solving both technical and commercial challenges.

Phoenix Dynamics has had significant success in export sales over recent years. They have been selected as a key supplier to the US D.O.D, carrying out a design and testing project that has led to production of a range of products for the US Army. In 2015 they were awarded a 5-year contract to supply cable assemblies to the Danish Army. The company now exports to 7 countries around the world, with additional overseas growth planned.

CommonwealthFirst will help Phoenix in their search for new markets and clients in Commonwealth countries also in need of this rare expertise.



**[www.phoenixdynamics.com](http://www.phoenixdynamics.com)**

Unit 5 Century Road High Carr Business Park  
Newcastle-under-Lyme Staffordshire ST5 7UG  
Email: [sales@phoenixdynamics.com](mailto:sales@phoenixdynamics.com)  
Telephone: +44 (0)1782 578333



Playdale are a leading manufacturer of children's outdoor play equipment, currently operating in 35 countries. The company has an extensive range of over 450 products manufactured from high quality laminated timber and stainless steel. They are an enterprising, family owned business that has been providing safe and exciting playground equipment for almost 40 years in over 20,000 play areas.

Playdale are continually designing new, innovative products with the capability to compete on the global stage. Carefully factored into each design is the sales appeal of the product as well as the practicality of shipping it and the ease of installation by foreign teams. Playdale can now provide products certified to the U.S. as well as European Standard, in theory eliminating any restriction on where they can trade.

CommonwealthFirst looks forward to harnessing this new potential, supporting Playdale with valuable insights and obtaining international support on trade missions to key Commonwealth target markets.



**[www.playdale.co.uk](http://www.playdale.co.uk)**

Street Address: Haverthwaite,  
Ulverston, Cumbria LA12 8AE

Email: [enquiries@playdale.co.uk](mailto:enquiries@playdale.co.uk)

Telephone: +44 (0) 15395 31561

Twitter: @Playdale





Proversity offers a full-service mobile learning and recruitment platform for employers. The company is a leader in encouraging meaningful employer engagement in education and directly addressing the education-employment skills gap. Proversity was voted UK EdTech Company of the Year (2015), Top 100 HRTech Companies to Watch globally (2016) and is a proud official partner of edX. Today, the company has 21 employees across its London, Boston and Cape Town offices.

Proversity is the UK's number one edX partner and are a genuine success story for the power of continuous education to build a progressive solution in partnership with business and government. The company has strong execution in the UK to date, with a very strong tech team based in Cape Town (South Africa) and has high aspirations to take its offering to the global stage. Combining its existing offering with aspirations in xAPI technology, Proversity is able to encourage meaningful employer engagement in education not just in the UK, but worldwide.

CommonwealthFirst will provide Proversity with high-level introductions and the operational guidance required to enter desired new markets.



**[www.proversity.org](http://www.proversity.org)**

8 Lee Street, Haggerston,  
London E8 4DY

Email: [info@proversity.org](mailto:info@proversity.org)

Telephone: +44 7854 191 949

Twitter: [@proversity\\_org](https://twitter.com/proversity_org)



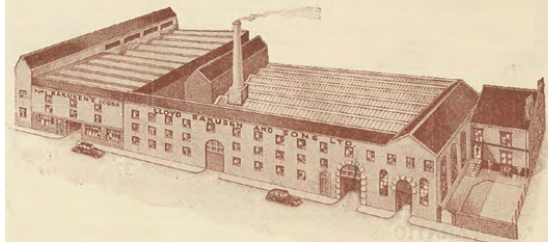
Rakusen's has been producing delicious, healthy water crackers since 1900 and was the first manufacturer in the UK to do so. The entire Rakusen's range of crackers is flame-baked to a traditional recipe, giving each bite a unique but subtle nutty flavour. Over the years, the company has expanded its range beyond crackers to include biscuits, margarines and soups, while developing its core product out to adapt to the modern snacking market.

Historically Rakusen's produced kosher products for the Jewish community with a mainstream healthy eating market subsequently presenting itself. The company's flame-baking process is unique within the UK and holds the advantage of being the only UK produced gluten free cracker.

Having already made a good start to internationalising their products, CommonwealthFirst will look to support Rakusen's in finding further markets for their unique product with Canada, Australia and New Zealand likely to be early targets.

## LLOYD RAKUSEN & SONS LIMITED

*Manufacturers of Pure Foods*



**[www.rakusens.co.uk](http://www.rakusens.co.uk)**

Clayton Wood Rise, Ring Road,  
West Park, Leeds LS16 6QN  
Email: [sales@rakusens.co.uk](mailto:sales@rakusens.co.uk)  
Telephone: +44 (0) 113 278 4821  
Twitter: @rakusensuk



Saturn Bioponics provides crop production systems which improve profitability by increasing yields and reducing labour and resource costs. The company combines hydroponic methods and three-dimensional crop production to increase yields by 3 to 4 times per unit of land. The company also delivers high-value IP to optimise productivity and quality, through expert guidance and provision of advanced nutrients.

This award winning technology is the first commercially viable 3D growing system, proven by some of the UK's leading commercial crop growers who are using the system for leafy salads, vegetables, strawberries and herbs. Over 6 years of R&D and trials have delivered a system that optimises crop production in a way that is user-friendly and practical, cost-effective and sustainable. The system and its know-how are truly innovative and revolutionise cultivation of a variety of crops worldwide.

Saturn Bioponics are getting more requests from all over the world and its technology offers a payback of generally less than three years.

CommonwealthFirst are delighted to be working with this exciting company and look forward to helping spread its ground-breaking techniques into markets across all Commonwealth regions.



**[www.saturnbioponics.com](http://www.saturnbioponics.com)**

Corporation St, Birmingham B4 6QB

Email: [office@saturnbioponics.com](mailto:office@saturnbioponics.com)

Telephone: +44 (0)121 286 2280



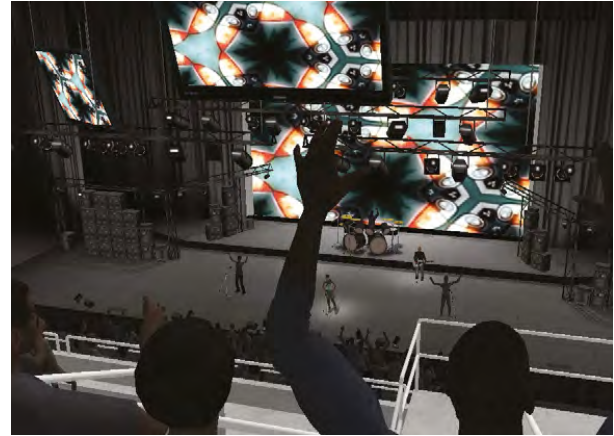
StadiArena's patented technology converts an outdoor stadium into an indoor arena in just 6 minutes, allowing stadium owners, developers and operators to create a true multi-use venue.

Applicable to new builds and refurbishments, StadiArena is a cost effective, innovative solution that addresses the problems of legacy, revenue generation and under utilisation. This bespoke venue can then host a variety of events including indoor sports, exhibitions, conferences, banquets, weddings, televised screenings, community functions and many more.

The management team at StadiArena have over 60 years of experience in designing, managing and operating sporting venues and this has fostered a strong belief that in order to be financially viable, a venue must be truly multi-use. In October 2016, the world's first StadiArena opened in Ahmedabad, Gujarat as a Public Private project approved by now Indian Prime Minister Narendra Modi when he was then the Gujarat Chief Minister.

StadiArena not only brings increased commercial revenues to dormant stadiums, but it creates a venue that becomes an asset to the community providing facilities for cultural, social, educational, sporting and leisure events.

CommonwealthFirst will assist StadiArena in identifying new opportunities and partnering with other Commonwealth companies in enhancing and improving the unique services provided.



**[www.stadiarena.com](http://www.stadiarena.com)**

The Barns, Whitestitch Lane, Meriden,  
Warwickshire CV7 7JE

Email: [info@stadiarena.com](mailto:info@stadiarena.com)

Telephone: +44 (0) 1676 524200

Twitter: @StadiArena1





Established in 1997, Tele-Traffic UK are pioneers of video and LASER speed enforcement and speed measurement technologies. Together with traffic data collection and advisory speed systems, the company serves over 98% of the UK Police forces and the whole of Ireland. The company also provides safety solutions to many Government and corporate organisations.

With video and LASER speed measurement systems that are quicker, lighter, more accurate and totally vehicle selective, Tele-Traffic provide a superior product. The company also recognises the need to provide a total end-to-end solution. This means provision of an experienced training team, many of whom are ex traffic police officers, who can provide on-site and live environment training covering both the technical and operational sides of the product. This brings a wealth of knowledge and understanding of issues around both health and safety and of those faced by the enforcement operators.

The systems provided by Tele Traffic provide the operator with a tool that is “non confrontational”, enabling enforcement without the need to interact with the offender at the roadside.

With many countries outside of the UK using old technology and looking to implement road safety cameras and speed measurement technologies for the first time, Tele-Traffic have a huge opportunity to expand out into foreign markets.

CommonwealthFirst will help Tele-Traffic to meet with key decision makers in Commonwealth governments, helping to raise its profile in target export locations and adding credibility to its offering.



**[www.teletraffic.co.uk](http://www.teletraffic.co.uk)**

LaserTec Centre, Harris Road,  
Warwick CV34 5JU

Email: [admin@teletraffic.co.uk](mailto:admin@teletraffic.co.uk)

Telephone: +44 (0) 1926 407272

## About CommonwealthFirst

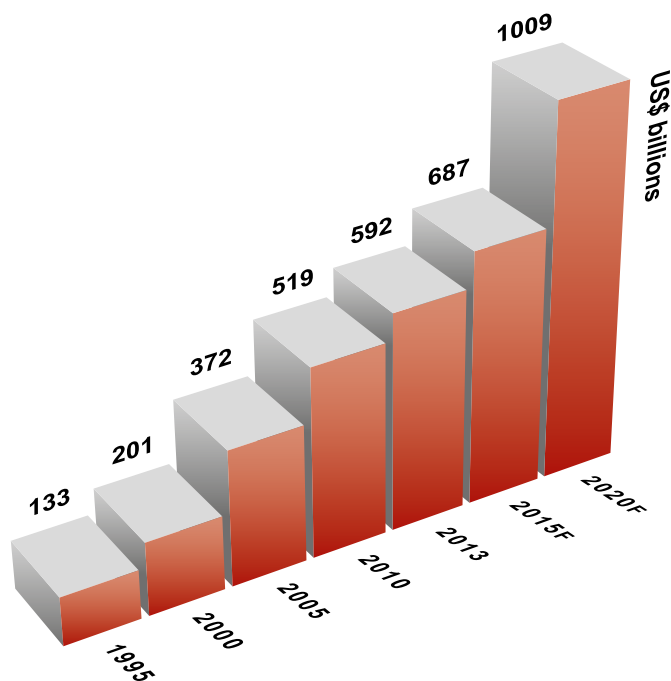
CommonwealthFirst has been established by the Commonwealth Enterprise and Investment Council (CWEIC) to encourage small and medium enterprises (SMEs) to trade and invest across the Commonwealth; a market comprising 53 English speaking countries with a combined population of 2.2 billion – at least 60% of whom are under the age of 30 – and a combined GDP of approximately US\$9.6 trillion.

The Commonwealth Factor, with its shared language, complementary legal systems and business practices, helps make trade on average 19% cheaper between members countries. By 2020 Commonwealth trade is expected to double to US\$1 trillion. Over the next three years 100 leading UK SMEs will be selected to become Commonwealth Export Champions.

Over three years 100 leading UK SMEs will be selected to become Commonwealth Export Champions.

Through intensive training, mentoring, trade missions and business development support, Export Champions will be supported in their quest to win new business in the fast growing Commonwealth markets. Their success will be showcased as an encouragement to the wider business community to make greater use of the Commonwealth network.

The vision is to expand the programme to businesses in other Commonwealth countries after the initial three year focus on UK SMEs.



A rising Commonwealth tide  
Intra-Commonwealth trade 1995 – 2020F

## Founding Partners

### COMMONWEALTH

*Enterprise and Investment Council*

#### CWEIC

The Commonwealth Enterprise and Investment Council facilitates trade and investment throughout the 52 states of the Commonwealth and supports private sector companies and governments to promote economic activity. We work with member companies to expand their businesses and to help with new investments in any Commonwealth country.



#### Royal Mail

Royal Mail is the UK's most trusted letters and parcels delivery company who connect companies, customers and communities across the UK, delivering a 'one-price-goes-anywhere' universal postal service to over 29 million addresses. As a FTSE 100 organisation we are focused on being recognised as the best delivery company in the UK and across Europe.

## Implementation Partner



#### i-genius

i-genius is a world community of social entrepreneurs which promotes social entrepreneurship and the wider social economy via a network in almost 200 countries. It has developed projects in around 40 countries including the European Union's Web-COSI. i-genius is co-founder of the Global Centre for Healthy Workplaces.











[www.commonwealthfirst.org](http://www.commonwealthfirst.org)