



CommonwealthFirst

A world champion in SME support

Export Champions

Cohort Three



CommonwealthFirst
EXPORT
CHAMPION

A world
champion
in SME
support

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

This Cohort brings together an even broader range of experience and sectors, with companies from manufacturing, healthcare cybersecurity, food and drink and ecommerce.

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 exciting programme continues to go from strength to strength and we are starting to see some fantastic outcomes. 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 thirty new fantastic SMEs selected to become Commonwealth Export Champions. The Third Cohort is a great group of companies; established or new, large or small, retailer, service provider, manufacturer; they all have great stories to tell and a palpable thirst for growth

Royal Mail's relationship with the CommonwealthFirst programme is an obvious one. We are 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 linguistic, legal and historical links of the Commonwealth are all reasons for any UK company to look to it as a great starting place for their international journey. A potential market of 52 English speaking countries and 2.4 billion people united by similar business structures is a very attractive proposition.

Together, Royal Mail and the CommonwealthFirst mentors bring a huge amount of export expertise and insight that this cohort can draw upon whenever they need it. We wish them all the best on the exciting journey ahead.

Nick Landon
Managing Director
Royal Mail Parcels



BMM Weston is a manufacturing company originating from 1882. The company has now re-invented itself with a focus on medical devices in infection control. Health authorities are now core customers.

Their core product range includes steam sterilizers (Autoclaves), used in hospitals worldwide. Supporting ancillary equipment is also supplied, including industrial washer disinfectors, steam generators and loading equipment.

With the global market for infection control running beyond \$10billion, BMM Weston's huge growth potential is clear. The company have already seen notable signs of interest from India and the wider Middle East region at trade fairs and experienced great appreciation for the high quality of the products being exhibited.

CommonwealthFirst looks forward to supporting BMM Weston to open up new opportunities in target markets of India, Malaysia and Singapore and to make contacts in the relevant sectors.



www.bmmweston.com

Weston Works, Faversham, Kent, ME13 7EB

Email: mail@bmmweston.com

Telephone: +44 (0) 1795 533441



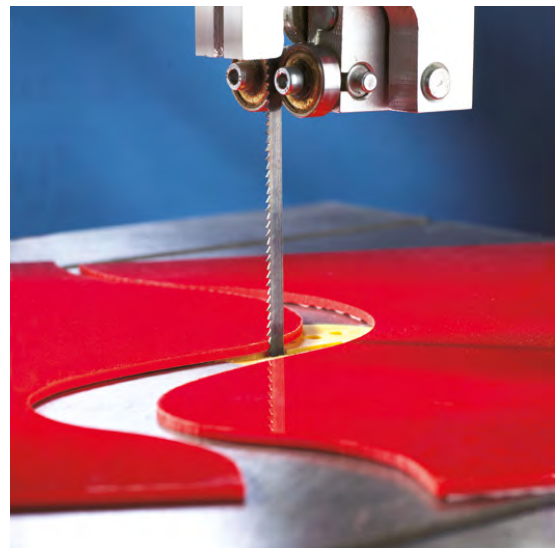
Dakin-Flathers are the largest manufacturer of 'carbon' bandsaw and bandknife blades in the world, with over 125 years of saw manufacturing experience. The company's products can be found in a huge range of industries, including primary processing of timber, furniture production, engineering, and food preparation.

Dakin-Flathers remains a privately owned, family-run business, based in purpose built 24-hour production facilities in Featherstone, West Yorkshire, with a commitment to delivering exceptional products and service at the heart of their operation. Distributors, machine manufacturers and end-users around the globe are given the products and support they need to help win more orders and to gain more market share.

Thanks to their focus on product quality and performance, Dakin-Flathers has grown from being the leading supplier in the UK to one of the leading suppliers in the world for bandsaw and bandknife blades, exporting to over 100 countries with an unrivalled worldwide reputation for quality, performance and service.

Moving forward, Dakin-Flathers are looking to exploit market gaps for its food and foam processing blades where innovative technical developments are opening up new opportunities.

CommonwealthFirst looks forward to supporting Dakin-Flathers in capitalising on these opportunities, particularly in key target markets including South Africa, India, Canada and New Zealand.



www.dakin-flathers.com

Boothroyds Way, Green Lane
Industrial Estate, Featherstone,
West Yorkshire, WF7 6RA
Email: sales@dakin-flathers.com
Telephone: +44 (0) 1977 705 600
Facebook: [@dakin.flathers](https://www.facebook.com/dakin.flathers)



Donald Russell are a Royal Warrant holding Scottish butcher and Britain's leading mail order meat supplier. Having originally opened in Aberdeenshire in 1974, the company quickly started selling to a range of top end clients in the UK and worldwide, from Simpson's-in-the-Strand to Raffles Hotel in Singapore. They have held their Warrant for the supply of meat and poultry to Her Majesty The Queen for over 30 years.

The business now operates through three main channels: direct to customer mail order business; trade direct to UK hotels and restaurants; and exports which are both wholesale and retail, again to hotels and restaurants. All receive the highest quality produce including Donald Russell's signature grass-fed UK beef, free-range pork and UK lamb, as well as their range of gourmet seafood, game and chef made meals. Donald Russell prioritise quality and flavour above all else, and are experts in the selection, maturation and hand-cutting of meat. They champion the art of craft butchery and have established an acclaimed apprenticeship scheme to protect these skills for the future.

The company is now rebuilding its export business, which was decimated by the BSE crisis, and is at the forefront of reintroducing UK beef to customers around the world. It is looking to expand into Singapore, Canada, Malta and Cyprus, and CommonwealthFirst looks forward to helping this proud British company to establish new relationships in these areas.



www.donaldrussell.com

Units 4-7 Harlaw Business Centre,
Harlaw Road, Inverurie, AB51 4FR

Email: mcfarlaner@donaldrussell.co.uk

Telephone: +44 (0) 1467 622601

Twitter: @gourmetbutcher



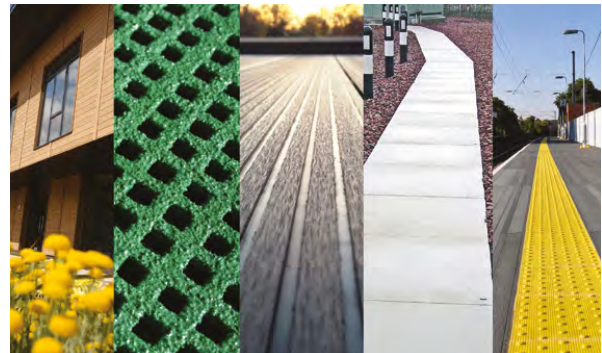
Dura Composites was established in 1996 when the company first began selling fibreglass grating for use as anti-slip walkways in the Marine and Industrial sectors. Over the past 20 years their product range has expanded to include Glass Reinforced Plastic Trench Covers, Profiles, Handrails, Stair Treads and the market-leading Dura Deck and Dura Cladding made from low-maintenance Composite Timber.

The company's mission is to supply pioneering composite product solutions that inspire new ideas and promote safety, durability and longevity – recent success winning them the prestigious Queen's Award for Enterprise in the category of International Trade for 2017.

The team have extensive knowledge and practical experience of fibreglass reinforced plastic, timber composites and other related emerging materials. All products offer customers a low life cycle cost thanks to long life expectancy and low maintenance requirements.

Dura Composites sells its industrial, construction, marine and rail products directly to a wide variety of customers, from global contractors to train operating companies. They also have a well-established global distribution network in Europe, the Middle East, North America and Africa.

With products that clearly have traction in a wide range of export markets, we look forward to helping Dura gain high level facilitative access in destinations as diverse as Cyprus, South Africa, India, Malaysia and Singapore.



www.duracomposites.com

Dura House, Telford Road,
Clacton-on-Sea, Essex, CO15 4LP
Email: info@duracomposites.com
Telephone: +44 (0) 1255 423601
Twitter: [@duracomposites](https://twitter.com/duracomposites)



Early Bird Ventures is a fast growing supplier of automotive sump plugs, sump washers and specialist parts for Smart Cars. Despite being less than four years old, in 2016 the business supplied parts to over 60 countries through ecommerce platforms, providing an essential service to customers worldwide who cannot get these supplies locally.

Tailoring their products to each customer, Early Bird offer innovative pack sizes including sump washer assortment packs and maxi packs. Its Smart Car parts are also innovatively developed to make them simple and cost effective for international customers. Parts kits include their sump kit, comprising a sump with sump plug, sump gasket, sump bolts, sump washers and oil filter, all able to fit in small parcel size weighing less than 2kg.

With its product knowledge, lean structure and experience of international trade, and ecommerce, the business is agile and flexible allowing it to respond to market requirements and grow rapidly.

CommonwealthFirst looks forward to supporting Early Bird Ventures through the next stage of its growth into new markets and product lines.



www.smartearlybird.co.uk

5 Bridge Street, Congleton, Cheshire, CW12 1AY

Email: info@smartearlybird.co.uk

Telephone: +44 (0) 1260701220

Twitter: @SmartEarlyBird @OfSumpPlugs



eportfolios.org

ePortfolios is a software company specialising in online solutions for the monitoring and evaluation of teacher's professional growth and lifelong learning. The solution was originally designed and developed by founder Mohammed Saleem Latif during teacher training at Liverpool Hope University in 2008 and now incorporates the Commonwealth Professional Standards Framework (PSF) – designed by the Commonwealth Secretariat in 2011 to improve teaching quality across the Commonwealth .

The ePortfolios solution enhances the pre-service, in-service and continuing professional development of teachers, assisting with reflection and self-assessment of their competencies. It is also an ideal tool for University Tutors and School Mentors to monitor, evaluate and assess teachers' professional growth.

Beginning with Singapore, the company is now targeting its service at the approximately 20 million teachers across the 52 nations of the Commonwealth which it believes would benefit from the product, suggesting massive growth potential.

We look forward to supporting ePortfolios to leverage this potential, helping in the process to implement the Commonwealth PSF around the globe.



www.eportfolios.org

26 Holmrook Rd, Preston,
Lancashire, PR1 6SR

Email: admin@eportfolios.org

Telephone: +44 (0) 7757 990241

Twitter: [@ePortfolios_Ltd](https://twitter.com/ePortfolios_Ltd)



Extremis™ is a pioneering UK engineering company which invents and designs low-cost, folding, transitional shelter solutions which can be re-folded and re-deployed with relative ease. The Extremis™ vision is to house displaced people across the globe, but its customers also use its products for different commercial applications - such as worker accommodation and tourism. The company has so far appointed licensees in Nepal, India and Pakistan with active trading in India and Pakistan.

The company has four core shelter designs in its current product set which are actively being manufactured and marketed by its licensees. All of these provide a fast-deployable family home for five people. The HuSh™ range of shelters arrive to site in one piece and unfold in minutes, without the need for skilled labour or tools to erect. Shelters can be deployed to almost any terrain and conventional foundations are not required.

CommonwealthFirst is delighted to be able to support Extremis™ in its mission to provide shelter relief for all those affected by earthquake, hurricanes, floods or war and will be actively looking to make these products more accessible to the Commonwealth countries who most need them.



www.extremistechnology.com

Hethel Engineering Centre,
Chapman Way, Hethel, NR14 8FB
Email: info@extremistechnology.com
Telephone: +44 (0) 1953 859100
Twitter: @ExtremisTech



Forest Gin is a multi-award winning spirit distilled in Macclesfield Forest in the Peak District. They currently produce two products - Forest Gin at 42%abv, and Earl Grey Forest Gin at 39.5%abv. Forest's products are sold predominantly through luxury retailers and department stores alongside very high-end restaurants and bars. Key customers include Harvey Nichols in the UK, and GLOBUS department stores in Switzerland. They also supply to Virgin 1st Class lounges in the UK.

The gin is bottled in beautiful Staffordshire porcelain, with a unique weasel design crafted by a renowned papercut designer to finish. From gin to bottle – the whole piece is made to be treasured. It is the only gin in the world to be awarded two separate Double-Gold Medals at the San Francisco World Spirit Awards.

With the demand for high-end spirits growing exponentially around the world – and with premium UK products especially sought after, Forest Gin are well poised to move into Commonwealth markets.

We look forward to helping Forest Gin to achieve their goal of taking exports into ten different countries within five years.

www.forestgin.com

The Forest Distillery, Chambers Farm,
Macclesfield Forest, Cheshire SK11 0AR

Email: sales@forestgin.com

Telephone: +44 (0) 1260 253245

Twitter: @forestgin





Giving Tree Ventures make healthy and innovate fruit and vegetable crisps with flavours including broccoli, pumpkin, mixed vegetables, mango, strawberry, apple and peach. Their freeze or vacuum dried products count as one of your five a day and are rich in antioxidants, potassium and fibre.

Key customers are retailers such as Whole Foods, Planet Organic and Ocado with end consumers anyone looking for a healthier alternative to normal crisps, especially parents looking for healthy snacks for their kids.

Giving Tree's freeze drying process is an innovate technology used by NASA to deliver long shelf life food to astronauts. For the first time the company is bringing this to the consumer at a manageable retail price.

Having already made their mark in Malta and Cyprus, CommonwealthFirst looks forward to helping the business extend its reach into Australia, New Zealand, South Africa and Canada.



www.givingtreesnacks.com

Pall Mall Deposit, Unit 26, 128 Barby Road,
London, W10 6BL

Email: mail@givingtreesnacks.com

Telephone: +44 (0) 8455198806

Twitter: [@givingtreesnack](https://twitter.com/givingtreesnack)



Goodness Gracious Foods sells award winning baby and children's food through various channels in the UK and abroad. A certified BCorp with endorsements from the medical profession, the company operates with the mantra that Healthy Food = Healthy Brain, Healthy Body. They also work with government agencies to provide food for child refugees and those living below the poverty line.

Key products are their innovative line of organic purees using recipes that began life in the kitchen of founder Katherine Gubbins. Tested thoroughly by her own children, each recipe tastes great and adds essential daily nutrients to the diets of both children and grownups alike.

All recipes are based on the 5,000-year-old Indian health system of Ayurveda. That means only 100% organic ingredients and the introduction of new grains, flavours and spices that can benefit youngsters of all ages.

With the baby food market worth \$53 billion globally, and the "Free From" market also growing exponentially, Goodness Gracious are well placed to move into Commonwealth markets. We look forward to helping the company to find new retailers and distributors in Africa, Australia and Canada as well as reconnecting Goodness Gracious with the Indian roots of its brand.

www.goodnessgraciousfoods.com

Street Address: 4th Floor,
20 Margaret Street, London, W1W 8RS
Email: info@goodnessgraciousfoods.com
Telephone: +44 (0) 7810 661161
Twitter: @G00DnesGracious



ICC Solutions Limited is a global leader in Chip & PIN payment testing and certification technology. Its innovative test tools enable highly efficient Chip & PIN certifications with global payment brands such as MasterCard and Visa, being used worldwide by the major banks, merchants and their technology providers.

Incorporated in 1996, ICC Solutions is an independent company owned by the founding Directors, with its headquarters and centre of excellence based in Cheshire. The company has won an incredible four Queen's Awards for Enterprise, two for International Trade (2012 and 2016) and two for Innovation (2012 and 2017).

The business has built a brand which is now recognised world-wide, being the "ICCSim" portfolio of test tools. The ICCSim name is synonymous with successful and efficient Chip & PIN certifications. It is the company's vision and strategy to further build on this, to ensure that ICC Solutions and the ICCSim portfolio are regarded as the preferred choice and global market leader for these certifications.

With an exponential recent growth record, and established exports to over 63 countries already, ICC Solutions has the makings of a great Export Champion. We look forward to facilitating new growth with a company that has the potential to be genuinely pan-Commonwealth in reach.



www.iccsolutions.com

St James Business Centre, Warrington,
Cheshire, WA4 6PS

Email: info@iccsolutions.com

Telephone: +44 (0) 1925 629001

Twitter: [@iccsolutions](https://twitter.com/iccsolutions)



Joe & Seph's is a family owned and run business launched in 2010 with the aim of creating the best-tasting popcorn in the world. They now have a range of over 50 innovative flavours of gourmet popcorn and 10 premium caramel sauces which together have won a total of 29 Great Taste Awards. Every product is handmade by chefs in their North London kitchens using all natural ingredients and extra-large corn pieces. Recently ranked 226th Fastest Growing Company in Europe by the Financial Times, Joe & Seph's are now listed in over 2,500 stockists globally and export to over 25 countries.

The company are proud its annual turnover has continued to grow at a rate over-and-above the category trend, showing the huge demand for their premium offering. Export is increasingly important, with major listings in Europe, the Middle East, Asia & USA. By 2020, 30% of total sales are expected to come from export.

Joe & Seph's initially targeted premium retailers, gaining listings in Selfridges and Harrods, whose adventurous customers were the ideal consumers for their gourmet product. Since then, with a focus on securing wider distribution, less traditional channels such as cinemas, airlines and supermarkets have proven to be fundamental with the company consistently outperforming their targets.

CommonwealthFirst looks forward to supporting Joe & Seph's with its ambitious international growth plans within some of the world's fastest growing economies.



www.joeandsephs.co.uk

Unit 1, 1000 North Circular Road,
London, NW2 7JP

Email: joe@joeandsephs.com

Telephone: +44 (0) 208 450 0922

Twitter: [@joeandseph](https://twitter.com/joeandseph)



Kniterate is a highly innovative digital knitting company that wants to change fashion in the same way that 3D printers are revolutionising manufacturing, using yarn to “print” digital clothing files. Through an easy-to-use internet platform, users can design garments from scratch, edit templates or upload their own images and press “knit”.

The company has recently raised an impressive \$636K on Kickstarter, which will allow it to start manufacturing its machine for customers around the world.

Kniterate’s software platform allows anyone to design a garment online, and then send the file to the owner of one of their machines, providing a network of consumers and suppliers with the potential to reshape the fashion industry. This application will allow the exchange of “digital files of fashion”, in a similar manner to digital music or 3D printing. A framework – adapted to the customers branding and collections - will also be developed for other companies looking to incorporate Kniterate’s software into their fashion offerings.

Kniterate’s goal is to empower independent designers and small businesses by providing them with a tool only available to garment manufacturers, and to be a catalyst for innovations in the fashion and wearable industries.

CommonwealthFirst looks forward to supporting Kniterate in taking its journey into Canada and beyond.



www.kniterate.com

45 Vyner Street, (Ground Floor),
London, E2 9DQ

Email: info@kniterate.com

Telephone: +44 (0) 7789362030

Twitter: [@kniterate](https://twitter.com/kniterate)

Instagram: [@kniterate](https://www.instagram.com/kniterate)



Merrythought is a fourth-generation family business that manufactures the finest traditional teddy bears, each of which is hand-made in their original Shropshire factory. Dating back to 1930, Merrythought is now the last remaining British teddy bear manufacturer - using traditional craftsmanship and high quality natural materials, most significantly mohair plush, to create its luxury bears.

The company supplies independent toy and teddy bear shops across the UK, as well as high end department stores including Harrods, Fortnum & Mason, Fenwick and John Lewis. It also designs and produces bespoke bears for various luxury brands and specialist retailers, such as The Royal Collection, Burberry and Turnbull & Asser.

Merrythought dispatches across the world via its website, and holds a small number of direct stockist accounts in Australia and other export countries. They design and produce their own collections, which include limited editions aimed at collectors, and classical mohair teddy bears which appeal to the wider public.

CommonwealthFirst looks forward to supporting Merrythought with introductions to distributors, assistance with entering new markets and brand collaborations across the Commonwealth network.



www.merrythought.co.uk

Merrythought Village, Ironbridge,
Shropshire, TF8 7NJ

Email: contact@merrythought.co.uk

Telephone: +44 (0) 1952 433116

Twitter: @MerrythoughtLTD



Naturally Tribal Skincare Ltd is a chemical-free skincare brand, using only Mother Nature's gifts to create natural skincare products for the whole family. The company imports personally selected natural ingredients from Africa for research, testing and manufacture in the UK for global distribution and export. They strongly believe they are hitting the market at just the right time when 'less is more' in terms of quality ingredients in the consumer and cosmetics industries.

Key to the Naturally Tribal story is its collaboration with the Shea Butter producers of Nigeria's Essan Kingdom. Having seen her son suffering from eczema, founder Shalom Lloyd looked to her African heritage for a way to help manage her son's skin condition, finding it in an old family skincare recipe from Nigeria. The company has never looked back, turning this mutually beneficial relationship with the community of Essan into a successful commercial set of products.

Eight core products include the AGU Men's grooming range (Body Food and Beard Oil); IYA Women's range (Body Food); YARA Kids and IYALI Family range (Body Foods) and its Exotic range (Body Scrubs and Polish). However, with over 30 more formulations in the pipeline, expect many more products to come!

CommonwealthFirst looks forward to supporting Naturally Tribal improve its brand awareness, develop its production facility in Nigeria and export into new markets - and to tell the story of a product with a wonderful Commonwealth collaboration at its heart.



www.naturallytribalgroup.com

The Old Court House; 20 Fenny Stratford;
Milton Keynes, MK2 2DD

Email: info@naturallytribalgroup.com

Telephone: +44 (0) 1908 991784

Facebook, Twitter and Instagram: @NaturallyTribal



PACK'D is an innovative functional nutrition business that is pioneering Frozen Smoothie Kits. Its kits are the first to be designed with nutritionists to provide targeted health benefits: Energy, Defence or Detox. Each kit contains the precise amounts of whole fruits, vegetables and superfoods to make the ultimate smoothie in under a minute - just add your choice of liquid and blend!

They are available to purchase nationwide with Sainsbury's, Tesco, Costco and online with Ocado. PACK'D have also started their export journey with Pallas Foods in Ireland and Costco in Iceland.

Their founder Luke Johnstone was recently named Amazon Young Entrepreneur of the Year. He is also an Ambassador for the Prince's Trust who helped get his business off the ground from its roots in his garden shed at home.

PACK'D's products appeal to the ever-increasing number of time-poor affluent urban young professionals who understand the power of nutrition to improve performance and seek more from their food and drink. Due to the mistrust surrounding processed foods, this demographic prefers to make their own food from scratch to ensure complete control and enjoy the nutritional benefits of clean eating.

PACK'D see their USP as continued commitment to innovation - constantly developing new products to fuel potential.

We look forward to working with PACK'D as they look to take their products across the Commonwealth.



www.packd.co.uk

PACK'D, The Print Rooms,
164/180 Union Street, London SE1 0LH

Email: hello@packd.co.uk

Telephone: +44 (0) 203 4882 509

Twitter, Instagram, Facebook: @packdco



The Principle Healthcare Group is one of the Europe's leading producers of nutritional supplements. Formed in 2002 by Mike Davies along with a team of healthcare industry professionals, the business was developed to create a "nutrition-based healthcare business which could make a real difference". Now a well-established and family run business based in Yorkshire, the company provides specialised supplements and products in a variety of formats for some of the world's largest retailers and brands.

Principle's vitamin range is a comprehensive set of multivitamins made with ingredients of the highest quality for everyday well-being. Its products are specially designed for different ages and individual needs and come in various forms, including tablets, effervescent, chewables, capsules, gummy pastilles, dextrose tablets, liquids and powders.

Already well established in European markets, CommonwealthFirst will help Principle to find distributor companies in promising Commonwealth markets including the Caribbean, Kenya and Sri Lanka.

The Principle Trust Children's Charity is a local Charity in Skipton providing disadvantaged & underprivileged children respite care & leisure time through the provision of holidays. They help children with difficulties such as long term, life threatening or limiting illnesses, disability, mental health issues, violence or overcrowded & inadequate housing



www.principlevitamins.com

Airedale Business Centre,
Millennium Road, Skipton, BD23 2TZ
Email: enquiries@principlehealthcare.com
Telephone: +44 (0) 1756 792600



Founded by leading model Danielle Copperman, Qnola is dedicated to helping people Wake Up Well™ by developing nourishing food products and creating a lifestyle brand to educate and assist people in their quest to start each day better.

Qnola's range of nutritionally enhanced breakfast products are made from 100% natural ingredients with the aim of developing a healthy alternative to processed commercial cereals, which are often high in sugar, additives and preservatives. Although many of these products are advertised as 'skinny', 'light' or 'low fat' this doesn't make them healthy. Qnola's nourishing ingredients are all wholesome sources of essential vitamins, minerals, antioxidants and sustainable energy. All Qnola products are paleo, vegan and free from refined sugar, wheat, gluten and grains.

As the only purely quinoa-based granola in the world, Qnola have a very unique point of differentiation and no direct competitors. They therefore have a large and rapidly expanding base of potential customers as health and wellbeing products continue to grow in popularity.

With target markets all over the world, CommonwealthFirst looks forward to supporting this ambitious business to find distributors that can help it realise this potential.



www.qnola.co.uk

37 Great Pulteney Street, Bath, BA2 4DA

Email address: hithere@qnola.co.uk

Telephone: +44 (0) 7790 238 381

Twitter: @QnolaUK



Redstor is an International Data Management Software as a Service business, focusing on cloud backup, disaster recovery and archiving services.

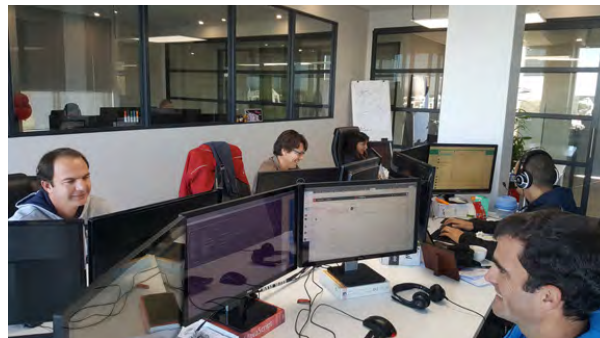
Since 1998, Redstor has been the data management and security company of choice for businesses and organisations looking for a trusted advisor to manage and secure their most critical asset: their data. This experience, shaped by the needs of their client base, creates the world-class software underpinning Redstor's cloud data management and security platform.

Unifying backup, disaster recovery and archiving controlled from one console, Redstor Pro removes the complexity that surrounds data protection whilst delivering the agility and insight that businesses need to thrive in today's data driven environment.

Redstor has a broad customer appeal particularly with SMEs/ SMBs in the legal and finance sectors. Within the public sector, Redstor has strong relationships with local government, the NHS and the education market. Thanks to Redstor's network of over 300 partners, it is able to offer data management expertise to a customer base of over 40,000 organisations across the globe.

Headquartered in Reading UK, Redstor have two additional offices, one in Johannesburg and a development team in Cape Town, South Africa.

Redstor has won Techmarketview's "British Battler" and Great British Scaleup awards, and consequently is well placed to move into new Commonwealth markets, especially with the endorsement of the Commonwealth First programme.



www.redstor.com

St James Wharf, 99-105 Kings Road,
Reading, RG1 3DD

Email address: sales@redstor.com

Telephone: +44 (0) 1189 515200

Twitter: @Redstor

REIDsteel

REIDsteel have a worldwide reputation for excellence in the custom design, engineering, fabrication and erection of a wide variety of pre-engineered steel frame buildings and structures. They are a manufacturer for industrial facilities, factory buildings, aircraft hangars, steel highway bridges, industrial buildings, steel framed commercial buildings and waste/recycling facilities. They also design and build a range of low cost prefabricated steel buildings, for all manner of uses.

One of the UK's top steelwork construction & cladding companies, REIDsteel also specialise in the design and construction of hurricane, tsunami and earthquake resistant buildings for the world's more volatile climates. They can also advise on strengthening existing buildings to make them safe when faced with these threats.

Customers range from governments to international aid agencies, building contractors, consultants and private businesses. As a long established and well-regarded supplier of these structures there is a considerable global network who contact the company with enquiries.

With huge potential for business in the Commonwealth, especially in developing countries looking to grow their infrastructure, REIDsteel will be a superb Export Champion. Offering a well-engineered, value for money, complete superstructure package that can be relied on to arrive in good condition in the most remote of regions – we look forward to helping REIDsteel to tap into this huge opportunity.



www.reidsteel.com

Strucsteel House, 3 Reid Street,
Christchurch, Dorset, BH23 2BT
Email address: sales@reidsteel.co.uk
Telephone: +44 (0) 1202 483333



SACOMA develops, markets and sells innovative, healthy, gluten free snacks and packaged fresh foods targeting health conscious consumer markets in the UK, EU and other countries across the globe. Its food products are made from 100% sweet potatoes sourced from small holder farmers in Africa and Kenya in particular.

The company has an innovation-led and social impact business model with a food value-chain focus that looks after the welfare of small-holder farming communities and encourages entrepreneurship within them. SACOMA's work also emphasises climate change compliance and has strong links with advanced UK food innovation technologies and industry.

SACOMA was the Winner of the World Food Innovation Awards 2017 at the International Food Exhibition in London for the Best Social Responsibility Initiative with its Kenyan sweet potato products. They now have ambitious plans for growth with a number of exciting new products in the pipeline.

We look forward to helping this socially conscious and vibrant company to move its products into Australia and other African markets.



www.sacomauk.com

108 Cranbrook Road, Ilford, Essex, IG1 4LZ

Email address: Perez.sacoma@gmail.com

Telephone: +44 (0) 7764961489

Twitter: [@sacomasweet](https://twitter.com/sacomasweet)

Facebook: <https://www.facebook.com/sacoma/>

SAM LABS

SAM Labs is an award-winning East London startup, founded in October of 2014, who make app-enabled construction toys for kids of all ages. Targeting both users at home and in schools, SAM allows kids to discover the fun in coding and creating. Aiming to bridge an increasing skills gap, they work with education institutions as well as entertainment experts to make engaging, fun and learning focused kits. Sold in over 60 countries around the world, SAM kits are capturing the global demand for exciting STEM products.

SAM kits have two markets: Education and Play. For the education market, SAM sells primarily to K-12 educational institutions around the world. Ranging from science to maths and even to history teaching, its technology becomes an integral part of creative 21st century pedagogy. Its educational offering is tailored for the classroom, with professional development, 24 hours support, and curriculum based learning materials all available.

On the Play side, SAM create engaging kits targeted at 7-11 year olds to play with at home, marketing to parents directly through online channels, while revenue is driven through e-commerce (Amazon, their own website, etc.) as well as through strategic retail partners such as Barnes & Noble and John Lewis. Evidence of the slick product to market fit comes from SAM's rapid adoption into over 1,000 schools worldwide and into over 10,000 households in its first full year operating.

CommonwealthFirst looks forward to supporting SAM Labs build closer ties with schools across the Commonwealth and in navigating the cultural and legal systems of Commonwealth markets.



www.samlabs.com

25a gallery, Vyner Street, E2 9DG

Email address: Info@samlabs.com

Telephone: +44 (0) 20 38286281

Twitter: @samlabs



The Coconut Company is an innovative manufacturer of organic and vegan coconut food products for health stores, supermarkets, gourmet food shops, as well as the food manufacturing sector. They produce their own range of retail products, but also supply bulk coconut ingredients for catering and food manufacture. All coconuts are sourced from farmers that have organic certification or farm naturally with no pesticides or herbicides with Sri Lankan organic produce an increasingly important supplier.

The company have a strong focus on new product development within a constantly evolving food space in which innovation is critical. They therefore have several projects on the go and work closely with a freelance food technologist and recipe developers to uncover new and innovating trends, particularly “grab and go” coconut drinks and snack products. They firmly believe that certain coconut products are going mainstream (like coconut water, coconut milk drinks and coconut oil) and will be at the forefront of this movement.

The company is working hard to secure distributors in Denmark and Sweden after a visit to both countries earlier in the year and would very much like to add Cyprus, Malta, Australia, New Zealand, Singapore and Canada to this list. CommonwealthFirst will be with them every step of the way.



www.thecoconutcompany.co

Unit 3, Print Village, 58 Chadwick Road,
London, SE15 4PU

Email address: trade@thecoconutcompany.co

Telephone: +44 (0) 207 358 1516

Twitter: <https://twitter.com/thecococompany>

Facebook: <https://www.facebook.com/thecoconutco>

Instagram: <http://www.instagram.com/thecoconutcompanyco>



Universal Smart Cards is a market leader in the supply and deployment of smart cards and related smart products. Having shipped over 300 million products worldwide, they are able to offer clients a vast array of smart cards, card readers, card printers and accessories, together with RFID wristbands, key fobs, labels and tags.

Universal Smart Cards offers a 'one stop shop' for smart products. They also provide advice and consultancy services to facilitate the implementation of smart cards for applications including (but not limited to); corporate ID, IT login and physical access, cashless payments, print management, loyalty and membership, time and attendance, smart ticketing and asset tracking.

Over the last decade the company has seen significant growth with end customers including Formula 1, Premier League football clubs, blue chip retailers and TfL. It has a dedicated team of industry specialists, with over 100 years combined smart card experience, working from 3 locations across the UK.

The business now sees strategic expansion into overseas markets as a natural way to grow further. With the rapid growth of certain markets – Internet of Things, RFID, NFC, and Wearables, which has been forecast to be exponential - they have seen sizeable opportunities to promote their innovative products and capability.

CommonwealthFirst looks forward to supporting Universal Smart Cards to develop its export strategy and to approach vast and populous new markets including India, Nigeria, South Africa and Canada.



www.usmartcards.co.uk

Unit 5, Rising Bridge Business Park, Blackburn Road,
Accrington, Lancashire, BB5 2AL

Email address: paulmay@usmartcards.com

Telephone: +44 (0) 1706 260342

Twitter: @usmartcards

Versapak produce reusable and tamper evident bags that help organisations around the world store and transport documents and sensitive items. The company's factory can make any bag to suit a customer's exact requirements without imposing large minimum order quantities or lengthy lead times. Versapak holds a Royal Warrant to Her Majesty the Queen in recognition of the high standard and quality of provisions supplied to the Royal Households. Versapak bags are used by many of the world's leading companies, are reusable over 2,000 times and come with a five year guarantee.

Operating through three main brands, Versapak's products are distributed worldwide.

Versapak international sells the group's reusable pouches and bags, ballot boxes, temperature controlled medical transport bags and cash bags. All bags are fitted with a special locking mechanism which when secured, protects the contents of the bag against tampering.

Versapak Manufacturing can manufacture a large range of bags, including promotional bags, lifestyle bags, medical bags, custom bags, covers and security bags.

Versapak Doping Control provides security containers for the secure transport of urine and blood samples for sports anti-doping tests.

Now looking to move into a range of Commonwealth countries around the world, CommonwealthFirst will support Versapak in finding the right customers and partners in these new markets.



www.versapak.co.uk

Street Address: 4 Veridion Way, Erith, DA18 4AL

Email address: websales@versapak.co.uk

Telephone: +44 (0) 2083335300

Twitter: @VersapakLtd

LinkedIn: The Versapak Group

VOTARY

Votary is a premium British natural skincare brand with a range of products that harness the power of natural plant oils to make skin beautifully healthy. It launched in September 2015 and is sold at Liberty of London and Space NK in the UK, at Anthropologie in the USA and via its website. In the 18 months since Votary launched its products have become cult must-haves with beauty experts around the World. They have received substantial press coverage in the UK and the USA in publications such as Vogue, Marie Claire, Glamour and The Times. Votary also won at the Tatler beauty awards just two months after launch.

Votary's products are made in the UK from carefully controlled natural plant oils and extracts. The product formulations are created by Votary co-founder Arabella Preston who is an internationally-renowned, high profile make-up artist and skincare guru. Its British-made, natural and expert credentials give it significant competitive advantages.

With the global premium skincare business worth US\$120 billion per annum, this a huge industry to have had so much early success in. The category is experiencing disruptive change from the growth of cult, niche brands such as Votary which appeal to both older, established customers and – crucially – to younger millennials which traditional brands are finding it challenging to appeal to.

CommonwealthFirst looks forward to working with this fascinating brand, helping Votary with key introductions to retailers and distributors and to navigate regulation and tariffs in Commonwealth markets.



www.votary.co.uk

9 Fyfield Road, Oxford, OX2 6QE

Email address: sales@votary.co.uk

Telephone: +44 (0) 1865 512575

Twitter: [@votary_london](https://twitter.com/votary_london)



Winch Energy is a global, off-grid renewable energy developer that brings a combination of solar design and construction expertise - providing sustainable, wired access to power off-grid communities, industries and infrastructures at cost-effective rates.

Winch's primary product is its containerized PV-battery solution with mini-grid and smart meters. This proprietary technology, called the Remote Power Unit® (RPU®), is an innovative, containerised off-grid solution designed to provide power and communications to communities, social services and industries that currently are situated in rural environments and are relying on kerosene, diesel or intermittent and unreliable power from the grid.

Winch combines engineering, development, commercial and in country expertise to create change in rural African communities. It is at the forefront of the PV micro grid industry and one of the only sub-Saharan African focused off-grid power providers in the UK. Furthermore, whilst Winch is a for-profit organisation, its RPUs create permanent, positive change to the lives of thousands in sub-Saharan Africa and have the potential to revolutionise the entire region and elsewhere. They are striving for global sustainable development and the creation of durable prosperity.

We are delighted to be supporting Winch and their important work in off-grid communities, particularly with introductions to governments, suppliers and funders in Ghana, Zambia and other African markets.



www.winchenenergy.com

71 London Road, Sevenoaks, Kent,
England, TN13 1AX

Email address: info@winchenenergy.com

Telephone: +44 (0) 1732 228110

Twitter: @WinchEnergyLtd

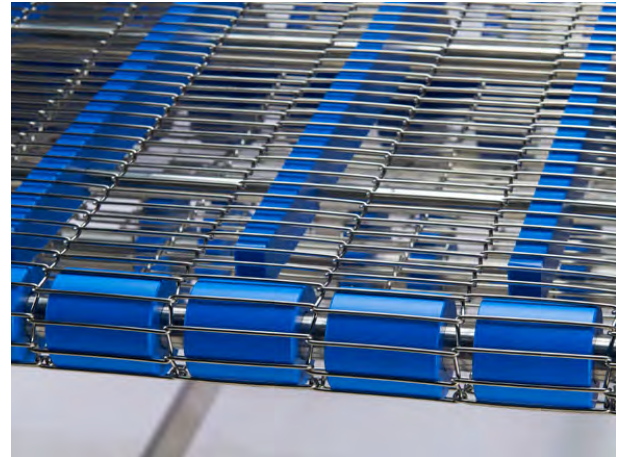


Wire Belt Company offers many styles and specifications of conveyor belts to suit specific applications and improve customer process efficiencies. They make provision for a number of industries including Food Processing, Textiles, Electronics, Agriculture, Automotive, and more. A first class customer service and global presence means they can provide fast and simple distribution around the world.

Typical applications include drying, washing, heating/cooking, cooling, enrobing, and sorting. Key customers include transnationals (Nestle, Mars, P&G, PepsiCo, Denso, Mann & Hummel), and major local organisations. Wire Belt's high quality product portfolio and unique service offering also includes systems to manage its stock holding and reordering to reduce or eliminate production down time, giving it a sustainable competitive advantage.

Their belting products also have USDA accreditation for contact with food and have been shown to be able to increase food conveyor hygiene standards by at least 10 times.

CommonwealthFirst looks forward to supporting Wire Belt network with industry bodies in the Commonwealth and helping them to better understand the available opportunities in markets such as India, Malaysia and Singapore.



www.wirebelt.co.uk

Castle Road, Eurolink Industrial Centre,
Sittingbourne, Kent, ME10 3RF

Email address: sales@wirebelt.co.uk

Telephone: +44 (0) 1795 421771

Twitter: @WireBeltCompany



YouTeachMe is an education platform helping to deliver an outstanding education for every child, their parents and the staff who teach them.

Their platform enables teachers to send teaching videos to learners before, during and after lessons. These help each child to catch up, keep up or stay ahead. Parents are able to support their child's learning because the videos show them exactly what and how their child is being taught.

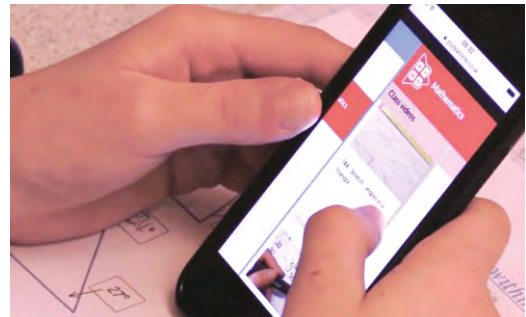
Importantly, YouTeachMe offers the highest-quality professional development for teachers. Watching, learning from and using videos made in other schools ensures that best practices are naturally shared between teachers.

The excellence principles underpinning YouTeachMe are fully transferable and can be tailored to any industry. Target markets include national and regional education systems and large companies where communication challenges exist due to high numbers of employees and/or multiple locations.

The business has already established a wide reach across the UK in both the education and business sector. Both platforms are now ready to scale up with more effective routes to market at both a national and international level.

You Teach Me have a number of competitive advantages, not least that whilst each platform operates entirely independently, they can be also be used to add value to each other, making the product offering extremely difficult for competitors to replicate.

With YouTeachMe's platforms now ready to take to the international level, CommonwealthFirst will seek to put the company in contact with decision makers that can help the platforms access much wider global audiences.



www.youteachme.co.uk

5 Prospect Place, Millennium Way,
Pride Park, Derby, DE24 8HG

Email address: admin@youteachme.co.uk

Telephone: +44 (0) 7531 398043

Twitter: @youteachme

About CommonwealthFirst

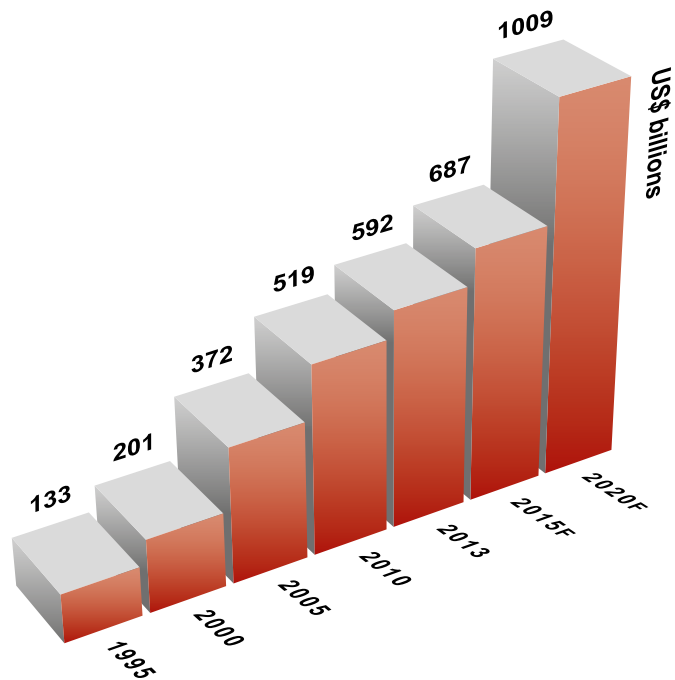
CommonwealthFirst has been established by the Commonwealth Enterprise and Investment Council (CWEIC) to encourage small and medium enterprises (SMEs) to trade and invest across the Commonwealth; a market comprising 53 English speaking countries with a combined population of 2.2 billion – at least 60% 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