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NEWS FROM THE LORD LIEUTENANT OF BUCKINGHAMSHIRE:

Four Buckinghamshire companies receive prestigious royal award

Four businesses in Buckinghamshire have today, (Tuesday 21 April 2020), been awarded a Queen's Award for Enterprise (QAE). The announcement coincides with the 94th birthday of Her Majesty The Queen.

The awards are the most prestigious awards for UK business. They are designed to recognise and encourage outstanding achievements in the fields of Innovation, International Trade, Sustainable Development and Promoting Opportunity (through social mobility).

The 2020 award winners in Buckinghamshire were successful in two categories; International Trade and Sustainable Development.

Three of the four businesses received their award in the International Trade category. This category recognises substantial growth in overseas earnings and in commercial success (for their business size and sector) through either outstanding achievement over three years or continuous achievement over six years. The three award winning businesses are:

- Dage Precision Industries – Aylesbury
- International Dance Shoes Limited – Milton Keynes
- Origin Frames Limited – High Wycombe

The fourth award winner was in the category of Sustainable Development, which recognises commercially successful products, services and approaches to management which have major benefits for the environment, society and the wider economy, either by outstanding advance over at least two years or continuous achievement over five years. The award has been given to:

- Hypnos Beds – Princes Risborough

Lord Lieutenant of Buckinghamshire, Sir Henry Aubrey-Fletcher said: "I would like to congratulate all four companies on receiving their awards. The Queen's Awards differ from personal honours such as OBEs and MBEs, in that they are given to an industrial or business unit as a whole and recognize management and employees working as a team, benefiting not only the enterprise but also their local community and country by their achievement.

"The awards are testimony to the ambitions of business and to the skills and commitment of those of you who work in these successful enterprises. The four winning companies are an example to us all as they add to the prosperity and vitality of Buckinghamshire, considered the Entrepreneurial Heart of Britain.

“During my time as Lord-Lieutenant over the past 15 years, the county will have received a total of 62 Queen’s Awards and I am looking forward very much to visiting the four companies later this year to present each of them with their award.”

The Queen’s Awards scheme was instituted by Royal Warrant in 1965 and the first awards were made in 1966. Given its entrepreneurial nature, Buckinghamshire always does well. This year a total of 220 UK businesses have been recognised, of which four are located in Buckinghamshire.

Notes to Editor

Further details about each of the companies:

Dage Precision Industries (Nordson DAGE), based out of Aylesbury and Colchester, is a market leading manufacturer of Test and Inspection equipment for the global electronics industries - printed circuit board and semiconductor. The company has grown its overseas sales by more than 50% over the last three years, with profits increasing by almost 150%. Exports represent the majority of its total turnover. Working closely with its American parent, the company has an effective strategy in place to further develop sales into its fast-developing international marketplace. It has sales, service and applications support located close to its customers, ensuring it is aligned culturally and can communicate in the local language. The company employs various routes to market including direct sales and a large network of distributors generating the majority of orders. Dage Precision Industries wins the Queen’s Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

International Dance Shoes Limited was founded in 1981 and is located in Milton Keynes. A family owned manufacturer of Ballroom & Latin American dance footwear, it is also a distributor to different wholesalers throughout the world, whilst selling directly to shops and directly to individuals. Its main markets are USA, Germany, Italy, Ukraine, Australia, Japan and China. With a focus on ballroom and Latin American shoes, the strategy for the final year of the application was to continue growth within key markets with more new products and improvements to existing ones. Online orders have grown 79% since 2016 and cover 66 countries with Russian, Ukrainian, Italian and American Instagram accounts added recently to feed more growth. Overseas sales have grown by 55% over the three year application period and the proportion of sales exported has increased to 74% of total sales. The company wins the Queen’s Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Founded in 2002, **Origin Frames Limited** is based in High Wycombe and is the UK’s leading manufacturer of bespoke aluminium doors and windows making up the Origin Home Range. It is a family run business that has achieved turnover of over £38 million, with operations in America, Dubai and Europe, and now employs over 277 people. Its overseas sales have grown by 142% over the last three years with exports now making up over 10% of all sales. The company uses a network of partners to sell its products direct to consumers, and the USA is at the forefront of the company’s export development over the next five years. The company wins the Queen’s Award for International Trade for Outstanding Short Term Growth in overseas sales over the last three years.

Keen & Toms Holdings Ltd, trading as **Hypnos Beds**, is a family-owned business employing 530 people across Princes Risborough and Castle Donington. It is the third largest UK-based bed manufacturer by sales. It has been Carbon Neutral (PAS 2060) since 2011. The company was losing money 10 years ago and sending 1,000 mattresses a year to landfill. Its decision to be the UK’s leading sustainable mattress manufacturer means the company is now financially viable and stable. The company sells 100% recyclable products and sends nothing to landfill. This family company that has turned the business around in the last decade by a focus on sustainable development. In 2017, the company was awarded the Queens Award for Enterprise in International Trade. The company is awarded the Queen’s Award for Enterprise in Sustainable Development because they have a clear strategy to deliver sustainability objectives through innovation and working with the supply chain, demonstrating excellent results created by collaboration with partners.