

UKTI/e/26-06

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SUFFOLK MANUFACTURER SENDS EGYPT NEW TABLET COATING TECHNOLOGY

Overseas trade is no longer a hurdle for a Suffolk company thanks to UK Trade & Investment (UKTI).

Coating Systems, which manufactures coating machinery for the pharmaceutical and nutraceutical industries has recently dispatched a piece of high-tech equipment to Egypt.

The Technicota machine is used for film and sugar coating of solid dosage products with payloads of up to 400kg and volumes in excess of 400 litres. It uses an industry standard fully perforated drum which signals a new era in the choice of coating machines. The high-quality equipment has been built to incorporate a control system with the latest GAMP 4 standard (Guide for Validation of Automated Systems.)

The company, based in Woolpit, Suffolk, is committed to manufacturing all its products on site in the UK.

Coating Systems enrolled on the Passport to Export programme in October 2004 and has taken advantage of the Overseas Market Introduction Service (OMIS) which helps UK companies successfully enter a new market.

Tom Dennis and his co-directors recognise overseas trade is fundamental to their company's success. They have identified key territories and used UKTI resources to support market research in those regions.

Tom Dennis said:

"We have been working closely with UKTI to develop our export business in a variety of ways.

"We have used the OMIS scheme and UKTI's contacts in the Embassies very effectively, particularly in Hungary and Spain. This has opened doors and led to productive meetings with potential customers. We have also had support from UKTI in developing routes to market in Poland."

Coating Systems is the only manufacturer in the UK to have designed a new and innovative tablet coating machine in the last 25 years and offers a full quality assurance support package.

Tom Dennis added:

"The market in the UK for manufacturers is tough but we will continue to manufacture here as long as we are able to. Manufacturing on site means we can chemically test each sheet of stainless steel to check it is top quality Type 316. We feel we could not necessarily offer this level of quality guarantee if it was produced outside of the UK."

International Trade Advisor Ashley Almond said:

"The company directors' perspicacity and ability to spot gaps in the market place has contributed to their great success. All their products are manufactured locally, which is increasingly rare in today's competitive business environment. It certainly adds credibility to their products and allows them to control the manufacturing process to suit the requirements of their customers.

"Their small team is wholly driven by achieving success and the directors are very cannily using all the services available. UKTI has helped facilitate that. Their efforts are now paying off and they are proving they can succeed – even as a UK manufacturer. Coating Systems is a real success story and we are proud to have been part of it."

Coating Systems was Suffolk runner-up in the UKTI regional international trade awards in 2005.

Notes to editors

1. UK Trade & Investment is the government organisation that provides integrated support services for UK companies engaged in overseas trade and foreign businesses focused on the UK as an inward investment location. It brings together the work of teams in British embassies and FCO posts overseas and government departments across Whitehall. In England, international trade support is coordinated by nine International Trade Directors working in partnership with each Regional Development Agency. For more information visit the web site www.uktradeinvest.gov.uk
2. In the East of England, UK Trade & Investment services are delivered through a network of dedicated International Trade Teams at East of England International. Visit the regional websites: www.exporteastofengland.org.uk or www.eeia.com contact your local International Trade Team for further details:

Bedfordshire & Luton:	01582 522448
Cambridgeshire:	0845 6097979
Essex:	01245 241460
Hertfordshire:	01727 813447
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