

QUEEN'S AWARDS FOR ENTERPRISE: INTERNATIONAL TRADE 2005

Leading manufacturer of crop processing machinery - ALVAN BLANCH – today celebrates receiving the coveted Queen's Award for International Trade 2005.

Managing Director Andrew Blanch says; “we are delighted to receive this award, which is the ultimate recognition of achievement for any British exporter”.

Export sales have been a key part of the company's activities for most of its 53 years – previous recognition saw the company's founder, Alvan B. Blanch, receive the OBE insignia from H.M. the Queen in 1969.

The extraordinary diversity of our export activities is central to this success: Essentially, we supply machines and complete factories to convert almost every crop grown anywhere in the world into human or animal food or for use in industry. An order value could vary from £1,000 for a small machine for use in an African village to a multi million pound industrial process plant and our markets are truly global – covering over 100 countries, in every continent. This is illustrated from the following selection of recent sales:



Major contracts over the past two years have included:

The world's largest on-farm **Maize Flaking** Factory, producing 20 tonnes/hour, 24 hour/day of feed to sustain 40,000 head of dairy cattle, in **Saudi Arabia**.

A **Feed Mill** for the largest integrated cane sugar project in the world in **Sudan**. We developed a totally new process to convert the main byproducts of bagasse and molasses into a nutritious pelletized animal feed, allowing the sugar company to improve margins with added value and to diversify into new product sectors.



Other recent project orders have included:

A **Cocoa and Coffee Drying and Cleaning System** to improve quality for exporters based in **Guinea**.

Fruit Juice Plants for processing oranges, mango and pineapple into sachet and carton packaged juice in **Nigeria**.

A **Sorghum Malting Plant** – for a substitute to malted barley for a brewery in **Nigeria**.

An **Organic Fertilizer** factory to convert poultry manure in **Oman**.

Grain Drying Systems – shipped far and wide, as far apart as **Canada** and **New Zealand**.

A **Sand Grading & Compost Mixing** system - to produce landscaping materials for a racecourse and safari park being created out of the desert in **Saudi Arabia**.

Important contracts for large numbers of individual machines have included:

Salt Iodizers purchased this year by Unicef to help mother and infant health by reducing iodine deficiency disorders in **Iraq**.

Rice Mills for small farmers in **Haiti**.



Groundnut Oil Presses and other machines as part of a major EU funded project to rebuild agricultural development following the end of civil war in **Sierra Leone**.

Mobile Seed Cleaners providing a means for remote farmers to convert their own grain into seed-corn in **Mongolia**.

Wheat Threshers purchased under Japanese aid for hill farmers in **Yemen**, where these small machines are designed for convenient

movement between the steeply terraced fields.

Coming much closer to home, European sales are also very important. **Grain driers** remain our main product line with traditional markets including **Ireland and France**. In **Greece**, our driers are found to be ideal for the local **cotton seed** crop. The unique benefits of the

Alvan Blanch 'Double Flow Drying System' coupled with more active sales promotion, following the recent appointment of a sales manager for Europe, continues to bring success in the form of increased sales and new markets – particularly in the new and future members of the EU



Alvan Blanch Drier arriving on farm in Canada

such as **Hungary, Bulgaria, and the Baltic States**.

Other recent European sales successes include; a factory for producing **rabbit feed pellets** in **Malta** and **Herb Processing Systems** to **Spain and Norway**.

Whilst predominately involved with crop processing, the company has already expanded significantly into the **environmental sector**, now accounting for 30% of total UK sales. These technologies includes **bio-diesel from rapeseed**, converting **wood and other energy crops into valuable and sustainable bio-fuels**, **waste water recovery** from food processing factories, farm **slurry separation**, municipal and animal **waste processing and composting**. We expect these products to play an increasing part of our future export sales, particularly in Europe, where the demand for expertise to assist companies to comply with tougher new environmental legislation continues to grow.

This success in creating such a diverse range of products and markets can be attributed to our positive approach in seizing new challenges and opportunities, even if this means developing new process technology in new markets. There can often be much risk attached to such business and there is often a costly learning curve, but we consider that this can be justified by the strength in depth that this approach has given us over the years.



We are always conscious of the need to match the technology we supply to the skill and equipment levels of the local maintenance industry, which we enhance by training either on site or in the UK.

Through our sister company Alvan Blanch Overseas, a government accredited training provider, we are now offering courses in a wide range of technical skills. This summer we shall be welcoming a delegation of six Libyan students for two months training in manufacturing and project engineering at our factory.



Most of our products are manufactured in our factories at Chelworth, Malmesbury, Wiltshire and Berwick upon Tweed, others are produced for us by carefully selected partner companies from within the UK and elsewhere in the world.

As well as production, key departments involved in our export activities include our project engineering team who design and put together the complete process systems, shipping and administration, our export sales managers responsible for different regions and product sectors and our service department who often install and commission our equipment in these markets.

To further improve and expand our presence in key markets, we have just established a technical sales support office in the UAE – Alvan Blanch Arabia, which we confidently expect to replicate the success of our West African office.



We are grateful to our suppliers, overseas dealers and associates for their support and in particular to our 60 employees, many of whom have been with the company for all of their working lives, whose skills, energy and dedication are the bedrock of this success.

The Queen's Award for Export is widely recognized internationally and this very prestigious recognition of our performance in establishing a sustained export drive over more than 40 years will provide us with very useful publicity and will enhance our standing particularly in new markets, where we have yet to establish a reputation. We therefore hope that the award will help us to further and greater success in the future.

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