

Alvan Blanch wins the Queen's Award for Export 2005

The UK's leading manufacturer of crop processing machinery – Alvan Blanch – has won the 2005 Queen's Award for Export in recognition of export sales, which have been a key part of the company's activities for 53 years.

Processing the world's crops

The diversity of export activities is central to the Alvan Blanch success story, as essentially they supply machinery and complete factories to convert almost every crop grown anywhere within the world into human or animal food, or industrial / bio-fuel materials. Global orders can total any value, ranging from between £1,000 for a small machine, up to a multi-million pound industrial process plant, whilst covering over 100 countries in all continents.

Recent major contract have included:

- The world's largest on-farm maize flaking factory in Saudi Arabia, producing 20 tonnes an hour 24/7 to sustain 40,000 dairy cattle.
- A feed mill in Sudan for the largest of all integrated cane sugar projects, when a totally new process had to be developed to convert the main by-products of bagasse and molasses into nutritious pelleted animal feed.
- A cocoa and coffee drying/cleaning system to improve quality for exporters based in Guinea.



Sharing a light-hearted moment – Andrew Blanch, MD of Alvan Blanch, with Nath Iloilo, Manager of AB West Africa office.

- Fruit juice plants in Nigeria to process oranges, mangoes and pineapples into sachet and carton packaged juice.
- Grain drying systems shipped all over the world including Canada and New Zealand.
- A sand grading and compost mixing system for a royal prince in Saudi Arabia to produce landscaping materials for a racecourse and safari park in the desert.
- Small wheat threshers for hill farmers in Yemen, especially designed for easy movement between steeply terraced fields.

European sales are also very important

Closer to home with traditional European markets, Alvan Blanch grain driers is the key product line even in Greece where these driers are ideal for the local cotton seed crop.

Unique benefits of the Double Flow drying system, coupled with a more active sales promotion continues to bring success to Alvan Blanch in the form of increased sales and new markets, particularly with the new and future members in the EU like Hungary, Bulgaria and Baltic States.

Other European sales successes range from a rabbit feed pellet factory in Malta to a herb processing system in Spain and Norway.

Prestigious contracts for large numbers of individual machines include:

- Salt iodizers purchased by Unicef to aid Iraqi mother and infant health by reducing iodine deficiency disorders.
- Rice mills for small farmers in Haiti.
- Mobile seed cleaners to enable remote farmers in Mongolia to convert their own grain into seed corn.