

International Trade Award 2021

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The UK's Department for International Trade is the specialist Government department that secures UK and global prosperity by promoting international trade and investment, and championing free trade. DIT helps UK-based companies access overseas markets to achieve their export goals and overseas firms in bringing high-level, sustainable investment to the UK. www.gov.uk/government/organisations/department-for-international-trade

WINNER... Libra Speciality Chemicals

Libra recorded a 15% growth in key products throughout 2020 delivering growth of over 7%. Not being able to meet directly with customers Libra adopted "virtual" methods of customer engagement. The company adapted their business model to provide broader customer support including technical, regulatory, market knowledge and logistical support. The team attended the virtual trade shows Sepawa and Chemspec Europe taking advantage of the virtual platforms on offer. Desk research on new markets and trends was also undertaken. Libra worked closely with suppliers and customers to manage flows, this was particularly challenging as demand for materials used in hygiene and cleaning applications had significantly increased. Internationally the company appointed 18 new global distributors breaking into new markets including Russia and Canada. Libra are an SME and during this period they exceeded their in-house customer retention rate. On top of all of the 2020 business challenges Libra have continued to invest in the Manchester site. <https://librachem.co.uk>



Engineering Firm of the Year Award 2021 sponsored by -



Chemicals Northwest is the industry-led, chemical cluster support organisation for the North West and surrounding areas chemical sector, the largest in the UK. We are funded by our members and owned and supported by the Chemical Industries Association. We are a membership organisation that supports and promotes the interests and activities of the chemistry-using industries. www.cia.org.uk/chemicalsnorthwest

WINNER... Projex Solutions Limited

Projex Solutions are an EPCM company that offer safety, process, mechanical and project engineering. Last year Projex delivered an innovative project for a chemical manufacturing company based in Manchester. Projex offered engineering support to assist the onsite team to design, build and commission a specialty chemical processing plant. The project introduced a high degree of automation, improved the scale efficiency and repeatability to expand manufacturing capacity. Projex Solutions delivered front end engineering design through to installation and commissioning of the tank farm, pipe bridges, structural steel platform and scrubber. They overcame challenges within this project and adopted a non-traditional approach throughout due to time constraints including the design phase of the project. The client was happy, saying, "Projex Solutions were instrumental in supporting and enabling the delivery of our new 32,000 tpa speciality chemicals plant. The Projex team demonstrated impressive flexibility and adaptability working closely with ourselves to deliver the project. The outcome exceeded expectations." www.projexsolutions.co.uk

