

Arcotronics wins Queens Award for Enterprise

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Northants-based Arcotronics has won a prestigious Queens Award in recognition of outstanding export growth in difficult market conditions

Arcotronics Ltd., the Northamptonshire-based manufacturer of electronic components, has received the Queen's Award for Enterprise (International Trade category). The award recognises Arcotronics' outstanding achievement in growing its export activities by almost 70% over a two-year period from 2002, in difficult market conditions.



Part of the Arcotronics Nissei Group of companies, Arcotronics Ltd manufactures capacitors and filters, components which play an important part in almost every type of electrical and electronic product. However, for various reasons, the global market for such components has, over the past few years, been generally acknowledged as difficult, with most companies in the sector reporting zero or negative growth. Against this background, Arcotronics has increased its international sales by 68% and its overall sales by 34%. The company now has realistic ambitions to become Europe's second-largest supplier of (EMC) filters and to enter the US military equipment market over the coming year.

One of the principal reasons for Arcotronics' success is its commitment to providing very high quality of service, particularly in terms of speed of response to enquiries, low lead-times for supplied product and technical support to customers. The company's lean manufacturing programme, introduced three years ago, not only allows it to provide very high service levels, but to supply product at very competitive prices. Senior executives from Arcotronics also spend a significant amount of time visiting customers in key regions (Europe, Far East, US). During these visits they will also identify and eliminate any problem areas before they become an issue. Arcotronics has also set up a manufacturing base in China.

"This award is testimony to the effort and professionalism of everyone in the company," commented Adrian Flynn, Arcotronics' managing director. "Our blue chip client-base, and our sales performance in recent years, demonstrates that our business strategy is sound and that our products and service can be compared to the best in the industry. Now, we look forward to building on our success by pursuing ambitious, but realistic, targets for the medium and long term."

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Recent news

- Push-fit version of low-cost RFI filters reduce OEM assembly time
- Arcotronics first to introduce 150V all-tantalum capacitors
- New EMC - RFI filters catalogue from Arcotronics
- Chassis mount filters are ideal for OEM applications
- Multi-stage 3-phase filters offer even higher performance
- IEC inlet filters with integral fuse holders now available in snap-in form
- New range of 3-phase 'book style' filters saves space and cost

IEC Inlet filters offer major cost savings
New IEC inlet filters feature integral fuse holders
High current extension to Arcotronics inlet filter range