

## SCANSTRUT ANNOUNCED AS WINNER OF THE DAVID COLEMAN EXCELLENCE IN EXPORTING AWARD



Representatives from across the marine industry gathered at the highly prestigious, British Marine Trades Association Awards dinner on the 10 January 2017 – to recognise and celebrate the top achievements within the sector.

At the 2018 MTA dinner, global marine deck hardware company, Barton Marine, presented the David Coleman Excellence in Exporting Award to the international market leader in the design and manufacture of installation solutions for marine electronics, Scanstrut. Given their strong development in export sales and marketing, Scanstrut was crowned the winner as their export sales grew by over 50 per cent in the last two years. The judging panel, made up of members of the British Marine International Committee, were impressed by the way Scanstrut has worked tirelessly to establish its British brand in a highly competitive overseas market. Scanstrut currently exports to over 45 countries, with 75 per cent of its sales from outside of the UK including Europe, Middle East, Asia Pacific and the USA, with multiple, specialist distributors appointed in each country. For Scanstrut, the key to export growth has been focusing on building a family of invested distributors that are 100 per cent behind their brand and products.

The award was received by Tom Reed, Managing Director of Scanstrut. He commented, "Last year was an exceptional year for us and this is an even more incredible start to 2018. I am proud to accept this award on behalf of the team in Devon. When people visit us, they see that we have three words on our wall. Talent, energy and endeavour. Talent and energy are easy to understand. It's the endeavour that is key and uniting link of our team's success."

Scanstrut has been commended over the last 12 months winning multiple awards including the overall DAME Award in 2017 at METSTRADE beating 122 other global entrants as prize winner for its new Venture Connect Conversion Kit. Scanstrut also won the acclaimed Chuck Husick Marine Technology Award (USA) for its outer deck waterproof charger, ROKK Charge+ Waterproof USB Socket. The company is launching several new products this year through global distribution networks.

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