

### Finalists revealed in our business awards

Apr 18 2007

Sion Barry, Western Mail

Share



Have your say on Business in Wales in our Forums.

Add a comment

Recommend

A SHORTLIST of finalists has been drawn up for two of the categories for next month's Western Mail [Business](#) Awards for Wales.

The awards, in association with motor [insurance](#) group Admiral, will be held on May 18 at Cardiff International Arena and presented by political broadcaster and author John Sergeant.

Finalists in the Welsh People Development of the Year category, sponsored by training venture A4e, are Newport consolidated credit lender Picture Financial, Williamstown insurance broker and estate agency ProtectaGroup and car components venture TRB of St Asaph.

Last year the title went to insurance broker Thomas, Carroll of Caerphilly.

The Welsh [Small Company](#) of the Year award is being sponsored by Broomfield & Alexander and LloydsTSB Insurance.

The finalists are cable technology venture SuperRod of Blaenavon, Cardiff digital and new media [company](#) Sequence and the specialist in analysing hair for drug use, TrichoTech of Cardiff.



Last year the title went to renewable [energy company](#) Dulas of Machynlleth.

## Small Welsh company category

### TrichoTech

Location: Cardiff.

Sector: Medico-legal, forensic science.

Number of employees: 50.

Annual turnover/profits 2006: Sales of £3.1m, net profit of £470,000.

What does the company do?

TrichoTech specialises in analysing hair for drugs of abuse. Our service is used by more than 4000 legal professionals for child protection and family law casework, and by other organisations for workplace, pre-employment and forensic testing.



What are your aspirations for the business in the next five years?

We are expanding geographically into countries from Australia to Brazil and increasing the markets in which we operate

What percentage of your business is conducted in Wales?

100% of the hair tests which we perform are conducted in our purpose-built laboratory in Cardiff.

Do the owners of the business have an exit strategy or aspirations to float the company?

TrichoTech was acquired by the Alternative Investment Market listed Concateno in January 2007 for £11.5m. This has secured the future of the business and provided extra finance and capabilities for worldwide expansion.

Do you believe small businesses in Wales receive adequate public sector support?

Essential to the success of TrichoTech was the Cardiff Medicentre, enabling us to grow organically; and the clustering of university resources and Finance Wales mentoring.