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## Business News

### Award victory is the latest positive result for drug testing firm

Dec 16 2009 by [Aled Blake](#), Western Mail

A BIOTECH firm which tests for drug and alcohol misuse through hair samples is planning to expand its workforce thanks to its continued growth.

TrichoTech, based in Pentwyn Business Centre in Cardiff, has seen turnover hit £8m this year and is planning to hire 10 staff in the new year, with turnover moving up to £9.5m in 2010.

Established in 1993 and employing more than 50 staff, TrichoTech is part of the Concateno Group, Europe's leading drug and alcohol testing provider and manufacturer of clinical diagnostic products.

It has pioneered the research and development of analysing hair for drugs and the company's team of toxicologists carry out 15,000 tests annually for clients including the Home Office, almost all UK police forces and local authorities, 5,000 law firms, the Civil Aviation Authority, hospitals, clinics, insurance, transport and manufacturing companies.

The firm has been named as this year's winner of the Wales Innovation Award 2009.

Run by the Bridgend-based Wales Quality Centre (WQC), and sponsored by Penn Pharmaceuticals and Hugh James, the Wales Innovation Award aims to identify Wales' most innovative organisations

and is open to entries from the public, private and charitable sectors. This year's competition attracted almost 50 entries from across Wales.

Judges were impressed by TrichoTech's business model and its extensive research and development into cutting edge science on a European-wide scale.

Rachel Woods, TrichoTech's general manager, said: "To win this award against such tough competition is testament to the hard work of everyone at TrichoTech.



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"Innovation is at the heart of what we do, we've achieved this by continually improving our research and development, processes, and products. We will continue to strive for excellence and to remain at the cutting edge of our industry."

More than 75% of TrichoTech's customers are legal professionals involved with child protection, where parental substance misuse is at issue in court proceedings.

The company also provides testing for businesses that require pre-employment or random drug testing of staff to ensure their workers do not have a drug problem.

Vincent Kane, chairman of the WQC, said: "TrichoTech is a Welsh-based company that has used innovation to catapult it onto a European stage. I hope its success will inspire other Welsh businesses to aim for success on a national and international scale."

Peter George, chief executive of Penn Pharmaceutical Services, said: "Welsh companies need to keep innovating to remain competitive. Innovation enables businesses to thrive, develop and evolve. Without it businesses will struggle to compete, innovation makes the ordinary extraordinary."