



## **Spires Art and Waste Systems Ltd nominated for the Growth through Export Award**

## **Heavenly Tasty Organics Ltd, Floral Temptations and iDesign nominated for the Business Start up Award**

Congratulations to our clients Spires Art, Waste Systems Ltd, Heavenly Tasty Organics Ltd, Floral Temptations and iDesign who have been nominated for the 'Growth through Export' award and the 'Business Start Up' award in the Omagh Business Awards.

Abac is delighted to support the Omagh Business Awards 2011. The company would like to wish all the participants success and congratulate the Omagh Chamber of Commerce and Industry on the awards which will benefit the small businesses of the area.

See below for details on the Nominees

## **Growth through Export**

### **Spires Art**

Based on Omagh's Brookmount Road since 1988, Spires Art offer an image gallery service, digital printing technologies, etched mirror and glass designs, decorative glass art and a consultation and design service.

Up to the year end of 2007, 80 percent of the company's turnover was generated by business outside of Northern Ireland, with Great Britain and the Republic of Ireland representing Spires Art's key export markets.

Since the economic downturn in these key markets, managing director Colm Mac Rory has sought to secure new customers, successfully availing of a number of Invest NI programmes to develop clients in Holland, Germany and even Ethiopia.

The result has meant the company is still generating over 80 percent of turnover from outside of Northern Ireland.

Presently developing new export growth marketing strategies, Spires Art are researching opportunities to sell high end products to the Middle East, working with Invest NI to select appropriate target markets.

## **Waste Systems**

Incorporated in March 2009 by Nishi Ward, Omagh Company Waste Systems Ltd specialise in the design, manufacture and supply of turnkey systems and stand alone machinery for the waste separation and recycling industries.

With the environment high on the agenda in the industrial sector, the company's products entered a thriving area of the market at the right time. Employing six people, Waste Systems distribute their client-specific patented equipment across the UK, North America and Europe. At the end of the 2009/10 financial year, export sales accounted for some 34 percent of the company's overall turnover.

However in the last year, Waste Systems have more than tripled export sales, which now account for 53 percent of total turnover.

As part of the company's ongoing strategy, it is actively engaging with well known distributors, targeting markets in North America, Scandinavia, Central Europe, the Middle East and Asia.

## **Business Start up Award**

### **Heavenly Tasty Organics**

Envisioned with the premise of providing convenience without guilt, Fintona mother-of-two Shauna McCarney founded organic baby food company Heavenly Tasty Organics from her kitchen in June 2009.

With the key objective of turning her concept into a viable business, the businesswoman spent two years on research and development, creating a range of eight 100 percent organic products, which, with backing of Invest NI and DARD, are produced from the company's new base in the Food Business Incubation Centre in Loughry College.

Describing her company as totally unique and a first of its kind in the province, Heavenly Tasty Organics appeals to a large local market area and are now stocked by Supervalu stores across Northern Ireland.

The company now employs a total of four people and is in the process of developing the next stage of baby products, with plans to sell in the south of Ireland.

### **Floral Temptations**

Set up in March 2010 on Omagh's Old Mountfield Road, Floral Temptations' specialises in fresh flowers and offers a wide range of products for both weddings and sympathy occasions.

Opening in a crowded local market amidst a tight economic climate, proprietor Judith Kempston's objectives for her new business have included providing high quality goods and an excellent service for a wide customer base within a 25 mile radius.

Acknowledging that her products may be considered luxury items, the florist has successfully

focused on wedding and funeral orders, while still catering for individual needs and disposable incomes with fresh flowers.

The business has become firmly established in the locale, with strong future wedding bookings and partnerships with local undertakers, schools and hairdressers.

With promising turnover figures, Floral Temptations continues to show signs of growth, with new online markets allowing the business to send and receive orders world-wide.

## **iDesign**

Based on Omagh's Brookmount Road, graphic design and print business IDesign has grown quickly since it opened in July 2009.

Proprietor Terry McClean notes his original objectives were to provide a unique graphic design service coupled with a printing service. However the introduction of two new staff members have boosted sales and services, including website design, to a range of clients from commercial, governmental and private sectors.

A quality glossy bi-monthly 'Eye on Tyrone' publication, distributed in Omagh, has added a new facet to the business, boosting revenue while promoting IDesign's own graphic service. IDesign promotes a higher standard of product and service than competitors all under one roof, supplying branding, marketing, graphic design, print, web design and social media integration.

Future plans in place include a new flyer/distribution service and new e-commerce service, which the business states will further boost revenue.