

Security Breakthrough Unlocks Whole New World Opportunity for Durham Firm

Company Name: Kromek

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Nigel Day, Commercial Director for Kromek

A Durham firm has developed an innovative scanning device that is set to revolutionise airport security and help in the battle against terrorism and drug smuggling around the world.

Kromek, which specialises in developing digital colour imaging for use in x-rays and scanners, launched its new liquid detection bottle scanner at two special events in Washington - where former Prime Minister Tony Blair provided the guest speech - and Dubai. Interest is very high in the USA and the Middle East and Kromek has already won orders for the new equipment.

The company harnessed its new generation digital colour x-ray detectors to develop the new scanner that can identify and categorise liquids in bottles in less than 20 seconds, including liquid explosives, screening for alcohol and for dissolved narcotics in other liquids. And it is all possible without the need to open the bottle or sample the liquid.

Keen to explore the potential for its new product, the company enlisted the support of UK Trade & Investment and signed up to its Passport to Export initiative before going on Market Visits to the USA and Dubai and commissioning an OMIS (Overseas Market Introduction Service) report to gain an insight into their target markets.

Nigel Day, Commercial Director for Kromek, explained:

“Our revolutionary bottle scanner identifies threat materials in liquid form in a matter of seconds enabling increased capability at airports. It will also help ease passenger frustration as it could mean current restrictions on carrying liquids on board can be relaxed.

“The system can also be used in other public areas such as sports arenas to detect threat or restricted items and can help border control officers in the battle against drug smuggling and counterfeit products.

“The potential market for this product is very large and with the help of UK Trade & Investment we were able to identify the best places to target for our launch to maximise our exposure and we’ve already received high levels of interest from potential users.”

John Holmes-Carrington, one of UK Trade & Investment’s International Trade Advisers, said:

“As terrorism remains a very real threat, the safety and security of airline passengers is a key concern for those in the industry and Kromek has developed an innovative product that can be of real help.

“Its scanner also has more wide-reaching uses and as the inspection unit itself requires minimal operator training, it is something I’m sure will be of interest to clients around the world.

“The company was able to identify key markets with the aid of Passport, which offers a tailor-made package of support that can meet each company’s individual needs, and then explored them in more depth with the aid of Market Visits and OMIS.

“We’re delighted it’s proved so useful for Kromek and hope its success will inspire others to look overseas for new business.”

For more information about Passport and the wide range of support services available through UK Trade & Investment to help your company succeed overseas call the North East International Trade Hotline on 0845 05 05 054 or email: enquiries@ukti.rito.co.uk