



Llywodraeth Cymru  
Welsh Government

Innovation

## Markes International Ltd

Specialist manufacturer prompts step-change in efficiency for analytical laboratories worldwide with the help of Welsh Government innovation support.



Markes International develops and manufactures innovative technology for trace organic analysis

Specialist manufacturer, Markes International (Llantrisant, UK), is transforming the way analytical laboratories around the world do business thanks to a breakthrough product developed with support from Welsh Government innovation funding.

As an extension to its well-established core product range, the company has now incorporated market-leading robotics to completely automate the process of sample preparation and analysis in various injection modes. This delivers a step-change in operating efficiency for laboratories that use gas chromatography-mass spectrometry (GC-MS) to analyse solids, liquids and gases.

Ideal for environmental, food, fragrance and clinical laboratories, this breakthrough new product, named Centri®, made its global market debut in April 2018 at a key industry trade show in Germany. This generated several customer orders from early adopters as well as significant international interest – in line with the company's strategy for long-term growth and expanding its capability into new areas through continuous new product innovation.

### Key achievements:

- Significant R&D investment totalling over £80,000 in grant funding – supporting more Welsh and global businesses in research and innovation as drivers for prosperity and growth
- Several orders & global interest generated in first months since product launch – supporting exports and trade
- Continuous company growth through innovation (both in size and turnover) – promoting competition through skilled workforce in line with the aspirations of the 2015 Wellbeing of Future Generations Act for a more prosperous Wales and sustainable communities

At the end of 2018, Markes' Centri has also won an important innovation award as an automated multi-mode sampling and concentration system for GC-MS. The accolade has been awarded by the magazine "The Analytical Scientist" in their Innovation Awards 2018: Strokes of Genius review. The judges said: "It is often not immediately clear upfront which of the different sample preparation techniques for the analysis of volatiles will give the best results – this instrument simply combines them all."

From inception and testing through to commercial launch, Markes International Ltd has received significant financial support from the Welsh Government innovation team. Over the years, the company has received a variety of grant offers to develop next products and processes, including funding of over £80,000 from Smart Cymru for industry research. This was followed by an accepted application to receive further Smart Cymru Experimental Development funding to develop the pre-production prototype through to finished end-product.

This Welsh company's growth has been further future-proofed through its partnership with a German-owned multinational since 2012. It has also increased its Llantrisant workforce from 15 people in 2005 to 120 skilled members of staff in 2018 – in line with the aspirations of the 2015 Wellbeing of Future Generations Act, which aims to create a more prosperous Wales.

"Growth through innovation is our company life blood. The financial support from the Welsh Government over the various project phases has allowed us to use new product research and development to rapidly move the business into profitable new areas and open up new markets as we expand and grow. It is a partnership that we fully intend to continue as part of our ongoing programme of R&D."

**Dr Massimo Santoro, Business Unit Director,  
Markes International Ltd**

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Prosperity for All: Economic Action Plan is the Welsh Government's national strategy. Find out more about the funding and support available from the Welsh Government:

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