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“Trilogy Communications Ltd wins Queen’s Award for Enterprise: International Trade”

Trilogy, a world class supplier of audio communications and infrastructure equipment to the Defence, Broadcast, Emergency Management, and Commercial and Industrial sectors wins 2009 Queens Award for Enterprise: International Trade.

Trilogy wins the Award for increasing its exports by 88% over three years, which represented 80% of total sales. In addition Trilogy now sells to customers in over seventy countries and has invested in skilled people increasing its workforce by over a third in the same period.

Mike Knight, Chief Executive Officer of Trilogy commented: “Winning the Queen’s Award for International Trade is testament to the dedication and effort of our staff in expanding our international customer base and the remarkable relationships we have developed with 7 of the top 10 prime defence contractors.”

Over the last three years, Trilogy has sold into a large number of new countries in all of its markets but most significantly its operations in the US defence market have seen massive growth with the inclusion of Trilogy systems as an integral part of a major US Air Force programme.

Mike continued: “Our technology was already successful in the broadcast sector and we were actively looking for alternative markets that would benefit from it. The US defence sector was a natural fit and our dedicated US operation was instrumental in pushing the technology into the market. We have been careful to understand our markets and approach each of them individually.”

In the most recent move to strengthen its business Trilogy has created two new business divisions, Trilogy Network-Centric Communications and Trilogy Broadcast. The change reflects the Company’s commitment to delivering high quality products and services through a team of individuals who focus on the unique needs of a particular market sector.



Pictured left to right; Mark Wren, General Manager, Network-Centric Communications Division, Mike Knight, CEO Trilogy Communications and Barry Spencer, General Manager, Broadcast Division

About Trilogy

Trilogy has supplied audio communications equipment to customers in more than seventy countries since 1986. The company was originally formed to design and build video and audio infrastructure equipment for the television and radio broadcast market. It continues to serve this market but now also offers its products to a wide array of customers in defence, emergency management, training and simulation, oil and gas, gaming, and other industries.

Trilogy counts some of the world's best known names in broadcast and defence among its customer base. These include BBC, Sony, CBS, Hearst-Argyle, Radio France, Raytheon, Northrop Grumman, L3, Lockheed Martin, SAIC, BAE, Teledyne and others.

Trilogy's Network-Centric Communications division is focused on Mercury and Mercury ES audio communications systems for use by customers who need to conduct critical communications over IP networks - most commonly in the defence, emergency management and commercial/industrial markets.

Trilogy's Broadcast division will concentrate solely on the Broadcast sector where it has been supplying intercom, sync pulse generators and signal monitoring systems to the professional media markets since 1986.

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