

## The ExxonMobil Award for Innovation and Entrepreneurship

**ExxonMobil**

### **Col-Tec (Solutions) Ltd.**

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Col-Tec Solutions is short for collating technology and it provides solutions for all types of collating. They are robust and reliable and able to collate stock material and sheet sizes well outside the capability of other collators. They manufacture highly versatile suction feed collators, booklet makers and associated optional equipment. The company was founded in 2000 and there was nothing like this in the print industry prior to that. With many people still manually collating there was definitely a gap in the market especially as what was on the market couldn't do what people wanted. What was needed was something that was able to handle a wide range of productions.

The machines used at Col-Tec Solutions can read a spreadsheet of what each store needs. Each one could be unique but older technology wasn't able to do this. These machines can also collate different materials and sizes. Col-Tec are also the only company using SMART collator technology and they try to keep one step ahead of their competitors. Having gone live in 2015 they have since been able to increase their turnover by over 50%.

Col-Tec Solutions have sold their machines to lots of countries from around the world and reach out to world markets for those who cannot travel to the UK and vice versa. Being located in the New Forest means that the company have easy access to channels abroad, such as France which has over 100 machines there.

Col-Tec work with Arnewood Secondary School in New Milton where they take on students as apprenticeships. They hire 6 students for this and at the end of their time working with the company they employ 2 of them. The business has 30 employees and is continuing to grow.

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