



# The King's Awards for Enterprise Magazine 2025



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Award Holders  
2021 - 2024

We tender the loyal greetings of all King's  
Awards recipients to His Majesty The King



# The benefits of winning...

## A KING'S AWARD FOR ENTERPRISE

### Why the King's Awards for Enterprise really matter:

**What motivates a company to enter the King's Awards? The answers to this question are many and varied, but one thing is certain: companies have everything to gain by entering, and nothing to lose.**

- The King's Awards for Enterprise are widely considered the highest accolade to be bestowed upon a UK business, celebrating the British companies that have showed outstanding achievement in trade, innovation, sustainable development and promoting opportunity through social mobility.
- Put simply, being honored with an award puts British companies on a pedestal; it celebrates their achievements, in a multitude of sectors, and showcases their innovations, ideas and achievements to a global audience.
- The King's Awards are hugely respected, both at home and overseas, and being awarded one has been proven to give companies a winning edge over their competitors, as well as offering the ideal introduction to new customers. Additional benefits of receiving an award range from an increase in overseas trade and the far higher likelihood of staff retention, to the awards' influence in attracting highly skilled staff.
- Becoming an elite King's Awards holder also provides unlimited marketing potential across digital and print platforms, both at local and national level.
- However, it's not all about receiving an award. Simply entering and becoming a part of the King's Awards journey is hugely valuable. If success doesn't happen on the first attempt, lessons will have been

learned during the application process, new targets set and additional focus given to how the company can come back even bigger and better the following year, on a quest to become a worthy future award holder – and one of the best British companies in its field.

- Over the past 55 years, since the awards' launch in 1965, entrants have come from all around the UK, from city-based centres of commerce to remote locations in Scotland, Wales, Northern Ireland and the Channel Islands. The majority of winning companies have fewer than 250 employees, but larger companies have also clinched this most prestigious of accolades.

### Entering the King's Awards:

- In order to enter, your company must have at least two full-time employees.
- There is a straightforward online entry process. How long this takes to complete will understandably vary according to the type of company and its products, and how readily available the required data is.
- Your chances of success – and the accolades associated with this – are high. On average, a quarter of those entering succeed in gaining a King's Award.
- Of course, any award is only as good as the employees who have worked hard to achieve it, and this recognition is the ultimate morale booster. Each business that has been awarded receives a formal presentation by The King's representative (often the county's Lord-Lieutenant) at the company's premises or another suitable location; some examples of these presentations can be seen in later pages of this publication.

### Be celebrated in print and online

**In an exclusive promotional opportunity, available only to King's Award holders, companies are offered the chance to appear in the publication you are reading now, the notable King's Awards For Enterprise Magazine, and its accompanying website.**

This high quality publication is independently published, acting as a who's who of the business world's greatest innovators. It is

distributed to a prestigious mailing list of recipients, both in the UK and internationally.

In a survey of award holders, the majority agreed that the King's Awards for Enterprise Magazine, and its website, were rated either 'Good' or 'Excellent'. With your help, the dedicated print and online team want to improve on this even further, so please email your feedback to [admin@kingsawardsmagazine.com](mailto:admin@kingsawardsmagazine.com)

# Sarco Stopper



**AWARD CATEGORY:** Innovation

**SIZE OF COMPANY:** SME

**WHERE BASED:** Broxburn, West Lothian

**TYPE OF BUSINESS:** Design and manufacture of pipeline stopping and bypass solutions

**PROFILE:** Bill Menzies

**JOB TITLE:** Executive chairman

## Company Background

Sarco Stopper is a family-owned SME based in Broxburn, near Edinburgh International Airport.

Founded in 1996, the company began by manufacturing inflatable stopper bags for flow-stopping and bypass systems in gas, oil and other pipeline applications. Today, Sarco focuses on light engineering using advanced textiles, rubber and components to enhance product performance.

The company's range of innovative applications, such as the Hydro Bag® and patented Stent® technologies, have seen it establish a worldwide reputation for innovative line stopping and bypass solutions which have helped countless water companies meet performance targets and avoid financial penalties.

Sarco's Directors represent the fourth and fifth generations of local manufacturing in West Lothian.



The Sarco team, proud winners of the King's Award for Enterprise 2024, in the innovation category

## What made Sarco Stopper Ltd apply for the King's Award?

We had a successful range of significant contracts for the design and manufacture of Hydro® Stoppers (water inflated) for diverse applications, including a £1m contract for dewatering stoppers for offshore wind turbines for Iberdrola, to enable rework of excessive welding in the 50mtr J-Tubes carrying the turbine cables. We believed this, and other projects, could warrant an application for the Innovation category.

The company had remained open and fully operational throughout Covid and export growth over five years was significant, and so we also submitted an application for International Trade.



Bill Menzies meets HRH King Charles at the KAE Reception at Windsor Castle

## What research did you do about the Awards and application process?

We had several conversations with the King's Awards London office prior to our applications and during the process. Their assistance and support were very important to both our Innovation and International Trade applications being shortlisted.

## What planning did you do beforehand?

Our decision to make the two applications was only reached three weeks before the mid-September entry deadline. So, no time for planning, only action, to achieve the date.

## How did you find the application process?

Very challenging, as the company was busy with work commitments and our team was stretched. As a family business, when Directors are away, this only makes things worse. My wife (who is the Accounts Director) and I were due to have three weeks' holiday in the Scottish West Highlands. It was clear that if we were to complete the two applications it would largely be up to us. In practice this took up all of the first two weeks of our holiday.



**Did you learn anything about your company during this process?**

That having a committed and supportive wife as a Director has been a key factor for the company over the 30 years since we established it. The loss of two weeks' holiday did stretch this support! It also highlighted that we need a more comprehensive product costing system.

**Did you engage other team members?**

Our son and daughter (both Directors) gave some support, but their commitments at the business meant this was limited.



New Wizard Flow Stopping & Bypass Water System Launched at OzWater Show in Melbourne

**Describe any challenges you overcame in the process**

The two applications took up 12 full days, and connectivity problems at our Highland location led to drafting initially being handwritten.

The International Trade application covering five years was only shortlisted after agreeing that it be limited to three years as we had a dip in export sales during the full year impacted by Covid restrictions, with some of our export countries restricting access. The application failed at the end of the process as not showing a high enough growth of sales over the restricted three years.

**Now you've won an Award, what advice would you give to others thinking of applying?**

We would have no hesitation in recommending this if you believe your application is strong enough to be considered.

Also, don't follow our late start into the process! Be structured, pre-plan and share among the team. It is a big undertaking so give adequate time for a collective contribution approach over a number of weeks and well in advance of the deadline date.

Advice from the King's Awards Office is also important.

**How will you use your Award to promote your business going forward?**

As we make finished products, all packaging and instructions now carry the Award crest, as do our online documents, website and monthly email newsletters.

We have been, and continue to be, investing in marketing activities in the UK and other export markets highlighting the Award.

**Would you consider applying again in future?**

The sales success of our new Gas Stent® product over the last two years is making us consider applying for the Innovation category again this year.

**What do you consider to be the benefits of being a King's Award holder?**

Particularly for SME's, it is the recognition and enhanced profile it gives to your activities.

Over the past 12 months it has had a direct impact on our company being shortlisted to the final eight of the British Business Awards 2025 for Innovation. And most recently, in May, our new Gas Stent® system was awarded 'Best New Product of the Year' at the UK Gas Industry Awards 2025 in London.



Oliver Machan (SGN) & Bill Menzies (Sarco) receive awards from Presidents Stephanie Allchurch (EUA) and Nicola Evans (IGEM) & Simon Virley (KPMG).

### Sarco Stopper



**Sarco Stopper at Broxburn was recently visited by the Lord Lieutenant of West Lothian, Moira Niven (MBE), who, in her capacity as the King's Representative in West Lothian, formally presented the King's Award for Innovation to family directors Bill Menzies, Barbara Menzies, both of whom were involved in establishing it nearly 30 years ago, and Award Certificate to directors John Menzies & Fiona Wilson.**

Receiving this award showcases a company's excellence and strengthens its position on the global stage.

Sarco Directors believe the recognition of the company's work, spanning the many years of innovation and manufacturing, will further enhance its international profile and bring attention to its latest products and tailored solutions.

These products are designed to meet both broad market demands and specific client needs. Sarco is also a proud corporate member of the Institute of Gas Engineers & Managers (IGEM) and welcomes the announcement that His Majesty King Charles agreed to become Royal Patron as of May 2024, during a



critical shift towards hydrogen and other sustainable energy alternatives.

This honour not only reflects Sarco's commitment to excellence, but also validates its long-standing investment in research, development and people. The company has continuously adapted to changing market needs and emerging technologies, staying at the forefront of its industry. Sarco's dedicated engineering team collaborates closely with clients to deliver efficient, cost-effective solutions that support energy transition goals.

The award also boosts morale across the company, reinforcing the value of every employee's contribution.

By aligning innovation with environmental responsibility and social purpose, Sarco is well positioned to lead the way in a rapidly evolving global market.

The King's Award highlights the company's enduring impact, trusted expertise, and vision for the future – rooted in tradition, driven by innovation and flying the flag for UK manufacturing and a global reputation for quality and reliable service.



At OzWater Show '24 in Melbourne, Sarco wizards shocked & celebrating at news of King's Award success.

### Innovative excellence!

#### Sarco Gas Stent® Awards Success

In May 2025 the Sarco Gas Stent® with partners SGN won Best New Product of the Year at the UK Gas Industry Awards in London.

The judges view was that "this product is a game changing innovation, revolutionising gas network repairs, by eliminating the need for major excavations, while maintaining service continuity. Its strong safety, efficiency and environmental benefits makes it the winner. A top-tier product, particularly in safety, efficiency and disruption reduction".




Niall Jackson, Senior Design Engineer and John Menzies, Managing Director show Moira Niven examples of the latest product innovation: inflatable stents for controlling pipe leakages in gas and water.

Also present was Dr. Richard Halpin, whose original medical stent served as the basis for the current development.

The systems are now operating in SGN networks in Southeast England and Scotland. The company has secured patent approvals in the UK, EU, Australia, and, most recently, in the USA.

#### SARCO STOPPER LTD

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 sarco-stopper

MILESTONE YEAR OF SUCCESS  
FOR SARCO STOPPER

Kings Award Presentation Visit - December 2024





All those present join the Lord Lieutenant and Company Directors to celebrate this very special occasion.