



EMCEL Filters

Coast to Capital's Business Navigator Growth Hub is a free support service with the aim to help businesses start up and grow. A team of Business Navigators will support any business in the Coast to Capital region, which covers from Croydon and East Surrey down to Brighton & Hove, across to Lewes in the east and Chichester in the west. Speak to your local Business Navigator today to help you access practical support and contacts.

About (EMCEL Filters)

EMCEL in Horsham, West Sussex was incorporated in 1957 to produce air filters to meet the needs of the fast growing electronics, air conditioning & process engineering industries. Today the Company employs a dedicated workforce, blending local manufacturing skills with a team of fully qualified scientists, chemists and engineers. EMCEL is committed to a constant product design and development programme which includes new manufacturing techniques, testing facilities and specialist equipment. From simple filters for air conditioning to complex critical filtration systems – our broad customer base includes many leading Pharmaceutical Companies, Telecommunication Networks, NATO Armed Forces, Nuclear Authorities, Museums and Art Galleries.

The Challenge

EMCEL have been seeking support directly for a European exhibition they are involved in. They were referred to Coast to Capital Business Navigator service from the Business Support Helpline in March 2016 for funding support. Business Navigator, Marsha Robert, spoke with Jason Allen of EMCEL to discuss the available funding options and other eligible support programmes.

The Solution

After an initial conversation and some initial research, Jason was referred to the Department for International Trade's Tradeshow Access programme for a list of match funded international exhibitions for businesses. Likewise, Marsha facilitated an introduction and meeting with Enterprise Europe Network (EEN) to increase EMCEL's international profile. EEN has helped EMCEL establish meaningful connections with international businesses in order to make effective use of their European exhibition.



Jason Allen, EMCEL Filters said:

"The Business Navigator Service has signposted EMCEL to relevant advice and opened up several opportunities and forums to explore and benefit from. This has included one to one meetings, online support and a willingness to help and be available for any questions we may have."

