

## A summary of 2006 - our best year yet!

Last year Lloyd International Translation (LIT) again succeeded in raising its year-on-year sales, this time by **61%**.

This impressive growth reflects continuing market developments and the ongoing confidence in the company from both existing and new clients.

In particular the company has developed within the construction equipment and print technology industries, and expanded into both the financial services and medical diagnostic sectors.

LIT attributes the sustainable level of growth to further improvements to our Project Management processes where dedicated Client Managers are allocated to each and every client. This provides continuity for the client, with one main point of contact supported by a team of project managers, translators and DTP specialists. We believe that having the same people involved on every project fosters a far better understanding between LIT and our customers.

Since its formation in 1989, LIT's founding directors Mike and Diane Lloyd have steered the company through steady organic growth to become a major player in the translation industry. LIT now provides a wide range of localization services to many global customers - translating and localizing documentation, software, help systems and websites into all major languages.

LIT places great emphasis on the importance of **terminology management** and the application of language technology to streamline translation workflows, but attributes much of the success and longevity to the calibre and loyalty of its people. LIT implements rigorous processes to ensure the highest quality in our services. Awarded **ISO 9001:2000**, LIT focuses great importance on achieving levels of excellence in process management, resources management, performance tracking and use of tools and technology.

2006 has seen internal investment to strengthen the team further, with the introduction of additional sales and marketing resources and expansion to both the accounts and the project management teams.

A very busy end of the year included exhibiting at both the **IMS** Exhibition held at Olympia in November and the **ISTC** Conference in October. IMS provided a forum for all those involved in information management, services and solutions featuring organisations from a diverse range of industry sectors including technical, scientific and medical; the ISTC is the largest UK body representing professional communicators and information designers.

Recent surveys carried out during 2006 confirm that **93%** of clients are "very satisfied" with LIT as their chosen Translation Provider.

