



# THE ROMO GROUP

*Diversity of Style*

NOT FOR PUBLICATION  
BEFORE 21ST APRIL

The Romo Group is pleased to announce we have been awarded the prestigious honour of the Queens Award for Enterprise 2017. The Romo Group has received this award for its success in International Trade which has been achieved through excellence in the design and marketing of luxury fabrics, wallcoverings and accessories and our growing expertise in developing export trade through a dedicated international distribution network.

Having previously received the award in 2008, The Romo Group has further developed its existing brands using design and innovation to maximise its sales potential throughout the world. In addition, we launched three new brands, Zinc Textile and Mark Alexander in 2010 followed by Black Edition in 2013, all of which are aimed at high-end, international interior designers and consumers. This significant investment in brands, designs and new products has enabled us to grow worldwide sales from £58m to £88m between 2010 to 2016.

Exports now represent 72.5% of sales and have increased from £36.5 million in 2010 to £63.7 million in 2016. Our global sales network is supported by knowledgeable local staff who either work directly for Romo's international subsidiaries, or for our Agents and Distributors. These teams are backed up by our enthusiastic multilingual Export Team of 20 staff at head office.

In our largest overseas market: USA, we have invested in staff and showrooms expanding our team from 33 employees to 66 employees over the last six years. In addition to our flagship New York and Palm Beach showrooms, new showrooms have been opened in Chicago, Boston, Washington and shortly Atlanta, which together with improved products and new brands has helped deliver growth of 139% in the USA over 6 years.

Customer satisfaction and employee welfare are at the core of the company's values, and although much expanded, The Romo Group remains very much a family run business, dedicated to offering a friendly personal customer service, with excellent stock levels, fast processing of orders and reliable transportation partners for speedy deliveries worldwide. Our service is widely recognized as being the most efficient in the industry and of the highest standard.

The future for The Romo Group is one of excitement and innovation; we are expanding our flagship London showroom in the Chelsea Harbour Design Centre, and are developing a new Head Office in Nottinghamshire. When complete in 2018 Romo's new H.Q. will be architecturally outstanding and will house our dedicated export sales and administration departments together with our outstanding design studios and show spaces. Adjoined by a state of the art automated warehouse storing over 250,000 rolls of fabric and wallcoverings, the whole complex will include updated facilities to provide staff with the best possible working environment as Romo looks optimistically forward to the challenges of the future.

The Romo Group is proud to accept this accolade and is especially grateful to our staff and also appreciative of our customers and suppliers worldwide who have all played their part in helping Romo achieve this wonderful award.



ROMO

BLACK  
edition

kirkbydesign

MARK ALEXANDER

VILLA NOVA

zinc