

Northern Irish firm doubles turnover thanks to Dubai export win

About the transaction: Environmental Street Furniture

Region	Northern Ireland
Sector	Manufacturing: furniture design and supply
Export destination	Dubai
UKEF support	Export assist: impartial guidance

Newtownabbey-based [Environmental Street Furniture \(ESF\)](#) is an experienced exporter, selling 78% of its products internationally. Thanks to an introduction from Liz McCrory, UKEF's Export Finance Manager for Northern Ireland, ESF secured its largest-ever overseas order, worth £600,000, to supply its award-winning products to one of the Middle East's largest indoor arenas.

UKEF's expertise and experience gave ESF the edge in the contract negotiations. ESF supplied over 700 perimeter security certified bollards, bins and benches and tree grates around the Dubai Arena.

Dubai Arena was built with UKEF support and opened in 2019, when it was officially named the Coca-Cola Arena.

Alan Lowry, ESF Managing Director, said:

Without UKEF's support we would not have been able to identify and win this contract. We have since been able to double our turnover and our workforce, and are looking to get more business on projects backed with UKEF support through their supplier fair programme.

Liz McCrory, UKEF Export Finance Manager for Northern Ireland, said:

Environmental Street Furniture is testament to the enormous talent present in the Northern Irish business community. I am delighted that the support that I was able to provide has not only won them their biggest export contract, but also put them in position to win further business in the region.

Putting the right finance and insurance in place can give you the exporting edge, helping you to win contracts, fulfil orders and get paid.

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