



Wednesday 9 June 2010

[Log in](#) [Register](#)

You are here [News](#) > [Business](#)

Seating maker doubles turnover



Published on Tue Jun 08 12:32:58 BST 2010

A LEADING Peterborough-based provider of seating and other posture support products for children with disabilities has doubled its turnover from export sales in 2010, and is forecasting to double export turnover again in 2011.

JCM's overseas success is being driven particularly by demand for a specialist seat called the Triton which it manufactures in Peterborough for children with cerebral palsy.

Triton sales are particularly strong in the USA, Italy, Germany and Denmark, while the firm also has a market leading position in the UK and Ireland.

Earlier this year, JCM had to increase the size of its Woodston Industrial Estate factory to cope with worldwide demand, and in 2009 it celebrated the launch of its 16th overseas sales market by opening a distribution centre in Raleigh, North Carolina, USA.

JCM began exporting in 2003 and that year won the East Midlands Export Award presented by HRH The Duke of York.

Export sales now represent an impressive 25 per cent of annual turnover.

Commenting on the export success, JCM managing director Mark Underwood said: "We've worked hard to introduce products that have worldwide appeal.

"The UK market remains vital to us but it's flattering and exciting to know that our products - which are made only in Peterborough - are in demand from all corners of the globe."

JCM is one of the largest specialist seating manufacturers in the UK providing postural support to children with cerebral palsy.

The company was founded in Peterborough in 1992. It is still privately owned, employs 45 staff and has distribution in 16 countries worldwide.

In addition to its Triton range of seating, the firm has developed specialist products to help children with their posture, symmetry and comfort throughout every stage of their day.

From the Sunbeam supportive high chair for infants, through home, travel, school, recreation and rest, to its Moonlite sleep system; the JCM slogan is "24 hour postural care".