
THIS IS EXPORT. THIS IS WALES.

SYDNEY

Export Market Visit

23 February 2024 –
2 March 2024

tradeandinvest.wales



Opera house, Australia.
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This is Export.
This is Wales.

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Pierhead, Senedd and
Wales Millennium Centre, Cardiff Bay

Wales is a self-governing constituent country of the UK and the Welsh Government is the devolved Government for Wales.

Devolved since 1999, the Welsh Government's decision-making powers within a small and joined-up country mean we can cut red-tape and act fast.

They also mean we are responsible for our own economic development, working with business to create a prosperous, green and equal economy.

Wales has a strong industrial heritage that has shaped our confident, creative and ambitious economy of today. We have strength in depth in advanced manufacturing, creative industries, energy and environment, financial and professional services, food and drink, life sciences, and technology.

Our commitment to sell Wales to the world has never been more focussed and this mission provides an ideal platform for us to build on established links and discuss future export opportunities.

Wales means business.



Pioneering Custom Enclosures Since 1975

As a family-run business, Amcanu has been setting the benchmark for quality for over four decades – building world-class industrial enclosures and technology cabinets – designed to overcome operational challenges, maintain optimal equipment performance and comply with stringent regulations.

Product/Service

Effective Industrial Enclosures & Technology Cabinets

Amcanu's products range from robust enclosures for portable industrial pumps and generators, to state-of-the-art cabinets for advanced technologies, including; metal additive 3D printers, hydrogen generators, and remote battery storage systems.

Due to Amcanu's commitment to quality, performance and compliance, their products are often the preferred choice for regions with stringent health & safety or environmental regulations, or locations that are particularly demanding due to challenging environmental conditions.

Specialising in technical design, precision manufacturing, assembly and validation, Amcanu support customers from the development of entirely new products, to scaling up and fulfilling high-volume production.

Objectives

Expanding Horizons in Australia

Amcanu's products are often used in

Australia, prompting a keen interest in deepening connections within the region. The company seeks to engage with existing and potential customers and distributors, gathering feedback, and understanding the market's evolving needs and regulatory shifts. Amcanu's objective is to ensure that their products maintain relevance and continue to pro-actively support customers with their compliance commitments.



Owain Davies
Managing Director

+44 (0)1554 833 358
owain.davies@amcanu.co.uk

amcanu.co.uk

Atlantic Service Company has grown to become a global leader – servicing more than 50 countries across five continents. The UK base for Atlantic Service Company is located at its modern, innovative facility in Blackwood, South Wales, UK.



With origins in the early 20th century in America, Welsh manufacturing and servicing was established in 1980 primarily as a rental business operating within the UK, servicing the many thousands of local butchers, wholesalers and supermarkets with blades for everyday use.

In 1993 the first major manufacturing investment was made to grind and produce multiple bandsaw coils at once. Further investment followed and in 2001 the first export manager was appointed.

Atlantic Service products are now exported to Europe, Africa, Central America, China and the Far East, with exports taking up over two thirds of our business.

Product/Service

Atlantic manufacture and supply bandsaws, handsaws, blades, plates and knives to meat processors, butchers and fishmongers around the world.

Objectives

Atlantic Service plans to meet with new and existing distributors/customers to support growth in export sales in this region. In addition, we aim to better understand the local market conditions of Australia to increase our growth potential and customer service in this exciting country.



James Coughlan
Head of Sales

+44 (0)7977 219 696
jcoughlan@atlantic-service.co.uk

www.atlantic-service.co.uk/

Welcome to **Comms Creatives:** Unboring Corporate Communications.



Led by award-winning corporate communications expert Hel Reynolds and her sister Lesley, an education specialist – Comms Creatives is a beacon of creativity in the often cautious, unengaging corporate communications landscape.

Core Values

- Bravery as standard: Embracing new creative methods.
- Progress, not perfection: Focusing on continuous improvement, not unattainable ideals.
- Authenticity at all costs: Being professional and also being yourself.

Product/Service

They specialise in online training for communications, PR and marketing professionals, transforming their skills with interactive, innovative, and practical courses.

They provide courses designed for busy professionals, with inspiration, resources and a supportive community of peers. Their clients include communications professionals from Mars, BBC Studios; Sony, Hitachi, UK Government, the European Commission, and Médecins Sans Frontières.

Comms Creatives are calling on industry experts to join their mission to make corporate communications more

exciting and creative. They're all about turning traditional corporate comms into something fun and effective, working to bring fresh, creative ideas to the field.

Objectives

Targeting communication teams in large organisations, Comms Creatives aims to:

- Forge new partnerships in the Australian market.
- Tailor their training to meet unique local challenges.
- Cultivate a community of creative communicators across Australia.

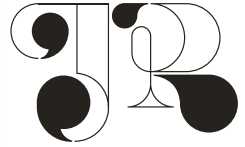


Helen Reynolds
Director

+44 (0)7737 391 239
helen@commscreatives.com

www.commscreatives.com

Jessica Roberts Communications (JRComms) specialises in enhancing business culture through innovative internal communication strategies. Jess Roberts, an industry leader and renowned internal comms and employee experience consultant, works with global businesses to help them communicate better on the ‘inside’.



Product/Service

Their services include internal communications, employee experience, and employer branding. The standout offering, The Internal Comms Expert Programme™, is a three-month comprehensive training and consultancy programme. Taking internal comms teams from specialists to experts. Why? Because expert teams deliver better business outcomes. Clients have included: Aldi, Just Eat, Experian, Sky, NHS, and local government.

Objectives

JRComms aims to forge new client relationships and support Australian businesses to harness the power of internal communications and employee engagement for a bigger business impact.



Jessica Roberts
Global Internal Comms
Consultant

+44 (0)7376 050 893
jessica@jrcomms.co.uk

www.jrcomms.co.uk

PlantSea is responding to the demand for plastic-free solutions in packaging for fresh food, laundry, cleaning and personal care. They have harnessed nature to make beautiful and sustainable plastic alternatives from Scottish Seaweed.



PlantSea targets environmentally damaging petroleum-based plastics by creating sustainable, renewable, biodegradable plastic-like films, paper and fibreboard. They leave no trace and do not harm the environment. PlantSea has won multiple Innovation awards from IRUK and the Welsh Government.

Product/Service

PlantSea's products include a natural polymer film to replace PVOH/PVA used for capsule making, suitable for laundry, cleaning and personal care products; a seaweed-infused paper for print and packaging; and fibre moulded forms suitable for food and non-food applications.

Objectives

The company will meet with existing and new B2B customers in Australia, to support growth in the region. The

company is scoping the region for potential manufacturing and distribution partnerships and to understand local business conditions and opportunities.



Rhiannon Rees
CEO

+44 (0)7834 463 912
rhiannon.rees@plantsea.co.uk

www.plantsea.co.uk

PPM Technology is a leading manufacturer of portable and fixed gas detection instruments for toxic gases in any indoor environment.



Based on a unique electro-chemical sensor, the company's products originally focused on the detection of airborne Formaldehyde. This range has now been supplemented, and the sensitivity of the equipment has continued to be enhanced as government regulations on workplace health and safety around the world become tighter.

Supported by a network of experienced distributors, PPM's products are currently exported to over fifty countries in five continents, supplying a wide range of industries and health care establishments.

Product/Service

We develop, manufacture and service a range of hand held, automated and wireless networked instruments for monitoring toxic gases and other indoor air quality parameters.

PPM Technology's latest monitoring system – the *Wireless IAQ Profile PPMonitor* – enables simple, effective and flexible management of Indoor Air Quality. It is designed to monitor in real-time of Temperature, Humidity and up to six other different IAQ parameters, including but not limited to: Formaldehyde, Carbon Dioxide,

Carbon Monoxide, TVOC, Dust, Air Speed, Nitrogen Dioxide and Ozone.

Objectives

To visit PPM's long standing distributor in Australia & New Zealand as well as other potential customers and suppliers. We will update them with our latest products and features and to give some additional training. We also hope to discuss expanding our product range that sell in these markets and discuss potential new projects or collaborations.



John Brinley Jones
Managing Director

+44 (0)1286 676 999
john@ppm-technology.com

www.ppm-technology.com

Red Medtech provides expert technical, regulatory, quality, and project management consulting for medical device developers. With over 20 years of hands-on experience in healthcare technology, engineering and manufacturing, Red Medtech helps clients deliver innovative patient care solutions to market.



Product/Service

Healthcare is a complex regulated industry, so companies rely on Red Medtech for specialist guidance and practical support.

Drawing on extensive professional experience, Red Medtech offers flexible consulting solutions tailored to diverse customer needs –from startups to multinationals.

Red Medtech provides product and development compliance expertise supporting healthcare projects from concept to production, certification and post-market.

Red Medtech is qualified to act as the UK Responsible Person (UKRP) and the EU MDR/IVDR Person Responsible for Regulatory Compliance (PRRC), engaging with regulatory authorities on behalf of client organizations.

Objectives

Red Medtech is a trusted partner dedicated to customer success, helping companies navigate the regulatory landscape to develop safe medical devices and achieve certification including ISO 13485, MDSAP, EU MDR CE mark, UKCA, and US FDA.



Professor Laurie Rowe
Director & Founder –
Medical Device Consultant

+44 (0)7376 065 341
laurie.rowe@redmedtech.co.uk

<https://redmedtech.co.uk>

Find out what Wales can do for your business:

Tel: +44 (0) 3000 603000

Web: tradeandinvest.wales

Linked-In: [linkedin.com/showcase/trade-&-invest-wales](https://www.linkedin.com/showcase/trade-&-invest-wales)

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Instagram: [@InvestWales](https://www.instagram.com/InvestWales)

X: [@InvestWales](https://twitter.com/InvestWales)

Jonathan Fortune

Senior Manager, Export Services

+44 (0)7342 052 916

jonathan.fortune@gov.wales

Leigh Jacka

Trade Missions & Exhibitions Manager

+44 (0)77814 984 790

leigh.jacka@gov.wales





[tradeandinvest.wales](https://www.tradeandinvest.wales)