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# CZECH REPUBLIC & POLAND

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Export Market Visit

20 September –  
1 October 2021

[tradeandinvest.wales](http://tradeandinvest.wales)

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**OGL**

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**This is Export.  
This is Wales.**

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**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.**

Over 30 years ago **ABER Instruments** pioneered a new dimension to biomass measurement when members from the University of Aberystwyth and the Centre for Alternative Technology invented a unique method for online biomass measuring using radio frequency impedance.



Aber Instruments is now a successful global company with a portfolio of 'manufacturing ready' advanced certified systems for use in the brewing, biotech, biorenewables, and biofuel industries. The company is proud to have many of the world's biggest pharmaceutical and brewing companies as customers.

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### Product/Service

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Online biomass measurement systems for use in the biotech and brewing industries. Products include: Futura online biomass probes for measuring live cells in bioreactors and fermenters. Compacts and perfect pitch for brewing applications, allowing brewers to measure live yeast counts allowing improved control, consistency and better beer.

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### Objectives

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To establish contacts and customers within the Polish and Czech Republic market. To spread awareness of Abers technology.



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For over 160 years, Cardiff-based **BCB International** has manufactured and developed pioneering equipment that has helped generations of soldiers, seafarers and aid workers operate and survive in some of the world's harshest environments.



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### Product/Service

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BCB International's core products include:

- Camp equipment including field furniture
- Camouflage face paint
- Camouflage nets
- Combat rations
- Soldier combat rations heating kits
- Environmentally friendly fuel for heating kits
- Ballistic Protective Clothing
- Customised first aid and survival kits
- Boat stopping systems

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### Objectives

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BCB International would like to identify and meet with potential in-country distributors and wholesalers and agents for their range of products.



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**Benchmark Skincare** manufactures medical device skin care products in the United Kingdom under ISO 13485:2016. Benchmark Skincare are best known for its product Derma Shield.



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### Product/Service

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Benchmark's products are aimed at people who either have, or have the potential to have, dry, cracked or damaged skin. Its products will moisturise, nurture and protect the skin from a comprehensive range of skin irritants.

Benchmark's customers are industrial, medical and consumers.

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### Objectives

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To create a commercial arrangement with an organisation who will work as Benchmark's partner importing, selling and distributing its skincare products to the EU.



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**Peter Friswell**  
Managing Director

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**Cimteq** is the leading provider of software for the design and manufacturing of cables to the global wire and cable manufacturing industry. Cimteq's mission is to deliver innovative software products that add value by increasing efficiency, improving quality, decreasing lead times, reducing costs and, ultimately, increasing profitability.



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### Product/Service

Cimteq has developed CableBuilder Enterprise and CableBuilder Go to provide wire and cable manufacturers with solutions to enhance and improve their design processes, and allow companies to respond to their clients' needs very quickly. Both CableBuilder Enterprise and CableBuilder Go result in lower costs of product data maintenance and in optimal availability of consistent, accurate information.

CableMES is an innovative custom-built Manufacturing Execution System (MES) for the global wire and cable industry, providing full management and control over every aspect of the manufacturing process. The flexibility of CableMES allows users to construct their own dashboard that reflects their area of responsibility, to ensure that the right people have the right information at the right time, to monitor, manage, and take decisive action to resolve production issues.

Cable design and manufacturing software: CableBuilder Enterprise, CableBuilder Go and CableMES.

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### Objectives

To gain introduction a deeper understanding of wire and cable manufacturers in Czech Republic and Poland, and to develop relationships with these manufacturers.



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**Eriez Europe** is the European subsidiary of Eriez Magnetics the world authority in advanced technology for magnetic, vibratory and inspection system applications.



Eriez designs, develops, manufactures, and markets magnetic separation, flotation, metal detection and materials feeding, screening, conveying, and controlling equipment for process and metalworking industries.

In 1941, Orange Fowler Merwin, or "O.F." as he was known, sold equipment to grain millers. The most common complaints heard from his customers were about "tramp iron" – stray pieces of metal such as bits of wire, nails, and bolts, even horseshoes and hammers, that somehow found their way into the grain the farmers brought to the mills for grinding.

Merwin investigated a new magnetic alloy called "alnico" (a combination of aluminium, nickel, cobalt and iron), which possessed exceptional magnetic qualities, including peak magnetic strength up to 30 times that of cobalt steel. He devised a permanent magnetic separator in 1942, sold it to a grain miller and his company was on its way.

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### Product/Service

Metal Detectors and Metal Separation Equipment.

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### Objectives

- Discover new business opportunities in its export sales market
- Find new potential agents to work with Eriez Europe
- Find new sales contacts



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**Evan-Evans Group** is Wales leading specialist brewer, contract bottler and canning company and a producer of gluten free and vegan beers. Founded on seven generations of brewing expertise, Evan Evans is an award-winning brand and Welsh to the core. A passion for brewing, the finest ingredients and a long heritage of family recipes all combine to make it stand out from the crowd.

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### Product/Service

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Brewer of beer, cider and lager.  
Contract canning contract bottling,  
White-label production.

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### Objectives

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Evan-Evans Group is looking to identify potential partners for the development of gluten free craft ale brands in bottle and keg in the Czech Republic and Poland markets.

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**Simon Buckley**  
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**Greenlight Packaging** has a proud history of developing sustainable packaging for the future. Since 1994, Greenlight have developed and manufactured packaging systems and materials that offer a significant environmental performance improvement over competing products in the marketplace.

Greenlight HQ is based in South Wales, however distribute products throughout UK, Europe, North America, Australia and Eastern Asia.

### Product/Service

Greenlights' flagship product Opus™ was born from Greenlight's 25 years of experience in developing air cushion systems. Opus™ is a desktop machine that allows users to inflate and seal film, providing air cushion/pillows for use within void fill, block and brace, protective packaging.

Greenlight film is a HDPE blend and is offered in either biodegradable or 50% recycled content formats – and in a variety of sizes too. Opus™ runs all film types without modification. Whether you are looking for void fill or quilted film for wrapping, Opus automatically sets the system parameters to run each film type.

### Objectives

—Glean further knowledge of market trends, competitor offerings, opportunities for growth.

- Establish new contacts in European packaging market
- Expand distribution network through creation of new partnerships
- Understand price point required to remain competitive
- Discuss import/export pains post Brexit – demonstrate our new EU hub



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**GTW Developments Group** – Airbond – manufactures and sells yarn splicers. Splicers use a blast of compressed air to make joints between yarns in textile processes, connecting bobbins or repairing breakages. Splices are smoother and stronger than knots, improving quality and production efficiency.



Originally serving the traditional textile industry, the company decided to commit to new R&D, developing new products for the growing composites business, splicing fibres such as carbon and glass. 2020 saw a transformation in the company's product offering. Airbond committed completely to the use of additive manufacturing, investing in advanced 3D printing equipment to replace conventional machining. By embracing this technology, the company is now able to develop new products for changing market needs – with very short lead-times. Despite the disruption caused by Covid, Airbond's range is now double what it was in 2019, and all the new products are lighter and stronger than their predecessors. Airbond has not forgotten its commitment to traditional textiles; that supply chain will also soon benefit from its research. All the new printed products have been modified for the requirements of the traditional market.

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### Product/Service

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GTW Development Group has created the range of Airbond splicers. These splicers are of unique form and function, specially developed for use in the manufacture of composite materials for the aerospace and automotive industries, and other applications such as wind turbine

blades. GTW Development Group has created the range of Airbond splicers. These splicers are of unique form and function, specially developed for use in the manufacture of composite materials for the aerospace and automotive industries, and other applications such as wind turbine blades.

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### Objectives

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GTW Development Group's aim is to support its new in-market agent, visit existing customers and meet potential new contacts with expertise in the composites market.



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Corrosion costs the world economy £2tn every year and is an enormous challenge for industry. However, due to its toxic and carcinogenic nature, the top performing corrosion inhibitor is now banned in the EU and is being phased out globally. This poses a huge economic and social problem for numerous asset owners, as after 30 years' worth of research into replacements, no comparable performer exists.



Hexigone plugs the performance gap with their smart, sustainable corrosion inhibitors that have been independently proven to outperform the market-leading cr-free additives, extending longevity of metal assets by up to 50%.

Hexigone's technology is a game changer as it protects in a completely unique, 'smart' way. By using intelligent micro reservoirs, the coatings can 'hold on' to chemicals that were *previously incompatible* with coatings. Sensing the onset of corrosion, the 'chemically intelligent' micro reservoirs are activated and effectively break the corrosion cycle through three modes of electrochemical protection.

Following excellent results in protective, aerospace and coil coatings, Hexigone is looking to work with innovative, R&D-driven coating manufacturers and end asset owners that operate within the marine and wider protective coatings market.



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**Lion laboratories** leads in the field of breath alcohol analysis and breath alcohol testing. It was established in Cardiff, Wales by Dr. Tom Parry Jones OBE in 1967 and recognised as the pioneers of alcohol in breath testing technology.



The company designed, developed and introduced the electrochemical fuel cell alcohol sensor technology, so enabling the modern alcohol breathalyser to be introduced for worldwide use. All of Lion's handheld electronic screening instruments use this technology as do many of Lion's competitors. Lion operate from its purpose built facility in Barry, Wales. The company has experts and specialists who provide: instrument design and development, software design and integration, as well as manufacturing all of the handheld instruments within its portfolio. Lion Laboratories also provide infrared (IR) evidential instruments which are manufactured and supplied from its sister company CMI, based in Owensboro, Kentucky USA.

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### Product/Service

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- Professional hand held breathylizers.
- Evidential breathylizers.
- Interlock system for vehicles.
- Passive, rapid test breathylizers.

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### Objectives

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Lion Laboratories would like to introduce the professional held hand and evidential breathylizers to the law enforcement, and present its product to the decision makers in the police. Find an appropriate distributor in Czech republic for the commercial sector, for Interlock systems.



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Based in Newtown, Mid Wales **Makefast** has been trading since 1974 supplying major customers in the industrial safety and lifejackets market, and for the past 15 years it has been supplying marine systems to high end boat builders across the world!

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### Product/Service

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Makefast design and manufacture high quality marine grade hardware used in Personal Protective Equipment such as fall arrest harnesses and in a range of life jackets. In addition, the company designs and manufactures marine systems such as sunroofs, awnings, bathing platforms, plus a range of marine grade stainless steel hardware to luxury boat builders.

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### Objectives

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Makefast's principal objectives is to supply UK built industry leading products to a global market, supported with a high level of customer service and aftersales support.

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Sales Manager

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**NPTC Group of Colleges** provides TVET (Technical and Vocational Education and Training) in a wide range of programmes and courses for individuals, companies and governments in both the UK and overseas.



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### Product/Service

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NPTC Group of Colleges provides education services, designing and delivering bespoke training programmes. This includes, curriculum development and mapping, assessment and quality assurance, teacher training and train the trainer programmes that develops knowledge and understanding of theoretical teaching and learning concepts alongside practical training that reinforces the link between the two.

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### Objectives

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NPTC Group of Colleges objective is to understand the market needs within the education and training sector in Czech Republic and Poland with hopes of connecting with valuable contacts.



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**Smart Storm** an ISO9001:2015 company, is a leading UK designer, developer and manufacturer of advanced water and wastewater instrumentation and systems.



Formed in 1993 by Dr John Duffy, who was a renowned academic in the field of piezoelectric and dielectric material science, Smart Storm has been built on its research and development capability to stand at the forefront of innovative products for the water and wastewater industries.

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### Product/Service

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Smart Storm offers an extensive range of water and wastewater flow, level and water quality meters that are ideal for both municipal and industrial applications, meeting the needs of industries from food and drink to pharmaceutical. The Smart Storm portfolio also includes a range of composite wastewater samplers, sludge blanket monitors, and the recently developed Greasebuster for removing fats, oils, and greases.

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### Objectives

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Smart Storm is looking to expand its international sales network by exploring market opportunities and

identifying potential distribution partners who are well placed to introduce their range of instrumentation and systems into Poland and the Czech Republic.



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### Charlie Forecast

Sales Director –  
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