
THIS IS OUR EXPORT MARKET VISIT

1 - 5 October 2017

K U W
A I T



Cymru
Wales



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UNDEB EWROPEAIDD
EUROPEAN UNION



Llywodraeth Cymru
Welsh Government

**Cronfa Datblygu
Rhanbarthol Ewrop
European Regional
Development Fund**



T H I S I S W A L E S

Taking Wales to the World

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, so you won't find a more pro-business Government anywhere.

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.

A M N I T E C



Company Background

AmniTec manufactures composite, fluoropolymer, and metallic industrial hose assemblies at its base in Merthyr Tydfil in South Wales from where it exports to Europe, the Americas and Asia Pacific.

AmniTec supplies the oil and gas, chemical processing, power generation, refrigeration, and other industrial markets.

Product/Service

AmniTec's product range includes:

- Composite hose from 1" to 10" bore for hydrocarbon, chemical and liquefied gas applications
- Metallic corrugated and braided hose from ¼" to 24" for high pressure, high temperature, aggressive chemical applications.
- Fluoropolymer hose from 0.008" to 12" for high pressure, high temperature applications with

excellent corrosion and chemical resistance.

- Stainless steel vibrasorbers used as vibration eliminators.
- Stainless steel flexible Gas Meter Connectors for domestic and commercial installations.
- Bellows and Expansion joints.
- Fluoropolymer tubing.
- High engineered bespoke assemblies.

Objectives

AmniTec would like to identify and establish local partners on either an agency or distribution basis.

Contact

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B C B I N T E R N A T I O N A L



Company Background

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.

Product/Service

BCB International's core products include:

- Camp equipment
- Camouflage face paint and nets
- Cooking stoves and rations heating fuel
- Ballistic Protective Clothing
- Customised first aid and survival kits
- Boat stopping systems

Objectives

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

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C E L T I C
E N G L I S H
A C A D E M Y



Company Background

Celtic English Academy has a year-round centre for adults and juniors in the heart of Cardiff, the capital city of Wales and a junior summer centre in North Wales. Following the latest British Council inspection report, Celtic is now Wales' leading English language school. In 2016 Cardiff was rated as the 3rd Best Capital City in Europe for Quality of Life, plus Wales came out as the Top UK Youth Destination.

Product/Service

Celtic English Academy offers a variety of English language courses including:

- General English,
- Ladies-only Classes,
- IELTS Exam Preparation,
- BULATS Business English,
- Cambridge FCE/CAE Exam Preparation,
- Teacher Development training for adult students

—Tailor-made programmes for young learners and any specialised type of groups such as English plus School Immersion, Sports and more.

Celtic English Academy also arranges homestay or residence accommodation for students and offers a varied social and cultural activity programme.

Objectives

The Middle East is a main market region for Celtic English Academy; the company would like to strengthen its relationships in the region to receive scholarship students, especially in specialised courses such as English with HR, Aviation, and Teacher Training.

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R A C H E L ' S
D A I R Y



Company Background

Rachel's farm and manufacturing operations are based in Aberystwyth Wales and have been in the family since 1942.

The farm has been organically farmed for generations. Rachel's mother, Dinah, was one of the first people to sign up to the Soil Association in 1952, becoming Britain's first ever certified organic dairy farm.

Rachel's Dairy was founded in 1984 and it was from this year that the company started its rapid ascent to become the household name and iconic global brand it has become today.

More recently, in July this year, HRH Prince Charles attended Rachel's Dairy to officially open a new Dairy facility extension at the existing manufacturing site in Aberystwyth. This is HRH's second visit to the Dairy.

Product/Service

Rachel's Dairy produces bio-live organic yoghurts, desserts, milk and butter that is made using the highest quality organic ingredients which includes locally sourced organic milk from farms within a 50 mile radius of the farm in Wales. All products Rachel's produce are 100% organic.

Objectives

Rachel's Dairy would like to further develop business with both existing and new retailing groups, Independent Retail stores and also the growing Foodservice sector.

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T E D D I N G T O N
E N G I N E E R E D
S O L U T I O N S



Company Background

Teddington Engineered Solutions was established in 2003 and combines the strengths of three formerly independent bellow manufacturers established since the 1920's. This provides Teddington Engineered Solutions with extensive experience in the design, application and manufacturing of bellows and expansion joints. Based in Llanelli, Teddington Engineered Solutions is a world leader in its field, and its name is synonymous with exceptional quality, reliability and design flexibility.

Product/Service

Teddington Engineered Solutions offers the most comprehensive range of metallic and non-metallic bellows and expansion joint solutions in the industry. The company also offers an array of specialist services, including: NDT services, either at its facility or on-site; fabrication services, offering a full range of welding techniques, in-house machining and testing; and

design services from its expert engineers. A customised design service and attention to the needs of its customers, be it for original contracts or replacement and servicing work, is the keynote of its success. A dedicated team is able to handle any project, large or small, with all critical operations under direct control from inception to despatch.

Objectives

Teddington Engineered Solutions is looking to enhance relationships and support its local agent for products and services in the oil & gas and power sectors. The company is also trying to conclude some major contract negotiations for work to be carried out next year.

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T H E B R I T I S H
R O T O T H E R M
C O M P A N Y



Company Background

The British Rototherm Company was established in 1934, and has been based in Port Talbot for over 40 years. It specialises in the manufacture of process instruments for the measurement of temperature, pressure, flow, density and level.

Product/Service

The British Rototherm Company has a range of products that it has designed and manufactured for use in a range of sectors. Its principal products include multi stage restriction orifice assemblies; venturis thermocouple and rtd temperature assemblies; thermometers; thermowells; pressure gauges; process recorders; noninvasive ultrasonic level measurement systems; temperature, pressure and DP switches.

Objectives

The British Rototherm Company would like to support its existing distributors and follow up on new and ongoing opportunities.

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V E S S E L
P R O T E C T I O N
S O L U T I O N S



Company Background

Vessel Protection Solutions (VPS) supplies passive defence products and services to the global shipping and oil and gas industries.

Product/Service

VPS supplies products and services for a wide range of passive security applications. Its main product is the proprietary anti-intrusion barrier system (AIBS) which is manufactured in the UK.

Objectives

VPS would like to establish contact with shipping lines and oil and gas companies and to identify agents/distributors for the anti-intrusion barrier system.

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W E L S H
G O V E R N M E N T



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