

---

THIS IS OUR EXPORT MARKET VISIT

*1 - 5 October 2017*

---

Q A T  
A R



Cymru  
Wales



# THIS IS OUR EXPORT MARKET VISIT

- 1 AmniTec
- 2 BCB International
- 3 Celtic English Academy
- 4 Hybu Cig Cymru – Meat Promotion Wales (HCC)
- 5 Rachel's Dairy
- 6 Site Heat – Treatment Services
- 7 Teddington Engineered Solutions
- 8 The British Rototherm Company
- 9 Vessel Protection Solutions



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*

---

**Jeff Simms**  
Business Development Manager  
+44 (0)7525 679970  
jeff.simms@unitedflexible.com  
www.unitedflexible.com

# BCB INTERNATIONAL



---

## *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.

---

## *Contact*

**Paul Ames**  
Business Development Manager  
+44 (0)7974 373954  
pa@bcbin.com  
www.bcbin.com

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.

### *Contact*

---

**Shoko Doherty**  
CEO  
+44 (0)7765 678189  
shoko@celticenglish.co.uk  
www.celticenglish.co.uk

# HYBU CIG CYMRU – MEAT PROMOTION WALES (HCC)



## *Company Background*

---

Hybu Cig Cymru – Meat Promotion Wales (HCC) is responsible for the development, promotion and marketing of Welsh red meat. HCC works in partnership with the red meat supply chain to develop and strengthen business opportunities for meat processors, and undertakes promotional programmes for Welsh Lamb, Welsh Beef and pork from Wales.

HCC undertakes research and development and supports training relevant to the supply chain, to ensure the highest standards for the red meat sector in terms of quality, cost-effectiveness and sustainability.

## *Product/Service*

---

Welsh Lamb and Welsh Beef are internationally-recognised premium brands, built on the foundation of their PGI (Protected Geographical Indication) status. This EU-awarded designation gives assurance of the high quality and traceability of the products.

To achieve and maintain PGI status, Welsh Lamb and Welsh Beef products must be produced, processed or prepared to strict guidelines, providing protection against imitation, delivering only the highest quality meats.

## *Objectives*

---

HCC would like to visit Qatar to learn more about the market and to investigate the possibility of developing trade in the country with retail, foodservice and wholesale customers.

## *Contact*

---

### **Rhys Llywelyn**

Market Development Manager

+44 (0)7779 320086

[rlywelyn@hccmpw.org.uk](mailto:rlywelyn@hccmpw.org.uk)

[www.hccmpw.org.uk](http://www.hccmpw.org.uk)

[www.hcctrade.co.uk](http://www.hcctrade.co.uk)

[www.eatwelshlambandwelshbeef.com](http://www.eatwelshlambandwelshbeef.com)

com

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.

---

*Contact*

**Anita Richards**  
International Trade Manager  
+44 (0)7812 989945  
anita.richards@rachelsorganic.co.uk  
www.rachelsorganic.co.uk

# SITE HEAT – TREATMENT SERVICES



## *Company Background*

---

Site Heat-treatment Services Limited (SHS), an experienced company established in 1982 offers a specialist service in thermal engineering and heat treatment.

The company specialises in on-site (in situ) work as well as furnace heat treatment and is structured so that it can, and does, respond quickly and competently to the demands of its clients whether for large or small heat treatment projects. Such projects may be associated with new construction work or as part of a maintenance shutdown on oil refineries, petrochemical plants, and power plants – fossil fuel fired or nuclear. SHS also provides services to fabrication, construction and engineering companies either at their work base or on site. SHS also has the capability to provide heat treatment services for offshore projects. The company also provides a specialised and unique service for the hydrogen bake-out heat

treatment combined with the measurement of hydrogen flux levels before, during and after a hydrogen bake-out operation prior to welding.

## *Product/Service*

---

Preheating, Post Weld Heat Treatment, Stress Relieving, Refractory Dry Out, Curing, Annealing, Normalising, Expansion, Shrinking, Hydrogen Bake Out.

## *Objectives*

---

Site Heat-treatment Services Limited (SHS) is interested in developing relationships with oil refineries, petrochemical plants, power generation, national and international engineering companies.

## *Contact*

---

**Anthony Veysey**  
Director  
+44 (0)1639 899220  
shs@shs-group.com  
www.shs-group.com

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.

### *Contact*

---

**Jason Thomas**  
Commercial Manager  
+44 (0)7919 401268  
jason.thomas@tes.uk.com  
www.tes.uk.com

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.

---

*Contact*

**Terry Thomas**  
Sales Manager  
+44 (0)7989 181929  
tthomas@rototherm.co.uk  
www.rototherm.co.uk

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.

*Contact*

---

**Charles Williams**  
Chief Executive Officer  
+44 (0)7798 751494  
charles.williams@  
vesselprotection-solutions.co.uk  
www.vesselprotectionsolutions.com

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



Llywodraeth Cymru  
Welsh Government

*Contact*

---

**Leigh Jacka**

Programme Manager  
leigh.jacka@gov.wales

*Welsh Government Office,  
MENA Regional*

---

**Phil Taylor**

Regional Manager  
Middle East and North Africa (MENA)  
phil.taylor@wales-uk.com

Welsh Government  
British Embassy Dubai  
PO Box 65, Dubai  
United Arab Emirates

+971 4 309 4201



+44 (0) 3000 6 03000  
tradeandinvest.wales