

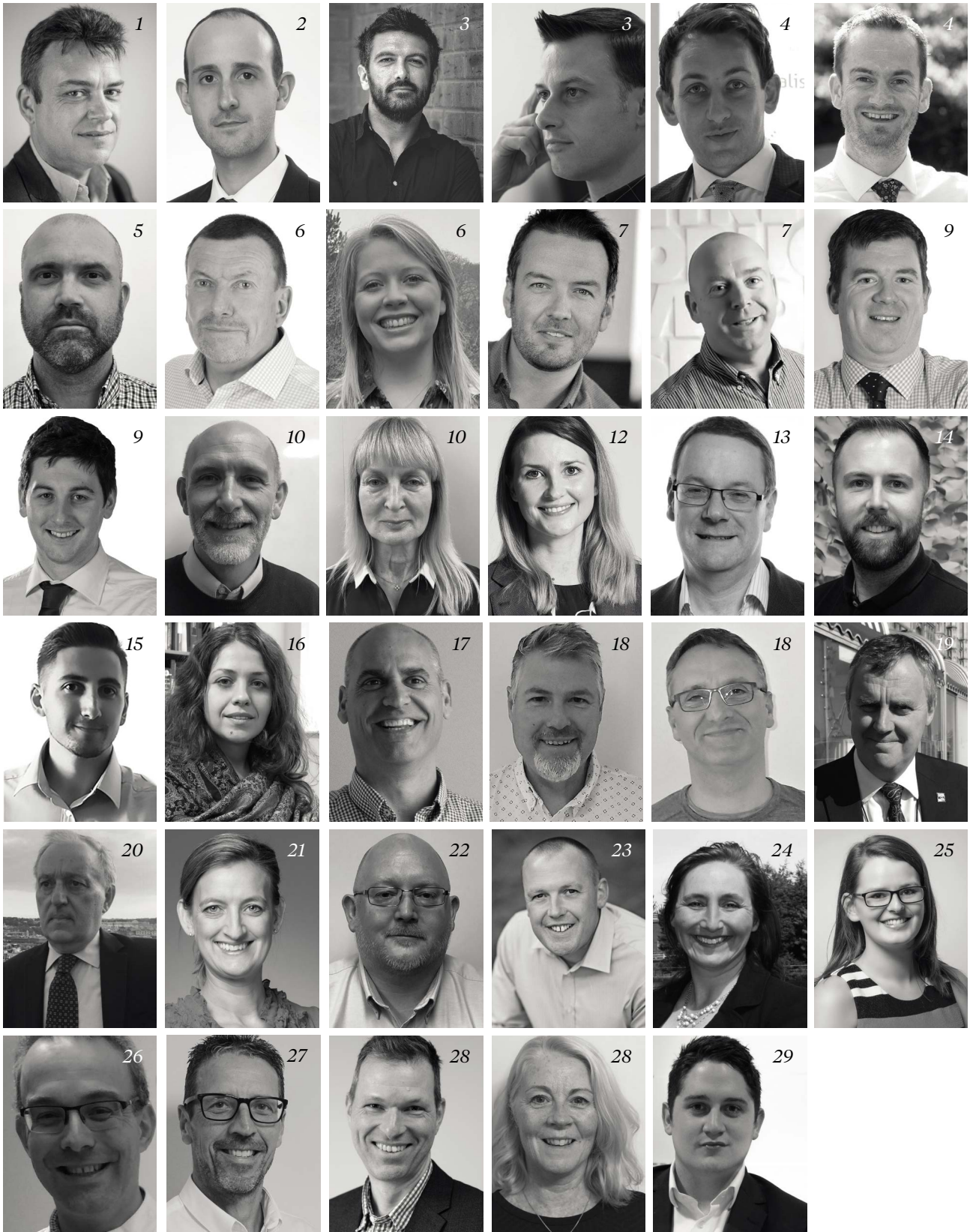
THIS IS OUR EXPORT MARKET VISIT  
18-21 November 2019



# MEDICA

# 2019





# THIS IS OUR EXPORT MARKET VISIT

## EXHIBITORS

- 1 Blackwood Embedded Solutions
- 2 Cellpath
- 3 Design Reality
- 4 DTR Medical
- 5 EKF Diagnostics Holdings plc
- 6 Frio UK
- 7 PDR
- 8 R&D Surgical
- 9 Rocialle
- 10 Transcontinental AC UK
- 11 Ultrasound Technologies

## VISITORS

- 12 Abel & Imray
- 13 Alesi Surgical
- 14 BCB International
- 15 Bee Robotics
- 16 Biocatalysts
- 17 Bond Digital Health
- 18 Creo Medical
- 19 Fromo
- 20 Frontier Medical Group
- 21 Great Bear Healthcare
- 22 Labco
- 23 Mangar Health
- 24 MediWales
- 25 Nightingale
- 26 Perpetuus Carbon Technologies
- 27 Porvair Sciences
- 28 Respiratory Innovation Wales
- 29 Single Use Surgical
- 30 Williams Medical Supplies







# 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.

B L A C K W O O D  
E M B E D D E D  
S O L U T I O N S



*Company Background*

---

Blackwood Embedded Solutions is an expert in the design of electronic products for a broad range of sectors, including medical, automotive, finance and consumer.

The company has a proven track record of getting clients to market within the shortest time possible, and they return to work with Blackwood Embedded Solutions time and time again.

With a high percentage of clients in the medical sector, Blackwood Embedded Solutions works to exacting regulatory standards which result in more robust products.

Blackwood Embedded Solutions works to ensure that all production level embedded code is produced to MISRA guidelines.

Blackwood Embedded Solutions has a keen eye for quality and is ISO 9001 accredited but can also work within clients' quality management systems (e.g. ISO 13485). Support can be provided in risk analysis and FMEA analysis throughout the design process to meet the ISO 14971 standard.

Blackwood Embedded Solutions often develops hardware and software in parallel to meet tight deadlines. The company is also happy to work collaboratively with other design agencies as appropriate to deliver the best outcome for the client.

*Product/Service*

---

Electronics and software R&D for medical devices.

*Objectives*

---

Seeking new medical electronic and software design projects.

*Contact*

---

**Anthony Giles**  
Managing Director  
+44 (0)2921 202 098  
anthony.giles@blackwoodembeddedsolutions.co.uk

**Kenneth McCann**  
Embedded Engineer  
+44 (0)7943 372 572  
kenneth.mccann@blackwoodembeddedsolutions.co.uk

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

C E L L P A T H



---

### *Company Background*

Founded over 25 years ago, CellPath is a UK based, family-run company meeting the needs of Cellular Pathology, specialising in the manufacture and worldwide supply of products, consumables and services to the histopathology and cytology markets.

The company prides itself on the supply of innovative, well-proven products, manufactured to a very high standard. With an in-house state of the art injection moulding capability, CellPath manufacture many of the plastic products that are used in the modern Histology and Cytology laboratories. The ability to sell directly from manufacture to end users, enables cost-saving without compromise on quality and service.

Over the last couple of years, the company has won numerous awards in their industry for product innovation and export achievements. CellPath was also crowned Welsh Business of the Year in 2018.

---

### *Product/Service*

Manufacture and worldwide supply of Histopathology and Cytology consumables, equipment and services.

---

### *Objectives*

CellPath will be showcasing both existing and new products, and are looking to meet with a number of potential distributors, as well as welcoming their known contacts.

---

### *Contact*

**Simon Owen**  
International Business Manager  
+44 (0)1686 611 333  
simon.owen@cellpath.com

**Callum Jervis**  
+44 (0)7495 055 733  
callum.jervis@cellpath.com  
www.cellpath.com

D E S I G N  
R E A L I T Y



---

*Company Background*

Design Reality is an award-winning industrial design consultancy dedicated to designing great products for people. With an established studio in beautiful North Wales, we create solutions for clients from all sectors including medical, industrial and consumer.

Design Reality has built its reputation by developing high performance products and service improvements. Operating globally, we have worked with some of the world's largest companies as well as supporting start-up businesses to realise their full potential.

With almost 20 years of experience in design and innovation, we pride ourselves on our ability to transform a creative vision into a functional reality for our clients. We have a diverse team including designers, engineers, electronics and software specialists.

---

*Product/Service*

Product Design and Innovation Strategy – Design Reality can work to regulatory standards and exacting certification including ISO 13485 and ISO 9001.

---

*Objectives*

Design Reality is looking to speak to delegates and exhibitors to discuss how good design can help their business. Design Reality are looking to showcase how both product and service design has supported clients from across the globe to deliver their business strategy.

---

*Contact*

**Wyn Jones**  
Creative Director  
+44 (0)7825 047479  
wjones@designreality.co.uk

**Mike Jones**  
Design Manager  
+44 (0)1745 584 865  
ideas@designreality.co.uk  
[www.designreality.co.uk](http://www.designreality.co.uk)



D T R  
M E D I C A L



---

### *Company Background*

DTR Medical Ltd is a multi-award winning company, specialising in high quality sterile single use instruments that deliver both patient and clinical value through maintaining exceptional service.

DTR Medical have a strong relationship selling across the public and private hospital groups in the UK and distributors across 36 countries. With core values including innovation, quality and service; DTR aim to provide surgical instruments designed and manufactured to the highest specification and delivered in a timely fashion, 97% of orders are despatched the same day.

DTR Medical are committed to providing Single-use products which are proven to save considerable time, costs and lives to those using them.

---

### *Product/Service*

DTR Medical's range covers a number of specialities including: dermatology, ENT/MAXFAX, general

surgery, gynaecology, neurosurgery, ophthalmic and orthopaedic. All of the instruments are manufactured to reusable standards to ensure the highest standards are met.

DTR Medical are dedicated to new product development, some of the latest innovations are The latest evolution cervical rotating biopsy punch negus aspirating dissector with one hole, rosen needle fine and pre-bent frazier suction handles.

---

### *Objectives*

- Recruit distributors.
- Look for additional product opportunities.
- Research export potential for single-use products.
- Meet existing distributors and suppliers.

---

### *Contact*

**Edmund Casey**  
Export Manager  
+44 (0)7727 185 962  
ecasey@ltrmedical.com

**Ian David**  
Key Account Business Manager  
+44 (0)7795 152 198  
idavid@ltrmedical.com  
www.ltrmedical.com

E K F  
D I A G N O S T I C S



---

*Company Background*

EKF is a global medical manufacturer of point-of-care (POCT) devices and tests including hemoglobin tests, HbA1c tests, glucose and lactate tests. EKF also manufactures and sells central laboratory analysers and reagents as well as enzyme development and fermentation facilities in the USA.

EKF is headquartered in Cardiff, UK and has manufacturing sites in Magdeburg, Germany and in San Antonio and Elkhart, USA.

---

*Product/Service*

- Point of care analysers and tests
- Central laboratory analysers, reagents and controls

---

*Objectives*

- Meet with existing distributor base
- Business meetings with potential manufacturing and licencing partners
- Meetings with potential distributors

---

*Contact*

**Martyn Lewis**  
Head of Marketing  
+44 (0)7825 708 936  
martynlewis@ekfdiagnostics.com  
www.ekfdiagnostics.com

F R I O U K



---

### *Company Background*

Established in 1996, FRIO exports to over 70 countries worldwide and allows medication users to travel every day safely, without the need for refrigeration.

Be the first to see Frio's new innovative products.

---

### *Product/Service*

FRIO is the award-winning manufacturer of the world's first patented medication and insulin cooling wallets. Using specially developed crystals which transform into a cool gel when activated by water, FRIO wallets are fully rechargeable and stop the degradation of insulin and 29 other temperature sensitive medications through the process of evaporation.

FRIO wallets keep their contents within the safe temperature range of 18-26°C for at least 45 hours, even in temperatures of up to 38°C.

---

### *Objectives*

FRIO is currently looking to further grow the company's global partnerships and develop sales in new territories.

---

### *Contact*

**Chris Groves**

Business Development Manager

+44 (0)7988 811 175

chrisgroves@friouk.com

**Francesca Monaghan**

Business Development Co-Ordinator

+44 (0)1437 741 700

info@frioworldwide.com

www.frioworldwide.com

P D R

pdr.

### *Company Background*

---

With over 20 years' experience, and over 35 international design awards to its name, PDR brings a unique approach. Supplying expert and highly experienced human-centred research, product design and development, interaction and interface design, regulatory and introductory manufacturing services to leading companies globally in a multitude of sectors.

These sectors include medical, aerospace, automotive, military, sports and leisure, industrial, food, cosmetics and personal care as well as both the public and private sectors.

Amalgamating the latest technologies and facilities creates an unparalleled capability and world-leading results for our clients.

The team employs a structured, methodical and reliable approach to determine user requirements, discover new product features and service opportunities and validate designs, interactions and interfaces throughout the device development.

The capabilities knowledge and expertise are unprecedented and maintain PDR's position at the cutting edge of knowledge and practice and as a world-leading centre in design and innovation.

### *Product/Service*

---

- User Insights
- Innovation
- Product & service design

### *Objectives*

---

- To engage and build relations with a new audiences to establish new working relationships.
- To maintain good relations and communications with existing clients.
- To gain understanding and insight into current technologies and trends developing in the medical sector.

### *Contact*

---

#### **Anthony McAllister**

Business Development & Client Relations  
+44 (0)29 2041 6224  
amcallister@pdronline.co.uk

#### **Jarred Evans**

Director  
+44 (0)7887 734 804  
jwevans@pdronline.co.uk  
www.pdronline.co.uk

R & D  
S U R G I C A L



### *Company Background*

---

R&D Surgical have over 50 years' experience serving the surgical community internationally with a range of high quality devices, which include the original cosgrove mitral valve retractor, the Gillinov-Maze retractor, and a full range of other cardiovascular and cardiothoracic, orthopaedic, colorectal, and bariatric retractors and instruments.

R&D Surgical are displaying a small selection of our devices on our stand and have comprehensive literature available.

### *Product/Service*

---

- Kapp surgical/cosgrove surgical devices.
- Sternal/chest/thoracic correction device

### *Objectives*

---

To identify and meet with potential international distributors.

### *Contact*

---

**David Thomas**

Director  
+44 (0)29 2002 6422  
david@randdsurgical.com

**Ellen Mary Thomas**

Sales Manager  
+44 (0)7401 556 293  
ellen@randdsurgical.com  
www.randdsurgical.com

R O C I A L L E



### *Company Background*

---

With wide ranges of theatre packs, medical packs and single use surgical instruments, Rociale helps healthcare providers to control infection and increase efficiency. Presenting surgical teams or clinicians with one sterile pack, containing all of the consumables required for a procedure increases adherence to best practice and means that time previously spent picking and unwrapping can instead be spent caring.

Rociale employs 300 people in Mountain Ash, close to Cardiff. At this site are one of the largest medical clean rooms in Europe and an e-beam irradiation sterilisation plant. Together with the well trained and experienced work force, these facilities enable Rociale to provide a flexible, cost effective response to customers' requirements.

This year's Medica will be Rociale's first major show since it was acquired by a wholly owned subsidiary of Zhende Medical Company and Multigate Medical Products. Zhende specializes in wound management and supplies surgical and medical consumables to 73 markets around the world. Multigate is a leading Australian manufacturer of procedure packs. Medica will be a great opportunity for current and potential customers to come and learn about this new relationship and discuss how shared ideas will facilitate bringing products to market, complementing Rociale's existing range.

### *Product/Service*

---

- Theatre packs
- Medical packs
- Woundcare packs
- Cannulation packs
- Single-use surgical instruments
- Sterile consumables
- Non-sterile consumables

### *Objectives*

---

Rociale would like to meet with existing and potential customers from Europe and around the world, discussing opportunities for current and new products.

### *Contact*

---

**Mark Quinlan**  
International Business Manager  
+44 (0)7887 658706  
7887 658706

**Anthony Grady**  
Sales Manager  
+44 (0)1443 471 300  
info@rociale.com  
www.rociale.com

# TRANSCONTINENTAL AC UK



## *Company Background*

---

Transcontinental Advanced Coatings offers high performance medical components for various segments in the medical marketplace.

Certified to the latest standards and with over 30 years in the advanced wound care market, the inspire® brand offers an innovative, cost effective range of breathable polyurethane, bacterial films and foams that are also available with skin-friendly and breathable adhesives.

z-flo® conductive films set the performance standard for “through” conductivity in the z direction for stimulator, monitoring, defibrillator and iontophoresis electrodes using both carbon coating and silver printing technology.

Antimicrobial reflex™ films provide the ideal outer surface in membrane touch switches used in electronic devices for applications in hospital and care environments.

Whether it is a standard product or a specific design with tailored properties, gain competitive advantage to succeed by partnering with Transcontinental Advanced Coatings.

## *Product/Service*

---

The inspire® brand offers a range of roll stock polyurethane films and foams supplied on paper on filmic liners in a range of thicknesses and colours to customer needs. It offers skin-friendly adhesives with various tacks including breathable adhesives. Anti-bacterial additives can be incorporated to meet the demanding requirements of advanced wound care. The inspire® range can be printed with our customer’s logo to enhance brand awareness. Conductive films are also available within the inspire® portfolio. Typical applications for these include ECG and TENS electrodes.

## *Objectives*

---

To make new contracts worldwide and to increase our audience.

## *Contact*

---

**Fraser Kinnaird**  
UK Sales & Marketing Director  
+44 (0)7736 211 281  
fraser.kinnaird@tc.tc

**Jutta Fiford**  
Business Development Manager – Europe  
+44 (0)7708 899 170  
jutta.fiford@tc.tc

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

# U L T R A S O U N D T E C H N O L O G I E S



---

## *Company Background*

Ultrasound Technologies has over 30 years history of developing state of the art medical electronic products for itself and other medical companies, all manufactured and distributed from its fully medical CE and JPAL approved manufacturing plant in Caldicot , South Wales.

---

## *Product/Service*

Our main product ranges are:-

- Fetal and vascular dopplers, including the market leading paediatric nephrology vascular doppler and vascular veterinary doppler, with over 100000 units in use world wide.
- Fetal monitoring with the highly integrated fetatrack 310s2. One unit covers both antepartum and intrapartum applications, with simple to use upgradeable digital transducers.
- Colonography with CO2 Insufflation using the state of the art MedicCO2LON CO2 gas insufflator to allow safe and pain free colonic insufflation.
- New at Medica this year a state of the art digital neuro muscular stimulation system.

New at Medica this year a state of the art digital neuro muscular stimulation system.

---

## *Objectives*

Ultrasound Technologies is looking to connect with existing distributors and introduce any new products and to update the distributors on changes to existing products, to meet new distributors and dealers world wide.

---

## *Contact*

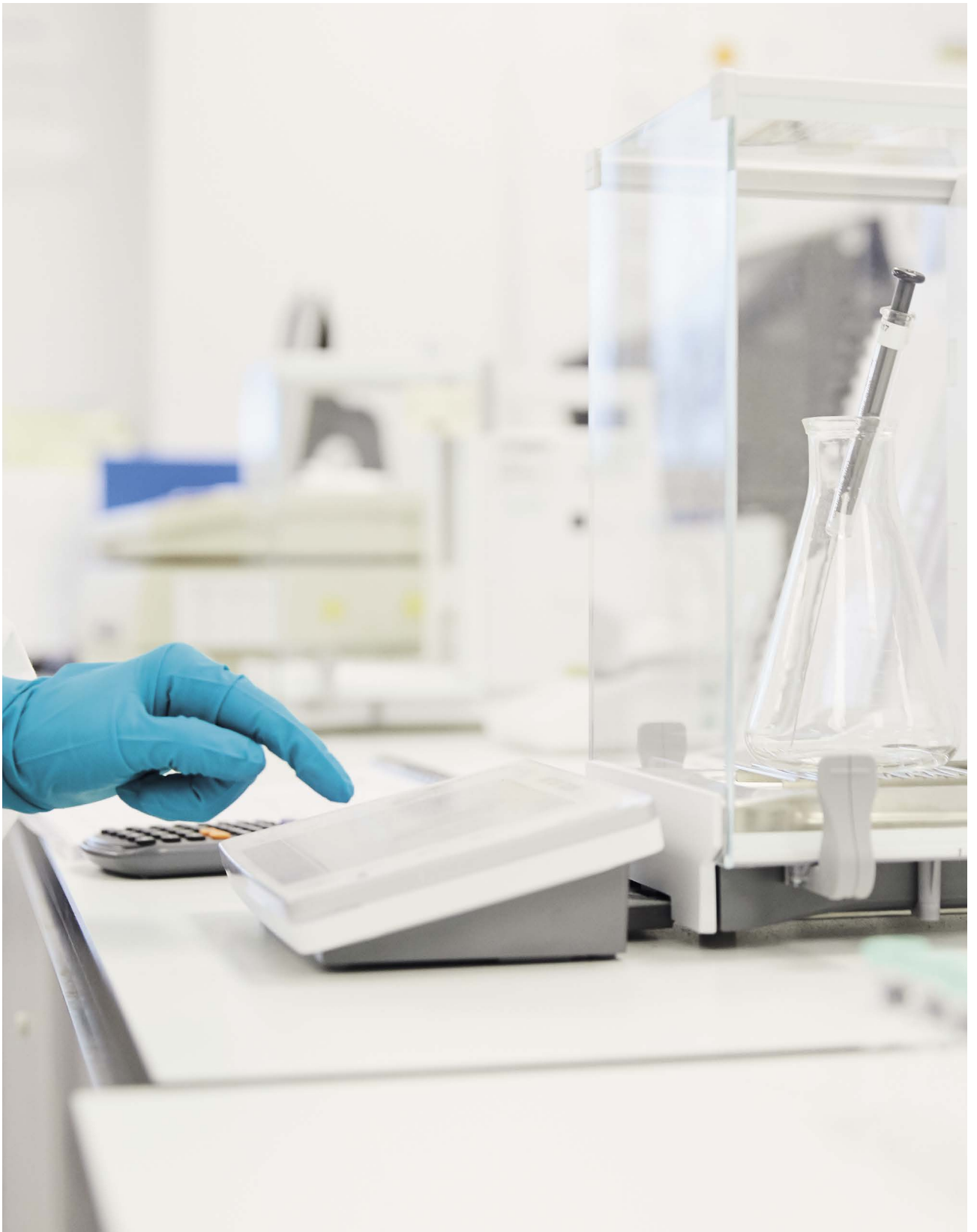
### **Nick See**

Managing Director  
+44 (0)7785 580 029  
nick@doppler.co.uk

### **Andrew Larwood**

Vascular Medical Consultant  
+44 (0)1291 425 425  
ultratec@doppler.co.uk  
www.doppler.co.uk





A B E L   &  
I M R A Y

Abel+Imray

### *Company Background*

---

Abel & Imray assist UK, European and global businesses with protecting some of their most important assets – their ideas, innovations and brands.

### *Product/Service*

---

Intellectual property advice including:

- Patents
- Trade Marks
- Designs
- IP Strategy
- Oppositions
- IP audits.

### *Objectives*

---

From their offices in Cardiff, Bath, London and Spain, Abel & Imray work with numerous bio, pharma, healthcare and life science businesses (of all sizes), offering practical advice and strategies to help them identify, protect and grow their intellectual property assets.

### *Contact*

---

**Danielle Cooksley**  
Partner  
+44 (0)29 2089 4200  
danielle.cooksley@abelimray.com  
www.abelimray.com

A L E S I  
S U R G I C A L



---

### *Company Background*

Alesi Surgical was established to commercialise the inventions arising from the Welsh Institute of Minimal Access Therapy (WIMAT). Based in Cardiff (UK), WIMAT is the leading UK centre for training of laparoscopic and other surgical disciplines.

Alesi Surgical has a vision to become a world leader in the development of new devices for advanced minimal access surgery.

---

### *Product/Service*

Alesi Surgical currently markets the Ultravision™ visual field clearing system and associated accessories for the clearance of surgical smoke generated by monopolar, bipolar and ultrasonic devices in laparoscopic procedures.

---

### *Objectives*

At this time, Alesi Surgical is working on the development of second generation Ultravision technology. In addition, Alesi Surgical plans to broaden the applicability of its technology by integration with third party manufacturer's devices. The objective of this meeting is to develop contacts with a view to forming future strategic partnerships.

---

### *Contact*

**Dr Jason Brewer**  
Head of R&D  
+44 (0)2920 291 022  
jasonbrewer@alesi-surgical.com  
www.alesi-surgical.com

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 survival equipment, mainly for the marine and military markets. BCB,s products have helped generations of seafarers, military personnel and aid workers operate and survive in some of the world,s harshest environments.

---

### *Product/Service*

BCB International’s core products include:

- Medical first aid kits
- SOLAS approved lifesaving equipment
- Search and rescue products
- Rations
- Medical equipment
- Polar survival kits

---

### *Objectives*

BCB International is looking to identify and meet with potential in-country distributors/wholesalers or agents for its range of products. The company is also looking for new products and partnerships in the field of medical devices and equipment.

---

### *Contact*

**James Firmin**  
Buyer  
+44 (0)7852 206 822  
jf@bcbin.com  
www.bcbin.com

# B E E R O B O T I C S



---

## *Company Background*

Bee Robotics is a privately-owned company based in North Wales UK established in November 1999 and is this year celebrating their 20th anniversary in business. The company occupies five industrial units, which houses its manufacturing and design facilities and has become well established in providing automated robotic instruments for the biotech industry offering OEM solutions for a wide range of applications. The company is accredited to ISO 13485 2016 and is well versed in the approval process for instrumentation covering CE, MET Labs, and SFDA.

---

## *Product/Service*

The company's product range includes semi and fully automated liquid handling robotic instruments for molecular and western blot applications, microarray processing, DNA extraction, sample processing and other bespoke instruments for various diagnostic assays. With a team of software, hardware and electronic engineers together with 3D printing and CNC capabilities Bee Robotics can develop instrumentation to exact client needs in a timely and cost effective manner with the added bonus of having manufacturing facilities.

---

## *Objectives*

The company works closely with manufacturers of diagnostic kits who have a need for automation. Bee Robotics goal is to expand our client base and Product range through these collaborations and provide high quality and cost effective instruments for the biotech industry.

---

## *Contact*

**Steve Jones**  
Managing Director  
+44 (0)1286 672 744  
steve@beerobotics.com  
www.beerobotics.com

# B I O C A T A L Y S T S L T D



---

## *Company Background*

Biocatalysts Ltd, winners of the Queen's Award for Innovation 2019, are a global biotechnology company that has been producing speciality enzymes for a variety of industries for over 35 years. The company has been built on an ethos of actively working with customers to develop enzyme-based solutions that meet customer challenges. Biocatalysts prides itself on providing good technical knowledge and superb customer service and does this by using the best technologies available and keeping abreast of the newest advancements that impact the biotech industry.

---

## *Product/Service*

Biocatalysts offer both off-the-shelf enzyme products and an award winning customised enzyme discovery, development and manufacturing service. The latter is where the company excel, identifying novel enzymes in hours rather than days via its bespoke software system, MetXtra™. Selected enzymes can be developed and scaled-up within months instead of years, meaning new enzymes can be produced in timeframes that can have a critical impact on the processes and products companies develop.

---

## *Objectives*

Biocatalysts attend industry events to meet new technology partners to improve process efficiencies enabling a reduction in speed and cost of innovation to both new and existing customers. Attendance at exhibitions enables Biocatalysts to find new contacts to discover new business opportunities and increase sales.

---

## *Contact*

**Valeria Valkova**  
Business Manager  
+44 (0)7730 145 731  
valeriav@biocats.com  
www.biocatalysts.com

B O N D  
D I G I T A L  
H E A L T H L T D



---

### *Company Background*

Bond Digital Health is the leading provider of digital connectivity for point of care diagnostics, and especially lateral flow. Bond's core technology grew from a patient self-management tool into a secure and compliant digital connectivity platform that now supports rapid diagnostic products in development and commercialisation.

---

### *Product/Service*

Bond's app, cloud and dashboard platform connects all the participants in the health care supply chain with the aim of improving outcomes. With secure data capture, sharing and visualisation, it enhances point-of-care decision making while guiding the user through the testing process via in-app tutorials and assistance.

---

### *Objectives*

Bond is working in strategic partnerships with leading lateral flow companies to create the next generation of digitally enhanced diagnostics. We are aiming to become the digital partner of choice for innovators in lateral flow and to democratise out-of-lab testing by educating and empowering the end users.

---

### *Contact*

**Phil Groom**  
Commercial Director  
+44 (0)7967 018 286  
phil.groom@bondhealth.co.uk  
www.bondhealth.co.uk

C R E O  
M E D I C A L



---

### *Company Background*

Creo Medical is a medical device company focused on the emerging field of surgical endoscopy, a recent development in minimally invasive surgery. Creo's mission is to improve patient outcomes by applying microwave and radiofrequency energy to surgical endoscopy.

---

### *Product/Service*

Creo has developed CROMA, an electro-surgical advanced energy platform that combines bipolar radiofrequency energy and microwave power through a single accessory port. This technology makes it possible to perform endoscopic surgery with precision through miniature endoscopic instruments that cut, coagulate and ablate soft tissue. Creo's strategy is to bring its CROMA electro-surgical advanced energy platform to market through a suite of medical devices which Creo has designed, initially for the emerging field of gastrointestinal therapeutic endoscopy, and then into a broader range of areas including bronchoscopy and laparoscopy.

---

### *Objectives*

Creo is dedicated to bringing advanced energy to endoscopy, through a combination of bipolar radiofrequency (RF) and microwave energy in a single platform for tissue dissection, resection, ablation and coagulation.

---

### *Contact*

**Simon Meadowcroft**  
Director of Emerging Technologies  
+44 (0)7717 437 264  
simon.meadowcraft@creomedical.com  
www.creomedical.com



F R O M O



### *Company Background*

---

Fromo develops and manufactures products and solutions for mobility and rehabilitation, focusing on frail, older people.

### *Product/Service*

---

Fromo developing products for neurological rehabilitation post-stroke, vehicle access solutions for people struggling with mobility and various memory aids for people living with alzheimers.

### *Objectives*

---

Fromo is looking for potential international distribution partners and design partnerships.

### *Contact*

---

**Jon Wilks**  
Director  
+44 (0)7900 570 172  
jwilks@fromo.co.uk  
www.fromo.uk

F R O N T I E R  
M E D I C A L  
G R O U P



---

*Company Background*

Frontier Therapeutics is part of the wider Frontier Medical Group, where trading dates back to the 1960s. The Group is indigenously Welsh with the original founding family still heested in the business. The business is an SME and remains a significant employer in the Blackwood area.

---

*Product/Service*

Frontier Therapeutics manufactures a range of static air filled products to help treat and prevent the occurrence of pressure ulcers e.g. cushions, mattresses, foot protectors. All products are manufactured on site in Blackwood.

---

*Objectives*

Frontier Therapeutics is looking to identify partners in those countries where it is not distributed yet and, at the same time, meet existing partners to consolidate relationships.

---

*Contact*

**Gianfranco Ceccarelli**  
Export Manager  
+ 39 392 996 3309  
gcecarellirontier-group.co.uk  
www.frontier-group.co.uk

# G R E A T   B E A R H E A L T H C A R E



---

## *Company Background*

Great Bear Healthcare was established in 2007 and is a UK-based company that prides itself on manufacturing and supplying high quality continence products, designed to meet the individual needs of patients and healthcare professionals. Great Bear is passionate about product innovation and making a real difference to patients' quality of life. Great Bear offers an extensive range of leg bags, night bags, fixation devices as well as many other appliances. All products are manufactured to the highest quality standards using superior medical grade materials. Great Bear focuses on excellent supplier relationships, is a forward-thinking company and is determined to introduce products that are needed not just for today, but for tomorrow and the future!

---

## *Product/Service*

Urology, continence and medical devices

---

## *Objectives*

- To meet existing suppliers
- To expand Great Bear's supplier portfolio
- To research new innovations in the urology and continence market place

---

## *Contact*

**Pippa Bowkett**  
Marketing Director  
+44 (0)29 2074 7770  
marketing@gbhl.co.uk  
www.greatbearhealthcare.co.uk

L A B C O



### *Company Background*

---

Labco Ltd is a privately-owned British company established in 1969 by medical professionals to manufacture glassware for laboratory, health and other markets.

Labco supplies a number of specialised vials to its customers. This includes its renowned internally coated Exetainer® screw cap vials for breath testing, used in many gastroenterology units and commercial test centres worldwide. Labco also offer a range of uncoated exetainers suitable for various scientific uses that are supplied to university and company laboratories throughout the world, with 95% of sales outside of the UK. The Labco Exetainer® vials are the result of continuous development by professional staff and are designed to the requirements of British and International standards. Labco's Exetainer success is based on the extensive knowledge and dedication of its Chairman, management and staff, alongside its ability to supply to the exact specifications of its customers and the installation of its Quality Management system registered to ISO 9001:2015 and ISO 13485:2016.

### *Product/Service*

---

Laboratory glassware

### *Objectives*

---

Ethical manufacture of high quality medical and scientific glassware and other consumables, using highest quality responsibly sourced raw materials. Providing the scientific community with tools that they can trust.

### *Contact*

---

**Dr David Ashton**  
Chairman  
+44 (0)1570 423 745  
enquiries@labco.co.uk  
www.labco.co.uk

M A N G A R  
H E A L T H



---

### *Company Background*

Established in 1981, Mangar Health is the world leader in the design, manufacture and supply of unique, patented, inflatable moving and handling and bathing equipment.

As well as being market leaders in patient lifting and assistive bathing and bedroom products, Mangar Health have recently been acquisitioned by a leading French medical device company called Winnicare and now offer care beds, pressure care mattresses and hoists among their product range.

---

### *Product/Service*

The camel and ELK lifting cushion and bathing cushion

---

### *Objectives*

To protect healthcare professionals from musculoskeletal injury, a worldwide problem that costs employers billions, and enable independent living for people with limited mobility, promoting health and wellbeing.

---

### *Contact*

**Paul Watts**  
Senior Business Development Manager  
+44 (0)7975 234 293  
pwatts@mangarhealth.com  
www.mangarhealth.com

M E D I W A L E S



**MediWales**

### *Company Background*

---

MediWales is the independent life science network for Wales. As the networking and representative body for the sector, we have grown rapidly in the last 2 years with now over 200 members. We create business opportunities and partnerships for our members which include the Welsh NHS health boards and trusts and significant medical technology and pharma companies, clinical research groups and universities.

We support our community with independent one to one advice on market access, finance and funding, international trade, supply chain and on identifying collaborative partners. We run a very popular events programme including regulatory updates, innovation adoption and NHS procurement, finance and funding, clinical unmet needs and our special interest groups for medical technology, pharma and natural compounds.

### *Contact*

---

**Debbie Laubach**  
Operations Manager  
+44 (0)29 2047 3456  
info@mediwales.com  
www.mediwales.com

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



*Company Background*

---

Nightingale Home Delivery Service has been established for over 30 years. Nightingale is a UK Company who know and understand the UK market place, thus ensuring confidence in the service delivered to patients and healthcare professionals. Nightingale’s objective is to work hard to find a solution for those patients suffering from continence issues and, ultimately, to make life easier for users of the service. Nightingale offers a wide range of continence products, supported by a team of dedicated nightingale nurses. Nightingale also offers confidential advice, a discreet service and can tailor individual orders to the customer – nothing is too much trouble!

*Product/Service*

---

Urology, continence and medical devices

*Objectives*

---

- To research new innovations in the urology and continence
- To gain a better insight into the new products on offer by meeting suppliers
- Establishing new relationships with potential new Suppliers

*Contact*

---

**Joanna Newell**  
Product Manager  
+44 (0)29 2074 7770  
marketing@gbhl.co.uk  
www.greatbearhealthcare.co.uk

# PERPETUUS CARBON TECHNOLOGIES



## *Company Background*

---

Perpetuus Carbon Technologies (PCT) was formed in 2014, to specialise in the construction of large-scale plasma reactors for the treatment of and produce large quantities of functionalised graphite nanoparticles (GNPs). Current production capacity is 140 tonnes per annum. The PCT research facility is developing new applications for graphene materials including hydrophobic coatings, high conductivity inks and high sensitivity biosensors. PCT currently supplies GNPs to customers into the automotive, construction, leisure and biomedical sectors and supplies to a number of academic groups worldwide.

## *Product/Service*

---

PCT manufactures functionalised carboxyl, amine, nitrogen, hydrogen and fluorine treated high surface area GNPs, single walled and multi-walled carbon nanotubes. Recently the development of prototype resistive heaters using in-house screen-printing GNP ink formulation has been successfully achieved. PCT is now launching a new set of graphene-based screen-printing inks. These include resistive heater inks and a biosensor ink that can be used for enzyme-based sensors. As a result of this new product line PCT is also promoting ink formulation R&D capabilities and customised contract screen printing.

## *Objectives*

---

The promotion of the following capabilities:

- Production of functionalised GNPs, MWCNTs and CNTs.
- Production and customisation of screen-printing inks.
- Small scale printing of customised sensors, (minimum quantity 50).

## *Contact*

---

**Dr. Guido Drago**  
Life Science Specialist  
+44 (0)1633 973 012  
guidodrago@perpetuuscarbon.com  
www.perpetuusam.com



P O R V A I R  
S C I E N C E S

### *Company Background*

---

Porvair Sciences are global leaders in the manufacturing and development of cutting-edge porous plastics technologies. Specialising in the filtration and separation of materials for biotechnology, pharmaceutical and life science industries, Porvair Sciences delivers bespoke design and engineering expertise for a wide range of products and applications.

First established in the 1940's, the Vyon® brand of porous plastics was primarily used in filtration and industrial applications. Now, Vyon® is an industry leading porous plastic material widely used across a myriad of industries. This unique patented microporous technology meets the growing demands for sterilisable, hygienic, robust and versatile raw components for healthcare, medical device, laboratory and pharmaceutical products and applications. Porvair Sciences has extensively developed Vyon® such that it can be found at the heart of a wide range of innovative products ranging from shut-off catheter vents for medical devices and pharma, pipette tip filters for laboratories to large-scale bed supports for the chromatography and sample preparation markets.

Porvair Sciences not only excel in the products they manufacture, the company prides themselves in building strong relationships with the customers they serve. Together with their team of scientists, engineers and creative thinkers, Porvair Sciences are

committed to providing expert solutions that brings value and integrity to our customers and innovation to the products they develop. As original manufacturers of porous plastic materials, Porvair Sciences exists to enhance and elevate product development and customer experience, every step of the way.

### *Product/Service*

---

Porous plastic sheets, rolls, moulded shapes, filters, vents, surface treatments

### *Objectives*

---

- New product development
- Customer creation
- Brand awareness

### *Contact*

---

**Alan Hughes**  
Account Manager – Porous Plastics  
+44 (0)7740 080 996  
alan.hughes@porvairsciences.com  
www.vyonporousplastics.com

# RESPIRATORY INNOVATION WALES



## *Company Background*

---

In September 2018, Respiratory Innovation Wales (RIW) was established as a not-for-profit Company, limited by guarantee, in respiratory health and well-being.

RIW's overall mission is to improve lung innovation with a focus on bringing together patients, the NHS, academia and commercial stakeholders, to inform developments and solutions to respiratory health and well-being challenges.

RIW considers itself a significant channel that connects industry with the health and social care ecosystem to translate a good idea into products, devices and approaches that will improve respiratory health and well-being in Wales and beyond.

## *Product/Service*

---

These include:

- Advisory and consultancy to organisations seeking expertise as they develop or enhance respiratory products, devices and treatments;
- Education and training to organisations and individuals seeking real world insights to benefit their practice and understanding;
- Undertaking research and collaborating with other organisations and academics for maximum impact;
- Supporting the implementation and delivery of multi-site clinical trials across Wales.

## *Objectives*

---

- To raise awareness of RIW and its services and expertise available across Wales at an international level
- Network on an international level to identify future collaborations and collaborators that will:
  - bring investment to Wales
  - lead to export at an international level of RIWs novel therapeutics, devices and services that have been discovered

## *Contact*

---

**Robyn Miles**  
Head of Strategic Partnerships and  
Business Development  
+44 (0)7384 815 032  
robyn.miles@riwales.com  
www.riwales.com

S I N G L E U S E  
S U R G I C A L



---

*Company Background*

Established for over 20 years as a direct response to UK hospitals' concerns over the cleaning practices involving fine lumen instruments. The company's ethos is simple – to produce instruments that are sterile, efficient and manufactured to the highest standards, all carefully designed to put patients first and reduce the risk of cross contamination.

---

*Product/Service*

Single Use Surgical prides itself on identifying difficult-to-clean surgical equipment and offering high quality, alternative single-use solutions. Manufacturing the world's largest selection of single-use suction, the business focuses on debris removal during surgery.

Popular choices include Zoellner's, Frazier's, F.E.S.S (Functional Endoscopic Sinus Surgery) and long suction. Their product portfolio also includes a range of high-quality metal instruments that are widely suited to high-risk procedures.

---

*Objectives*

Single Use Surgical continues to grow internationally and support better operations through quality innovations. Their objective is to be the leading provider of innovative single-use medical products throughout the world. The company plans to engage with their existing European distributor network and meet with new prospects across MENA.

---

*Contact*

**Michael Denver**  
Business Development Manager  
+44 (0)29 2076 7800  
export@susl.co.uk  
www.susl.co.uk

W I L L I A M S  
M E D I C A L  
S U P P L I E S



*Company Background*

Established in 1986, Williams is the leading provider of medical goods and services to the UK healthcare market.

Working in partnership with respected manufacturers, the widest range of medical equipment, disposables, pharmaceuticals and family planning products are supplied from a purpose-built, state-of-the-art facility in South Wales. Williams also provide a true 'end-to-end' service that includes a broad offering of value-added services, including product training, equipment test and calibration, health and safety audits and much more.

Along with an unrivalled reputation for 'putting the customer first' and a true passion for innovation, Williams is the number one destination for GP surgeries, commissioning groups, primary care networks, federations and corporate healthcare providers.

*Product/Service*

Medical consumables, equipment, pharmaceuticals, test and calibration services and equipment repair.

*Objectives*

Engage with similar distributors of medical products and services to out-of-hospital / near-patient care settings in Europe and beyond with a view to developing long-term strategies partnerships, principally through establishing trading links. Seeking innovation and new products which compliment core customer base and can enhance patient care pathways.

*Contact*

**Matt Thornton**  
Development Director  
+44 (0)1685 846 766  
matthew.thornton@wms.co.uk  
www.wms.co.uk

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



---

Llywodraeth Cymru  
Welsh Government

---

*Contact*

**Andrew Jones**

Business Development Manager – Export  
andrew.jones@gov.wales

**Dai Baker**

Business Development Manager – Export  
dai.baker@gov.wales

**Joseph Hodges**

Export Programme & Contract Manager  
joseph.hodges@gov.wales

---

*Welsh Government Office, Düsseldorf, Germany*

**Mark Shanker**

Senior Business Development Manager  
marc.shanker@gov.wales

Welsh Government  
British Consulate General  
Willi-Becke-Allee 10  
Dusseldorf  
Germany  
40210  
+49 (0) 211 9448 215

N O T E S \_\_\_\_\_

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---



# What next?

Find out what Wales can do for your business:

UK—

+44 (0) 3000 6 03000

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





+44 (0) 3000 6 03000  
tradeandinvest.wales