
THIS IS OUR EXPORT MARKET VISIT TO NEW YORK

5-10 March 2017

W A L E S
I N N E W
Y O R K



Cymru
Wales



THIS IS OUR EXPORT MARKET VISIT

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Llywodraeth Cymru
Welsh Government

**Cronfa Datblygu
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European Regional
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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 L P H A O M E G A
C O L L E G E



Company Background

Alpha Omega is a small private college situated in the middle of the capital city of Wales, Cardiff. The college has experienced teachers who are all qualified to teach in their relevant subject and follows a set syllabus which shows improvement through testing, exams and regular progress reports.

Product/Service

Alpha Omega offers a wide range of courses such as English Language, IELTS Exam Preparation, Foundation year, QCF graduate and postgraduate level in Business Management, Health & Social Care, Hospitality, TESOL Teacher Training, and IT, alongside a wide range of vocational and young learner education.

Objectives

Alpha Omega College would like to find an agent from overseas, establish contact with universities and schools, and if possible find a partner to open sub centres to offer and promote its courses in Wales.

Contact

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A O S U B L I M E L T D
T / A O L F I



Company Background

Based in North Wales (UK), the Olfi team is right in the heart of the UK action sports scene. The Olfi team is heavily involved in a range of activities and action sports from mountain biking, kayaking and base jumping to diving, climbing and exploring. Olfi has been developed with passion for all of these in mind, so no matter what your sport, adventure, or skill level, Olfi has the right features for you.

Product/Service

Olfi one.five Action Sports & Lifestyle Camera and associated accessories. Olfi one.five is capable of shooting ultra high definition 4K video at 24fps! That's the internationally recognised frame rate for film, and at 4 times the resolution of traditional 1080p HD, 4K is a huge step up.

Objectives

Olfi's primary aim is to meet with potential distributors/retailers so that it can service USA customers more easily.

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CORNELIUS ELECTRONICS



Company Background

Cornelius Electronics Ltd, established over 30 years ago, manufactures products in custom built premises located in South Wales. It has become a well-known and leading Sub-Contract manufacturer of Box Build, bespoke Cable Assemblies and Wiring Harnesses, serving a variety of industries including Amusement, Medical, Military, Security, Broadcast, Automotive and many more.

Along with all the automated machinery it also has Low Pressure Molding Technology which is used across numerous industry sectors.

Product/Service

- Cable Assembly
- Wire Harnesses
- Overmold
- Sub Assembly
- Box Build
- Control Panel
- Ultra Sonic Welding

- Prepared Wire
- Vac Forming
- Print Services

Objectives

Cornelius Electronics would like to gain a larger customer base in the US.

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C O U P M E D I A



Company Background

Coup Media builds AI powered ChatBot platforms for customer service departments.

Product/Service

Coup Media uses Sentiment Analysis, Machine Learning and Natural Language Processing to stitch together personality, sentiment and business intelligence data so brands can automate and improve the way they work with their customers.

The conversational ChatBots answer customer queries 24/7 with emotionally and context appropriate responses saving companies money, time and potential negativity PR.

The cloud based analytics dashboard reports key metrics like agent utilisation, first contact resolution, average speed of resolution, chat abandonment rate, customer satisfaction, conversation quality

analysis and agent occupancy so clients have complete visibility and control across the contact centre. It also reports on the overall emotion and satisfaction of your customers day by day.

Objectives

Coup Media has built ChatBots for global clients such as Amnesty International and Telegraph Media Group, and is seeking further international opportunities, particularly in the USA.

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D R Z I G S



Company Background

Paola started Dr Zigs Extraordinary Bubbles at her kitchen table five years ago, spurred on by her then young son Ziggy's love of bubbles. Since then Dr Zigs has become a multi-award winning company, and is now one of the leading brands in the bubble toy industry in the UK and further afield. Dr Zigs' strong environmental and ethical values have led to the development of a strong USP and their bubble mixes and toys being the most eco-friendly on the market.

Product/Service

Dr Zigs manufactures eco-friendly and ethically driven giant bubble toys. Alongside Dr Zigs range of Extraordinary Bubble Toys, Dr Zigs also supply educational packs for teaching maths, science art and literacy through the medium of bubbles, Sensory Bubble kits for the very young or kids on the Autism Spectrum, and Wedding Bubbles – the

new confetti – proving to be a huge hit in the UK and loved by venues and photographers alike.

Objectives

Dr Zigs is looking to expand its bubble business into the USA where initial market research suggests that there is a strong demand for this popular outdoor product.

Contact

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G A L E R I E S I M P S O N

Galerie Simpson

Company Background

Galerie Simpson, started life as a publishing label founded by artist Jane Simpson, producing limited edition artworks made in close consultation with internationally renowned artists. Galerie Simpson organically grew into an artist led non-profit gallery based in Jane's home town of Swansea. It is now a salon style melting pot of a space with a diverse range of shows and events.

Product/Service

Galerie Simpson's publishing arm creates limited edition products with artists.

The non -profit gallery works with local and international artists presented on a level playing field.

Objectives

Galerie Simpson is looking to meet with other galleries and print consultants, set up future shows of work and secure potential sales.

Contact

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Director

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G W A L I A S U R V E Y O R S



Company Background

Gwalia Surveyors is an International multi-disciplinary surveying practice offering quality survey solutions for a range of projects and client needs. Established in 1982, Gwalia Surveyors has grown and developed new skills, learned new technologies and techniques, to cater for the changing demands of the construction industry.

Product/Service

Gwalia Surveyors offers a complete portfolio of surveying services:

- 3D Topographical Surveys
- Setting Out
- PAS.128 Utilities Surveys
- 3D Slab investigation
- 3D CCTV Surveys
- Measured Building Surveys
- Monitoring
- Volume Calculations
- Condition Surveys
- Point Clouds
- LOD 300 Revit Modelling

- Aerial Drone Surveys
- Engineering
- 3D Massing Modelling
- Physical City-Scape Modelling
- BIM Design | Data Management | Delivery | Continuous Improvement

Objectives

Gwalia Surveyors is looking to build solid relationships with overseas architects, tier 1 contractors and property developers.

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L A U R A T H O M A S J E W E L L E R Y

LAURA
THOMAS
JEWELLERY

Company Background

With a passion for design and a background in product design, Laura Thomas attended the prestigious Central Saint Martins' School of Art and Design in London and trained as a Goldsmith. Upon graduating in 2010, she returned to Neath, South Wales to set up her own jewellery workshop. She currently works through the medium of precious metals and wood veneers.

Product/Service

Laura Thomas designs and manufactures small jewellery collections, one off pieces and bespoke commissions of precious metal contemporary jewellery. She promotes and sells her handmade jewellery at exhibitions, fairs, online and stocks her jewellery in galleries within the UK.

Laura's jewellery is unique and is inlaid with an array of rare natural

wood veneers. She explores surface and geometrical repeated patterns with her precision cut wood veneers and inlays them into precious metal by using a widely known decorative technique called parquetry.

Objectives

Laura Thomas is looking to establish contacts within the jewellery and business industry. Laura is keen to look for stockists for where her work will be suitably placed, especially high end art galleries and precious metal contemporary galleries.

Contact

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Owner

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M T J E W E L L E R Y



Company Background

Mari Thomas is an awards winning Welsh designer jewellery company. Established in 1998 she design and manufactures contemporary jewellery in all precious metals producing a range of striking collections and one off bespoke gallery pieces.

Product/Service

Mari Thomas designs and manufactures contemporary jewellery. The designs are often inspired by Welsh heritage and can include poetry and words or be inspired by the beautiful Welsh landscape. She is producing several interlinking collections in gold and silver.

Objectives

Mari Thomas' main objective is to find potential agents to establish her brand in selected New York stores and boutiques.

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Director

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P H A R M A G R O U P



Company Background

Pharma-Nutrition is a company comprising three marketing divisions; Celtic Herbal, Gwdihw and Mag-Nutrition. The Company manufactures a range of human nutrition and cosmetic products in Conwy, North Wales using high quality, ethically sourced ingredients. The group strives to meet consumer trends and market demands through the evolution of the brand, combining the latest innovation with traditional methods.

Product/Service

Celtic Herbal is a producer of 100% natural skincare products, free of parabens, sulphates and chemical additives its products are already sold in a number of countries. Quality and a respect for nature forms part of the company's core values.

Specialising in magnesium chloride based products, Mag-Nutrition manufactures a variety of bath flakes,

soaks, sprays, gels and rubs aimed at the sports nutrition, general wellbeing and new mother markets. Magnesium based formulations which contain specialist essential oils are also a rapidly developing sector.

Gwdihw is a leading supplier of 100% natural skin balms and soothers, the company prides itself on its use of pure essential oils which work in conjunction with natural ingredients to create hydrating, moisturising products.

Objectives

Pharma-Nutrition aims to establish partnerships with selected quality retailers through the sale of its own label and branded products.

Contact

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P P M
T E C H N O L O G Y



Company Background

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 and Glutaraldehyde, but 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.

Product/Service

PPM Technology develops, manufactures and services 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 temperature, humidity and up to six other different IAQ parameters, including but not limited to; formaldehyde, carbon dioxide, carbon monoxide, TVOC, nitrogen dioxide and ozone.

Objectives

PPM is looking to build on its current business in the USA by offering the full range of its products for indoor air quality monitoring.

Contact

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P R O P E R R
S O F T W A R E



Company Background

Properr Software Ltd. was established in 2015 with the aim of simplifying the property purchasing process. TrackMyMove, their flagship product is making substantial inroads within the PropTech sector and was ranked by VCs as the 5th most promising start-up out of 1,500 at the 2016 Web Summit.

Product/Service

Properr's flagship product, trackmymove, is a white-label online platform that makes property transactions quicker and easier by bringing all key partners into one collaborative platform.

Trackmymove keeps all stakeholders informed, allows documents to be shared securely and facilitates discussion, thereby allowing all parties to effectively track the process, making the whole transaction far more transparent and efficient.

Objectives

Properr Software Ltd would like to meet with series A investors, potential customers and strategic partnerships.

Contact

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S A P A R T N E R S



Company Background

SA Partners was established in Wales, in 1993 by Prof. Peter Hines whilst he was still active in the Lean Enterprise Research Centre (LERC) at Cardiff University.

His role as Director of LERC enabled him to network with many highly influential figures in the burgeoning lean community of the time, and to participate in a number of highly innovative and leading-edge research programmes. The foundation of SA Partners allowed Peter to build on this and play an active and practical role in working directly with businesses and their sustainable lean journeys.

Product/Service

SA Partners offers a range of services including business consulting, training, leadership & management coaching relating to lean, continuous improvement, enterprise excellence and shingo. These services are offered

to companies in the life science, manufacturing, aerospace & defence, automotive, process industries and financial services sectors.

Objectives

SA Partners is looking to: build a broader awareness its brand; promote its service offerings; meet potential clients; develop new networks; develop a broader and deeper understanding of the competition and build more insight and information around the market.

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T H E R A D I C A L
T E A T O W E L
C O M P A N Y



Company Background

The Radical Tea Towel Company was launched after a political discussion around the Pearce family kitchen table in South Wales. It produces inspirational designs and products aimed at a liberal audience, so far mostly in the UK, and sell online through its website, radicalteatowel.com. The family now want to start a new branch of the business in the US.

Product/Service

Politically-themed gifts including tea towels, aprons, mugs and cards.

Objectives

The Radical Tea Towel Company would like to explore the opportunities and practicalities involved in launching a US-based branch of the business. The company is interested in meeting manufacturers, fulfilment partners and relevant legal advisors.

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Director

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T I N Y R E B E L B R E W I N G C O



Company Background

It all began in a garage in 2008, where Brad and Gazz homebrewed on weekends. They got pretty good at it, and being beer geeks at heart, they always took things one step further – early 2012, Tiny Rebel was born.

A year later, the company took the Great Welsh Beer Festival by storm winning Gold, Silver and Bronze in the Champion Beer of Wales competition. It won Champion Beer of Wales again in 2014. Its flagship beer Cwtch was declared Champion Beer of Britain at the 2015 Great British Beer Festival, an achievement it is extremely proud of. It went on to win SIBA (Society of Independent Brewers) Best Overall UK Brewery, as well as Best UK Brewery at the International Beer Challenge in 2016.

In 2014, Tiny Rebel opened Cardiff's first ever, fully-devoted craft beer bar and in 2015 their second bar in Newport. 2017 sees them step into brand new purpose

built brewery site, including a brewery bar and events space.

Product/Service

Beer.

Objectives

Tiny Rebel currently exports to more than 20 countries. It is looking for partners, distributors, outlets and like minded beer enthusiasts in the US to help further expand the brand's international reach.

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