
THIS IS EXPORT. THIS IS WALES.

SOUTH AFRICA

Virtual Export
Market Visit

18 April 2022 to
15 July 2022

tradeandinvest.wales





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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.

For over 160 years, Cardiff-based **BCB International Ltd** 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 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

Objectives

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



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Carey Glass is a family owned and run company est. 1965. It supplies energy efficient architectural glass for the construction market. It currently has 1,000,000 sqft of production under roof. We currently supply glass for major projects in the UK, US and Canada as well as Ireland.



Product/Service

All types of glass requirements for the Architectural glazing industry. Our signature strength is in oversize glass. We can also laminate, print and curve glass. We are an enormous supplier of high efficient double glazed and triple glazed units.

Objectives

To explore the growing economy of African countries with the view to supplying our glass to ongoing and upcoming projects.



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Jerry and Shelley Lawson founded **Frog Bikes** in 2013. It was a fruitless bike hunt for their own two children that inspired them to leave their corporate careers behind and create bikes just for kids.



As they set about creating quality, lightweight and affordable kids' bikes Frog Bikes was born. Six years on, Frogs' child-centred approach has earned them global accolade; industry awards for innovation and design, an award-winning factory, around 1,800 retailers worldwide and thriving partnerships.

Product/Service

Together with Brunel University and renowned bicycle engineer Dimitris Katsanis (of Team GB Olympic fame); we have reformed the thinking behind children's bike design.

Everything from the bike geometry to the quality componentry has been expertly designed and selected to make a child's journey as comfortable and enjoyable as possible. Features such as adjustable brakes and our handlebar stem add-on provide room for growth, whilst the shorter cranks, scaled down handlebars and easy to reach brake levers assist comfort so they can travel further and faster.

Objectives

Frog Bikes have partnered with select independent retailers to help deliver a professional and quality service to all

its' customers. Frog dealers are at the heart of everything it does and take care of everything from bike fitting, professional advice, assembly by a qualified mechanic, on-going support and servicing.

Frog Bikes works with everyone who shares their passion for bikes and getting kids active, from local schools and governments to holiday resorts and corporate organisations. Here are some of Frog Bikes' current partners:
<https://www.frogbikes.com/partners>



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IAC is an electrical systems integrator, approved by the worlds leading variable speed drive and PLC manufacturers – Siemens, Rockwell, Schneider, Alstom, Eurotherm, ABB, etc. IAC operate in a number of key industry sectors : Metals, Paper, Food and Beverage, Materials Handling, Converting, Water, Chemicals, Pharmaceuticals, etc. and turns over approximately £8M per annum.



The company is independent, privately owned and operates internationally, export around 50% of turnover each year.

IAC operate from a 37,000sqft facility in Newport, South Wales, with 67 employees, over 60% of which are qualified engineers. The facility is equipped with 100kW of solar panels, making it self-sufficient in energy during daylight hours.

The company's core product is industrial control systems, particularly utilising variable speed drives, and can offer a full, turnkey project service from conception to handover, with complete after sales service and 24/7 cover.

The company is certified to ISO 9001, 14001 and 45001. The manufacturing facility is also UL approved.

IAC's award-winning apprentice scheme is one of the best in the country. The company is committed

to the training and development of all of its employees and partners the IET to establish Continuous Professional Development programs for everyone.



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

Product/Service

Makefast design and manufacture high quality safety hardware primarily in stainless steel which is used in Personal Protective Equipment, such as fall arrest harnesses, work at height products, load restraint as well as life jackets and marine safety items.

With a full in-house design, prototype and manufacturing facility including an injection-moulding plant, Makefast leads the way in producing high quality safety hardware.

Makefast has ranges of standard products but works closely with customers to design and manufacture bespoke hardware.

Additionally they design and manufacture marine systems such as sunroofs, awnings, bathing platforms, plus a range of marine grade hardware to luxury boat builders.

Objectives

Makefast's principal objectives are 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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Established in 2014 as a direct result of a near fatal traffic incident experienced by their Managing Director, **Road Safety Designs Ltd** designs, manufactures and sells the BriteAngle range of products, with the aim of keeping all road users safe.

BriteAngle

The first product in the range, the BriteAngle LED Warning Triangle, has won Awards for its quality and innovation. Road Safety Designs Limited are proud to say that the full range of BriteAngle products are produced in Wales. Road Safety Designs Limited continue to develop new safety products currently having 4 new products in the design stage.

Product/Service

The BriteAngle LED Warning Triangle / The BriteAngle MotoBrite / The BriteAngle ConeBrite

Objectives

To meet prospective Distributors, resellers and customers.



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SurgiNovi provides cost-effective solutions for orthopaedic surgeries. From their headquarters near Cardiff (UK), SurgiNovi integrates diverse skills from orthopaedists, scientists, engineers, researchers, and software specialists.



Product/Service

They provide innovative and highly effective solutions for the following treatment areas:

- Patient Specific Instruments for Total and Partial Knee, Total Hip, Total Shoulder, High Tibial Osteotomy, Spinal Pedicle Screw insertion, and benign Tumour Removal procedures plus guides for multiple trauma fracture and malunion fixation.
- Custom-made Implants including Hip Spacers used for infected Total Hip Revisions.
- Preoperative Planning Software.
- 3D Printing Technology.
- Joint Replacement Modelling.

SurgiNovi's high quality work is recognised by numerous awards, publications, and patents, with continued investment achieving cutting-edge medical technology. Their Cairo office provides dedicated support for Middle East and African customers.

Objectives

SurgiNovi is now looking to develop and grow its international distribution network by appointing more dedicated Partners, Distributors and Agents

throughout the world with the emphasis on the Middle East and Africa. Comprehensive Sales and Marketing support will be provided including in-theatre training by expert surgeons.



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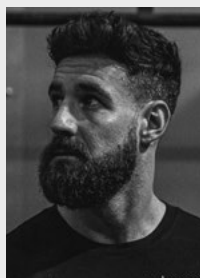
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SW7 Academy is an online Strength and Conditioning platform created to provide elite level training to the masses. With the founders/coaches coming from a rugby background, rugby players are our primary market.

There is a huge lack of S and C support for anyone playing beneath the professional level, we aim to provide pro level training to all of those who are without and give everyone the chance to perform at their optimal level.



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The Safety Letterbox Company is an established, award-winning British manufacturer of high-end mail and parcel solutions. For over 35 years, the company has been supplying both residential and commercial sectors with a versatile range of mailboxes for virtually any application, location and budget.



The company has huge experience in the manufacture and direct supply of mailboxes and accessories and produces over 150 models of mailboxes. The company's product range also includes fire rated products and models that conform to "Secured by Design" guidelines.

Moreover, SLBC also offers a comprehensive range of intelligent parcel lockers, digital and manual parcel boxes plus bespoke solutions, all available to ensure parcels are delivered efficiently and securely. Their products provide the ultimate parcel delivery solution for residential, student, business, consumer, retailer and courier requirements.

Product/Service

Mail and Parcel boxes.

Objectives

—Explore current market opportunities in South Africa where our products would support innovation, technology, and UK manufactured products.

- Grow and expand our export client base.
- Present our product lines to potential clients and markets.
- Have the ability to offer our proposals and quotes into the South Africa markets.
- Continue to grow and build on the relationships made in this first round of virtual expo's.



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“Distilling in Wales was a lost art.”
Founded in 2000, **Penderyn Distillery** was launched to give new life to distilling in Wales for the first time in over 100 years. Set in the beautiful surroundings of the Brecon Beacons National Park – a perfect water source for the Distillery – Penderyn Single Malt Whisky was launched in 2004.



Since that time the business has seen a full range of single malt whiskies, gins and other spirits developed. With its unique stills producing spirit at an industry high of 92%, using the finest casks from around the world, inspired by the whisky expert, Dr Jim Swann and Penderyn’s expert distillers (our distilling team are all women), Penderyn Whisky has quickly gained a worldwide reputation winning over 50 Gold Medals en route.

Now celebrating its 21st birthday, Penderyn has opened a second distillery in Llandudno in N.Wales and the popularity of these whiskies, now available in over 45 countries across the globe, will see a third distillery opening in Swansea in early 2023

“A lost art no more.”

Product/Service

Premium single malt whiskies.

Objectives

Identify potential importer/distributor in South Africa.



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