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THIS IS EXPORT. **THIS IS WALES.**

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Export Market Visit

17 October 2022 to  
21 October 2022

[tradeandinvest.wales](https://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.**

Patients living with life-limiting rare diseases need access to clinical trials and innovative treatments. **Aparito** provides that access, wherever patients are.



Aparito brings clinical trials to patients and unlocks real-world data through mobile apps, video assessments and wearable devices.

The Atom5™ platform integrates clinical and regulatory expertise to capture patient data and develop digital endpoints for hybrid and decentralized clinical trials to streamline the drug development process.

### Product/Service

Atom5™ is Aparito's iOS & Android-compatible clinical trial platform that provides Video Assessments, ePROs, Telemedicine, EDC and eConsent, all via one smartphone app.

The platform captures multiple, high-frequency data points from video, voice, wearables and ePRO and analyzes the data in conjunction with a team of data scientists to provide rich, real-time insights to clinical teams.

### Objectives

Secure meetings with relevant prospects from biotech and pharma companies with rare disease drugs in their pipeline.

Secure meetings with CROs who engage in hybrid and decentralized clinical trials.



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**BJ Seals Ltd** is a family run business, formed in 1998. The company is a supplier to the vehicle component industry, with main market sectors including automotive, agricultural and construction machinery.



Initially, the focus was solely as a supplier of oil seals, but the company has since moved into many other areas. The range has developed greatly by working closely with long standing customers, assisting to introduce new products and product lines and also offering an improved service for current products.

The customer base includes several large OEM organizations such as JLR and Rover, but also many other large and small aftermarket distributors.

At dedicated warehouse premises in South Wales, large stocks are held, allowing for immediate supply of items. BJ Seals offers a bespoke development operation for low or high MOQ's, whilst also working to strict OEM quality guidelines.

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### Product/Service

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BJ Seals Ltd main product ranges consist of automotive, agricultural & industrial/construction components, which includes:

- Steering & suspension
- Mouldings
- Hoses & Assemblies

- Gaskets
- Sealing devices
- Plastic exterior & interior
- Plus many other items

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### Objectives

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BJ Seals Limited is looking to generate further contacts and relationships in Ireland to further develop its business, as well as meet existing customers.



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**The Football Association of Wales (FAW)** is the governing body of (Soccer) in Wales and is responsible for promoting and developing the game at all levels from grass roots through to the professional game, including the Welsh Premier League and all International Teams.



Founded in 1876 the FAW is the third oldest Association in the World, founder members of FIFA and UEFA, and together with the other British Associations is one of the Board Members of the International Football Association Board (IFAB).

The FAW is a Limited Company responsible for the development of football in Wales. With over 100 full time staff and operating in over 50 countries, it has doubled group turnover in the past 5 years to £20m per annum. Its main sources of income are through FIFA, UEFA, grants, sponsorship and TV revenue.

The FAW was responsible for bringing the UEFA Champions League final 2017 to Wales; then the largest sporting event in the world in 2017, staged in the smallest city, hosted by the smallest Association and the smallest country since the competition's creation.

FA Wales Men's National Team have qualified for the FIFA World Cup 2022, UEFA Euro 2020 and UEFA Euro 2016 and our FA Wales Women's National Team are currently in qualification for the FIFA Women's WC 2023.

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### Product/Service

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#### **The FAW Introduction to Football Coaching Certificate**

- This online eLearning award provides a basic and engaging introduction to the organisation of football (soccer) practices in a fun, safe environment with an emphasis on engaging with the young players of today.
- It is aimed at people who want to take their first steps into football coaching in a safe theoretical environment.
- The award provides learners with an opportunity to discover and consider the technical and social support that we, as coaches, can provide to our players, discussing various practical aspects.



- These include: the importance of area size, practice transitions, progressions and regressions, as well as ensuring the learner takes a closer look at themselves, their role as a coach, and how they currently share the messages they provide players.
- This course is ideal for anyone taking their first steps into coaching young players and teams.

### **The FAW Language of Football**

- An interactive eLearning course providing a basic introduction to the language of Welsh/English/Chinese through football based scenarios.

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### **Objectives**

- To discover and meet partners in educational or coach education who would either wholesale or retail the two FAW eLearning products through their channels to this expanding market.

- To engage and take advantage of US's increasing football coaching workforce and their appetite for Soccer.



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Head of Business Development

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**‘Follow in our footprints to help us reduce yours.’** We create off-grid energy solutions with you, your targets, and the environment in mind. At **GaiaGroup UK**, we help construction sites reduce their CO2 emissions and fuel consumption by as much as 80%.



Led by the vision of MD and engineer, Jamie Morris, our cutting-edge hybrid power solutions have been reducing the carbon footprint of construction sites across the UK since 2011. We know how important it is to deliver optimum site power with minimal environmental impact – and that’s exactly what we deliver.

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### Objectives

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As pressure mounts to reduce construction site CO2 and diesel emissions, we’re committed to developing solar and AI-driven solutions that deliver huge savings for both organisations and the environment.



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Managing Director

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**Haydale** brings together the cutting-edge technology of its patented HDPlas process with engineering expertise to functionalise graphene and other nanomaterials.



The core technology functionalises a range of advanced materials to enhance products in numerous market sectors including apparel & garments, aerospace, automotive, civil engineering, healthcare, marine, printing & coatings, and sport. Functionalisation allows Haydale to tailor advanced materials to enhance the properties of customers' products.

Haydale operates from five sites globally including Greer in South Carolina. Here the sales of SiC and blanks to new customers has expanded into the Far East and Europe. The US facility is projected to be our bridgehead into the North American market for HDPlas.

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### Product/Service

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- Functionalisation – HDPlas reactors offer a bespoke functionalisation service for customers' materials
- Consultancy – Enable customers to create materials with the properties they require
- Composites – Graphene-enhanced carbon-fibre prepregs
- Elastomers – Functionalised nanomaterial additives for elastomer manufacturing
- Inks & Coatings – Graphene-enhanced inks and coatings with special properties

—Silicon Carbide Whiskers – Silar, SI-TUFF and CeramycGuard products

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### Objectives

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Haydale are looking to further understand the nanomaterial market and business development opportunities in the US. The objective is to target areas where there are clusters of nanomaterial opportunities and business development.



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Managing Director

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**Impervious Waterproofing** provide polyurethane liquid membrane systems, that are proven in the harshest of environments. With roots in the industry for over 35 years, Impervious has been an innovator of polyurethane technology throughout the world.

We offer a full range of waterproofing products for new and existing construction projects. These systems can be used on roofs, balconies, car parks, water tanks and more. Our range includes polyurethane membranes, sealants & adhesives, coatings, and cementitious compounds. Technical support and advice are at the forefront of what we offer at Impervious Waterproofing.

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#### **Product/Service**

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- IMPETHAN® Liquid Waterproofing Systems
- IMPEFLEX® Gutter Lining & Patch Repair System
- IMPEGLASS® Flexible GRP Alternative PU System
- IMPETHANE HS® Polyurea Systems
- IMPETHANE BGM® Green Roof & Gas Membranes
- Plus, many more.

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#### **Objectives**

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Introduce the Impervious Range and its innovative technologies to a new and exciting market with the aim of claiming a stake in the Flat Roofing & Waterproofing sectors of the industry.



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**Simone Morgan**  
Director

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**Patent Seekers** has built a reputation as a leading provider of professional search services. Their high-quality service and competitive pricing structure allow them to fulfil the business requirements of a wide range of clients.



**Patent  
Seekers**

They are a trusted provider for companies such as Rolls Royce, Airbus, UCB, Kraft, Unilever, Smith & Nephew, as well as being one of the main suppliers for Patent Attorneys in the UK, Ireland, Canada, USA and globally.

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### Product/Service

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Patent and Design Research Reports including:

- Patentability/Prior Art
- Infringement/Freedom to Operate
- Invalidity/Patent Busting
- State of the Art/Collection
- Patent Landscape/Mapping
- Patent Monitoring
- Non-patent Literature
- Registered Design Searching

### Patent Search as a Service (SaaS):

Patent Seekers has developed the online patent search platform PatWorld using their knowledge of patent information searching, the skills of a Silicon Valley software company and a leading database supplier based in Ireland. PatWorld offers an intuitive patent search format which also includes features such as folder sharing, charts, report generator and an alert system.

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### Objectives

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Become a leading provider of Patent Research and supplier of Patent Database Services in USA.



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Business & Finance Director

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**Tinmasters** have been working with metal for more than a century. In 1880 their original site was home to a Tinplate Works, producing tinplate for the canning industry. They first applied ink onto metal in 1909 beginning their history as metal decorators.

## TINMASTERS

Tinmasters is now the largest independent metal packaging printer in the UK and one of the most innovative in Europe. They are passionate about metal packaging and brand building and continually strive to exceed customers' expectations.

### Product/Service

Tinmasters apply coatings and print labels on metal, specifically tinplate and aluminium, which is made into metal packaging (tins and cans). They provide their customers with the top quality, service reliability and compliance assurance they would expect from masters of metal printing, backed by reassuringly comprehensive technical support and extensive experience. In addition to traditional lithographic offset printing they also provide digital inkjet printing, proofing and prototyping and security printing services.

### Objectives

Tinmasters want to meet brand owners (with inhouse canmaking) and canmakers who buy in coating and printing services, with an interest in exploring a UK based supply chain.



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**Tyre Glider Ltd** was launched in December 2021. In the first short months of trading Tyre Glider has been the subject of many reviews on social media channels such as YouTube and also had reviews and articles conducted on the product by respected magazines such as Road cc, Bike Radar, Cyclist, Cycling UK and others.



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### Product/Service

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The Tyre Glider, a new and innovative tool to remove and install bicycle tyres using its patent pending design features, in particular the 'wing clip' that engages onto the wheel rim, allowing the Tyre Glider to be pushed around and re seating the tyre for quick installation.

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### Objectives

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To sell Tyre Glider to as many markets as possible by building up a reliable network of partners to push the brand in their respective regions allowing for the maximum number of people to benefit from its innovative features, making cycling more enjoyable and stress free.



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Director

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