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

SAN FRANCISCO

Export Market Visit

19 March – 24 March 2023

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**This is Export.
This is Wales.**

AFH	06
Finalrentals	07
M T Jewellery	09
PDR	10
Raplas Technologies	11
Tramsheds Tech	12



Pierhead, Senedd and
Wales Millennium Centre, Cardiff Bay

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.

Anything for Hire is a rental service broker based in the UK that specialises in luxury transportation. The company has become an industry leader by using a combination of state-of-the-art technology and various online marketing techniques. With years of industry experience, the team has developed the necessary skills and expertise to rapidly advance the project to the next level.



Product/Service

Anything for Hire connects customers with operators providing transport rental services wedding cars, limousines, party buses, chauffeur-driven cars, coaches, minibuses, helicopters, corporate event transportation and more.

Objectives

- Replicate the UK business & success in the U.S. market and position limorental.com as a dominant player in the industry.
- Provide luxury vehicle rental operators in the U.S. with a high-performance, technology-driven brokerage platform.
- Acquire comprehensive knowledge of U.S. business operations, including identifying any regulatory or compliance obstacles.
- Develop a strong industry presence by connecting with operators and centralising in the luxury rental industry.



Tej Randeve
Founder & CEO

+44 (0)7944 076 870
tej@anythingforhire.com

anythingforhire.com

Finalrentals helps consumers find the best prices for car rentals online while empowering local car rental companies to boost their online presence and gain a wider reach to potential customers without the need to understand the technologies involved.



2022 saw expansion into 14 new countries and 172 new locations and on average each location makes £14 thousand annually through Finalrentals innovative 3-tier technology solution.

Considering the fact of how big the car rental market is, the capabilities of Finalrentals as a technology export company has great potential. Based on the customer feedback so far, it is evident that their technology is helping local car rental companies to acquire more customers and become better at technology. The penetration of Finalrentals product proves that the technology meets their customer's needs and requirements.

Product/Service

Car Rental Technology based on Web, Mobile and API

Objectives

Finalrentals is looking forward to expanding to the United States and is looking forward to meeting local car rental companies for a demo of their platform and marketplace.

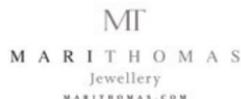


Ammar Akhtar
Founder and CEO

+44 (0)7983 590 046
ammar@finalrentals.com

finalrentals.com

Mari Thomas is an award winning Welsh designer jewellery company. Established in 1998 she designs 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. 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 in market to establish her brand in selected San Francisco stores and boutiques.



Mari Thomas
Director

+44 (0)7754 501 141
info@marithomas.com

marithomas.com

For over two decades, **PDR** has been creating distinct, successful and award-winning products for innovative companies ranging from start-ups to blue chips across the world.



PDR has made hundreds of products covering everything from consumer goods to complex, life-critical medical devices and will undertake the full range of product design activity required to take your product from its conception through to its successful market launch and beyond.

Trusted by many of the worlds leading brands, PDR prides itself on repeatedly developing solutions that truly connect to users and challenge markets. Solutions which are consistently completed to budget, to target and on time.

Product/Service

Product Design Industrial Design, Service Design, Consumer Insight Research, New Opportunity Identification and Execution.

Objectives

To grow business and presence in San Francisco seeking collaboration with innovative organisations seeking support and assistance in developing new products and services for domestic and international markets.



Jarred Evans
MD

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

pdronline.co.uk

Raplas Technologies manufactures large Industrial 3D Printers and suppliers of resins for 3D printing systems. Founded in 2018, Raplas Technologies builds machines at its UK factory in Penarth, Wales and is recognised globally as a market leader in the Industrial space.



Since moving to Wales in 2021, Raplas has transferred its R&D, manufacturing and assembly from other locations and increased its headcount with increasing numbers of components sourced locally. Raplas exports over 90% of its goods around the world – mainly to the U.S.A. Europe Japan and Korea and supplies unique industrial 3D printing resins.

Raplas is committed to working at the leading edge of the industry with open machines able to work with any compatible resins. Driven by their Raplas Integra+ operating system machines lead the market for speed, consistency and accuracy, suitable for many end uses.

Product/Service

Manufactures high precision Industrial 3D Printers and resins for 3D printing systems.

Objectives

To increase exposure to the West Coast of USA with a view to connect with industrial customers, potential distributors, educational institutions, and 3D printing resin formulators.



Darrin Dickinson
V.P. Sales and Marketing

+44 (0)7823 783 700
ddickinson@raplas.com

raplas.com

Award-winning operators of commercial tech & digital workspaces, providing co-working and office space, incubator and accelerator programs, innovation and growth services, for SMEs from the start-up and scale-up communities.



With brand partners like Google for Startups, Microsoft, Barclays Eagle Labs, enterprise organisations and a range of investment partners, they offer tailored business support services to Tramshed members and to the wider tech ecosystem – in Wales, the UK and globally.

Product/Service

Tramsheds Tech operate award-winning tech, digital and creative sector work-spaces, providing a platform for Incubator and Accelerator growth support programs, with high-level digital skills and technology training provision – acting as a portal for International export activity with private sector and public sector partners.

Objectives

Primary aim: establishing a physical presence in San Francisco by opening or sharing a tech innovation hub in situ, in partnership with UK & local partner organisations, to promote 2-way international trade and collaboration projects.

Secondary aim: as an award-winning UK Tech Incubator & Accelerator, offering a range of growth services and high-level skills and training programs to San Francisco-based international companies & organisations to promote company growth, from start-up to scale-up, via in-house and in situ company development programs.



Mark John
Director/Chief Operating Officer

+44 (0)7710 780 017
mark@tramshedtech.co.uk

tramshedtech.co.uk

Welsh Government – Wales

Richard Harris

Head of Trade

richard.harris@gov.wales

Ruth Stockley

International Trade Adviser

ruth.stockley@gov.wales

Welsh Government – USA Office

Zowie Hay

Head of North America

zowie.hay@gov.wales

Eoghan O'Regan

Deputy Head of North America

eoghan.oregan@gov.wales



[tradeandinvest.wales](https://www.tradeandinvest.wales)