

THIS IS OUR EXPORT MARKET VISIT

23 - 29 March 2019

S Y D
N E Y



Cymru
Wales



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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.

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 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
- Camouflage face paint and nets
- Cooking stoves and rations heating fuel
- Ballistic protective clothing
- Customised first aid and survival kits
- Boat stopping systems

Objectives

BCB International is looking to identify and meet with potential in-country distributors, wholesalers or agents for its range of products, across all sectors; including retail and public sector.

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C O R G I H O S I E R Y



corgi
Established 1892

Company Background

Corgi was founded in 1893 by Rhys Jones, in the Welsh Amman Valley, producing thigh high woollen socks for local coal miners. It still uses some of those original machines today. In the 1960's corgi added high quality hand knitted knitwear to its range.

In 1989 Corgi was awarded a Royal Warrant by his Royal Highness, the Prince of Wales. This has become a mark of quality for the company's products across the world and is regarded with enormous pride by everyone at Corgi.

In 1997, the great-great grandchildren of Rhys took over the running of the company, becoming the fifth generation of the Jones family to run the business.

Today the company is recognised as the leader in beautiful hand-framed knitwear and socks that are unequalled in quality and design. The company works with many top designers, producing garments for their collections, and Corgi's own

ranges of knitwear and socks are now stocked in leading department stores and fashion shops in over 30 countries around the world.

Corgi has built up a good reputation for prompt delivery and very high quality, and this reputation is undoubtedly down to the highly skilled and dedicated workforce.

Product/Service

Luxury hand framed knitwear and socks.

Objectives

Corgi would like to meet with existing distributors, to meet prospective new customers and introduce its new products to grow its export sales in this region.

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E L M A C
T E C H N O L O G I E S



Company Background

Elmac has established an enviable, global reputation for the design, manufacture and supply of process critical safety products. Located in the UK, with state-of-the-art design, manufacturing, testing and commercial facilities the business is focused on innovation and continues to grow rapidly.

Product/Service

Elmac's innovative flame arresters and low-pressure venting equipment are utilised globally by discerning OEM's and leading process operators in a wide range of industry sectors including: oil and gas, petrochemicals, bio-fuels, mining, pharmaceuticals, power generation, agrochemicals and distilleries.

The comprehensive range of enhanced in-line and end-of-line deflagration arresters, and in-line unstable detonation arresters are suitable for use in explosion groups IIA, IIB3 and IIC and are accredited to the relevant ATEX and other

international standards. The Elmac range also incorporates a wide range of valves and other low-pressure venting equipment designed to meet client-specific needs.

Objectives

- To meet with potential agents who are interested in representing the business in Australia.
- To gain a better understanding of the local market in terms of size, requirements and competition.
- To meet with prospective customers from the oil & gas and bulk handling/transportation sectors.
- To consider the potential for local manufacture in the medium-term.

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FLAMGARD ENGINEERING



Company Background

Flamgard has been designing and manufacturing high integrity HVAC fire and general dampers since 1981. Over this time the company has exported to numerous countries around the world and has gained an excellent reputation for its quality and customer service.

In recent times Flamgard has designed, developed and introduced new dampers to its product range.

Flamgard is active in wide ranging and diverse market sectors such as oil and gas, nuclear, marine, defence, tunnel and metro, pharmaceutical and industrial.

Product/Service

Design and manufacture of an extensive range of HVAC equipment to include:

- Fire dampers
- Shut off dampers
- Pressure relief and non return dampers
- Volume control dampers

- Moisture eliminators
- Blast dampers
- Total isolation dampers
- High temperature dampers
- Weather louvres and weather doors
- Intelligent pressure control dampers
- Inert gas retention dampers

Objectives

Flamgard is looking to introduce to the market its' established and new products.

Flamgard is looking to meet with key customers and develop its business across the region.

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H I J I N X T H E A T R E



Company Background

Hijinx makes fearless, provocative, contemporary theatre performed by professional actors, some of whom happen to have a learning disability.

Hijinx uses theatre to tackle the complex social problem of integrating learning disabled adults into the workplaces and into society.

Hijinx is winner of the Welsh Charity of the Year for Outstanding Impact and the Arts and Business Arts Organisation of the Year.

Product/Service

- An innovative training academy model to enable learning disabled people to become professional actors.
- Training for businesses to improve their communication with vulnerable adults.

- Inclusive Theatre productions for festivals and tours (these include Meet Fred (in association with Blind Summit), The Flop (in association with Spymonkey), Into The Light (in association with Frantic Assembly).

Objectives

To identify international theatre and dance productions that include disabled artists who could be invited to perform at Hijinx Unity Festival in summer 2019.

To meet theatre companies, festivals and organisations interested in inclusive theatre.

Contact

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HUNTINGDON FUSION TECHNIQUES



Company Background

Huntingdon Fusion Techniques have been in business for over 43 years and are inventors, designers and manufacturers of welding purging equipment.

Anybody welding stainless steel will have a requirement for purging and its inflatable systems and weld purge monitors save the welder valuable time and money in completing each weld with brilliant results.

Product/Service

Huntingdon Fusion Techniques manufactures specialised inflatable pipe purging systems from 1" to 96" and weld purge monitors reading down to 1ppm. The company manufactures its own thoria-free tungsten electrodes and a dry tungsten electrode grinder. It also has a wide range of mechanical pipe plugs and stoppers manufactured from aluminium, steel, nylon and solid rubber and supplies a range of pipe freezing kits with liquid CO₂ and LN₂ options.

Objectives

Huntingdon Fusion Techniques have had a long relationship with Smenco PTY Limited, their distributor for Australia and New Zealand. Already, via Smenco, HFT have supplied a large LNG project with Inflatable Pipe Purging Systems but would like to expand on that by engaging with other EPC Contractors.

The company would also like to promote some new products, tungsten electrode grinder and dew point sensor. In other markets, the company is having great success with its flexible welding enclosures within the additive manufacturing sector and would like to expand on that in Australia.

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R O A D S A F E T Y
D E S I G N S



Company Background

Established in 2014, Road Safety Designs Ltd designs, manufacturers and sells the BriteAngle range of products, with the aim of keeping all road users safe. The first product in the range, the BriteAngle LEW Warning Triangle, has won Awards for its quality and innovation.

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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W R E X H A M
M I N E R A L
C A B L E S



Company Background

Established in 1989, Wrexham Mineral Cables (WMC) developed a totally new and unique process for the continuous manufacture of mineral insulated cables – the only true fire survival cable. WMC is the only UK manufacturer of light and heavy duty mineral insulated cables, exporting to over 20 countries globally including India, Australia and China. WMC cables are manufactured to meet British and European standards, achieving endorsements and certifications from many regulatory bodies including BRE – LPCB, the world renowned approvals body for fire performance products, Warrington Fire Research Centre and London Underground. The termination glands are SIRA – ATEX EExd approved.

Product/Service

Mineral insulated cables are fire resistant cable used to supply power to critical circuits during a fire or incident where circuit integrity is key for extended periods. Surviving in excess of 950C for over three hours

whilst able to survive direct impact (not mechanical shock) & water exposure from a full fire hose. Typical applications include fire alarms, sprinkler systems, emergency lighting, smoke control systems, communication systems & emergency shut off systems (oil & gas).

Objectives

To identify, and conduct discussions with potential interested trade partners, stakeholders, contractors, consultants and other aligned cooperative businesses. To secure a fuller and more informed understanding of the fire resistant cable market, its challenges, legislation governing it, and it's sales distribution potential. Finalise an effective sales and marketing plan which will develop brand awareness and deliver product sales to Australian Market.

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



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