
CANADA

Wales Trade Mission

2 August –
30 September 2021

tradeandinvest.wales





OGL

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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 Trade Mission provides an ideal platform for us to build on established links and discuss future export opportunities.

Wales means business.

Acuity Law was established in 1999. It is a team of 80+ exceptional and instinctively commercial lawyers working throughout the UK with offices in Cardiff, London and Swansea.



Acuity Law's lawyers focus upon detecting legal problems early and solve complex business challenges quickly and efficiently with an entrepreneurial spirit.

Henry is an experienced corporate finance lawyer and a consultant partner of Acuity. He qualified with Magic Circle law firm Clifford Chance before joining Clarke Willmott. After some time as an officer in the British Army serving around the world, Henry continued in private practice with Clyde & Co and Dentons in the Gulf following his Distinction in International Business Law in his LL.M.

Henry has also worked as general counsel for a growing investment firm in which he dealt with a wide range of corporate, commercial, and finance matters.

Supplementing his earlier experience and knowledge, Henry has a Distinction in his MBA which enables him to provide extra value when advising companies and senior management.

Henry is also the company secretary of an AIM listed company.

Product/Service

Acuity Law specialises in legal advisory, transaction and dispute resolution services.

Objectives

Acuity Law is looking to assist businesses with their international business relationships to and from Wales and setting up a presence in Wales.



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Air Covers is a 3D modelling, design and manufacturing company specialising in environmental protection for helicopters, fixed wing aircraft, marine and land equipment.



Air Covers' products are the most effective, immediate and easily implemented solution to reducing the maintenance burden in aircraft operations. Air Covers is now the protection of choice across the UK.

Product/Service

Air Covers is Europe's #1 designer and manufacturer of helicopter environmental protection. It supplies superyacht, VIP, private, military and utility operators around the world. Air Covers keeps aircraft flying, reduces maintenance costs and increases aircraft availability.

Objectives

Air Covers is looking to meet with civil helicopter, private jet operators and distributors.



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CEO Dr Elin Haf Davies has over 22 years' experience within regulatory and rare disease treatment (European Medicines Agency & Great Ormond Street Hospital). Creating **Aparito** to ease the burden on the clinical staff and transform the patient experience, Aparito is now recognised as a leader in the med-tech space.

Awarded "Digital Health Innovators of the Year" and "Best Remote Patient Monitoring Solution" in the Global Healthcare and Pharmaceutical Awards 2020. Aparito is a patient focussed med tech company improving the patient experience on a global scale across all continents for over 6+ years.

Product/Service

Aparito is a med-tech company specialising in capturing patient generated data and digital endpoints remotely, with a specific expertise in decentralised/ hybrid studies. As a leading provider of mHealth and remote patient monitoring technology with specialist regulatory and clinical expertise, with our technology it is possible to capture Real-World Patient Data through a variety of sources. These include eQuestionnaires, videos, voice, pictures and wearable device integration.

Objectives

Aparito is looking to engage with other patient focussed companies to continue to improve the patient experience globally.



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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:

- Green & Clean and Lights when wet camp & ration heating fuel
- Camouflage face paint (cream) and Camo Nets
- Customised First Aid and Survival Kits
- Camp furniture
- Ballistic Protective Clothing included Armoured Lifejackets
- 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; retail (for campers, the adventurous type, those who enjoy the outdoors) and military (helping ensure those we ask to defend our freedom get home safely is our goal).



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Cimteq is the leading provider of software for the design and manufacturing of cables to the global wire and cable manufacturing industry.



Cimteq's mission is to deliver innovative software products that add value by increasing efficiency, improving quality, decreasing lead times, reducing costs and, ultimately, increasing profitability.

Product/Service

Cimteq has developed CableBuilder Enterprise and CableBuilder Go to provide wire and cable manufacturers with solutions to enhance and improve their design processes, and allow companies to respond to their clients' needs very quickly. Both CableBuilder Enterprise and CableBuilder Go result in lower costs of product data maintenance and in optimal availability of consistent, accurate information.

CableMES is an innovative custom-built Manufacturing Execution System (MES) for the global wire and cable industry, providing full management and control over every aspect of the manufacturing process. The flexibility of CableMES allows users to construct their own dashboard that reflects their area of responsibility, to ensure that the right people have the right information at

the right time, to monitor, manage, and take decisive action to resolve production issues.

Objectives

Cimteq is looking for introductions to wire and cable manufacturers and organisations in Canada and, if possible, find a local distributor in Canada.



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Delsion is a multi award-winning people and development consultancy, putting diversity and inclusion at the heart of every organization.



Delsion offers leading-edge products through online or face-to-face interactive bespoke workshops and bitesize learning sessions. The aim is to support organizations to define the business case and imbed inclusion through inclusive leaders – for the development of the individual and the benefit of all.

Product/Service

Delsion's comprehensive service covers all areas of equality, diversity and inclusion through bespoke solutions to fit the specific needs in any organization. Delsion products include strategic frameworks based on seren[®] and keep[®] models for leadership, culture and behavior change.

Objectives

Delsion is looking to make the organizations it works with leaders around equality, diversity and inclusion. Delsion also has the social goal of making Wales a leading nation for inclusion within the workplace.



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Elmac Technologies® is the UK manufacturer of flame arresters and tank protection equipment.



Based in North Wales, Elmac has established an enviable, global reputation for the design, manufacture and supply of process critical safety products. Its comprehensive range of flame arresters and low-pressure venting equipment are utilised by discerning OEM's and operators in a wide range of industry sectors including bio-fuels, pharmaceuticals, power generation, agrochemicals and distilleries.

Elmac's ethos is centred on a vision and corporate values with one core purpose: Protecting People, Property and our Planet. This guiding principle has defined its innovative R&D, efficient operations and unparalleled customer service throughout its 70 years' history. Elmac is dedicated to continually introducing new products and technology to the industry for the benefit of its customers.

Product/Service

Elmac manufactures end of line flame arresters, inline deflagration flame arresters, inline detonation arresters, pressure vacuum relief valves, emergency vents and gauge hatches.

Objectives

Elmac is looking to grow its presence in the market and identify potential business partners.



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Evan-Evans Group is Wales leading specialist brewer, contract bottler and canning company and a producer of GF and vegan beers. Founded on seven generations of brewing expertise, Evan Evans is an award-winning brand and Welsh to the core. A passion for brewing, the finest ingredients and a long heritage of family recipes all combine to make it stand out from the crowd.

Product/Service

Brewer beer cider lager, contract canning contract bottling, white-label production.

Objectives

Evan-Evans Group is looking to identify potential partners for the development of GF craft ale brands in bottle and keg in the Canadian market.

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GTW Developments – Airbond – manufacture and sells yarn splicers. Splicers uses a blast of compressed air to make joints between yarns in textile processes, connecting bobbins or repairing breakages. Splices are smoother and stronger than knots, improving quality and production efficiency.



Originally serving the traditional textile industry, the company decided to commit to new R&D, developing new products for the growing composites business – splicing fibres such as carbon and glass. This challenging target had defeated splicer manufacturers world-wide; carbon and glass, though strong, are brittle, easily damaged by compressed air. Airbond's research solved all the problems of splicing composites and the company now leads the world in this market. Splicers for composites now account for 70% of Airbond's output.

2020 saw a transformation in the company's product offering. Airbond committed completely to the use of additive manufacturing, investing in advanced 3D printing equipment to replace conventional machining. By embracing this technology, the company is now able to develop new products for changing market needs, with very short lead-times. Despite the disruption caused by Covid, Airbond's range is now double what it was in 2019, and all of the new products are lighter and stronger than their predecessors.

Airbond has not forgotten its commitment to traditional textiles, and all of the new printed products have been modified for the requirements of the traditional market.

Product/Service

GTW Development Group has created the range of Airbond splicers. These splicers are of unique form and function, specially developed for use in the manufacture of composite materials for the aerospace and automotive industries, and other applications such as wind turbine blades.

Objectives

GTW Development Group is looking to recruit a representative, or representatives, in Canada, to market Airbond products.



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GTW Developments Group

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Industrial Automation and Control

(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, and turns over approximately £8M per annum.

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

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

Product/Service

IAC'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.

Objectives

IAC would like to expand into the Canadian market and identify a representative .



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Mangar Health is a world leader in the design, manufacture and supply of inflatable moving and handling and bathing equipment. Established in 1981, this year Mangar celebrates 40 years since the first powered bath lift was sold in the UK.

Mangar
HEALTH

PART OF THE
WINDCARE
GROUP

The product portfolio is sold into the emergency services, long term care markets and home care services.

As an award winning medical device company, Mangar Health is proud to serve a global healthcare market; from the UK to Europe, Asia, America and Australia.

Product/Service

Mangar Health has a range of inflatable moving and handling medical devices to support people getting in and out of bed, taking a bath or to enable a carer to lift someone who has fallen.

The unique products protect carers and healthcare professionals from injury when lifting but also ensure the patient is moved safely and with dignity.

Objectives

Mangar Health would like to meet;

- Distributors and dealers that supply home care, long term care or emergency services markets
- Emergency Services Organisations



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Patent Seekers is Europe's largest independent IP research team with offices in the UK and N. America, providing contract research for around 90% of the UK Private Practice Patent attorney firms and in-house council at companies such as Sony, Nissan, Rolls Royce, Dyson, Unilever, Black & Decker, and Airbus.



Product/Service

PatWorld is an intuitive SaaS Global Patent Database with built in collaboration and automated reporting. Company information, contract research for pre-filing, freedom to operate, Invalidity and Technology Mapping/Landscaping.

Objectives

Patent Seekers is looking to become a leading provider of patent research in Canada.



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Creators of Vortex Mixing Technology, **PromiXX** is the global leader in the design and manufacture of premium vortex mixers. Designed in the UK, PROMiXX mixers represent the cutting edge of vortex mixing devices.

In a saturated market full of poor quality, poor functioning, 'me too' products, PROMiXX cuts through the noise! A no-nonsense product that lived up to its promise as a premium solution for the growing demands of health food and supplement-users.

Since its launch in 2012, PROMiXX has cemented its position as the global leader of vortex mixers, adopted as the mixing bottle of choice by a quarter of a million budding athletes and freely endorsed by thousands of elite sportsmen and women across nearly every discipline.

Product/Service

PROMiXX invented Vortex Mixing Technology™ in 2012. Since then, its portfolio of products has evolved, boasting a range of cutting-edge Vortex Mixers, and the world's first Performance Nutrition Blender.

Objectives

PROMiXX would like to explore market opportunities, develop distribution partners and generate sales leads.



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Sim's Food was established in 2009 and currently serves various food service clients including several stadia, education establishments, caterers, hotels and contract caterers.



The company also provides products as components for the travel industry including 'buy on board'. Sims Foods also produces products for private label clients and serves the retail sector including major supermarkets and high-end stores including Costco, Morrisons, and Wholefoods. Sim's Food also exports to the UAE and several European countries including The Netherlands, Belgium, Spain and Ireland with Germany coming on board soon.

Product/Service

Sim's Food is a producer of very high quality vegan snacking products for both the food service and retail sectors. All the snacking range is formulated to be baked from frozen, instead of frying, to provide a grease free end product. The products do not contain any artificial preservatives, colouring or flavouring. No GM, no MSG, and no palm oil. The frozen snacking range includes vegan empanadas, samosas, bhajees, pakoras and a gluten free range of products as well. Sim's Food is also the creator of the vegetarian onion bhajee Scotch Egg.

The ambient range includes chutneys, pickles and LO-FOMAP curry sauces in various sizes.

Objectives

Sim's Food's objective is gain an overview of Canadian market with respect to the above product range and the wider market for vegan, vegetarian and gluten free snacks, enabling it to better understand the potential for its products.



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Wagonex is a digital fintech business which specialises in building, launching, and managing vehicle subscription and e-commerce platforms that enable the automotive industry to unlock a completely new vertical, assisting in growth and revenue.

Subscription is emerging as the fastest growing area within the automotive market. Consumers understand subscription products as they all have subscriptions in other areas of their lives in mobile phone contracts, music streaming, and razor blades.

Product/Service

Wagonex has developed the technology to power automotive subscription platforms, providing automotive partners with a fast route into this growth market. The fully digitised customer journey includes insurance, consumer verification, and built in messaging to monetise partners' inventories and drive industry innovation. Offering a 'Plug and Play' and 'Click and Collect' subscription solution to partners of any size, from family dealerships to multinational corporations.

Wagonex is currently partnering with industry businesses in the UK to power their subscription offerings, creating a network of platforms with the capability to deliver a market leading position.



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Windfarm Worksafe is a sub-division of **Workplace Worksafe Ltd**, which was established in 2005.



Specialising in products for the wind energy sector, the company has been involved with supply chains for the wind farm markets for over 15 years, working with wind farm owners, operators, and maintenance teams, as well as contractors on the different sites around the UK and Europe.

Product/Service

Workplace Worksafe products include DeltaSAFE and SITSAFE inverter protectors, which ensures components are transported to windfarm sites, and into the towers, fully protected and ready to go.

Wind farm owners and operators are continuously looking for new and innovative ways to reduce ongoing operational and maintenance costs. Workplace Worksafe's products provide longer term cost savings and a reduction of manual handling tasks, resulting in additional man hour savings on the sites. Its products are proven to save O&M operators 600 man hours per year on site.

Objectives

Workplace-Worksafe would like to raise awareness of the company's specialist inverter and critical component protection range.

It would like to collaborate and work with companies in the USA, to share its experience of the UK & European offshore markets and contribute to the new challenges facing the Canadian teams as they move offshore with their wind farms.



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