
USA

Wales Pavilion

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

Wales means business.



CEO Dr Elin Haf Davies has over 22 years' experience within regulatory and rare disease treatment (European Medicines Agency & Great Ormond Street Hospital). **Aparito** was created to ease the burden on the clinical staff and transform the patient experience.

The company is now a patient focussed med tech company improving the patient experience on a global scale across all continents for over 6+ years. Aparito is recognised as a leader in the med-tech space, and was awarded "Digital Health Innovators of the Year" and "Best Remote Patient Monitoring Solution" in the Global Healthcare and Pharmaceutical Awards 2020.

Product/Service

Aparito is a med-tech company specialising in capturing patient generated data and digital endpoints remotely, with a specific expertise in decentralized and hybrid studies. It is a leading provider of mHealth and remote patient monitoring technology with specialist regulatory and clinical expertise, and with its 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 would like to engage with other patient focussed companies to continue to improve the patient experience globally.



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For over 160 years, **BCB International** has been designing, manufacturing, and supplying personal survival and protective equipment used by soldiers, seafarers and adventures worldwide.



Product/Service

BCB International's core products include:

- Defence – individual and team advanced soldier equipment
- Aerospace – individual and team aircrew survivability
- Medical – individual and team personal protective equipment
- Marine – lifeboat/life raft medical kits and maritime survival equipment
- Leisure – outdoor leisure and camping equipment
- Humanitarian relief – all of the above products off the shelf

Objectives

BCB International would like to find suitable commercial partners that operate in these sectors and supply various end users with similar natured items.



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Bond Digital Health is the leading provider of digital connectivity for point of care diagnostics, especially lateral flow. Bond's core technology grew from a patient self-management tool into a secure and compliant digital connectivity platform that now supports rapid diagnostic products in development and commercialisation.



Product/Service

Bond's app, cloud and dashboard platform connects all the participants in the health care supply chain with the aim of improving outcomes. With secure data capture, sharing and visualisation, it enhances point-of-care decision making while guiding the user through the testing process via in-app tutorials and assistance.

Objectives

Bond Digital Health is working in strategic partnerships with leading lateral flow companies to create the next generation of digitally enhanced diagnostics. The company is aiming to become the digital partner of choice for innovators in lateral flow and to democratise out-of-lab testing by educating and empowering the end users.



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Concentric Health is a health tech startup transforming the way people make decisions about their health. Concentric's digital consent application is now in use at some of the world's most innovative healthcare organisations.



Product/Service

Concentric is a digital consent application transforming the process of giving consent to treatment. Digital, remote consent. Personalised information. Informed, shared decisions.

Watch the demo here: <https://concentric.health/resources/switch-to-digital-consent/#how-does-it-work>

Objectives

Now in use across leading UK NHS organisations, Concentric Health is looking to support a small number of innovative European healthcare organisations to digitally transform its consent process over the next 6 months.



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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 embed 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

To make the organizations that Delsion works with leaders, inequality, diversity and inclusion. Delsion also has the social goal of making Wales a leading nation for inclusion within the workplace.



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Enjovia is an e-commerce technology company that facilitates the online sale and management of gift experiences. Enjovia is funded in part by the Wesley Clover International fund, which to date has generated \$14 billion in investment returns, the Welsh Government, and a number of private investors.



Product/Service

Enjovia provides a gift voucher and card management system that provides businesses the opportunity to sell and manage their gift experiences online. The Enjovia system has been designed to increase gift voucher revenue, simplify processes, and improve cash flows.

Enjovia have a proven track record in helping businesses to increase their gift voucher revenue and businesses can typically see their voucher revenue double and even triple, using Enjovia.

Objectives

Enjovia is looking for a local partner to assist in setting up the platform and offering front-line support to clients in the USA.



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Harvst is a green tech business specialising in the domestic, home grower market. The company produces smart, internet control greenhouses and irrigation systems that make growing more convenient for busy people and it wants to help people grow more.



Product/Service

Specifically for the US market, Harvst produces smart, highly controllable irrigation systems for existing greenhouses and poly tunnels enabling growers to be more in control.

Objectives

Harvst is looking for opportunities for retail partners and for partner companies to help assemble and fulfil orders.



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Industrial Automation and Control 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, including metals, paper, food and beverage, materials handling, 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 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.

Product/Service

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

Objectives

To build the company's presence and expand its operation in USA.



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Morgansbrew tea was established from a tea room. Its customers regularly asked for a tea that you could drink any time of the day with a full flavour. After six months of sampling tea from all over the world, the company chose a tea and that was the beginning of Morgansbrew tea.



From one tea, the company now has forty loose leaf teas that cover most customers tastes with a couple of different flavours.

One of its primary tasks is to show customers that teas of any kind can be used as an ingredient in cooking or as a flavouring for any drink alcoholic or non alcoholic.

Product/Service

Morgansbrew supplies businesses that are looking for top quality tea using loose leaf teas and infusions in retail pouches of 100g or if required wholesale can supply loose leaf teas in any amounts you need.

Objectives

To show customers that teas and infusions are endless in flavours showing that loose leaf teas are better in value and can be used any were in the world for any occasion.

Geoff Meredith
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Sims Food was established in 2009 and currently serve various food service clients including several stadia, education establishments, caterers, hotels and contract caterers.



The company also provide products as components for the travel industry including 'buy on board'.

Sims Foods also produce products for private label clients and serve the retail sector including major supermarkets and high-end stores including Costco, Morrisons, Wholefoods chain nationally.

Sim's Foods also export to the UAE and several European countries including The Netherlands, Belgium, Spain and Ireland with Germany coming on board soon.

Product/Service

Sim's Foods is a producer of very high quality vegan snacking products for both the foodservice 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, no pPalm oil. Frozen snacking range include vegan empanadas, samosas, bhajees, pakoras and a gluten free range of products as well. Sim's Foods are also the creators of the vegetarian onion bhajee scotch egg. The ambient range

include chutneys, pickles and low fodmapcurry sauces in various sizes.

Objectives

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



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Established in 1986 and working out of two factories in Wrexham, **The House Nameplate company** is the UK's market leaders in the production of house signs, house digits, and is the only UK supplier of personalised letter boxes, pet memorabilia and gifts.



The company sand blasts, lasers engraves, V carve and spray paint slate, granite, Portland stone, brass, aluminium, acrylic, and letterboxes amongst other materials. NPD drives its competitive distinction.

Product/Service

Bespoke personalisation and manufacture of products to customers specific needs is its point of differentiation.

Objectives

The House Nameplate company would like to grow its export turnover in new markets to make 20% of our total turnover export driven. It would like to do this by introducing European and British products to the Eastern coast US market place of house builders, retail outlets, pet stores and pet crematoria.



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



Specialising in products for the wind energy sector, it 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

Product/Service

Workplace-Worksafe provide a range of innovative, high-quality transportation and lifting systems, helping to protect windfarm teams and improve the efficiency of windfarm assets. Its safety equipment protects sensitive electrical, and mechanical components, during the transportation and lifting of these critical equipment, and its DeltaSAFE & SiTSAFE inverter protectors, ensure 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. Its 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 aims to raise awareness of its range of transportation and lifting systems and to meet windfarm owners and operators and windfarm operations and maintenance companies (both onshore and offshore). The company is also interested in meeting manufacturers of windfarm inverter modules.



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