

UK MARKET OPPORTUNITIES FOR EGYPTIAN COMPANIES

The Egyptian-British Chamber of Commerce

The Egyptian British Chamber of Commerce promotes match-making by providing information on UK businesses currently looking to enter the Egyptian market. These companies are looking for Egyptian distributors/partners, suppliers, and investors in various sectors such as construction, machinery, waste management, energy, security, pharmaceuticals, manufactured goods, food and beverages, retail and others.



MARKET ENTRY ENQUIRY – EGYPT

July 1, 2017



Company Name	Willimot House Ltd
Website	http://www.willimotthouse.com
Event	Direct
Enquiry Date	01/07/2017
Sector	Food & Beverages

Company Description

Willimott House Ltd is an Independent Bottler and purveyor of fine Scotch Whiskies and Pure Fruit Smoothies worldwide. Our company is defined by its commitment, quality, healthy smoothie products and refinement.

Sincere natural (pure) fruit smoothies, will offer alternative and healthy smoothie juices to support those consumers who care for their health.

From Europe to Africa, government officials have been promoting the concept of 'eat and drink' only healthy foods and drinks. We want to offer only healthy drinks that are rich in Vitamins and to help consumers live healthy lives.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find an Egyptian distributor for their products

More information

[Sincere Fruit Smoothie Specifications](#)

SINCERE PURE FRUIT SMOOTHIE OF MANGO + ORANGE



Sincere pure fruit Mango & Orange smoothie is a blend of Mango, Banana, apple, orange and passion fruit giving this smoothie healthy tasting rich in vitamins and minerals. Non-GMO and Vegan & vegetarian friendly.

Nutritional Info: Per 100ml
 Energy 255kJ (60kCal)
 Fat 0g
 of which saturates 0g
 Carbohydrates 14.1g
 of which sugars* 12g
 Fibers 2.2g
 Protein 0g
 Salt 0g
 *Contains naturally occurring sugars from fruit

AVAILABLE IN :
 250ml
 750ml
 1000ml



MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	LEEC Ltd
Website	http://www.leec.co.uk/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing – Medical Supplies

Company Description

Established in 1953, LEEC has been manufacturing laboratory equipment, pathology supplies, autopsy equipment and morgue / mortuary equipment for more than 60 years. Additionally, LEEC sells a wide range of autopsy tables, downdraft tables, mortuary tables, post mortem tables, dissecting tables and embalming tables. We offer the best mortuary solutions.

LEEC offers a large range of laboratory equipment. We pride ourselves in making genuinely bespoke laboratory equipment whether it's a CO2 incubator, custom built rooms, or a humidity cabinet.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find an Egyptian distributor for their products

USP:

Over 60 years of experience in laboratory and pathology equipment manufacturing, and ability to manufacture bespoke equipment. They have an established overseas distribution network.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	Fenner Precision
Website	http://www.fennerprecision.com/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing – Elastomeric Products (rubber, silicone, etc)

Company Description

Fenner Precision is a global engineered solutions leader. We provide world class, precision-engineered elastomeric solutions that help our customers succeed. Harnessing advanced materials technology and manufacturing capability, we expand the limits of possibility in a world of industries and applications.

From aerospace and ATMs, to wind turbines and 3D printers, our materials technology is used to enhance a huge variety of applications around the world. With manufacturing centres of excellence in Europe and North America, our technical expertise includes rubber, silicone and polyurethane, cured and uncured products, as well as coated and uncoated fabrics.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find an Egyptian distributor for their products

USP:

They are experts in applied engineering for different industries. Combining technical and manufacturing know-how, together with a real-world understanding of different applications and markets. They have an established overseas distribution network.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	Gas Detection Suppliers
Website	http://www.gasdetectionsuppliers.com/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing - Oil & Gas

Company Description

We are suppliers of Gas Detection Equipment and Instruments, a one-stop shop for your fixed gas detection and portable gas detection! With over 25 years' experience in the gas detection industry.

We have supplied to numerous Small, Medium and Large sized businesses, such as; British Petroleum, Royal Dutch Shell, Kuwait Petroleum Corp, Abu Dhabi National Oil Company, Total, Qatar Petroleum, Statoil and more in other sectors.

Our range of Honeywell Analytics fixed flame and gas detection systems under the MDA Scientific, Sieger, Lumidor and Zarebra Brands provide fixed gas and flame detection solutions for many Commercial and Industrial sectors including, Gas and Oil, Offshore, Manufacturing, Power Generation, Refineries, Food Processing, Water Treatment, Land Fill, Leisure & Domestic, Cold Storage, Marine, Car Park, Steel Production, Industrial Process.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find an Egyptian distributor for their products

USP:

They supply prominent players in the market and have an established overseas client base.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	Pure & Well
Website	http://www.pureandwell.co.uk/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing - Healthcare

Company Description

Based in United Kingdom, Pure & Well has created a wide portfolio of products, especially formulated for you and your family's health and wellbeing. At Pure & Well we understand that in our busy lives we don't always get the time to replenish our bodies with the right vitamins and minerals.

Each product is developed using the latest research available, and produced to the strictest UK manufacturing standards. We are dedicated to working with suppliers which source only the highest quality and authentic raw materials to make our product the best.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find an Egyptian distributor for their products

USP:

They supply premium quality nutritional supplements at more competitive prices compared to the larger players in the UK market.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	HERU
Website	http://www.myheru.com/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing - Waste Management & Energy

Company Description

The patented, micro-scale Home Energy Recovery Unit (HERU) is designed to fit seamlessly into domestic properties; processing all domestic waste into clean energy, to generate hot water for the household. Using patented, controllable and safe heat pipe technology, the waste is heated, decomposed and transformed into synthesized gas, which is cleaned prior to efficiently venting to the atmosphere.

The ground-breaking waste disposal unit resolves significant global issues, regarding waste and carbon. By effectively dealing with waste at the source, the energy efficient device removes the need for large scale, expensive and inefficient waste infrastructure. What was once waste, is transformed into a domestic-generated fuel source to be utilised effectively and without any environmental implications. The HERU will change the way that waste is dealt with on a global scale, generating far-reaching positive impacts on our environment and the world as entirety.

The world's first waste hybrid boiler, The Heru, is also capable of running on gas to ensure, when there is no waste to process, the unit works similarly to any conventional domestic boiler.

Type of Business

First Time Exporter (FTE)

Required Assistance from the Chamber

Find an Egyptian distributor for their products

USP:

An innovative waste to energy solution. It brings together unique expertise in academia and the industry with direct support from research councils and various UK and international industrial partners.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	Marketing Media & Innovation Centre (MAMIC) Building
Website	Presentation MAMIC Building
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Construction – Invest in the UK

Company Description

This is a new media innovation centre that has received initial support from the regional county councils, chambers of commerce and industry leaders in the Worcester/Birmingham area, including Bosch and the Elonex Group.

The project includes a 300-seat conference room with every wall and ceiling lined with video screens – allowing full VR 360-degree experience for seminar presentations, or huge green-screen filming opportunities, along with hazardous training environment in a safe and controlled environment. It also includes a large outdoor screen which turns the car-park into a drive-in cinema for 100+ cars.

The incumbent media and marketing businesses will vary from the one-man hot-desk start-ups, space for a dozen or so 3-10 person businesses and six 10-30 person companies.

The iconic MAMIC Building is both B2B and B2C with multiple income streams. It is a perfect environment for your media students to have work experience, apprenticeships and careers – all within Worcestershire.

Type of Business

Inward Investment

Required Assistance from the Chamber

Find investors for the project

USP:

An iconic building that will be a regional hub in the Midlands for innovation in the media and energy sectors

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	The Surveillance Group
Website	https://www.thesurveillancegroup.com/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Security

Company Description

The Surveillance Group is one of the largest covert surveillance companies currently operating within the United Kingdom. We are the largest provider of covert surveillance training, teaching individuals how to conduct successful foot and mobile surveillance whilst obtaining the relevant intelligence.

At our specialist training centre in the Midlands (UK) you will be taught current and up-to-date techniques by our leading surveillance operatives all with direct experience from UK Military, Police & Intelligence teams. The Surveillance Group provides an unrivalled level of expertise in the world of specialist surveillance. Our teams of investigators are among the most highly qualified in the industry, and deliver the information demanded by our corporate clients with the utmost reliability and discretion.

Type of Business

Service Provider

Required Assistance from the Chamber

Find clients in the Egyptian market

USP:

The Surveillance Group was the first operational surveillance company to create a BTEC Level 4 in Advanced Surveillance Practice, which instantly became the benchmark for best practice within the global surveillance community.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	Netwatch Global
Website	https://www.netwatchglobal.com/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Security

Company Description

NetWatch Global is the largest and most successful open-source investigation company in the UK. We specialise in providing powerful and actionable intelligence which our clients either rely on to make effective decisions or as evidence in court.

NetWatch assist in a range of areas from identifying new witnesses that the police were unaware of, to proving the true scale of a claimant's injuries for our insurance clients, or even cracking large counterfeiting networks for our FMCG partners.

We are experts in online investigation and social media intelligence. Our unique methods of interrogating social media utilising in house software means that we can provide you with extensive high quality intelligence, in a cost-effective manner within days or even hours.

Since inception NetWatch have developed best practise methods of researching and interrogating social media. This gives our clients the confidence that any information provided has been located lawfully and can be relied on as evidence.

Type of Business

Service Provider

Required Assistance from the Chamber

Find clients in the Egyptian market

USP:

Netwatch constantly develops and pioneers new tools and techniques to obtain and interrogate information in legally compliant ways and to an evidential standard. We ensure that our clients always get the best intelligence available.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	Unistrut Ltd
Website	www.unistrut.co.uk
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing – Construction and Oil & Gas

Company Description

Unistrut began supplying products to the Mechanical Market during the 1930's. The Original Unistrut Metal Framing system still provides today a quick, economical and easy way of building both temporary and permanent structures as required by electrical, mechanical and industrial services.

With over 65 years experience and investments Unistrut have increased the already extensive product portfolio, with a variety of Cable Management Solutions and advanced Metal Framing Systems.

The inclusion of renowned European brands has contributed to being a Market Leader throughout the EMEA region (Europe, Middle East & Africa). Unistrut continue to make investments into people, products, services and infrastructure to enable advances into new markets.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find a partner/distributor in the Egyptian market

USP:

Their R&D group creates innovative products to provide the client with the most complete and flexible support system available in the market. The high quality of their products mean they are a market leader in their field.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	UK Scientific Ltd
Website	http://uk-scientific.com/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing - Scientific Instruments

Company Description

UK-Scientific is a supplier of academic and technical teaching instruments and complete experiment set-ups for schools, colleges, universities and professional education.

We offer complete experiments in physics in the fields of: laser, optoelectronics, optic, photonics, mechanics, atomic and nuclear, electricity and magnetism, heat and thermodynamics, solid state physics and instruments needed in the laboratories in those fields such as power supplies, counters, timers, lasers, discharge lamps, optomechanics and others.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find a partner/distributor in the Egyptian market

USP:

With over 40 years' experience in the field of teaching, research and laboratory work, they supply very competitive products at high quality. They currently have distributors in China, Brazil, Iraq and Singapore.



MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017

Company Name	Nasmyth
Website	http://www.nasmythgroup.com/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing - Engineering

Company Description

Nasmyth Group is a world-leading, global supplier of precision engineering solutions. Our 12 businesses work together to provide uniquely integrated solutions.

As a true, single source global supplier, Nasmyth Group has developed best-in-class manufacturing capabilities that enable us to deliver a complete precision machining, fabrication, assembly and surface treatment service. Our unrivalled precision engineering pedigree is complemented by expertise in supply chain management, project / programme management and process control.

Nasmyth Group has ambitious plans in place for the future development of the business. We are investing heavily in each company whilst expanding into India and other emerging markets.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find an Egyptian supplier/supplying partner for their Nasmyth Metalics company. The company is a large precision engineering supplier to major aerospace companies all over the world.

USP:

A global supplier offering a complete integrated solution. They operate in aerospace, defense, energy, medical, automotive, marine and space sectors.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017

Company Name	Hydron Protective Coatings Ltd
Website	https://www.hydrnpc.co.uk/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Manufacturing – Chemical Products

Company Description

Hydron are the UK and Ireland's leading specialists in the development and manufacture of High Performance Paint Coatings. We produce:

- Fire Protection Coatings
- Floor Coatings
- Super Hydrophobic Coatings
- Floor and Wall Sealers
- Steel Surface Coatings
- Anti Graffiti Coatings

Hydron Protective Coatings has been in the industry for over 40 years and has worked with European distributors for over 12 years, we are now expanding to more worldwide markets.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find a distributor in the Egyptian market

USP:

This range of high performance paint systems are manufactured and supplied to many major companies and service of all types of industry as well as local and central government and specified throughout the UK. They are leading the way with major breakthroughs in specialist paint manufacturing.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017

Company Name	Surplus Match
Website	www.surplusmatch.co.uk
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Construction

Company Description

Surplus Match Ltd provide a unique service to manufacturers and distributors of building and home improvement products – clearing surplus, aged and excess stock.

Our clients in Africa and the Middle East are looking for products made to UK and European specifications for their rapidly growing construction and home improvement home markets.

Type of Business

Sustainable Importer/Exporter (imported/exported within the last 12 months)

Required Assistance from the Chamber

Find new import contacts in the Egyptian market

USP:

European spec construction and home improvement products at very competitive prices

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017

Company Name	House of Callow
Website	www.houseofcallow.com
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Food Products

Company Description

The House of Callow Ltd has been trading for almost 50 years. Situated within Leicester's Wholesale Fruit Market our full range of cheese and deli products are ideal for wholesalers, caterers, manufacturers, and the food service industry.

Typical customers are specialist cheese shops, pubs and restaurants, hotels and we are experts in assembling mixed pallets of cheese and other products for delivery or collection. Also on site is our famous cheese and deli cash and carry where we stock a vast range of products.

In addition we have a sister company, [Webster's Dairy](#) which specialises in producing hand-made Blue Stilton and Blue Shropshire producing about 80 whole cheese a day.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find clients or a distributor in the Egyptian market

USP:

High export demand of their cheese in the European and US markets, unique products that are only produced in the UK.

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017

Company Name	Diagnostic Imaging Ltd
Website	www.diagimaging.com
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Healthcare

Company Description

Diagnostic Imaging Ltd is an importer, distributor and exporter of Prescription Only Medicine and licensed medicinal products with 30 years' experience in distributing medicine around the world. We have experience in the Nuclear Medicine, Radiotherapy, Diagnostic Radiology and Bone Densitometry markets. We have been involved in the sale of low cost consumable products to high tech. high value products.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find a distributor in the Egyptian market

USP:

They are able to source any medicinal product at a competitive price

MARKET ENTRY ENQUIRY – EGYPT

March 23, 2017



Company Name	Optipets
Website	http://www.optipetsuk.co.uk/
Event	Winning Business in African Markets
Enquiry Date	23/03/2017
Sector	Retail

Company Description

Optipets manufactures and distributes eye glass holders globally. We have ranges that are suitable for men, women and children. These eye glass holders are suitable for retail sale in the optical and gift markets.

Type of Business

Sustainable Exporter (exported within the last 12 months)

Required Assistance from the Chamber

Find a distributor in the Egyptian market

USP:

Unique products that have proven popular with children. The product can be tailored to suit the market where they are sold.

MARKET ENTRY ENQUIRY – EGYPT

November 9, 2016



Company Name	Brownhill Wayward Brown
Website	www.bhbarchitects.co.uk
Event	Future Markets with the West Midlands Chambers
Enquiry Date	08/11/2016
Sector	Architecture

Company Description

Based in Staffordshire, Brownhill Hayward Brown (BHB Architects) are an award-winning RIBA chartered architectural practice that has experience working across all sectors of the construction industry throughout the UK. Sectors include Commercial - Industrial - Residential - Education - Retail - Healthcare - Leisure - Urban Planning - Heritage, Conservation and Ecclesiastical. Additional in house services include Interior Design, and Principal Designers under CDM 2015.

The practice was established in 1946 and building on our many years of experience we continue to provide a high quality, professional service to both private and public clientele including several notable clients; JCB, The National Trust, Highclere Castle (Downton Abbey), Asda, as well as various Local Authorities, regional and national Developers. We have a specialism within Heritage, Conservation and Ecclesiastical sectors with in house accredited conservation architects.

Type of Exporter

Sustainable (exported within the last 12 months)

Details of Meeting

Overview of meeting and discussion points:

Interest in further market information, specifically on new-built (commercial and industrial) urban planning projects such as the Capital Cairo and North Coast El Alamein Development.

USP: specialised conservation architect of listed buildings & able to apply this knowledge to modern industrial/commercial architectural projects

MARKET ENTRY ENQUIRY – EGYPT

November 9, 2016



Company Name	Dri-Pak
Website	www.dri-pak.co.uk
Event	Future Markets with the West Midlands Chambers
Enquiry Date	08/11/2016
Sector	Wholesale Trade – Household Goods

Company Description

Dri-Pak is the UK's largest independent salt packer and operates from sites in Ilkeston, Derbyshire and Manchester. Their business has continuously evolved, from packing food salt for the grocery trade to producing and supplying traditional cleaning products to the retail trade. Whilst food salt and dishwasher water softening salt remain a key part of our business, growing interest in our traditional and natural cleaning products has led to our range being developed and extended. You can find more information about our salt at our dedicated [salt website](#).

Type of Exporter

Sustainable (exported within the last 12 months)

Details of Meeting

Overview of meeting and discussion points:

Interest in exporting to the Egyptian market. The company has two key products, salts and traditional, natural cleaning products. All products can be marketed under an own brand/label. The company is ready to take further steps to explore a manufacturing base in Egypt if exports prove successful.

USP: Traditional, natural cleaning products are highly competitive in price compared to many cleaning products currently in the market. The products are environmentally sustainable, and are natural so do not cause any health issues or allergies.

MARKET ENTRY ENQUIRY – EGYPT

November 9, 2016



Company Name	EJ Bowman
Website	www.ejbowman.co.uk
Event	Future Markets with the West Midlands Chambers
Enquiry Date	08/11/2016
Sector	Wholesale Trade – Equipment & Machinery

Company Description

EJ Bowman is a worldwide, ISO9001 certified OEM Heat Exchanger and Oil Cooler manufacturer, used for industrial and commercial applications.

Valuable experience gained in the arduous marine environment has enabled us to build exceptionally reliable heat exchangers for land based duties including hydraulic oil systems, units for Co-generation / Combined Heat & Power (CHP), waste heat recovery applications, oil coolers for mining equipment and other areas where quality and reliability is paramount.

We have a purpose-built factory ideally situated centrally in the heart of the UK, from where it directly exports over 70% of its production worldwide.

Type of Exporter

Sustainable (exported within the last 12 months)

Details of Meeting

Overview of meeting and discussion points:

Interest in starting export to the Egyptian market. The company is interested in supplying heat transfer equipment to various sectors, including oil rigs, fishery boats & mining projects. It is also interested in providing heating solutions for pools in the tourism sector. EJ Bowman is looking to partner with an existing engine manufacturing company that is looking to integrate heat transfer equipment.

USP: Internationally renowned for delivering the highest quality engineering & equipment in their field.

MARKET ENTRY ENQUIRY – EGYPT

November 9, 2016



Company Name	Global Brands Ltd
Website	www.globalbrands.co.uk
Event	Future Markets with the West Midlands Chambers
Enquiry Date	08/11/2016
Sector	Retail Trade – Food & Beverages

Company Description

Global Brands is the leading independent drinks brand development business that owns, markets and distributes a collection of products across the RTD, spirits, soft drinks and beer categories. They export to over 40 countries worldwide and work with people who pride themselves on understanding how our brands fit within the market place and relate to consumers, ensuring that both our company and product range grow organically.

Global Brands' portfolio includes market leading products such as VK, Corky's, Amigos Tequila Flavoured Beer, Kick Energy drink, Jungfrau herbal liqueur, Hooch Alcoholic Lemon Brew, Hooper's range of refreshingly British alcoholic beverages and Buddy's Bourbon Flavored Beer. Above all, we are committed to promoting responsible drinking and aspire to enhance people's leisure time with a range of quality, versatile drinks brands for every occasion.

Type of Exporter

Sustainable (exported within the last 12 months)

Details of Meeting

Overview of meeting and discussion points:

Interest in starting export to the Egyptian market. Egypt's tourism industry is recognized as a key export opportunity. The company supplies soft drinks and alcoholic beverages, both for high-end retail outlets to bars and café's.

USP: High-end British branded products exported at a lower cost compared to some of the company's main competitors.

MARKET ENTRY ENQUIRY – EGYPT

November 9, 2016

Company Name	Godiva
Website	www.godiva.co.uk
Event	Future Markets with the West Midlands Chambers
Enquiry Date	08/11/2016
Sector:	Wholesale Trade - Equipment & Machinery

Company Description

Godiva Limited is the world's leading provider of specialist equipment for the emergency services market. With extensive manufacturing facilities in the United States and Europe, and representative offices and distributors throughout the world, Godiva produces truck mounted and portable fire pumps and the Class 1 range of electronic instrumentation.

Godiva Limited is the home of the internationally recognised GODIVA brand of fire pumps, which are to be found in service in more than 100 countries. Godiva Limited is an independent manufacturer with decades of experience in fine-tuning products at the heart of the life-saving business.

Type of Exporter

Sustainable (exported within the last 12 months)

Details of Meeting

Overview of meeting and discussion points:

Interest in starting to export to the Egyptian market. Currently the company exports to 30 markets. The product can be produced locally on a license, and can be branded in collaboration with an Egyptian partner company.

USP: The durability and quality of the product compared to other similar products in the market.

MARKET ENTRY ENQUIRY – EGYPT

September 22, 2016



Company Name	HETA
Website	www.heta.co.uk
Event	Gateway to Egypt with the Hull & Humber Chamber of Commerce
Enquiry Date	26/09/2016
Sector	Engineering/Education

Company Description

HETA (Humberside Engineering Training Association) is a not-for-profit Group Training Association to bridge the gap between industry and education. HETA is renowned as the leading engineering training provider in the region. It offers a fully managed Advanced Apprenticeship scheme for a large client base ranging across several industry sectors including Chemicals, Ports, Power Generation and Distribution, Utilities, Renewables and many more.

HETA have a full range of high quality training courses designed to up-skill or retain your existing workforce.

Type of Exporter

First Time (FTE)

Details of Meeting

Overview of meeting and discussion points:

Interest in providing engineering training courses in the Egyptian market. A particular interest in the new Suez Canal Development and training local staff in the ports sector. Also, an interest in Egypt's renewable energy development and potential need for high level training of local staff. The Hull & Humber region is nationally known for its renewable energy and ports/shipping sectors.

USP: Provider of industry specific training courses with specialty in the renewable energy and port development sectors.

MARKET ENTRY ENQUIRY – EGYPT

November 9, 2016



Company Name	Instarmac
Website	www.instarmacinternational.com
Event	Future Markets with the West Midlands Chambers
Enquiry Date	08/11/2016
Sector	Wholesale Trade – Construction & Infrastructure

Company Description

The company invests in developing products and systems that solve today's highway maintenance, public scheme, tiling and commercial flooring installation problems, and aim to ensure these solutions are proven, trusted and durable. They put their products through rigorous testing to ensure they give the best performance in real-life and real time situations.

This commitment has allowed them to develop innovative products, such as Envirobred HA104®, which has now been in the ground in many roads across the UK with zero failures.

Type of Exporter

Sustainable (exported within the last 12 months)

Details of Meeting

Overview of meeting and discussion points:

Interest in starting to export to the Egyptian market. Currently the company exports to 30 markets. The product can be produced locally on a license, and can be branded in collaboration with an Egyptian partner company.

USP: The durability and quality of the product compared to other similar products in the market.

MARKET ENTRY ENQUIRY – EGYPT

November 9, 2016



Company Name	The Alan Nuttall Partnership Ltd
Website	www.nuttalls.co.uk
Event	Future Markets with the West Midlands Chambers
Enquiry Date	08/11/2016
Sector	Wholesale Trade – Machinery & Equipment (Hospitality)

Company Description

With 50 years of success in the design and manufacture of display solutions, our mission is to create dynamic and innovative interiors within retail, commercial, hospitality, leisure, foodservice and public sectors, offering a complete solution for projects large or small, throughout the UK and worldwide.

[Foodservice Solutions](#) | [Refrigeration](#) | [Store Fitting](#) | [Project Solutions](#) | [Signage & Display](#)

The Alan Nuttall Partnership has an extensive portfolio of clients, including Costa, Pret a Manger, Café Rouge, Burger King, Monsoon/Accessorize, Hobbs, George at Asda, etc.

Type of Exporter

Sustainable (exported within the last 12 months)

Details of Meeting

Overview of meeting and discussion points:

company is interested in finding an expert partner in the Egyptian market that can provide a local sales and services team for maintenance of their product in market. The retail and tourism industries are marked as industries with the best potential for their product.

USP: Flexibility of modular display solutions to fit any retailer. Durability of the product, the displays are all made of stainless steel and last around 20 years. There are two main competitors in the market but Nuttalls has a more intelligent patented heat/refrigerator product that is also energy efficient.

MARKET ENTRY ENQUIRY – EGYPT

October 5, 2016



Company Name	Rainbo Supplies & Services
Website	www.rainbosupplies.com
Event	Direct contact with the Chamber
Enquiry Date	05/10/2016
Sector	Oil & Gas

Company Description

Rainbo is an industry leading provider of global procurement and supply chain services, distributing a specialist range of products to niche markets across Africa, Asia, The Middle East and South America. Our services are designed to complement and enhance your existing team's buying power.

Established for 22 years, they have worked with many leading companies and organisations within their specialist markets, assisting purchasing departments of all sizes and in some cases operating as a truly outsourced partner and exclusive distributor of specialist products.

Type of Exporter

Sustainable (exported within the last 12 months)

Details of Meeting

Overview of meeting and discussion points:

The company would like to find a high-level partner in the Egyptian market for registration of Rainbo with the EGPC (Egyptian General Petroleum Organisation).

USP: Advanced global sourcing methods, strong manufacturer relationships, cost & time effective delivery.