



## Enterprise Europe Network Midlands

### EEN - Derbyshire and Nottinghamshire Chamber

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### Ireland - our close neighbours for doing business

**Trade Mission to Ireland -  
Cork and Dublin  
14 - 16 November 2011**





**Image:**  
George Cowcher

### Welcome from Derbyshire and Nottinghamshire Chamber's (DNCC) Director & Chief Executive George Cowcher

"This is a great opportunity for businesses in Derbyshire and Nottinghamshire to trade with companies operating in our business neighbour, Ireland. Ireland is the UK's largest export market. It is close by for business, shares the same language and is the chosen European servicing and manufacturing location for worldwide corporations such as Hewlett Packard and Kellogg's. Ireland's low corporation tax rate of 12.5% applies to all corporate trading profits, making the location an attractive country for investment. In support of promoting trade, UK Trade & Investment has agreed to support the Mission. This support will help provide companies in the East Midlands with the correct research to be fully equipped and confident when doing business in Ireland".



**Image:**  
Simon McKeever

### Welcome from UK Trade & Investment's (UKTI) Director of Trade & Investment Simon McKeever

"We at UKTI are happy to support the work of the DNCC, we're thrilled to welcome you all to Ireland. Here in Ireland, UKTI has a team of eight, helping UK companies export into Ireland and Irish companies to set up and expand in the UK. Despite the current economic situation we are seeing a significant increase in activity in both directions. Ireland is already the UK's 5th largest export market and indeed the UK remains Ireland's largest trading partner. There are a range of business opportunities available and we wish you every success with the visit."

## Description of Companies



### AGW Electronics Ltd

Chesterfield, UK.

**Website:** [www.agw.co.uk](http://www.agw.co.uk)

**Contact person:** Kamlesh Vadha , [kamlesh@agw.co.uk](mailto:kamlesh@agw.co.uk)  
Paul Gillott, [paul@agw.co.uk](mailto:paul@agw.co.uk)

AGW is a market leader in the design and manufacture of quality wound components and transformers. It supplies the industrial sector, military, aerospace, telecommunications, automotive and leisure markets. AGW Electronics Ltd provides a complete service. Its unique selling point is that it can design bespoke transformers for any client in any industry.



**Image:**  
Mark O'Donnell

### Tax Architects

Nottingham, UK.

**Website:** <http://www.taxarchitects.com>

**Contact person:** Mark O'Donnell, [mark@taxarchitects.com](mailto:mark@taxarchitects.com)

Unlike the UK, Ireland offers preferential trading advantages such as a Corporation Tax rate of 12.5%.

Tax Architects have established an office in Dublin to offer a pan-European approach to our clients' personal and corporate tax liabilities. With extensive knowledge and expertise in European tax law, we're able to advise UK-based companies on the potential tax advantages of having a trading position in Ireland. Tax Architects can help set up a company and relevant tax structures for your new Irish business.



**Image:**  
Samantha McKenna

### Voice Brand Design Limited

Leicestershire, UK.

**Website:** [www.voicebranddesign.com](http://www.voicebranddesign.com)

**Contact person:** Samantha McKenna, [samantha@voicebranddesign.com](mailto:samantha@voicebranddesign.com)

Voice Brand Design Limited is a creative agency, experts at helping businesses market their products abroad – their understanding of how to do this is strengthened through close working partnerships with organisations such as UK Trade & Investment. They also have significant experience in working with overseas businesses that have chosen to invest in specialist UK design and business expertise. Voice Brand Design Limited wants to extend their export of design services into the Irish market.



**Image:**  
Laura Howard

### Enterprise Europe Network Midlands

Laura Howard

Manager, Enterprise Europe Network Midlands

Alison Witham

European Officer, Enterprise Europe Network Midlands

**Tel:** +44 (0)115 957 8746

**Website** <http://www.een-midlands.org.uk>



**Image:**  
Alison Witham

Enterprise Europe Network (EEN) provides organisations with access to research, licensing information and databases to assist businesses with trade matters and feedback on EU related business problems. EEN supports companies to win business in Europe. EEN helps your business successfully prepare with correct research and contacts to gain an advantage over your competitors.

Derbyshire and Nottinghamshire Chamber of Commerce and EEN is urging firms across the region to get involved and build trading links and business relationships with their European cousins.





### **Railway Vehicle Engineering Limited (RVEL)**

Derby, UK.

**Website:** [www.rvel.co.uk](http://www.rvel.co.uk)

**Contact person:** David Smith  
[dave.smith@rvel.co.uk](mailto:dave.smith@rvel.co.uk)

RVEL is a specialist rolling stock maintenance, overhaul and engineering company based in Derby, the heart of the UK's rail industry. The company employs 60+ skilled engineers offering national coverage and an unrivalled range of services. RVEL would like to explore the market potential for EMD (Electromotive Division General Motors) spare parts for the Rail, Oil and Marine industries. They would also be looking at non destructive testing, material and component failure investigation facilities.



**Image:**  
Ken Black

### **Seal Team Systems**

Chesterfield, UK.

**Website:** [www.seal-team-systems.com](http://www.seal-team-systems.com)

**Contact person:** Ken Black, [Ken.black@seal-team-systems.com](mailto:Ken.black@seal-team-systems.com)  
Andy Mills, [Andrew.mills@seal-team-systems.com](mailto:Andrew.mills@seal-team-systems.com)

Seal Team Systems is a specialist in emergency sealing of pipe joints in production systems that use steam, water, oil and biodiesel. Its process seals leaks (for example of steam) whilst production remains continuous.

Seal Team Systems seeks meetings with site engineers at power stations, combined heat and power facilities, pharmaceutical companies, hospitals, chemical plants, food and drink producers (inc breweries), automotive producers, water authorities, utilities management companies and valve companies. It wants to generate enough interest in its sealing solution with a view to setting up a branch in Ireland.



**Image:**  
Neil Barrett

### **Supplybase Solutions Ltd**

Gainsborough, UK.

**Website:** <http://www.supplybasesolutions.co.uk>

**Contact person:** Neil Barrett,  
[Neil.barrett@supplybasesolutions.co.uk](mailto:Neil.barrett@supplybasesolutions.co.uk)

Supplybase Solutions Ltd supplies companies with the parts and products they need from China and the Far East. Supplybase Solutions Ltd would like to meet Irish businesses that would like to use its experience to benefit from low cost high quality supplies from China. It is also looking for a local sales agent to represent Supplybase Solutions in Ireland.



**Image:**  
John Banbury

### **Banbury Innovations South**

Westbury, UK.

**Website:** <http://www.banburyinnovations.co.uk>

**Contact person:** John Banbury, [John@banburyinnovations.co.uk](mailto:John@banburyinnovations.co.uk)

Creative Architectural Mouldings Ltd, a Banbury Group company, is a leader in its field in both design and manufacture of architectural details including door and window surrounds, canopies, dormers, cornice, porticos for the construction industry. The factory can make any size or shape in polystyrene profile, then they coat the lightweight material in a very hard resin, before putting on a final coating to replicate stone, metal, terracotta, glazed and other finishes.

The Banbury Group, including Creative Architectural Mouldings Ltd, would like to target the building industry. Its partners would work with architects and designers, contractors and traditional builders to incorporate these products in the decoration of buildings and to solve problems of weight and structure both for new building and refurbishment projects.



**Image:**  
Dennis Saunders

### **Calibrand Ltd**

Derby, UK

**Website:** [www.calibrand.com](http://www.calibrand.com)

**Contact Person:** Dennis Saunders, [dennis.saunders@calibrand.com](mailto:dennis.saunders@calibrand.com)  
Peter Bennett, [Emma.bennett@calibrand.com](mailto:Emma.bennett@calibrand.com)

Calibrand Ltd specialises in providing software tools that assess, monitor, and measure, benchmark, track and test people during periods of employment and training. It seeks new customers in Ireland, normally professional and corporate organisations. Calibrand also looks to work with freelance experts working for awarding bodies who are responsible for assessments and create a network of people operating in this field.



**Image:**  
Jo-Anne Botting

### **EMITA**

Derby, UK

**Website:** [www.emita.org.uk](http://www.emita.org.uk)

**Contact Person:** Jo-Anne Botting, [jo.botting@uktiem.co.uk](mailto:jo.botting@uktiem.co.uk)

The East Midlands International Trade Association is a regional organisation assisting East Midlands companies doing business internationally by providing networking opportunities and an information exchange. Jo's role at Emita is to undertake the organising and marketing of the events, and to work closely with partner organisations to keep Emita in the public eye.



### **Euro Projects**

Leicester, UK

**Website:** <http://www.europrojects.co.uk>

**Contact Person:** Steve Brown, [s.brown@europrojects.co.uk](mailto:s.brown@europrojects.co.uk)

Vic Foster, [v.foster@europrojects.co.uk](mailto:v.foster@europrojects.co.uk)

Euro Projects is a specialist recruitment service provider offering specialist technical, manufacturing, project management recruitment and contract services for process engineering and production companies (eg brewing, pharmaceutical, project management consulting, dairy, confectionery, medical devices, food processing and renewable energy).

In Ireland, Euro Projects would like to make contact with large companies in the processing engineering industry to offer their services in recruitment.

**Image Top:** Steve Brown

**Image Below:** Vic Foster



### **Golders Associates**

Nottingham, UK

**Website:** [www.golder.com](http://www.golder.com)

**Contact Person:** Craig Woodburn, [cwoodburn@golder.com](mailto:cwoodburn@golder.com)

Golders Associates provides comprehensive civil/geotechnical and environmental consulting services to a wide range of industries worldwide.

Golders Associates have an office in Dublin and would like to meet with the UK delegates and new potential clients in Cork and Dublin on the Mission. They would like to focus their consultancy on the environmental management and compliance during the Mission but also have expertise in planning and design.



### **Huber & Suhner**

Derby, UK

**Website:** [www.hubersuhner.co.uk](http://www.hubersuhner.co.uk)

**Contact Person:** David Owen

[David.owen@hubersuhner.com](mailto:David.owen@hubersuhner.com)

Huber & Suhner specialises in connectivity solutions for electrical and optical products and systems across all major market sectors including communications, transportation and industrial. It offers expertise in Low Frequency cables, Fibre Optic Connectors, cables and systems to Radio Frequency and Microwave cables. Its most comprehensive range has application in the rail sector. The high quality cables are manufactured at the group head quarters in Switzerland. The company seeks new customers in Ireland in the rail, solar and industrial sectors. Cable assemblies are routinely tested and quality checked at its prototype facility in Derby, the Midlands. Customers are systems manufacturers with requirements for interconnect solutions with such applications as in CCTV, passenger information systems and passenger load detection, for example in the Rail sector.

**Image:**

David Owen



### **Lincolnshire Chamber of Commerce**

Lincoln, UK

**Website:** <http://www.lincs-chamber.co.uk>

**Contact Person:** Helen Tomlinson,

[Helen.Tomkinson@lincs-chamber.co.uk](mailto:Helen.Tomkinson@lincs-chamber.co.uk)

Lincolnshire Chamber exists to link together members from the business and wider community for the purpose of representing members across Lincolnshire at local, regional and national level on matters concerning trade, commerce and industry and lobbying.



### **Mitchell Wilde LLP**

Nottingham, UK.

**Website:** [www.mitchellwilde.com](http://www.mitchellwilde.com)

**Contact person:** Paul Mitchell, [pm@mitchellwilde.com](mailto:pm@mitchellwilde.com)

Mitchell Wilde LLP solicitors deliver commercial and business law services and seek Irish SME companies with business interests in the UK as new clients. It also seeks other professional services firms (e.g. accountants, financial advisors and banks) who can help them to secure referrals of Irish businesses that need help with English commercial legal matters.



### **MTM Products Limited**

Chesterfield, UK

**Website:** <http://www.mtmlabels.co.uk>

**Contact Person:** Doug Chinnery

MTM Products Limited provides quality and innovative product identification solutions for industry. It is a UK manufacturer of bespoke quality labels, overlays, illuminated panels, aluminium name plates, engraved plates and vinyl cut lettering, supplied to industry and seeks new customers in Ireland.



**Image:**

Ian Underdown

### **ra Information Systems**

Chesterfield, UK

**Website:** <http://www.ra-is.co.uk>

**Contact person:** Ian Underdown, [Ian.Underdown@ra-is.co.uk](mailto:Ian.Underdown@ra-is.co.uk)

ra Information Systems provides a wide range of services in computing technology to the private sector, SMEs, central government agencies and local government throughout the UK and across Europe. Their focus is on harnessing technology to deliver high quality business solutions in a professional and timely manner.

Ezytreev is a subsidiary of ra. It is a map-based tree data management system which allows organisations with responsibility for large numbers of trees to create, manage and maintain a comprehensive tree inventory derived from survey data collected on-site using hand held data collection equipment.

ra Information Systems is keen to investigate foreign markets and sees Ireland as an excellent potential market for both products. During the Mission they are hoping to make positive contacts with potential clients in the respective markets of their two products.