



Coventry & Warwickshire Chamber of Commerce (UK)

Market visit to Hong Kong
14th - 18th March 2011

Delegate Listing

Alan Durham – Market Visit Leader – Hong Kong



**Coventry & Warwickshire
Chamber of Commerce**

Oak Tree Court
Binley Business Park
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**Alan Durham
Director of International
Trade**

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In addition to leading the market visit, of particular interest would be to meet with other organisations interested in developing trading links with the UK.

Doug Squires – Chamber President & CEO of Squires Gear & Engineering Ltd



**Squires Gear &
Engineering**

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**Doug Squires
CEO & Chamber President**

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Louise Bennett OBE – Chamber Chief Executive



**Coventry & Warwickshire
Chamber of Commerce**

Oak Tree Court
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**Louise Bennett OBE
Chief Executive**

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CEO of the Coventry & Warwickshire Chamber of Commerce and part of the Confederation of West Midland Chambers who are coming to understand the business support functions in Hong Kong with a view of raising its profile within the Business horizons and promoting it within the West Midlands.

Amrik Bhabra



ADCES Ltd
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Amrik Bhabra
Managing Director

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Objective to attend this market visit is to identify suitable partners (IT Companies) that design Software & Services.

ADECS has an enviable 17 year track record of delivering cost effective high added value ICT services.

We work in partnership with our clients to help them make the most of their ICT. Our focus is assisting organisations to meet their goals through the effective use of ICT systems, whilst also offering a high quality break/fix service for servicing day to day support requirements. Our knowledgeable and friendly helpdesk service operates from 08:00 - 18:00 and with the investment made by ADECS in remote support technologies is able to resolve in excess of 80% of customer issues without the need for an onsite visit.

ADECS are currently a Microsoft certified partner with the goal of achieving Gold Partner status within the next 12 months. As such we have specialist expertise in all areas of client/server networks and ICT infrastructure to help you make the most from your ICT investment. Alongside our Microsoft expertise we also have specialisms in Customer Relationship Management systems, Remote & Mobile Working, VOIP / Internet Telephony, Website design and implementation and E-Commerce.

Mike Fish



Allinea Software
The Innovation Centre
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Mike Fish
CEO

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We provide industry leading specialist software development tools for identifying and fixing bugs in parallel software. Our customers are the world's fastest and most prestigious supercomputer sites in the USA and in Europe - used for Weather Forecasting, Climate Modelling, Theoretical Physics, Engineering, etc. Asia is now taking a higher profile in this market (China recently overtook the USA for the first time with the world's fastest supercomputer).

On this visit we wish to learn more about the local market and competition and meet potential customers as well as establish new partnerships

Charnjit Saranna



Autobahn Ltd
Fastlane Buildings
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United Kingdom

Charnjit Saranna Finance Manager

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Web: www.autobahn.co.uk

We are the UK's largest independant dealership specialising in prestigious marques including Porsche, Bentley, Ferrari, Aston Martin and Lamborghini. On this visit we are looking to expand our customer base in Hong Kong.

Lash Saranna



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Fastlane Buildings
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Coventry
CV5 9QA
United Kingdom

Lash Saranna Managing Director

Tel: +44 8456 444993
Email: lash@autobahn.co.uk
Web: www.autobahn.co.uk

We are the UK's largest independent dealership specialising in prestigious marques including Porsche, Bentley, Ferrari, Aston Martin and Lamborghini. On this visit we are looking to expand our customer base in Hong Kong.

Bob Parsons



**Embassy Freight
Services (Midlands) Ltd**
Concorde House
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Bob Parsons Sales Executive

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We are a freight forwarding business in the area of import and export sales by air and sea ex China. We wish to expand links with both importers and exporters in Hong Kong and China and also to build relationships with representative agents.

Angelo Luciano



Expert Holding Ltd
1 Banner Park
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Angelo Luciano
Managing Director

Tel; +44 2476 428501
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we wish to gain an understanding of the Asian market, identify potential customers and develop a local supplier base to support the specific market.

Steve Smith



Expert Tooling and Automation Ltd
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Steve Smith
Technical Support Manager

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We design and manufacture automation machinery and assembly equipment for automotive and other industrial applications.

we wish to gain an understanding of the Asian market, identify potential customers and develop a local supplier base to support the specific market.

Ranjit Sohal



LED limited
92 Ableway Street
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Ranjit Sohal
Managing Director

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LED (UK) Ltd is an innovative solid state lighting company. Our main aim is to design, develop, and manufacture high quality, bright light emitting diodes white energy efficient lighting fit for the 21st century. Our products can result in light energy saving of up to 80% compared to traditional lighting methods. They are non-toxic and completely recyclable. Our products are EU patent registered and include downlights, spotlights, smart light bulbs, intelligent eco friendly PIR and photo sensitive home grown LED strip lights.

Nick Lewis



M2M (GB) Ltd
16 Tamarisk Close
Claines
Worcester
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United Kingdom

Nick Lewis
Director

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Web: www.hanger4life.com

M2M (GB) Ltd. exports a unique adjustable garment hanger range from China. We are looking to develop a new eco range and identify suitable partner in China to assist with the manufacturing and marketing in China. Meet with representatives at the HKTDC and potential partners in South China.

Nick Hansen



One Source Telecom Ltd
Citibase
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United Kingdom

Nick Hansen
Managing Director

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Formed in 2000, just as the VoIP Telecommunications wave began to reach the European market, we are arguably one of the longest serving specialist IP integrators in the End User market. All of us at OST have had a long and lengthy career in Telecoms and are able to offer a wealth of experience in this cutting edge technology.

As our name implies, our main purpose is to provide an independent and TRUE Single Source Telephony service dedicated to the advancement of Voice and Data integration into the Corporate and SME sector at realistic prices and with near GUARANTEED levels of service and outcome (subject to conditions).

This we achieve by:

Having an approach to the market as a very experienced 'User' rather than from just the 'Vendor' perspective, having run large Call Centres both in the UK and abroad.

Partnering with selected major players in specific fields of data and telephony and bringing together their products and services into a single offering

As we have been established in the VoIP market since its inception, have tried and tested most available equipment - have seen much come and go - and are able to offer a very candid view of its benefits to those currently using or contemplating VoIP telephony!

We are currently the longest serving Swyx Installer in the UK, have nearly 100 installations, of all sizes, to our credit and have achieved Gold Partner status as a result of our technical and support competence.

This recently published article helps tell our story
http://www.sourcewire.com/releases/rel_display.php?relid=41905

Liz Henderson



SnagR Software Ltd

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Liz Henderson Sales and Marketing Director

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SnagR wish to meet with Project Managers and Quality Managers of construction companies in Hong Kong with a view to demonstrating how our software will increase quality and decrease costs.

Peter Evans



Softball Rocks Ltd

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Mount Nod
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Peter Evans Managing Director

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Softball is a cross between rounders and baseball. We deliver training for coaches as well as sessions for children and adult players. We looking at exporting our services and establishing a base in Hong Kong

Steven Robbins



Southern Hemisphere Steels Ltd

Hill Farm House
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United Kingdom

Steven Robbins Export Director

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Steel Supply "Ex Stock" from UK, EU and USA sources on fast delivery – in small to medium tonnages – to meet urgent needs Worldwide. For Offshore Oil and Gas Fabrication / EPIC contractors / FPSO and Shipbuilding / Structural Engineers and PV makers – shipped direct to end-users or via local stockists and supply houses.

We can ship any tonnage req'd from 1 cut pce to 25 tonne FCLs & regularly do to SE Asia, Middle East Gulf States, China, Australia, S. Asia, N&S America & Sub-saharan Africa – there is no minimum quantity – all steel with mill certs.

Steven Robbins Cont'd...

Our Mission aim is to meet 'face to face' with Steel Buyers from Hong Kong & Eastern China to discuss their Urgent Steel needs. Primary contacts are Oil & Gas Fabricators, Shipbuilders, Structural & PVQ Eng's, BUT ALSO WE SUPPORT Local Steel Stockists, Supply Houses & Traders. We've a 19 year 'Track Record' of successfully supplying ALL TYPES Structural, Offshore, High Strength, Stainless, Alloy & PVQ Steels ACROSS S.E. ASIA, Australia & Middle East - with Fast Efficient Shipment - Anything In Steel not generally available from their Local Sources.

Graham Henderson



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Graham Henderson Managing Director

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Tailormade wish to meet with Project Managers and Quality Managers of construction companies in Hong Kong with a view to demonstrating how our software will increase quality and decrease costs.

Michael Curnow



Twintec Limited

Unit 1 Prospect Park
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Michael Curnow Project Director - Far East

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Twintec is a worldwide specialist in concrete industrial joint-less flooring. Our main applications are for cold storage and distribution warehousing. We wish to establish the twintec product in the Hong Kong and Chinese markets.

John Nightingale



UK Enterprises
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John Nightingale
Managing Director

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We supply products to support manufacture of LED drivers and Solar power and are looking to expand our business into the Hong Kong market.