

First name	Surname	Company name	Company address	Email address	Phone number	Website	Sectors	USP	Expectations	Additional information	Attending Berlin/Nuremberg/Munich meetings ?
Theodore	Holtom	Wind Farm Analytics Ltd	2/1, 3 Queens Park Avenue, Glasgow, G42 8BX	info@wind-farm-analytics.com	7720767545	www.wind-farm-analytics.com	renewable energy	<p>• increasing wind farm revenue due to converging beam wind mapping LIDAR • increasing wind farm asset lifetime due to converging beam wind mapping LIDAR • reducing wind farm operational costs due to converging beam wind mapping LIDAR These arise firstly due to the fact that three converging LIDAR beams provide improved three-dimensional wind velocity measurement, and secondly due to the advantage of overall wind mapping thanks to laser beam steering direction control. This is advantageous to individual operational wind turbines as well as for wind velocity measurement during the prospecting and planning phase of onshore and offshore wind farms, including floating wind farms. The technology business aims to match existing LIDAR wind measurement products (which differ by employing diverging beams) on price whilst offering much greater benefits due to improved wind measurement.</p> <p>No competitor technology provides proper 3-d wind velocity measurement at a point in space between 100 and 1000 metres away. Therefore no competitor technology offers proper 3-d wind mapping throughout a volume. Therefore no competitor technology can offer proper 3-d look ahead wind mapping across large rotors. Therefore no competitor technology can provide proper wind direction measurement across large rotors. Therefore my patent-granted technology will become standard on all large turbines because there is no other scientifically valid option for improving advanced look ahead control of large wind turbines, or properly characterising the wind conditions at prospective onshore and offshore wind farms prior to construction. The critical point is to use converging LIDAR beams instead of diverging LIDAR beams like the outdated so-called competition.</p>	Meet German Cleantech investors. Meet wind turbine and component manufacturers who may be interested in investing, Meet wind farm owners/developers who may be interested in trialling the technology		Yes
Sharil Navita	Narula Narula	Nisha Enterprise	5a Grange Road, Houstoun Ind Est, Livingston, EH54 SDE	navita@nishaenterprises.co.uk	1506443383	www.nishaenterprises.co.uk	Food & Drink	<p>Nisha Enterprises Limited are a family owned business Based in Livingston, Scotland. We have been producing high quality Potato Snacks, Confectionery, Popcorn, Sweets, Nuts and Ethnic Snacks since 1989. All our products are manufactured and packed in our bespoke factories, and we are continually strengthening our product range by manufacturing new products across all lines. In 2012 we bought and continue to manufacture the renowned Millar brand of Mints, Sweets and Confectionery. We take great pride in ensuring only the best quality products reach you in perfect condition, and all our products are distributed throughout the UK and Europe in the multiples and small to medium sized retailers.</p>	Speak to potential customers. Get a better understanding of what the consumer requirements are. Get feedback regarding our new brand and see what we can do to make it suit the German market.	Meeting potential customers	Yes
Alan	Paterson	Kare Ltd	Gareloch Road, Port Glasgow PA14 5XH	alan@kare.co.uk	01475 743400	www.kare.co.uk	Life Sciences	<p>We can offer the following:</p> <ol style="list-style-type: none"> 1 Small batch quantities of OEM Products, with the customers' label if required. 2 Design service to get the best product for for each market. i.e. non stock items can be manufactured 3 Fast order turnaround 4 Savings on products as we do not have the overhead structure of our larger competitors. 5 Full range of soft orthotic goods 	Meet potential Distributors. Meet Sanitashaus. Learn about the German market	Introduction to potential distributors and Sanitashaus	Yes
Lynne	Jhangeer	LINIAN Supply Co Ltd	34 Payne Street, Port Dunoon	lynne@linianclip.co.uk	0141 465 4858	www.LINIANclip.co.uk	Construction	<ul style="list-style-type: none"> • No screws required • Unique, patented single component design • Fix rated – maintains integrity for longer • Life saver – meets requirements for BS7671 18th Edition • Tested to DIN 4102-12 E90 • Tested to BSEN50200 PH120 • 12 variations available to suit multiple cables 	Understand wiring regulation in Germany and where our product fits or how we would have it specified for use to large contractors. Understand how the distribution channels work for our products. Identify any major re-sellers within the territory that could distribute our products.	Speak with members of the construction industry within Germany to understand if this would be a product that they would/should be using and where they would buy from. It would be good to engage with wiring regulation bodies (akin to NAPIT and NICEIC here in teh UK or SELECT in Scotland) SEE ATTACHED FLYER FOR MORE INFORMATION	Yes
Iain	Stirling	Arbikie	Arbikie Distillery, Arbroath, Angus	iain.stirling@arbikie.com	7967754169	www.arbikie.com	Food & Drink	<ul style="list-style-type: none"> • Field-to-Bottle provenance. Arbikie grows, distils, matures & bottles at the Arbikie Farm Distillery • Kirsty's Gin (Gold Medal Winner at San Francisco World Award) • AK's Gin (Winner of the World's Best Martini 2018, in conjunction with The Gibson (World's 5th Best Cocktail Bar) • Arbikie Highland Rye to launch in 2018. This will be the first Scottish Rye Whisky for over 200 years & is already in serious demand. • Arbikie's Single Malt will focus on its unique provenance by detailing both the barley variety and exact field where it was grown. • Arbikie is a family business and 100% owned by brothers, David, Iain and John Stirling. 	Cocktail Bar knowledge in key cities. Distribution partners options. Key national and regional retailer knowledge and contacts.	Interested in meeting buyers and distributors of super premium gin, vodka or whisky	Yes
Hannah	Hay	Nairn's Oatcakes	90 Peffermill Road, Edinburgh, EH16 5UU	hannah@nairns-oatcakes.com	0131 620 7000	www.nairns-oatcakes.com	Food & Drink	<p>An independent Scottish company based in Edinburgh, Nairn's have been baking with oats since 1896. Using wholegrain oats grown in the nearby Scottish Borders, where the climate is perfect for slowly and naturally ripening the grains – the oats don't need insecticides. Nairn's aim is to make tasty, wholesome food that's as simple and natural as possible. Nairn's is the UK's leading oatcake manufacturer, with over 90% branded market share. With the launch of the gluten free range 6 years ago, Nairn's are now number 2 in the baked free from category (source: Nielsen).</p>	Meet with possible distribution partners, buyers. Connect with experts and professionals on the ground to understand the German market better. See first-hand what other similar products or competitors are in the market. Look at food and	Looking for a medium sized distributor already importing British healthy British products. SEE ATTACHED FLYER FOR MORE INFORMATION	Berlin 25 & 26 June, Nuremberg 27 June if meetings are set up, Munich 28 June if meetings are set up
Lorraine	McKenna	Gold Hart	1091 Great Western Road, Glasgow, G12 0AA	lorraine@gold-hart.com	07879 400 406	www.gold-hart.com	creative	<p>Gold Hart luxury scented candles capture a journey through the wild, yet romantic habitat of Scotland</p> <p>The only luxury candle established in Scotland, made in Scotland, evoking the scent of Scotland</p>	Meet with buyers from targeted stores. Explore distribution options. Have a retail presence in Europe	Retail buyers from KaDeWe, Galeries Lafayette, Breuninger, Douglas, Albrecht, Alsterhaus, Meister Parfumerie, Aprops, Kurfursten Parfumerie, Ludwig Beck, Parfumerie, CP SEE ATTACHED FLYER FOR MORE	Yes
Mark	Badzmirowski	Vegware	39 Melville street, Edinburgh, EH3 7JF	mark.badzmirowski@vegware.co.uk	0131 516 5058	www.vegware.com	Food & Drink	<ul style="list-style-type: none"> • Packaging made from plants • Catering disposables that don't cost the earth • Commercially compostable where facilities exist • Manufacturing the world's best eco packaging since 2006 • The only solution for zero waste in foodservice 	Reaching new end users. Finding out about new distributors. Build network of contacts in Germany.	Interested in meeting end users and distributor	Yes
Peter	Stuart	Thistly Cross Cider	The Works, Thistly Cross, Implement Road, West Bams, Dunbar, East Lothian EH42 1UN	peter@thistlycrosscider.co.uk	7956655123	www.thistlycrosscider.co.uk	Food & Drink	<p>We take care over each step of the cider-making process; from pressing the apples and fermenting with the finest blend of Champagne yeasts, to maturing the cider for at least 6 months to achieve that rounded, smooth Thistly Cross taste. We have the highest standards at every step of the process and compromise nothing for the taste that makes us so deliciously unique. The Thistly Cross cider family consists of six hand-picked cider varieties, including refreshing strawberry made with real Scottish strawberries from our farm and the complex whisky cask cider – matured in ex-whisky casks (currently from Glen Moray). Our Elderflower-pressed Cider at 4% proves to be quite a talking point but it's the Original Farmhouse cider at 6.2% that's most loved across the board. Occasionally we produce limited editions and collaborative brews but these are our core varieties.</p>	1. New Regional Distributor. 2. New Premium / Craft On Trade Distributor. 3. New Premium Multiple Listing.	Introduction and market insight to facilitate introductions to relevant parties to meet these objectives.	Yes