



Coltraco Ultrasonics has secured a new contract with the Indian Navy, thanks to support from the Department for International Trade (DIT).

The contract will see the British business supply almost 200 of its advanced watertight integrity inspection product Portascanner WATERTIGHT, to the Indian Navy to protect its crews by ensuring the hatches, doors and cable transits on its 155 warships are watertight. The contract will service one of the largest navies in the world, employing more than 67,000 personnel.

The business's Technical Office in Somerset, which opened in 2011, will be key to providing support to the maritime force through its final product testing and logistics.

The deal follows a determined effort by the business to bolster its presence in India, by exhibiting at various trade shows in the country. Coltraco was supported by DIT's Tradeshow Access Programme (TAP), which is part of the Exporting is GREAT campaign. TAP provides grant funding to help businesses gain essential market knowledge and make new contacts by exhibiting at trade shows around the world.

The deal follows the launch of DIT's export strategy in 2018 that sets out how the government will support businesses of all sizes to make the most of the opportunities presented by markets across the world.

A government-led collaboration with business, developed after extensive engagement with a range of UK firms, the Strategy sets a new ambition from government to increase exports as a proportion of UK GDP to 35%.

International Trade Secretary Dr Liam Fox MP said: "Coltraco Ultrasonics is a brilliant example of how UK design and manufacture can have a global impact, with 90% of their sales coming from overseas.

"As an international economic department, DIT stands ready to support any business with exporting ambitions. Our recently launched Export Strategy sets out a strong offer to companies and I would encourage anyone thinking of selling around the world to contact their local International Trade Advisor for more advice."

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