

Meet and greet

At this year's AIX and WTCE exhibitions, companies have ventured from far and wide to show off the latest and greatest that they have to offer for the very first time. Grace Hardy challenged some of these brand-new exhibitors to answer three very short questions as they prepared for the big event.

The questions asked were as follows:

1. Tell me about your company!
2. As a first-time exhibitor at AIX/WTCE, what are you most excited about?
3. Why should people visit your booth?



Nairn's Oatcakes (WTCE)

- Nairn's has been baking with oats since 1896, and for the travel sector we predominantly offer a range of gluten free options - sweet, savoury and snacks.
- We're excited to introduce our range to the wider audience and meet existing stockists.
- Come to see, and taste, our award-winning products and bestsellers.



BioNatur Plastics (WTCE)

- BioNatur Plastics manufactures the world's first 100 per cent recyclable and landfill biodegradable plastic.
- We provide cargo plastics to many of the world's top airlines and are excited to introduce our in-cabin trash bags and other products to the industry.
- Tired of all the "greenwashing" out there? Come learn about this truly unique plastic.

Townsend Leather (AIX)

- We are a manufacturer of upholstery leather hides for interior applications.
- We are excited to spend time with current customers and meet new potential customers – we believe strong relationships are important to achieving success together.
- We are known for our superior quality, colour-matching skills, consistency and customer support, offering a wide range of leather hides and additional capabilities such as quilting, perforating and digital printing.



Yokohama Aerospace America (AIX)

- Yokohama is a leading manufacturer of aircraft lavatories, water tanks, and composite parts.
- We are thrilled to return to AIX and show industry leaders we are still here – innovating the future of aircraft interiors.
- Yokohama will be unveiling our new PRM Lavatory, Touchless Upgrades, Lavatory Retrofits, and Heavy Check Kits.



Clipper Teas (WTCE)

- We were the first and are the longest standing Fairtrade tea partner, using plant-based unbleached teabags and fully recyclable packaging.
- Participation means we have the opportunity to spread the love of good tea across the world.
- Visit us, learn about our story, links to nature, and taste our wonderful teas.

Fraunhofer IPK (AIX)

- Fraunhofer IPK is a research institute in the field of production technology with distinctive IT competency.
- AIX/WTCE offers a great platform to showcase how our expertise drives innovation, efficiency, and seamless integration.
- Experience how digitalisation makes the planning and product lifecycle management of aircraft interiors more efficient and sustainable, leveraging open standards, semantic web technologies, the industrial metaverse, and digital product passports.



Sudio (WTCE)

- Sudio creates premium, design-driven audio products that blend Scandinavian aesthetics with cutting-edge technology.
- We're excited to showcase our IFE innovations, including our Flyg Flight Adapter, which enables wireless audio on any airline entertainment system.
- Visitors will get a hands-on experience with our latest audio products. We're also open to collaborations with airlines and travel partners looking to elevate their onboard audio offerings.



**We are the
ingredient
for your
success**



Global Macadamias (WTCE)

- Global Macadamias is the leading South African vertically integrated macadamia producer from farm to value, supplying the world's leading snack and ingredient manufacturers.
- Seeing and meeting other exhibitors and industry contacts in this dynamic sector and space.
- Global Macadamias will entice travel buyers and end users alike in how the "queen of nuts" can be processed and packed to satisfy their customers in all travel classes.

Blulabs (WTCE)

- Blulabs is a vertically integrated manufacturer, managing the entire supply chain from concept to delivery.
- We're eager to connect with airlines in the EU, MENA and Asia to introduce our plastic-free innovations to global markets where sustainability is a priority.
- See the latest in sustainable in-flight products! We're showcasing proprietary, plastic-free solutions designed to help airlines meet strict single-use plastic regulations.

Tourvest Retail Services (WTCE)

- Tourvest is a specialist travel retailer that provides products, services and technology solutions to optimise the customer and crew experience.
- We are excited to showcase our retail proposition and innovation.
- We have spotlight sessions each day to showcase our advanced onboard point-of-sale system and our newly developed in house Crew APP.



Capri-Sun (WTCE)

- Capri-Sun sells six billion pouches yearly in 100+ countries, making it the number one kids' drink and a beloved brand with diverse flavours and products.
- Presenting our global portfolio, connecting with WTCE customers, and enjoying support from our mascot Sunny.
- Discover our flight-friendly pouches, offering a variety of refreshing, additive-free drinks in durable, convenient packaging!



Philip's Biscuits (WTCE)

- Philip's Biscuits produces premium artisanal biscuits, ice cream and ice pralines – IcePearl, made with traditional recipes and high-quality ingredients.
- We're excited to showcase our products to airline and rail buyers and connect with industry leaders at WTCE.
- Visit us to experience our unique flavours tailored for in-flight catering, lounges and retail, with an exclusive tasting experience!

WINECONSALE GmbH (WTCE)

- We are a fine German wine distributor, established in 2000.
- We are happy to introduce ourselves and what we do.
- Meet your partner for fine German wines!



DKA Aerospace (AIX)

- DKA designs and manufactures airline galley equipment, aiming to be a global leader through innovation and advanced manufacturing.
- We are excited to debut our innovative galley equipment, connect with industry leaders and showcase our latest innovations.
- Visit our booth to celebrate the launch of our rebrand to DKA Aerospace and witness the exclusive unveiling of our latest prototype.

**Yummy Karma (WTCE)**

- We produce delicious, innovative and clean-label hot hand-held snacking solutions for the travel market.
- We are excited about showcasing our range to a global audience of decision-makers and connecting with our clients and peers to review industry trends.
- Come visit our booth to explore our range of delicious and sustainable hot snacking solutions for the travel industry.

**Ivan's Pies (WTCE)**

- At Ivan's we craft a delicious and vibrant selection of hot handheld pies and savoury pastries.
- We are excited to make new connections.
- Visit our booth to enjoy our exciting range of pies, rolls, strudels, quiche, pastry bakes and pizza for all service times.

Pick On Us (WTCE)

- We create custom-branded sustainable bamboo stirrers, skewers, charcuterie boards, amenity boxes and snack vessels – helping airlines replace plastic.
- We're excited to introduce innovative eco-friendly drink stirrers that help passengers connect with airlines' sustainability efforts.
- Visit our booth and explore beautifully crafted, nature-inspired serveware that elevates presentation while supporting a sustainable future for in-flight dining.

**STICO (WTCE)**

- STICO is a light, crispy dough filled with rich, savoury flavours inspired by your favourite meals.
- Made with real veggies, meat, and fish—no junk, just real food. More than a snack, it's a satisfying meal on an edible stick!
- We know you're tired of the same old, boring snacks, so grab a STICO, taste it, and tell us what you think!