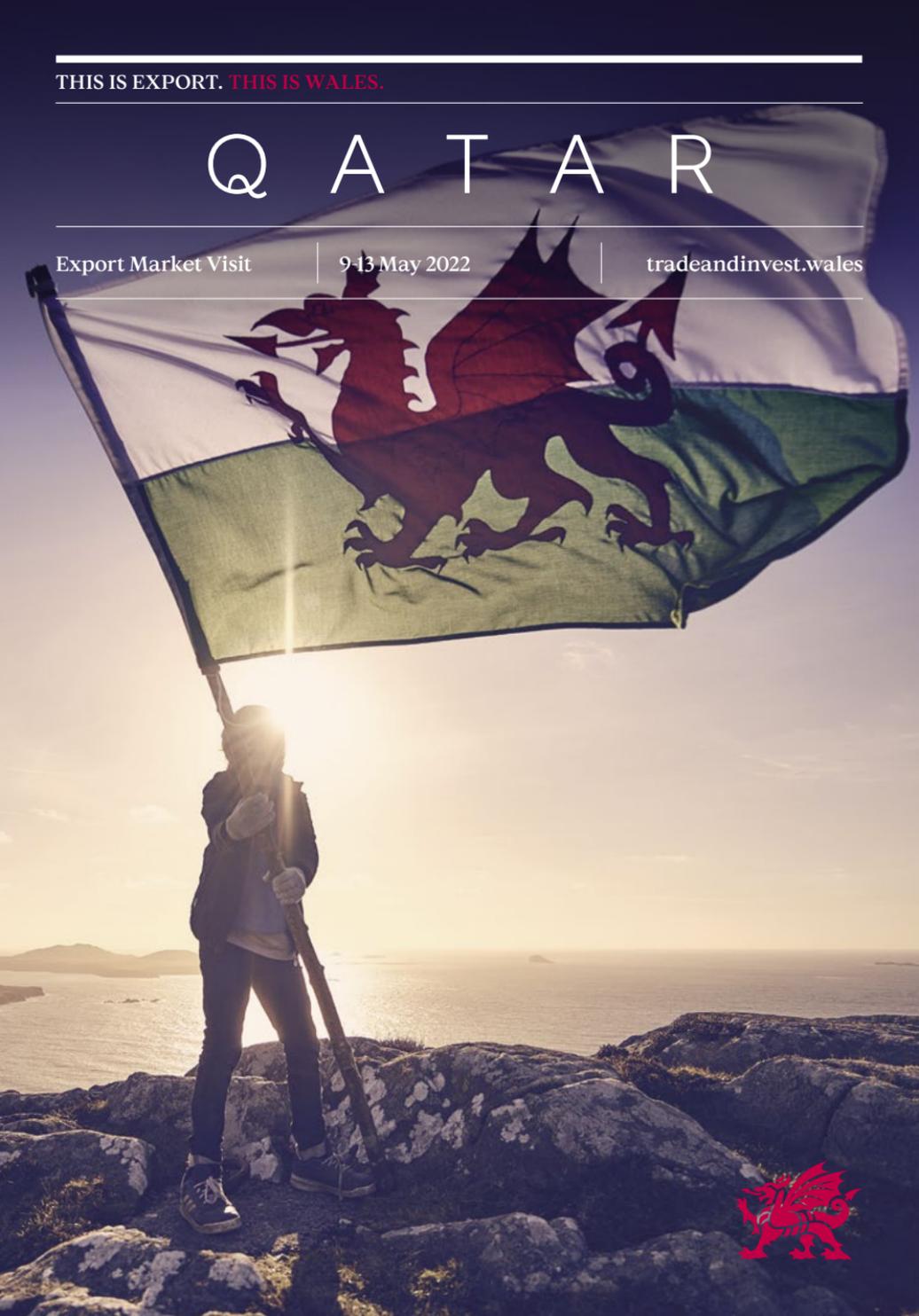

THIS IS EXPORT. **THIS IS WALES.**

Q A T A R

Export Market Visit

9-13 May 2022

tradeandinvest.wales





OGL

WG45191

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**This is Export.
This is Wales.**

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Wales is a self-governing constituent country of the UK and the Welsh Government is the devolved Government for Wales.

Devolved since 1999, the Welsh Government's decision-making powers within a small and joined-up country mean we can cut red-tape and act fast.

They also mean we are responsible for our own economic development, working with business to create a prosperous, green and equal economy.

Wales has a strong industrial heritage that has shaped our confident, creative and ambitious economy of today. We have strength in depth in advanced manufacturing, creative industries, energy and environment, financial and professional services, food and drink, life sciences, and technology.

Our commitment to sell Wales to the world has never been more focussed and this mission provides an ideal platform for us to build on established links and discuss future export opportunities.

Wales means business.

For over 160 years, Cardiff-based **BCB International Ltd** has manufactured and developed pioneering equipment that has helped generations of soldiers, seafarers and aid workers operate and survive in some of the world's harshest environments.



Product/Service

BCB International's core products include:

- Camp equipment including field furniture
- Camouflage face paint
- Camouflage nets
- Combat rations
- Soldier combat rations heating kits
- Environmentally friendly fuel for heating kits
- Ballistic Protective Clothing
- Customised first aid and survival kits
- Boat stopping systems

Objectives

BCB International Ltd would like to identify and meet with potential in-country distributors/wholesalers and agents for their range of products.



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Calon Wen is a farmers co-operative of 20 family run farms across Wales. Today Calon Wen is Wales' leading Organic dairy company with a range of award winning dairy products.



Calon Wen cows graze on clover rich pastures and spend up to 300 days a year in the fields or longer if it is safe for them to do so. Calon Wen prides itself on treating its farmers equitably, the animals ethically and the land and environment sustainably.

Calon Wen's production facilities are BRC accredited and its products are Organic certified. It supplies many of the major retailers in the UK along with many distributors in both retail and Food service Horeca formats domestically and export.

Product/Service

Organic Dairy produce including fresh milk and long life UHT milk, butter, cheese, frozen and fresh yogurt.

Objectives

To establish Calon Wen as a leading organic dairy produce supplier in the region supplying the retail and Horeca industries with high quality dairy products with provenance that is unequalled.



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Concrete Canvas (CC) manufactures, Concrete Canvas® (CC) GCCM (Geosynthetic cementitious composite mat), and CC hydro™ (CCH) GCCB (Geosynthetic cementitious composite barrier).

CONCRETE
CANVAS

All products are manufactured at the company's headquarters in Pontyclun near Cardiff in South Wales from where it exports to over 80 countries around the world. Concrete Canvas GCCM has quickly gained market acceptance in the civil engineering sector as a cost-effective alternative to conventional concrete in a wide range of applications.

Product/Service

Concrete Canvas® is part of a new class of construction materials (GCCMs). It is a flexible, concrete-filled geosynthetic, that hardens on hydration to form a thin, durable, waterproof and fire-resistant concrete layer. Essentially, it's concrete on a roll. CC allows concrete construction without the need for plant or mixing equipment: just add water.

CC applications include channel lining, slope protection and containment. CC is twice as abrasion resistant as standard OPC concrete, has good weathering performance and UV resistance. CC hydro™ is an all-in-one impermeable liner for containment applications including bund and lagoon lining.

Objectives

CC signed a sales partner in the UAE in 2019 to broaden the company's reach within the Middle Eastern market. CC hopes to reach a broad range of clients, contractors and consultants to maximise the potential of the market.



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Future Geoscience is a joint venture company between PetroStrat and Hafren Scientific to undertake high quality multidisciplinary workflows, integrated wellsite solutions, integrated reservoir quality studies and to provide a one-stop shop for stratigraphic and reservoir solutions.



Product/Service

- Integrated Wellsite Solutions
- Fully Integrated Stratigraphy Solution
- Enhanced Advanced Reservoir Quality
- Training Hub
- Multiclient Projects
- Data Science & AI

Objectives

Future Geoscience have now established an effective integrated wellsite service to provide a unique integrated wellsite package providing biostratigraphy, chemostratigraphy and mineralogy services. This service is fully integrated & unrivalled tool for drilling in barren sequences, structurally complex reservoirs and at sub-seismic resolution.

- Integrated pre-drill program and off-set well correlation
- High confidence positioning of casing points, coring and TD
- Monitoring stratigraphy in barren/fossiliferous/structurally complex settings
- Monitoring stratigraphy of “wildcat” wells
- Assisting to “geo-steer” long reach horizontal wells
- Provide mineralogy and rock mechanics data

- Reduced logistics
- Assists safety critical decisions
- Real-time results obviate the need to wait months for results, or export samples. Wellsite Biostratigraphy from a first well may influence the design of a second well.
- Able to provide dedicated A60 biostrat units, a scientific team from the relevant disciplines, technicians and acid or non-acid palynology



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NPTC Group of Colleges is an award-winning UK Further and Higher Education College with over 25,000 annual enrolments. NPTC is one of the largest groups of colleges providing Academic and Technical Vocational Education and Training (TVET) over 10 specialist campuses across one-third of the landmass of Wales.



NPTC work with vocational Colleges, Universities, and institutions worldwide to develop and support international skills and standards, delivering bespoke specialist vocational and professional training programmes across a wide range of areas and disciplines. NPTC Group of Colleges have several international offices across South and East Asia.

Additionally, NPTC runs and owns eight subsidiary companies across the United Kingdom, including the UK's no 1 English Language School, LSI Portsmouth. They annually support thousands of overseas students and professionals from almost 50 different EU and non-EU countries.

Product/Service

NPTC provides educational services, specialist training and qualifications in a wide range of programmes and courses for individuals, companies, and governments. NPTC identify specific needs and design in collaboration with highly personalised bespoke programmes meeting the needs of its clients.

Objectives

Our key objectives during our market visit are to increase NPTC Groups of Colleges brand awareness by showcasing our leading products, services and Industry links whilst gaining valuable contacts and building our exports in this market.



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Site Heat-treatment Services Limited (SHS), an experienced company established in 1982, offers a specialist service in thermal engineering and heat treatment. The company specialises in on-site (in situ) work as well as furnace heat treatment and is structured so that it can, and does, respond quickly and competently to the demands of its clients whether for large or small heat treatment projects.

Such projects may be associated with new construction work or as part of a maintenance shutdown on oil refineries, petrochemical plants, and power plants – fossil fuel fired or nuclear. SHS also provides services to fabrication, construction and engineering companies either at their work base or on site. SHS also has the capability to provide heat treatment services for offshore projects. The company also provides a specialised and unique service for the hydrogen bake-out heat treatment combined with the measurement of hydrogen flux levels before, during and after a hydrogen bake-out operation prior to welding.

Product/Service

Preheating, Post Weld Heat Treatment, Stress Relieving, Refractory Dry Out, Curing, Annealing, Normalising, Expansion, Shrinking, Hydrogen Bake Out.

Objectives

Site Heat-treatment Services Limited (SHS) is interested in developing relationships with oil refineries, petrochemical plants, power generation, national and international engineering companies.



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Teddington Engineered Solutions was established in 2003 and combines the strengths of three formerly independent bellow manufacturers established since the 1920's.



This provides Teddington Engineered Solutions with extensive experience in the design, application and manufacturing of bellows and expansion joints. Based in Llanelli, Teddington Engineered Solutions is a world leader in its field, and its name is synonymous with exceptional quality, reliability and design flexibility.

Product/Service

Teddington Engineered Solutions offers the most comprehensive range of metallic and non-metallic bellows and expansion joint solutions in the industry. The company also offers an array of specialist services, including: NDT services, either at its facility or on-site; fabrication services, offering a full range of welding techniques, in-house machining and testing; and design services from its expert engineers. A customised design service and attention to the needs of its customers, be it for original contracts or replacement and servicing work, is the keynote of its success. A dedicated team is able to handle any project, large or small, with all critical operations under direct control from inception to despatch.

Objectives

Teddington Engineered Solutions is looking to enhance relationships and support its local agent for products and services in the oil and gas and power sectors.

The company is also trying to conclude some major contract negotiations for work to be carried out next year.



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