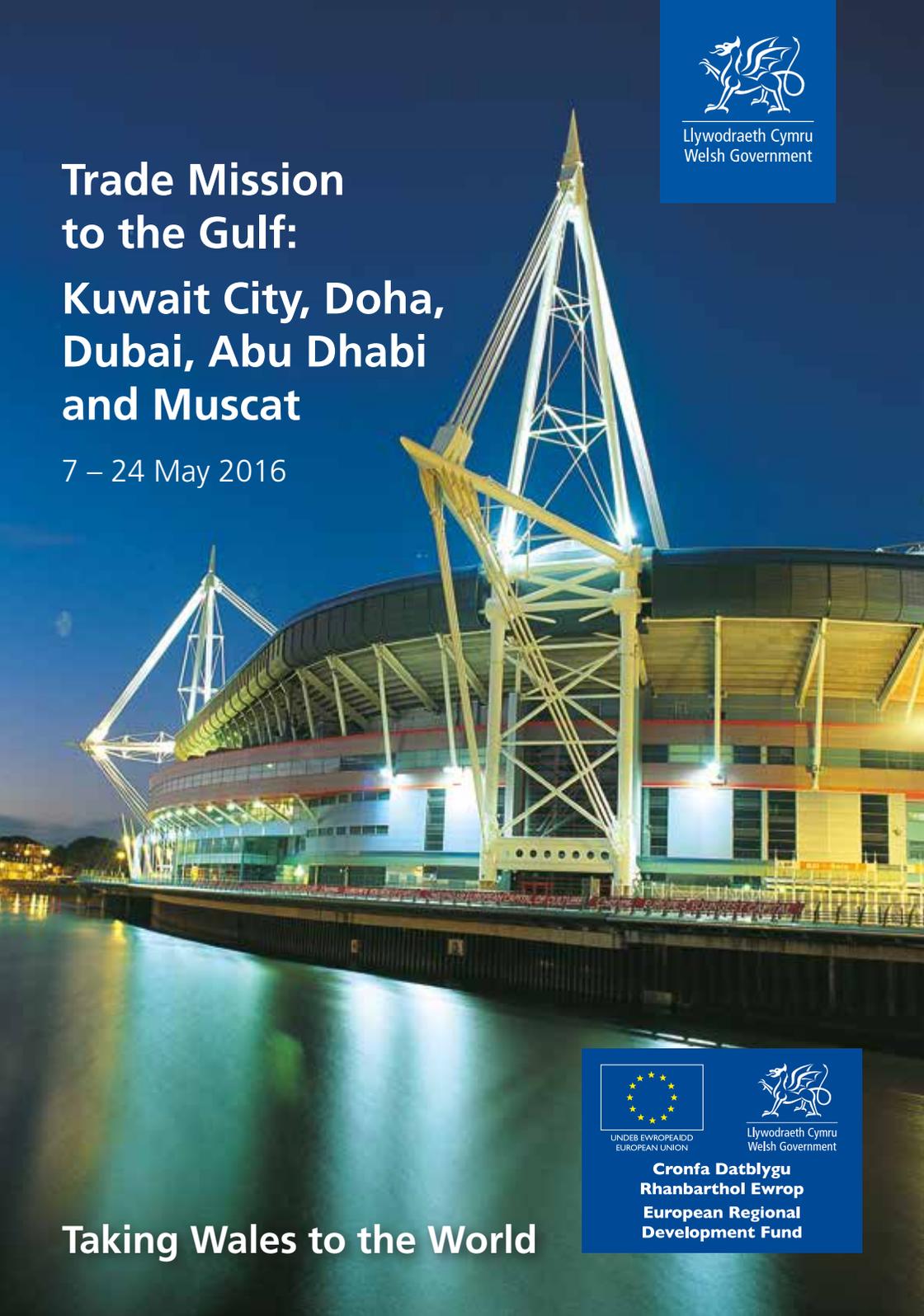




Llywodraeth Cymru
Welsh Government

Trade Mission to the Gulf: Kuwait City, Doha, Dubai, Abu Dhabi and Muscat

7 – 24 May 2016



UNDEB EWROPEAIDD
EUROPEAN UNION



Llywodraeth Cymru
Welsh Government

**Cronfa Datblygu
Rhanbarthol Ewrop
European Regional
Development Fund**

Taking Wales to the World

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Principality Stadium (cover image)

The Principality Stadium formerly known as the Millennium Stadium is the national stadium of Wales, located in the capital city, Cardiff. It is the home of the Welsh national rugby union team and the Welsh national football team.

With the first retractable roof in the UK and a seating capacity of 74,500, the Stadium is a multi-purpose, all round venue which hosts many major events and sports, such as Wales Rally Great Britain stage of the World Rally Championship, Speedway Grand Prix of Great Britain, boxing, the football group games in the London 2012 Olympics, and hosted six pool matches, and two quarter-final matches during the 2015 Rugby World Cup. The Stadium will host the UEFA Champions League final in 2017.

The stadium has also hosted many music concerts, including Madonna, The Rolling Stones, U2 and One Direction.

Since opening in June 1999, to host the rugby world cup, the Millennium Stadium has welcomed over 1.3 Million visitors per year.



Llywodraeth Cymru
Welsh Government

Wales

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

We know Wales can deliver what businesses need, from skills to space to lifestyle. It's our job to make sure we deliver speed and support.

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, so you won't find a more pro-business Government anywhere. And we have the best financial packages in the UK on offer to businesses locating here.

But it's not just about funding. Welsh Government is here as your long-term partner and we want to help you grow in any way we can. Our business development team will help with all your location challenges – and, once you're settled, they'll still be there to listen and tailor our support to your business needs.

No-one delivers like Wales.



Alpha Omega College

Mary Matti – Principal

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Company Background

Alpha and Omega is a small private college situated in the middle of the capital city of Wales, Cardiff.

Alpha and Omega has experienced teachers who are all qualified to teach in their relevant subject. It follows a set syllabus which will show improvement through testing, exams and regular progress reports.

The college arranges a free monthly trip to a local destination and a monthly cultural talk given free to all students from around the world and can help find accommodation in Wales.

Product/Service

Alpha and Omega offer a wide range of courses such as English Language, IELTS Exam Preparation, Foundation year, QCF graduate and postgraduate level in; Business Management, Health & Social Care, Hospitality, TESOL Teacher Training, and IT, alongside a wide range of vocational and young learner.

Objectives

The college would like to find an agent from overseas, establish contact with the universities and schools, and if possible to find a partner to open sub centres to offer and promote their courses in Wales.



Atlantis Consultancy and Training

Dr Mustafa Megrahi – Director

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Company Background

Atlantis Consultancy and Training has been in business since 2010. The company provides high standards of educational services through highly trained staff. The company has more than 8 educational counsellors and associates in both the UK and abroad, who help students and clients to choose the right course.

In the last academic year (2014-2015), Atlantis has recruited and referred over 600 international students to different schools, collages and universities in the UK.

Product/Service

Atlantis Consultancy & Training is a leading multi-disciplinary team of experts offering a wide range of services throughout the UK. It has dedicated teams of water and wastewater management, radiological assessment, international development, and education and capacity building services who can offer tailored solutions to our clients nationally and internationally.

Objectives

Atlantis C&T would like to extend their network in the Gulf to further develop their business.

The company will be meeting existing business partners in the UAE and Oman to develop business in training and environment and capacity building within different sectors.



BCB International Ltd

Hesham Ghairi – Middle-East Sales

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Company Background

For over 159 years, BCB International Ltd has built up unique knowledge and experience in developing life-saving and protective equipment for those operating hundreds and thousands of miles away in often challenging environments.

BCB's past and future are rooted in the Military Sector. BCB's insight and understanding of the modern soldier's needs enables it to add value for its customers.

Product/Service

Survival Kits/Body Armour (Ballistic Vests, Insert Plates and Helmets)/ Clothing (Military and Police uniforms – boots) Camouflage (creams and nets)/Medical (Military First Aid Kits)/Hydration Systems/Boat Stopping Systems/Wall breaching Systems/Cooking Systems/Load Carriage.

Objectives

BCB International wants to explore new business opportunities in Kuwait and UAE and further develop the business with both new and existing customers in Qatar and Oman.



Conren Limited

Veronica Dawson – Export Manager

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Company Background

Conren Limited, established in 1971 is based in Wrexham, North Wales. Their first export was in 1973 and now export products to more than thirty countries worldwide. Exports now represent 57% of the company turnover.

Product/Service

Conren Limited is a specialist manufacturer and installer of resin coatings, screeds, anti-slip systems, waterproofing compounds, safety play surfacing and high friction anti-skid for roads.

Objectives

Conren is looking to find local distributors for its product range, with particular emphasis on the waterproofing liquid ROOFTEX, which is the market leader in UAE. Conren is also looking to work with companies involved in the construction of the stadia for 2022 as it's anti-skid product has been specified for use in these stadia.

DIVIDERS

Dividers Folding Partitions Ltd

Dennis Lewis – Managing Director

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Company Background

Dividers Folders Partitions is a long established (over 40 years) organisation with extensive experience in the education, commercial and leisure sectors of the construction market.

Product/Service

Dividers Folding Partitions designs and manufactures sliding folding partitions, operable walls and sliding glass walls.

Objectives

Dividers Folding Partitions primary objective is to explore new and existing opportunities in the Gulf, and engage with many key construction professionals with a view to gaining product specifications on future construction schemes.



Global Educational Matters Ltd

Riaz ul Hassan – Director

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Dr Syed Farooq Shah – Consultant

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Company Background

Global Educational Matters (GEM) was founded to co-design the relationships between international students, Higher Education Institutes and Colleges/Universities in the UK.

Product/Service

GEM services is co-matched both to the requirements of the students and educational institutes. It's independent and tailor made counselling services are the key to its success.

Objectives

GEM are looking to promote an extensive range of courses, study options and academic excellence of Welsh based educational institutes.



Global Tooling Solutions Ltd

Andrew Young – Managing Director

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Company Background

Global Tooling Solutions is a Wales based tooling manufacturing company with over 200 years collective experience of special cutting tool design and development.

Product/Service

Global Tooling Solutions designs and manufactures every type of cutting tool that are not sold by the main tooling multi-national companies along with standard tooling where we can be competitive. These include:

- Special carbide form inserts and modifications
- Special combination tools
- Tool holder refurbishment
- Special RTJ groove machining system
- Free tooling solution consultancy to obtain highest manufacturing speeds, higher manufacturing quality and reduced costs for customers

Objectives

Global Tooling Solutions objective is to work as partners to its manufacturing customers to achieve solutions and cost reductions to their manufacturing needs either existing production or new projects.



Rachel's Dairy

Anita Richards – International Trade Manager

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Company Background

Rachel's farm and manufacturing operations is based in Aberystwyth Wales and has been in the family since 1942.

The farm has been organically farmed for generations. Rachel's mother, Dinah, was one of the first people to sign up to the Soil Association in 1952, becoming Britain's first ever certified organic dairy farm.

Rachel's Dairy was founded in 1984 and it was from this year that the company started its rapid ascent to become the household name and iconic global brand it has become today.

Product/Service

Rachel's Dairy produce bio-live organic yoghurts, desserts, milk and butter that is made using the highest quality organic ingredients which includes locally sourced organic milk from farms within a 50 mile radius of the farm in Wales. All products are 100% organic.

Objectives

Rachel's Dairy is looking to further develop the business with both existing and new customers in key retailing groups, independent outlets and also the foodservice sectors in the Gulf. This is achieved by both direct deliveries to operations and also through the services of local distributors.

R-TECH Materials

Tony Franks – Director

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Company Background

R-TECH Materials is a group of companies, including R-TECH Services Ltd, a UKAS accredited independent materials testing company, and Metamet Consultants Ltd, specialising in laboratory-based materials investigations. R-TECH Materials is a team of well qualified and experienced engineers, materials scientists, metallurgists and chemists, used to applying its skills to industrial problem solving. The company is experienced in managing and collaborating in research and development projects, and have strong links with local universities and research and technology organisations.

Product/Service

R-Tech Materials offer UKAS accredited independent materials testing services. The company works across a wide number of industry sectors, but has a particular specialism in petrochemical, power generation and oil and gas sectors.

Objectives

R-TECH Materials wish to find partner companies with links into the oil and gas, petrochemical and power industries, with a focus on failure analysis and life assessment work. Ideal partners would be service companies such as NDT, engineering, testing or consultancy companies without the in-house expertise or equipment to deliver these services themselves.



Teddington

Jason Thomas – Commercial Manager

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Company Background

Teddington Engineered Solutions combines the strengths of three formerly independent bellow manufacturers established since the 1920's. With experience in the design, application and manufacturing of bellows and expansion joints, ensures that Teddington is a world leader in its field. The company offers the most comprehensive range of bellows and expansion joint solutions in the industry.

Product/Service

Teddington offers a number of products and services, which include;

- Metallic products – a full range of metallic bellows and expansion joints, as well as other associated Pipework accessories.
- Non-Metallic Products – A full range of EPDM and Neoprene rubber bellows, fabric bellows, and PTFE bellows.
- NDT Services – A range of Non Destructive Testing (NDT) services including dye penetrant, X-ray and ultrasonic's at our purpose built factory or on-site.
- Fabrication Services – fabrication of any structure or vessel utilising a full range of materials, welding techniques and methods.

Objectives

Teddington Engineered Solutions is looking to continue its enhancement and reputation in the Gulf and search for new projects and customers, along with visiting customers regarding new projects.



The British Rotherm Company

Terry P. Thomas – Sales Manager

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Company Background

British Rotherm is specialised in the measurement of temperature, pressure, flow, density and level.

The company was established in 1934, moving to its current main site on Kenfig Industrial Estate, Port Talbot in 1968. A change of ownership took place in 2010, resulting in significant new investment and a series of strategic acquisitions, and additional manufacturing facilities have since been added to the Kenfig site.

Product/Service

British Rotherm's principal products include; multi stage restriction orifice assemblies, venturis, thermocouple and rtd temperature assemblies, thermometers, thermowells, pressure gauges, process recorders; non-invasive ultrasonic level measurement systems; temperature, pressure and DP switches.

Objectives

British Rotherm is looking to support its existing distribution base and visit key customers, principally IOC's and EPC's.

