

THIS IS OUR EXPORT MARKET VISIT
5-11 May 2018

QATAR



Cymru
Wales



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UNDEB EWROPEAIDD
EUROPEAN UNION



Llywodraeth Cymru
Welsh Government

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



T H I S I S W A L E S

Taking Wales to the World

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, so you won't find a more pro-business Government anywhere.

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.

Qatar is an important trading partner for Wales and the recent launch of daily direct Qatar Airways flights between Doha and Cardiff provides a huge opportunity to further strengthen the relationship between our two countries.

As we prepare for a future outside the EU, our commitment to sell Wales to the world has never been more focussed and this trade mission provides an ideal platform for us to build on established links and discuss future export opportunities.

Wales means business.

A M N I T E C



Company Background

AmniTec manufactures composite, fluoropolymer, and metallic industrial hose assemblies at its base in Merthyr Tydfil in South Wales from where it exports to Europe, the Americas and Asia Pacific.

AmniTec supplies the oil and gas, chemical processing, power generation, refrigeration, and other industrial markets.

Product/Service

AmniTec's product range includes:

- Composite hose from 1" to 10" bore for hydrocarbon, chemical and liquefied gas applications.
- Metallic corrugated and braided hose from ¼" to 24" for high pressure, high temperature, aggressive chemical applications.
- Fluoropolymer hose from 0.008" to 12" for high pressure, high temperature applications with excellent corrosion and chemical resistance.

- Stainless steel vibrasorbers used as vibration eliminators.
- Stainless steel flexible Gas Meter Connectors for domestic and commercial installations.
- Bellows and Expansion joints
- Fluoropolymer tubing.
- High engineered bespoke assemblies.

Objectives

AmniTec would like to identify and establish local partners on either an agency or distribution basis.

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A X I U M P R O C E S S



Company Background

Axiom Process has a reputation for expertise in the field of membrane and filtration technology. It is also one of the UK's leading hygienic stainless steel fabricators; specialising in the design and manufacture of bespoke hygienic process equipment and systems.

Product/Service

Axiom Process specialises in the design, fabrication, testing and commissioning of customised manual and automatic membrane filtration systems designed for the concentration and separation of liquid streams utilising microfiltration, ultrafiltration, nanofiltration and reverse osmosis technologies. The systems are used in:

- Water and effluent treatment
- Dairy and food production
- Chemical recovery and recycling
- Beverage clarification and waste volume minimisation
- Pharmaceutical manufacture

Objectives

The initial aims are:

- A better understanding of the interest and opportunities available for the technology.
- Search for a reliable and pro-active distributor.
- Meet potential end users where appropriate.
- Follow up recent contacts to develop further business.

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CALON WEN
ORGANIC
DIARY PRODUCE



Company Background

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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C A T N I C –
T A T A S T E E L U K



Company Background

Founded in 1969 Catnic began exporting its products over 30 years ago, with customers in Middle East, Hong Kong, Eastern Mediterranean and Western Europe. The Catnic brand is recognised for high quality products in all the markets where they are used.

Based in Caerphilly, South Wales and employing 210 people, Catnic is a downstream business owned by Tata Steel UK Ltd.

Product/Service

- Plastering Accessories galvanised and stainless steel and PVC-u,
- Expanded Metal and Rib Laths for plastering,
- Steel Lintels (Standard and Bespoke fabricated),
- Wall Ties,
- Builders Metalwork,
- Security Mesh,
- Juliet Balconies

Objectives

- Meet with known contacts/ customers with a view to re-establishing a focussed plan/ strategy for securing business on higher specification projects.
- Visit Project Qatar Expo to observe any local or international competitors.
- Network with other building product manufacturers/contractors and consultants

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P E N F R O
C O N S U L T A N C Y



Company Background

Penfro Consultancy Limited (PCL) was founded in June 2014 by Director Robert Davies, a Chartered Surveyor who has over 25 years' experience working on high profile construction and civil engineering products both in the UK and the Middle East. Penfro Consultancy is regulated by the Royal Institution of Chartered Surveyors.

Product/Service

PCL provides commercial and contract services to public and private clients, contractors and consultants and its services cover all stages of a construction project, including;

- Tender and Pre-Contract
- Contract Administration and Management
- Post Contract and Commercial Recovery

Objectives

PCL is planning to meet with previous colleagues and clients and to identify opportunities with new clients to develop overseas opportunities and in particular the Oil and Gas sector within Qatar.

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R A C H E L ' S
D A I R Y

Rachel's

Company Background

Rachel's farm and manufacturing operations are based in Aberystwyth Wales and have 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.

More recently, in July last year, HRH Prince Charles attended Rachel's Dairy to officially open a new Dairy facility extension at the existing manufacturing site in Aberystwyth. This was HRH's second visit to the Dairy.

Product/Service

Rachel's Dairy produces 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 Rachel's produce are 100% organic.

Objectives

Rachel's Dairy would like to further develop business with both existing and new retailing groups, Independent Retail stores and also the growing Foodservice sector.

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R H U G O R G A N I C
F A R M



RHUG ESTATE
ORGANIC FARM

Company Background

Lord Newborough has been farming organically in Denbighshire North Wales since 1998. The farm began wholesaling directly to food service and independent retailers in the UK in 2004 export in 2009 and producing organic halal lamb and chicken in 2011. Everything is born on the farm, fed on feed grown on the farm goes to a local abattoir and back to its cutting plant so it has real security of provenance.

Using the most sustainable farming practices Rhug prides itself on superior tasting meat products with animal welfare at its heart. The organic farming enterprise extends to two farms and has grown over the past 20 years to nearly 8,000 acres. Organic beef, lamb, bison, chicken, turkey, geese, and game when in season, are reared on the farms and wild venison is sourced from the Welsh borders.

Rhug supplies an exclusive premium product to many of the top hotels and restaurant at home and abroad and over 20 Michelin starred restaurants

Product/Service

- Halal organic lamb whole carcass and primal cuts all year round
- Halal organic salt marsh lamb primal cuts and whole carcass from May to December
- Halal organic milk fed baby lamb April to July
- Halal organic whole chickens all year round and Halal Turkeys at Christmas
- Future possibility of Halal Game

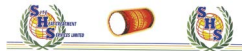
Objectives

- To meet with a new distributor, cement relationships and carry out sales training with its sales team
- To explore the market with Chefs' visits with the new distributor
- To follow up an initial visit with Snan Food Hall AKH

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S I T E H E A T – T R E A T M E N T S E R V I C E S L I M I T E D



Company Background

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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T E D D I N G T O N
E N G I N E E R E D
S O L U T I O N S



Company Background

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.

It 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 the company's success.
- Its dedicated team is able to handle any project, large or small, with all critical operations under its direct control from inception to despatch.

Objectives

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

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U N I V E R S I T Y O F
W A L E S T R I N I T Y
S A I N T D A V I D



Company Background

The University's Royal Charter is the oldest in Wales and England after the Universities of Oxford and Cambridge. Its Lampeter campus was founded in 1822 and received its Royal Charter from King George IV in 1828. The Carmarthen campus was the first centre for teacher training in Wales established in 1848 and the University can also claim one of the first art schools in the UK, established in Swansea in 1853.

The University of Wales Trinity Saint David has a long running research project focusing on the archaeological excavation of a large sixteenth to eighteenth century settlement on the north coast of Qatar. In addition to the archaeological excavation the University has also organised a Wales Qatar Cultural conference – *Nations of the Sea* – as well as archaeology and heritage exhibitions in Wales (Milford Haven) and Qatar (Education City).

Product/Service

Education, Research, Consultancy

Objectives

- To enter into a partnership with QTA (Qatar Tourism Authority) or another agency in Qatar to develop the archaeological site into a heritage site available to visitors in advance of the 2022 World Cup.
- To establish an educational link with Education City in the field of Culture and Heritage both to support the excavation and also to provide training for Qatari citizens and residents.

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W E L S H
G O V E R N M E N T



Llywodraeth Cymru
Welsh Government

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