
THIS IS OUR EXPORT MARKET VISIT TO DUBAI

25 February - 3 March 2017

WALES IN DUBAI



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.

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.

E U R O B O N D
L A M I N A T E S
L T D



Company Background

Eurobond Laminates has been at the forefront of composite panel design and manufacture for over 30 years. From its headquarters in the United Kingdom, Eurobond Laminates have developed a reputation based on quality and expertise.

Product/Service

Eurobond Laminates offers a wide range of stone wool cored, architecturally flat composite wall and ceiling panels for both internal and external use.

Eurobond products have been specified within a broad range of major international projects, to date they have supplied building solutions into almost 30 countries around the world. Every project has benefited from Eurobond's best practice benchmark of responsible design.

Objectives

Eurobond Laminates is looking to identify potential customers for its range of products and understand the dynamics of the market.

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G E O S M A R T
D E C I S I O N S
L T D



Company Background

Geo Smart Decisions is a GIS and remote sensing consultancy providing expert mapping, spatial data management and spatial analysis services particularly using commercial and freely available satellite imagery. Clients range from small to multinational environmental consultants, landscape architects and archaeologists through to multinational engineering consultancies working.

Product/Service

Geo Smart Decisions will map, manage and analyse your spatial data for a range of environmental applications including pipeline monitoring, site suitability and options appraisals and various impact assessment and mitigation planning. We advise on the most appropriate data to use and the ways in which to acquire, process and analyse that data and use satellite imagery to produce derived information for clients both efficiently

and reliably using tried and tested analytical techniques. Through its data management and analysis, Geo Smart Decisions contributes valuable insight on major infrastructure schemes; provides services to the marine planning sector as well as for upstream and downstream applications within the Oil and Gas Sector. Geo Smart Decisions also provides bespoke training in Geographic Information Systems (GIS) and satellite imagery analysis processes.

Objectives

Geo Smart Decisions is seeking to build upon relationships with existing clients in the region and to meet with new contacts.

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G W A L I A S U R V E Y O R S



Company Background

Gwalia Surveyors are an International multi-disciplinary surveying practice offering quality survey solutions for a range of projects and client needs. Established in 1982, Gwalia Surveyors have grown and developed new skills, learned new technologies and techniques, to cater for the changing demands of the construction industry.

Product/Service

Gwalia offer a complete portfolio of surveying services which includes:

- 3D Topographical Surveys
- Setting Out
- PAS.128 Utilities Surveys
- 3D Slab investigation
- 3D CCTV Surveys
- Measured Building Surveys
- Monitoring
- Volume Calculations
- Condition Surveys
- Point Clouds

- LOD 300 Revit Modelling Aerial Drone Surveys
- Engineering
- 3D Massing Modelling
- Physical City-Scape Modelling
- BIM Design | Data Management | Delivery | Continuous Improvement

Objectives

Gwalia would like to build solid relationships and global recognition with overseas Architects / Tier 1 Contractors / Property developers.

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N P T C G R O U P
(N E A T H P O R T
T A L B O T
C O L L E G E)



Company Background

NPTC Group is one of the largest groups of colleges and education providers in Wales in terms of student numbers.

The four main campuses of the NPTC Group between them provide almost every conceivable vocational area of education and training, including an outstanding 6th Form Academy based on the Neath Campus.

Product/Service

NPTC International College, part of the NPTC Group, provides specialist training and qualifications in a wide range of programmes and courses for individuals, companies and governments.

In addition to academic and vocational programmes, NPTC Group offers a wide range of programmes that can be tailored to meet specific needs. These include:

- English Language
- English Language for Professional Communications
- Leadership and Management
- Train the Trainer
- Health and Safety / First Aid at Work

Objectives

NPTC Group is looking at opportunities for delivery of bespoke in-country training programmes and seeking potential partners for permanent in-country operations in the MENA region.

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REID LIFTING LIMITED



Company Background

Formed in 1996, Reid Lifting is a pioneering designer and manufacturer of lightweight, portable lifting equipment for both goods and personnel applications located in South Wales. The company has won the Queen's Award for Innovation in 2006 and 2013 and has customers across all sectors.

Reid Lifting's products have become industry-standards in hire sector, water and wastewater, oil and gas, food processing, museum and other industries.

Product/Service

Lightweight and portable lifting equipment for both goods and personnel applications with capacities up to 5,000kg.

Objectives

REID Lifting Limited would like to explore UAE as a new export market. The company aims to meet with key players in the hire sector for lifting equipment and height safety/confined space equipment and meet with potential distributors.

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T C C O N S U L T



Company Background

Based in Cardiff, TC Consult was established in 2007 to provide clients with a fresh approach to the way project and cost consultancy services are delivered. As part of the growth strategy, in 2013 they acquired Chartered Quantity Surveyors, Banks Wood & Partners. TC Consult is the leading firm of independent Chartered Quantity Surveyors and Project Managers in Wales. The company has a strong track record of nurturing relationships with clients and winning new business across the sectors but in particular Automotive, Retail & Leisure, Finance, Education & Residential. TC Consult's current client partnerships include Aston Martin Lagonda, Cardiff University, Henry Boot Developments, Principality Building Society, and Welsh Government.

Product/Service

- Quantity surveying
- Project Management

- Cost management
- Regeneration and development consultancy
- Independent monitoring surveying
- Dispute resolution services

Objectives

TC Consult would like to explore the UAE as a new export market, offering Chartered Surveying services to clients, who seek an alternative to a global consultancy, with an experienced partner that offers RICS best practice. They would like to meet with forward thinking industry leaders in the region with existing property or construction portfolios who wish to discuss the potential for long term delivery collaboration.

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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 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 through the amalgamation of:

- Teddington Bellows
- Brockington & Scott
- Vokes GlenFlex

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, such as flexible hoses and rectangular expansion joints. 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 The company will also be assisting its agent with current and new projects.

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T H E B R I T I S H
R O T O T H E R M
C O M P A N Y L T D



Company Background

The British Rototherm Company was established in 1934, and has been based in Port Talbot for over 40 years. It specialises in the manufacture of process instruments for the measurement of temperature, pressure, flow, density and level.

Product/Service

The British Rototherm Company has a range of products that it has designed and manufactured for use in a range of sectors. Its 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

The British Rototherm Company would like to support its existing distributors and follow up on new and ongoing opportunities.

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V E S S E L
P R O T E C T I O N
S O L U T I O N S L T D



Company Background

Vessel Protection Solutions (VPS) supplies passive defence products and services to the global shipping and oil and gas industries.

Product/Service

VPS supplies products for a wide range of passive security applications. Its main product is the proprietary anti-intrusion barrier system (AIBS) which is manufactured in Bridgend.

Objectives

VPS would like to establish contact with shipping lines and oil and gas companies and to identify agents / distributors for the anti-intrusion barrier system.

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W O L F E S T O N E

WOLFESTONE //

Company Background

Wolfestone is a UK-based, multi-award winning translation and language services provider. Founded in 2006 as a supplier of small certificate translations, Wolfestone has become the largest language service provider in Wales, one the five fastest growing providers in the UK and the 25th largest in Northern Europe.

Alongside its 40 industry and business awards, Wolfestone chairs the UK trade body, the Association of Translation companies. Wolfestone's 99.6% customer satisfaction rate places them among the highest performers in the industry. Wolfestone is one of the few translation companies that is independently UKAS-certified with ISO 9001:2008 and ISO 14001:2004.

Product/Service

Wolfestone specialises in translation, localisation, multilingual SEO and interpreting. A global network of linguists enable Wolfestone to cover any language pairing. Linguists with specific areas of expertise are chosen following a rigorous selection process. Projects are supported and secured by state-of-the-art linguistic technology.

Objectives

Wolfestone would like to explore the UAE as a new export market.

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Z I P C L I P



Company Background

Zip Clip has been trading since 2014 and employs 32 people. The company has recently relocated to a brand new purpose built facility in Welshpool. Its systems are predominantly used in the construction industry, and are utilised by contractors to suspend services in commercial & industrial projects.

They export to 15 different countries, including New-Zealand where its systems are used as seismic braces.

Product/Service

Zip Clip produce high tensile wire rope suspensions which offers innovation over traditional methods & greatly speeds up the installation process for a contractor. They can design installations tailored to relevant applications, and offer calculation services. They also have a team of fully trained Technical Managers who work with engineers to recommend the correct systems.

Objectives

Zip Clip would like to identify EXPO2020 projects which typically lend themselves to utilising wire rope supports. They would like to introduce the concept of wire supports to key companies involved in delivering each project, from Architects, Consultants through to end users and intend to work with local partners to spear head this approach.

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Z I P W O R L D



Company Background

Zip World won international acclaim when it opened Velocity, the fastest zip line in the world, at Penrhyn Quarry, Bethesda in March 2013. Offering riders the closest experience a human being can get to skydiving – without actually leaping out of a plane. Within a year, over 40,000 people had flown down a mountainside in North Wales with thousands more eager to book.

Since then Zip World has brought new meaning to adventure tourism in North Wales with innovation of a further ten unique products including the new Fforest Coaster opening this Spring.

Safety is paramount to Zip World, with patented technology, a highly experienced construction team and frequent, independent safety checks on all sites.

Product/Service

Zip World provides the design, construction, inspection, maintenance and operation of zip lines and associated activities including marketing and PR to a global audience.

Objectives

Zip World would like to increase brand awareness internationally which will encourage tourism to Wales as well as invaluable contacts for their operation in the UAE.

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



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