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THIS IS EXPORT. THIS IS WALES.

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# CANADA

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Export Market Visit

12-16 September 2022

[tradeandinvest.wales](https://tradeandinvest.wales)

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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.



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### Product/Service

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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

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### Objectives

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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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Since 1981, **Flamgard Calidair** has gained worldwide reputation for the excellence of designing and manufacturing high integrity HVAC dampers to the global oil and gas, nuclear, marine, defence, tunnel and metro and power generation sectors.



All products manufactured by Flamgard Calidair are compliant with rigorous global testing and are certified to the highest standards Flamgard specialising in engaging with the client to understand their biggest HVAC challenges and working with them to finding innovative solutions via Expert to Expert engagement.

### Product/Service

Designing and manufacturing an extensive range of HVAC equipment to include:

- Fire dampers
- Shut off/isolation dampers
- Zero leakage total isolation dampers
- Blast dampers
- Pressure relief dampers
- Non return dampers.
- Intelligent volume control dampers
- Sand trap louvres
- Moisture eliminators
- Tunnel dampers
- High temperature isolation dampers

### Objectives

Flamgard Calidair is looking to introduce to the market its established and new products.

Flamgard Calidair is looking to meet with key customers and develop its business across the region.



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**‘Follow in our footprints to help us reduce yours.’ – Gaiagroup UK**

We create off-grid energy solutions with you, your targets, and the environment in mind.

At GaiaGroup UK, we help construction sites reduce their CO2 emissions and fuel consumption by as much as 80%.

Led by the vision of MD and engineer, Jamie Morris, our cutting-edge hybrid power solutions have been reducing the carbon footprint of construction sites across the UK since 2011.

We know how important it is to deliver optimum site power with minimal environmental impact – and that’s exactly what we deliver.

As pressure mounts to reduce construction site CO2 and diesel emissions, we’re committed to developing solar and AI-driven solutions that deliver huge savings for both organisations and the environment.



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**GTW Developments – Airbond** – manufactures and sells yarn splicers. Splicers use a blast of compressed air to make joints between yarns in textile processes, connecting bobbins or repairing breakages. Splices are smoother and stronger than knots, improving quality and production efficiency.



Originally serving the traditional textile industry, the company decided to commit to new R&D, developing new products for the growing composites business – splicing fibres such as carbon and glass. This challenging target had defeated splicer manufacturers world-wide; carbon and glass, though strong, are brittle, easily damaged by compressed air. But Airbond’s research solved all the problems of splicing composites; the company now leads the world in this market. Competition exists, but in every comparative trial we have ever conducted, our splicers have outperformed all products on the market. Splicers for composites now account for 70% of Airbond’s output. 2020 saw a transformation in the company’s product offering. Airbond committed completely to the used of additive manufacturing, investing in advanced 3d printing equipment to replace conventional machining. By embracing this technology change, the company is now able to develop new products for changing market needs – with very short lead-times. Despite the disruption caused by Covid, Airbond’s range is now double what it was in 2019, and all the new products are lighter and stronger than their predecessors. Airbond has not forgotten its

commitment to traditional textiles; that supply chain will also soon benefit from our research. All the new printed products have been modified for the requirements of the traditional market.

### Objectives

To recruit a representative, or representatives, in Canada, to market Airbond products. Expertise in textile processes, especially in their applications in composites technology, will be desirable.



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For 40 years **James Fisher Nuclear (JFN)** has been at the forefront of the UK Nuclear Industry; pioneering safe and cost-effective solutions on many high-profile projects.

James Fisher  
Nuclear



From simple tooling to full turnkey projects JFN offers a complete range of services from concept through to commissioning and in-service support, ensuring safe operations in hazardous environments. JFN decommissioned Magnox's Nestor, Dimple and Zebra R&D reactors, and WAGR at Sellafield.

JFN is currently Magnox's decommissioning lead on Steam Generating Heavy Water Reactor (SGHWR); the first remediation of a UK commercial reactor, and the largest UK reactor segmentation challenge to date.

### Product/Service

JFN's core capabilities include Reactor Segmentation, Remote Handling Systems, ROVs, and Remote Inspection and Sampling Equipment for application in nuclear environments.

JFN has over 3,500m<sup>2</sup> of internal testing space across four modern UK Rig Halls, each with supporting design offices to host collaborative teams. Key Customers include Sellafield, Magnox, Dounreay and UKAEA.

### Objectives

JFN would like to build commercial relationships in Canada and investigate synergies between JFN's reactor segmentation equipment and potential decommissioning requirements for CANDU and R&D reactors.



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**KnitMesh Technologies** is the world's leading supplier of bespoke knitted mesh solutions for use in even the most demanding of industrial applications, such as green hydrogen production and electrolysis. Knitted mesh is the preferred material for electrolysers and can serve as an electrode, membrane spacer, gas collection layer, or current carrier.



Components are available in various materials, such as nickel, titanium, stainless steel, carbon steel and coated base metals. Wire diameters range from 0.03mm to 0.70mm and porosities from <50% and >98% are achievable. Component sizes range from <5mm to >1m and can be chosen according to customer-specific needs. Knitted mesh structures (manufactured from interlocking wire loops) can be compressible and flexible, taking customer-specific spring constants and compression rates into account. Alternatively, further processing can provide a hard, rigid structure.

### Product/Service

KnitMesh Technologies has developed the revolutionary Mesh-Jointing Technology, which welds knitted mesh to each contact point on metal plates. These sophisticated welding techniques produce a homogeneous joint that reduces internal cell resistance and significantly improves electrical conductivity.

### Objectives

KnitMesh Technologies is a technically-focused company that frequently collaborates with customers to optimise mesh or media for specific applications and provides small-scale, low-cost samples for testing before commencing mass production.



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General Manager

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The company was originally founded back in 2000 by two friends, it grew exponentially leaving them with the need to source subcontractors to fulfil the demand, **Matom** is now a well-established SME with in the region of 50+ subcontractors supplying services across the UK and internationally.

Matom has been a longstanding tier 2 provider to the UK decommissioning programme, and a tier 1 provider to the new build nuclear power plant programme. We currently provide services to Europe, Scandinavia, N. Africa and Australia, with increased diversification across sectors in Australia (e.g. oil & gas, mining, defence) through strategic collaboration that is built on the Matom in-country reputation.

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### Product/Service

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Matom is a supplier of radiological protection, decontamination and waste management services to nuclear power plant operations and decommissioning in the UK and internationally.

Matoms mission objectives are to develop collaborative relations with suitable Canadian organisations, these will focus on Matom sees a shortfall in skill sets that we can fulfil. Similarly, we will look to collaborate with companies who are keen to work in the UK.

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### Objectives

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Building new collaborations and therefore growth potential for Matom in an overseas and UK business.

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Managing Director

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**Menter Môn** is a not-for-profit social enterprise which seeks to add value to the regions resources and maximise the economic benefit for local communities. It employs 75 and the portfolio includes business support, agri-tech, smart technology, conservation, and renewable energy. The company delivers pan-Wales; however the main focus is the north west.



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### Product/Service

Menter Môn has been developing renewable energy projects since 2013. The most significant is Morlais Energy, which has recently secured consent for the world's largest tidal stream development (240MW). Work has commenced to connect the seabed to the National Grid and the first developers will deploy devices in 2025.

The company is developing the Holyhead Hydrogen Hub, which will produce green hydrogen using power generated by Morlais. Planning has been submitted, land has been purchased, and funding has been allocated for the build via UK Government.

We are also exploring solar opportunities and are working with Lightsource BP in relation to a solar park on Anglesey.

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### Objectives

The objectives of the visit are:  
—Raise the profile of the developments in Wales

- Establish new relationships with relevant stakeholders
- Learn lessons from other regions that could benefit Wales
- Explore opportunities to collaborate and potentially identify investment opportunities.



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**Real Ice Development Company (RIDC)** is targeting direct action on climate change in the Arctic, where global warming is occurring at a faster rate than elsewhere on Earth. The aim is to achieve this by replenishing Arctic Sea ice using geo-engineering techniques.



This concept for Arctic ice replenishment is no longer considered a fringe idea. Leading global climate scientists including Professor Sir David King consider such initiatives essential to “buy the world time” whilst carbon reduction technologies are developed.

### Product/Service

RIDC is developing a solution that will help rescue the rapidly melting Arctic by replenishing the region’s shrinking sea ice. Green energy driven pumps will be deployed in winter months to pump water to the surface of the ice, where it will freeze, thickening the ice caps.

### Objectives

By meeting with Indigenous councils and Indigenous leaders, RIDC hopes to discover the best methods for collaboration in Arctic regions. This will ensure that RIDC creates and

maintains a positive relationship with the local communities in the Arctic and will lead to understanding the current and future developments in this sector in order to provide an innovative and holistic solution to Arctic Sea ice melt.



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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.

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### Product/Service

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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.

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### Objectives

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Teddington Engineered Solutions is looking to enhance relationships and support its local agent for products and services in the oil & 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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**Tinmasters** have been working with metal for more than a century. In 1880 their original site was home to a Tinplate Works, producing tinplate for the canning industry. They first applied ink onto metal in 1909 beginning their history as metal decorators.

**TINMASTERS**

Tinmasters is now the largest independent metal packaging printer in the UK and one of the most innovative in Europe. They are passionate about metal packaging and brand building and continually strive to exceed customers' expectations.

### **Product/Service**

Tinmasters apply coatings and print labels on metal, specifically tinplate and aluminium, which is made into metal packaging (tins and cans). They provide their customers with the top quality, service reliability and compliance assurance they would expect from masters of metal printing, backed by reassuringly comprehensive technical support and extensive experience. In addition to traditional lithographic offset printing they also provide digital inkjet printing, proofing and prototyping and security printing services.

### **Objectives**

Tinmasters want to meet brand owners (with inhouse canmaking) and canmakers who buy in coating and printing services, with an interest in exploring a UK based supply chain.



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**Tomoe Valve** is a global leader in the production of high quality and technically advanced butterfly valves. Its' dedication to developing products that continue to satisfy the sophisticated demands of process control has earned it a reputation for supplying one of the finest butterfly valves in the world.



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### Product/Service

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Tomoe Valve designs and manufacturers a range of rubber-lined butterfly valves, double offset butterfly valves, triple offset butterfly valves and control valves for the oil & gas, petrochemical, marine, water treatment, building services and power generation sectors.

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### Objectives

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Tomoe Valve is looking for new business opportunities and to engage directly with end users, contractors & OEMs.



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**Zipporah** is a market leader for the provision of online resource management solutions across the UK, Australia and New Zealand with 20 years in the industry and ISO certifications for security and quality.

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### Product/Service

Zipporah's product suite includes online bookings and scheduling of resources including rooms, venues, facilities, sports pitches, courses, events and appointments. The system includes a comprehensive user interface ensuring control of resources and booking rules are easily and quickly maintained.

Zipporah's comprehensive charging structure provides flexibility and full financial management enabling simple, to the most complex of cost and bookings rules.

Zipporah's complete API set, uses Open API Standards, allowing easy integration both incoming to our service or outgoing to any back office system, such as Payment Engines, CRMs and Financial Systems.

The Zipporah solution is fully web enabled meeting relevant standards for accessibility enabling system roll out to any audience you wish without concerns of licensing or access.

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### Objectives

Zipporah's aim is to establish a client base in Canada, as we have done in Australia and New Zealand. This will begin by supporting the sales and development from the UK before establishing a satellite team in country who will pick up the client facing elements of the business further.



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