

NOVA SCOTIA OUTWARD IN PERSON TRADE MISSION

October 2022



Lochaber Chamber of Commerce is hosting and running an in-person trade mission to Halifax in Nova Scotia, Canada from Monday 24 to Thursday 27 October 2022.

This trade mission will be hosted in conjunction with the Scottish North American Business Council and is part of the Scottish Chambers of Commerce International Trade Programme on behalf of the Scottish Government. This is a fantastic opportunity for Scottish businesses who are interested in exploring export opportunities and making business connections or collaborations in this vibrant market, which has a strong connection to Scottish culture.

Our goal is to create mutually beneficial opportunities for companies in both Scotland and Nova Scotia by:

- Connecting businesses to potential partners;
- Supporting delegates with their international ambitions;
- Representing Scottish businesses.

What is involved?

As part of the trade mission, delegates will receive market briefings on key opportunities in Nova Scotia and join a networking event with business organisations in Nova Scotia. Delegates will also receive a minimum of two 1-to-1 business meetings with potential clients or trade partners in Nova Scotia, based on company requirements.



Market conditions

Trade between the UK and Canada has seen an uprise over recent years. Scotland's trading relationship with Canada was worth over £19 billion a year in 2020 and there is a huge potential to strengthen and grow trade between the two countries. The UK is Canada's third largest trading partner and Canadian demand for imports is projected to grow 45% by 2035. This makes Canada an attractive place for investment for foreign companies.

With that in mind, Scottish companies have great ambitions to trade globally and expand into foreign markets. Lochaber Chamber of Commerce is hosting this mission to give Scottish companies the opportunity to widen their business connections in Nova Scotia, whilst at the same time promoting Scotland's investment opportunities across a variety of industries.

There are extensive historical ties between the UK and Canada. Canada has similar business and legal practices to the UK with a strong business and consumer base and is a good starting point for entering the North American market as well as the wider American markets.



About Lochaber Chamber of Commerce

Lochaber Chamber of Commerce is the only dedicated business organisation in the Lochaber area. Our member businesses range from sole-traders to large scale manufacturing firms and whatever their size, we work with them to help them achieve their business goals.

Our aim is to promote Lochaber as a great place to live, work, study, visit and invest. We aim to promote, foster and represent commerce, industry, trade, tourism and ancillary services for the benefit of the business community.

In addition to promoting and protecting the collective business interests of our members, we also promote Lochaber as a destination through the 'Outdoor Capital of the UK' brand. We use the instantly recognisable and highly successful 'Outdoor Capital of the UK' brand to promote Lochaber directly to visitors. Through this brand, we showcase the best of what Lochaber has to offer and provide a destination website that helps visitors discover the huge range of activities and attractions in our area. You can virtually visit us here: <https://www.outdoorcapital.co.uk/>.

Since 2020, Lochaber Chamber of Commerce has successfully delivered two virtual trade missions to Nova Scotia, one to North Carolina and one to British Columbia with the support of the Scottish North American Business Council.



Delegates

- Krucial
- House of Elrick Gin
- The Gael Spirits Co Ltd
- Cloutie McToot Dumplings
- SEM Energy Ltd
- Saturn FE Ltd



Krucial
(Formerly R3-IoT)
Lauren McLaughlin
Marketing Campaigns Manager

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Sector – Technology

Krucial has developed a cutting edge, satellite-enabled digitisation platform that enables the drop-in deployment of IOT infrastructure anywhere in the world. With 90% of the planet lacking cellular connectivity, they provide resilient end-to-end data services for businesses looking to make the most of their data to improve visibility, efficiencies and control of their remote operations.

Their product is aimed at organisations who require resilient connectivity 24/7 and sectors with operations in remote areas that lack traditional communications infrastructure. These include renewable energy, utilities, infrastructure and aquaculture.

Their technology wirelessly connects smart devices such as sensors – on, or offshore, automatically transmitting data via the cloud to an intuitive insights platform – helping organisations to remotely manage risks, improve efficiencies and digitise operations across multiple sites and locations.

In Aquaculture, threats can be monitored directly or indirectly to allow teams to make informed decisions and take immediate action – improving fish welfare and preventing loss of stock. Important business information can also be easily shared across different sites and locations, helping to avoid critical business information being siloed.

Krucial would like to prioritise any meetings with organisations >£10 million t/o operating in the Aquaculture, Water, Utilities, Energy and Rail Industries where they have remote site/operation assets which require monitoring and or their operations would benefit from resilient end to end data services (need a way to seamlessly collect critical data from remote sites/locations).

They are extremely motivated to meet with prospective clients and potential business partners to sell and support their solutions in Canada. They are also keen to understand more about the Canadian Aquaculture industry and how their technology can help organisations of different sizes and scales.



HOUSE of ELRICK
ABERDEEN SCOTLAND

House of Elrick Gin

Stuart Ingram
Director

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Sector – Food and Drink

Elrick House Estate is a 17th century Jacobite and Medieval Estate with connections to Bonnie Prince Charlie, they have created an Artisan distillery on the estate where they make premium spirits.

Nestled within the secluded grounds of Elrick Estate, the distillery has been operational since 2018. Every design aspect of the distillery has been carefully thought through and built with further expansion in mind.

At the heart of the distillery sits their 500L Copper Pot Still 'Charlie' which has been designed and manufactured to their own specification, sourced locally from Speyside Copper Works based in Elgin and LH Stainless based in Keith.

As well as using traditional methods, the distillery also houses a state-of-the-art semi-automatic bottling line, complete with a batch code laser so that every bottle produced has full traceability.

House of Elrick strongly believe in quality over quantity which is why they only produce 600 bottles per batch to maintain absolute quality and integrity of their spirit.

They are consistently challenging themselves to ensure that their products are made to the highest quality and are sourced in a responsible and sustainable manner.

This meticulous approach is used across their business from the freshest purified water to the handpicked botanicals, to the finished packed product leaving their distillery.

House of Elrick would like to meet with retailers, distributors and importers.



The Gael Spirits Co Ltd

Nigel Large
Managing Director

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Sector – Food and Drink

The Gael Spirits Company was founded to take advantage of the expanding gin market with significantly different production aspects and a link to an iconic Scottish tune with a view to helping promote Scotland as a white spirit producer.

The Gael Signature Gin is a single malt gin distilled five times from malted barley using a blend of traditional botanicals and a hint of Scottish heather resulting in a gin with a light citrus nose, following through with juniper, cardamom and a warm finish.

The Gael Spirits Company hope to gain a better understanding of the Canadian monopoly system and to meet with potential importers/distributors and retail trade customers to gain a face to face understanding of the market.

The Gael is named after an internationally known tune and it is hoped that the strong connection to Scotland along with a vibrant traditional/celtic music scene, will help with the marketing of products.



Cloutie McToot Dumplings

Michelle Maddox

Director

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Sector – Food and Drink

Traditional Cloutie McToot Dumplings are a family run business who manufacture and sell authentic Cloutie Dumplings and dumplings with a modern twist, including vegan and gluten free options. Their first published recipe dates back to 1974 and this recipe has been passed through their family for generations.

A Cloutie Dumpling is a wonderful Scottish fruit pudding cooked in a unique way. Once all the ingredients are mixed to the perfect consistency, they are wrapped in a freshly boiled 'Clout' that has been sprinkled with flour. Clout being Scots for cloth. The flour is what forms the delicious 'skin' around the outside of the dumpling after it has been boiled. Each Cloutie Dumpling is created individually with the best and freshest of ingredients.

Cloutie McToot Dumplings are a zero waste company and 70% of their workforce are disabled. Their packaging is recyclable and biodegradable.

Cloutie McToot Dumplings kicked off 2021 by announcing that their Make Your Own Cloutie Dumpling Kits were available in John Lewis and are confident that their Authentic Scottish Cloutie Dumplings would sell extremely well in Canada.



SEM Energy Ltd

John Jones
CEO

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Sector – Environmental Services

SEM Energy Ltd is an environmental engineering and solutions company. They recover precious nutrients and resources from 'waste' products so that businesses – and the environment they inhabit – can flourish.

They strive to protect our planet's ecosystem by processing and re-using waste co-products, and by reducing emissions from transporting these co-products on our roads.

They collaborate with businesses across the agriculture, biogas, aquaculture and distillery markets to address their waste management challenges. Their mission is to minimise the impact of waste on the environment and where possible create value from its co-products with sustainability in mind.

SEM are hoping to gain a better understanding of the Nova Scotia market and how they could operate in the country including any government incentives. They would like to discuss an investment opportunity into the country to become a bespoke service arm for all to meet the sustainability criteria.

SEM are looking to talk to those in the salmon, trout, lobster and crab market. They would like to identify what is currently done with regard to fish and seafood waste in processing and over catch.



Saturn FE Ltd

Ewen Clunie - Managing Director

Shona Clunie - Director

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Sector – Engineering

Saturn Fluid Engineering is a dynamic, customer focused service company providing integrated solutions to a global marketplace.

Their services include:

- Fluid Management Technical support across Naval & Commercial Shipping, Oil and Gas and Power Generation sectors
- Full System Cleaning and Decontamination
- Chemical Cleaning
- Hydraulic Oil Flushing
- Tank cleaning and sludge treatment
- Commissioning & decommissioning support services
- Marine & Quayside Services
- Chemical solutions supply and technical support across Decommissioning and Preservation services.

Saturn's aim is to provide clients with a greater depth of technical expertise and support across their operations.

With their wealth of experience, they are able to develop and improve on the products and services offered to their clients in order to meet future technological and environmental demands. Saturn provide proactive, practical and bespoke solutions which suit the requirements and location of each individual project.

Saturn are looking to understand the Dartmouth and Halifax location for setting up a business to service Naval and commercial ship repair and new builds. They are hoping to develop an understanding of the current Oil and Gas East Coast marketplace including the decommissioning sector and gain an understanding of the Canadian shipbuilding strategy.

We thank you in advance for your support
and help to establish connections for the
delegates on this mission.

Thank you

