



**PHILADELPHIA
OUTWARD
IN PERSON
TRADE MISSION**

14 May - 18 May 2023



Scottish Government
Riaghaltas na h-Alba
gov.scot



SNABC
Scottish North American
Business Council



Scottish North American Business Council is leading a trade mission to Pennsylvania and surrounding areas for businesses interested in exploring opportunities to expand their international trade activities. This mission will span across the city of Philadelphia reaching out across the state of Pennsylvania and potentially neighbouring towns, cities and States.

This in-person mission will take place from Sunday 14 May - Thursday 18 May 2023.

Our goal is to create mutually beneficial opportunities for companies in both Scotland and Pennsylvania 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 Greater Philadelphia, networking events with business organisations in Greater Philadelphia and a series of one-to-one business meetings with potential clients or trade partners, based on your individual requirements.



Market conditions

This trade mission will give Scottish businesses the opportunity to explore transatlantic trade opportunities in the US in a state which was ranked no 1 most economically diverse state by Bloomberg Research in 2019, ranks in the top 10 states for technology and innovation according to CNBC's Top States for Business and received \$2.137 billion in venture capital funding in 2020.

Greater Philadelphia offers easy access to New York City which is only 1 hour 20 minutes by regular low cost train service.

Greater Philadelphia offers Economic density, diversity and localization provide cost-effective access to critical supply chains.

Its only one days drive from nearly 40% of the U.S population and 60 percent of the Canadian population and has 4 of the largest U.S. markets.

Philadelphia is home to the 2nd highest concentration of public R&D among similarly-sized locations.

Pennsylvania is in the top tier of states in key measures of bioscience R&D and innovation, including academic R&D expenditures (4th), NIH research funding (6th) and venture capital investments (4th).

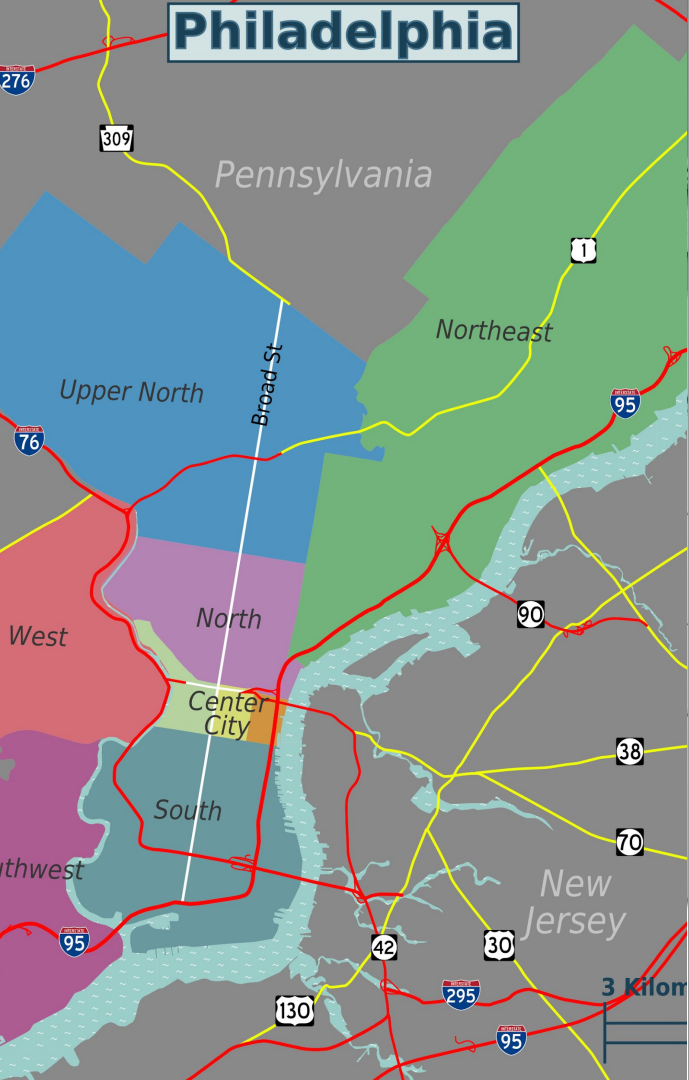
Greater Philadelphia offers any Scottish business opportunities across multiple sectors and grants easy access to a very large potential market.



About Scottish North American Business Council

Scottish North American Business Council (SNABC) is a chapter of the British American Business Council with its head office in New York. The SNABC is a non-profit organisation promoting transatlantic relationships through trade and investment by assisting Scottish Firms to enter North America markets and aiding North American firms with a Scottish base to also form strong working relationships.

Philadelphia



Delegates

- Krucial
- House of Elrick Gin
- The Gael Spirits Co Ltd
- Clottie McToot Dumplings
- 1718 Ltd
- TS Europe Ltd
- UGP Energy Limited
- TrackGenesis Limited



Krucial

Craig Fleming
Head of Business Development

Website – www.krucial.com

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Sector – Technology

Krucial is a cutting-edge satellite communications scale-up that provides a private drop in network to connect enterprises to mission critical data from anywhere on earth. With 90% of the planet lacking cellular connectivity, they provide resilient connectivity to allow two-way data transmission to IoT devices anywhere on the planet.

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, logistics and aquaculture.

Their flagship product Krucial CONNECT provides a private drop-in network 'in a box' to securely digitise any site, location or asset anywhere in the world - no matter how remote. Easily connect to industrial IoT devices and technology to automate two-way transmission via a secure LoRaWAN network. With a cloud based API, Krucial CONNECT fully integrates into existing enterprise work flows.

Industrial certified for extreme environments and off-grid capable, Krucial CONNECT automatically switches between dual cellular and satellite mode to provide ubiquitous coverage 24/7 with added resilience - on, near and off-shore.

Their solution for aquaculture industry, Connected Seafarm, is a complete end-to-end solution to digitise fish farming operations. Comprising of a secure private drop-in network, resilient connectivity, sensor options, cloud and data insights platform.

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

Krucial have ambitious plans for growth and see an expansion into the US market in the near future and have identified Philadelphia as a potential growth area of focus.



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 in the North East of Scotland the house has ten bedrooms and offers exclusive wedding and event packages. The estate also has a distillery which produces 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 travel companies, retailers, distributors and importers.





The Gael Spirits Co Ltd

Nigel Large
Managing Director

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Sector – Food and Drink

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 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.

The Gael are seeking to build a medium sized brand orientated business with the ambition of being over 50% orientated towards exports over the next 5 years.

They would like to gain a better understanding of the USA market, including the legal requirements needed to comply with the American Food and Drink Legislation. They would like to find an importer/distributor for the Eastern Seaboard States.



Clottie McToot Dumplings

Michelle Maddox
Director

Website – <https://clotziemctootdumplings.com/>

Email – info@clotziemctootdumplings.com

Sector – Food and Drink

Clottie McToot Dumplings is family's business nestled in a village Abernethy, based in Perthshire Scotland. They handcraft a selection of Scottish produce using traditional methods and are known globally for handcrafting their award winning authentic Clottie Dumplings (puddings) and the British Plum Pudding.

They offer ten different varieties and accommodate numerous dietary requirements. They are SALSA accredited, achieved FDA and export into North Carolina and soon to be Canada. Clottie McToot Dumplings are a zero-waste company, environmentally friendly and heading towards being carbon neutral. They are disability inclusion employers and have an 80% disabled workforce.

A Clottie Dumpling is a delightful, Scottish fruit pudding that dates back to 1747. Like most puddings, a Clottie Dumpling starts by combining ingredients into the perfect consistency but the unique thing about them is how they are cooked. The mixture is wrapped in a freshly boiled 'Clout' (a Scottish word for 'cloth') and dusted with flour. This flour coating forms a delicious 'skin' on the outside of the dumpling after it has been cooked. The uniqueness to this pudding is that it can be served as a pudding or incorporated into savoury dishes.

Clottie McToot Dumplings would like to meet with companies in food service and retail who have a similar ethos to themselves.



1718

1718 Ltd
Susan Mancini
Director

Website - www.1718ltd.com/

Email - susan@1718ltd.com

Sector - Carpenter

1718 Ltd create bespoke furniture of distinction. Led by Susan and Michael Mancini, 1718 marries the outstanding qualities of British craftsmanship along with strong family values and the most amazing fine woods and finishes available to bring their hand-made furniture to life – the beauty lies in the detail.

1718's clients are everything to them, from the first contact to the final unveiling of the commission to them, they provide the service they require to bring their project to life.

Whether it's a private commission to bring a personal idea to fruition, a corporate brief to meet a detailed specification, or a request from a public body to restore an architecturally sensitive interior, they offer the expertise and creativity to surpass your expectations. They are guided by their clients.

They are there for every step of the way, from the initial drawings, through the design and construction, to the delivery and fitting of the finished furniture.

1718 would like to gain further insight into exporting to the US, along with cultivating new contacts, to help them on their journey as well as build relationships with companies who could assist them in reaching new clients.

Their vision is to upscale and grow their business into new markets, targeting Interior Designers, Architects and Ultra/High Net Worth individuals within Philadelphia and the surrounding area; through their bespoke furniture designs, using their uniqueness of being handcrafted in a Scottish workshop to tell the story.

They would also like to expand into a few select furniture ranges, using both traditional and modern designs which can be tailored to the client's needs, allowing them to furnish their homes quicker if needs be.

They would like to meet Interior Designers and Architects to gauge the market for their products and the design style suited to the area and also meet with freight and delivery infrastructure companies within the area.



TS Europe

Tom Stangoe
Managing Director

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Sector - Logistics

Transport Services Europe is a UK logistics company with a mission to create a stress-free work environment for their customers, staff, and suppliers through open communication.

T S Europe would like to meet companies who import from or export to the UK in large volumes. Their customers save an average of \$151.76 per container when compared to the Freight Forwarders haulage option. They recently saved one global beverage company \$241,560 per year just by booking T S Europe to deliver their containers from the UK port to their UK warehouse.

Does your current supplier turn up late or unannounced? Have you ever incurred quay rent or waiting time? They can help.

Transport Services Europe offers Haulage, Warehousing, and Customs Clearance. With a particular focus on Container Transport from port to door for international clients. Giving importers and exports more control, cost savings, and peace of mind.

T S Europe would like to open an account management office in the US to work on customer liaison locally, processing bookings during normal business hours in the US ready for handover to operations in the UK.

They wish to help US companies realize big savings in an area of their supply chain.

They would like to meet with companies in the following sectors but not exclusively : Manufacturing, Food and Beverage, Aerospace, and Automotive depending on which companies are importing or exporting to the UK in large volumes.





UGP Energy Limited

Keith Harvey
CEO

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Sector - Energy

UGP Energy are a renewable energy start-up company based on the cultivation and onward processing of an Industrial Hemp feedstock. With a zero waste circular economy business model that is scalable, and exportable, with infinite output products. They are focused on providing environmental and carbon footprint reducing facilities and products, with an emphasis on being carbon negative.

The aim of their project is to produce green hydrogen whilst running the facility on green electricity that is produced during the industrial hemp processing activities. Their facility is intended to be a self-powering hydrogen producing zero waste solution.

UGP Energy are a non-fossil fuel and a non-deforestation company with related solutions to reduce environmental impacts, carbon footprint, and, at the pre power plant processing facility, they will create fibers, seed & flowers, hurd (chiv). At the power plant they will create green hydrogen and renewable electricity, bio fuels, advanced carbon products and biochar. Their products are already being created and tested for biomass fuel pellets, products used in construction, as an alternative to fossil fuels into plastics and polymers, and an ongoing R&D in collaboration with Manchester University for hemp nano sheets, a graphene alternative, batteries/super capacitors, along with other R&D projects with various other institutions.

UGP Energy hope to engage further with state inward investment, agriculture, energy and academic institutions in Pennsylvania, with a view to exporting their business to Pennsylvania.

They envisage setting up pre power plant processing facilities at multiple locations to create “micro” processing locations to meet their carbon and environmental footprint reducing drivers. Grow, and produce, resources to meet local demands in multiple locations to assist states, and countries, to meet 2050 carbon and environmental targets.





TrackGenesis Limited

Rajesh Kumar Plamthottathill
CEO

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Sector - Technology

TrackGenesis is a leading blockchain development and consulting firm headquartered in Aberdeen, Scotland. They develop custom software applications using cutting edge Blockchain Technology that support sustainable business by providing transparency and trust in their workflow.

TrackGenesis have developed an enterprise-level managed blockchain platform that is simple to integrate with any software programme utilising APIs. Most of the Blockchain as a Service (BaaS) providers allow users to access their blockchain network, but businesses need to hire blockchain specialists to build smart contracts and integrate specialised SDKs into their applications in order to connect to the network. One of the primary issues for many organisations is that they want to adopt blockchain technology yet do not have the knowledge to do so. By offering a plug-and-play blockchain platform, TrackGenesis closes this gap. Companies can easily connect to their managed blockchain platform utilising APIs without having any prior knowledge of blockchain programming.

TrackGenesis creates customized NFT applications for clients who are unfamiliar with the blockchain and NFT ecosystem. Through a simple user interface, their software will enable users to upload their digital assets and mint NFT for them. Their application will establish a connection with the designated blockchain network and mint NFTs using the built-in wallet. Customers don't need to be experts in the blockchain network, setting up wallets, acquiring cryptocurrencies, or distributing NFTs on the open market; their app will handle all of that for them.

Their vision is to create a better tomorrow and a sustainable future by building transparency and trust through innovation. TrackGenesis would like to meet with potential partners and customers including sustainable businesses and blockchain consultants.



A wide-angle photograph of the Philadelphia skyline, featuring numerous skyscrapers and buildings under a clear blue sky. The text is overlaid on the upper portion of the image.

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

Thank you



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