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## **Chile presents golden opportunity for Concrete Canvas**

Concrete Canvas has just clinched its second deal within a year to supply its unique product to the Chilean gold mines - bringing the total contract value to nearly £2million.

It has also set its sights on a number of potentially massive global markets including Brazil, Australia and Japan which it is currently targeting with Welsh Government support.

The Pontypridd based company specialises in the production of rolls of fabric impregnated with a dry concrete mix. When sprayed with water, the fabric which has an impervious PVC membrane on one side, hardens within 24 hours to create a hard, fibre reinforced, concrete layer.

Under its latest £1.2million deal to Chile, the company is supplying 50,000 sq metres of Concrete Canvas material to a gold mine located 4000 metres high in the Andes.

It will be used to line water channels that carry off glacial melt, preventing the run off entering the mine workings which could contaminate the water and cause flooding.

Exports now account for 85% of the company's turnover, selling to forty countries around the world.

Concrete Canvas is benefiting from the Welsh Government's support programmes to help Welsh companies trade internationally and is currently attending a trade exhibition in Australia, due to join a trade mission to Japan later this month and has recently returned from Brazil.

Business Minister Edwina Hart congratulated the company on its latest contract and said: "It's great news to hear how a Welsh company is benefiting from our support programmes to identify and target new markets that have great potential.

"Exports are essential for the growth of the Welsh economy and trading internationally is more important than ever given the on-going problems in the Eurozone. There are still major opportunities across the sectors in parts of Europe and other countries around the globe and the Welsh Government is here to support businesses access those markets."

Company director and co-founder Will Crawford said Welsh Government support has been absolutely crucial to enable them to target major overseas markets and attend exhibitions.

"Attending these events would otherwise be very costly and this support is very important and beneficial. It's a very exciting time for us and there's a lot of growth on the horizon," he said.

“ This latest deal in Chile follows a £700,000 contract we secured twelve months ago with another gold mine and is a really big deal for us. We are now running a third shift and running our production 24 hours a day, five days a week to fill the contract and hope to grow our markets in Chile and South America. Last year we trebled turnover to £3.5million and expect to continue to grow again significantly this year.”

Concrete Canvas was started by Will Crawford and Peter Brewin. It began developing and commercialising its patented products in Wales with support from the Welsh Government in 2007 with just three people. It now employs sixteen and recently doubled its factory space by taking over an adjoining unit on the Treforest Industrial Estate.

### **Notes to Editors**

Rolls of Concrete Canvas are fast and easy to deploy – a crew of three can lay 200 sq mt an hour, it requires no compacting or special equipment.

It is far easier to transport than traditional poured concrete and uses up to 95% less material than poured concrete, providing a more cost effective and environmentally friendly alternative.

It is ideally suited for use in remote locations and hostile environments like the Andes with sub zero conditions and high levels of Ultra Violet rays.

Concrete Canvas initially developed shelters that could be rapidly deployed for use in disaster relief and defence but sales of its geo-composite fabric are now the main stay of the business and used in a range of areas from civil engineering projects to mining.

Concrete canvas comes in different thicknesses to match variations in ground quality and profile, layers can be overlapped and screwed together and fixed to rocky substrates.