

## Scottish Chambers of Commerce supports £3 million deal to make whisky in China



The Scottish Chambers of Commerce (SCC) has hailed a plan to build a whisky distillery in Inner Mongolia worth more than £3 million to suppliers in Scotland.

The deal follows a series of SCC-led events which welcomed business groups from Inner Mongolia to Scotland, under the SCC Network's International Trade Partnership.

The Convention was the first time the bi-annual event was hosted in the UK. In addition to the business deal, SCC signed a business co-operation agreement with the Inner Mongolian General Chambers of Commerce which supported the transaction.

David Valentine MBE, owner of Valentine International LLP, agreed a six figure contract to manage the design and build of the region's first whisky distillery on behalf of the MengTai Group Co, to be based in Ordos.

Mr Valentine, based in Forfar, has said at least two other Scottish whisky equipment companies are in the final stages coming on board the project which is expected to be worth over £3 million. The agreement was reached after attending the 15<sup>th</sup> World Chinese Entrepreneurs' Convention with the Scottish Chambers of Commerce President Tim Allan and Chief Executive Liz Cameron OBE. The event was held last month in London and hosted around 3,000 Chinese and Chinese national business representatives from 80 countries.

**Dr Liz Cameron OBE, Chief Executive of the Scottish Chambers of Commerce,** said: “This is great news for Scotland and an early win for our new International Trade Partnership programme which our Network operates in partnership with the Scottish Government.

“These opportunities were identified as a direct result of SCC hosting a business group in Scotland from the Government of Inner Mongolian Autonomous Region. This visit very quickly resulted in the signing of a business co-operation agreement with the General Chamber of Inner Mongolia at a major global Chinese entrepreneur’s convention in London last month.

“This deal creates a significant opportunity for Scottish suppliers worth over £3 million. We are confident of more investors coming to Scotland as a result. It is an example of what can be achieved by forging relationships and adding value and confidence between businesses across the globe.”

**Mr Valentine, who specialises in establishing commercial ventures in China,** said: “Working in partnership with the Scottish Chambers of Commerce to forge this relationship in Inner Mongolia was instrumental in bringing this opportunity to fruition.

“The project will deliver a multi-million-pound export bonus for at least two other Scottish companies, still to be contracted, for the design and build of the distillery production equipment and for the supply of bulk whiskies. As the project progresses there will be further opportunities for skilled industry experts to oversee the operation during the initial phases of the development.”

**Ao FengTing, Chairman of MengTai,** said: “My ambition is not just to produce China’s best quality whisky but one that is globally recognised in terms of world rankings. Scotland is the “home of whisky” and has the greatest expertise in terms of distillery equipment manufacture and know how. So, we are confident that Valentine International will deliver a world beating project for us in Ordos.”