

PRESS RELEASE



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BRISTOL ENGINEERING GROUP STRENGTHEN CHINESE SISTER CITY LINKS

Bristol (November 2009) – Portishead based engineering group DPS (Bristol) Ltd, have made a significant business and environmental commitment to China and in particular Bristol's sister city Guangzhou – a city with a population of just over 10 million.

At a recent high profile International Sister City Conference, attended by Chinese Vice President Xi Jinping, the 21 Mayors of Guangzhou's sister cities and more than 1,000 representatives from about 210 cities of more than 60 nations, DPS signed an historic agreement with local company Guangzhou Guangzhong Enterprise Group Corporation (GGEGC).

GGEGC has substantial manufacturing facilities in Guangzhou and this agreement formally establishes a business relationship to manufacture and market DPS's exciting product portfolio and processes in mainland China. This is a product range that includes innovative domestic and commercial water recycling, water treatment and waste-to-energy.

Commenting on the relationship, David Parkinson (DPS Group Chairman) said "As well as a vast amount of cultural riches, China offers tremendous opportunities for UK technology companies, but there is often reluctance to dip one's commercial toe in the water. This is largely due to apprehension over protecting one's ideas. We share these sentiments but have

therefore approached the Chinese market in a different way which ensures benefits for all parties.”

Parkinson adds “In recent years China has been used solely as a low cost manufacturing centre, but that is not necessarily the way to maintain long term relationships. By properly partnering with local companies, sharing risk *and* reward, and developing close ties with the local Government, we have ensured that everyone gains appropriately and thus the desire to copy is greatly reduced.

We also have a tremendous amount of faith in our partners and to this extent are happy for GGEGC to market to the Chinese market, whilst DPS export from this base to other global locations.

At the same time we are committed to transferring the knowledge we have to expand our partner’s skills base and move then ‘up the food chain’, again for mutual benefit.

The fact we were invited to sign this agreement in front of such a distinguished audience is a fantastic honour and something of which we are extremely proud.”

DPS Marketing Manager, Nick Palmer, continues “The South West has growing environmental reputation and even though we are a global company, we are fiercely proud of our roots and the region’s engineering heritage. We want to enhance this reputation and contribute to the Chinese relationship by introducing a range of viable environmental technologies.”

The relationship Bristol has with Guangzhou dates back to 2001, when the two cities were twinned following considerable effort from the Bristol China Partnership (BCP).

Palmer adds “The BCP has played an integral role in affecting introductions and supporting our relationships, to the point where representatives were present at last month’s signing ceremony”

DPS’s involvement in Guangzhou was sparked during a visit with the Lord Mayor of Bristol in 2006 when David Parkinson and colleague Kam Wong (DPS Environmental Technologies Managing Director), requested an introduction to a suitable engineering company in the area that could assist in manufacturing pressure vessels for the oil & gas industry.

Following this introduction DPS went on the place two substantial contracts with GGEGC for major projects they were involved in.

Palmer said “These projects have allowed both sides to learn a number of valuable commercial and cultural lessons, further strengthening the bond and establishing foundations for the future. This successful relationship has led to expanding cooperation between the two to include companies associated with DPS with Intellectual Property rights for water treatment and waste to energy technologies.”

One area of particular interest in China is with DPS in conjunction with Portishead neighbours Ethos Energy, how have a compact modular waste-to-energy system aimed at the small scale end of the market. The unit’s effectiveness has been demonstrated in the Bristol area for medical waste for over eight years and boasts recent orders from the British Royal Navy and the US army.

The Guangzhou Government have made a commitment to clean up the city as much as is possible over the coming years and make the region an environmental centre, following Bristol’s lead.

ENDS

DPS are a leading supplier and integrator of process technology and systems, providing the design, engineering services and project management necessary for upstream, midstream and downstream oil & gas operations in both offshore and onshore environments. Services extend from field concept and screening studies, Front-End Engineering Design (FEED) studies through detailed design, construction, commissioning and training to operations and maintenance phases. The company has offices in the UK, Malaysia, Singapore and the USA and has recently set up an engineering office in Syria.

Guangzhou Sister City Conference

To enhance exchanges and cooperation among sister cities, Guangzhou hosted the International Sister Cities Conference in November 2009, with mayors of all our sister and friendship cities invited to participate. Themed "win-win cooperation, harmonious development", a Mayors Forum and themed seminars were held, with the aim to strengthen the establishment of fields as economy and trade, culture, education, sports, urban infrastructure, and environmental protection.

<http://www.2009scc.com/index.asp>

http://news.xinhuanet.com/english/2009-11/13/content_12452091.htm

Guangzhou Guangzhong Enterprise Group Corporation

Guangzhou Guangzhong Enterprise Group Corporation (GGEGC) is a state-owned enterprise with a 60 year history and was one of the 500 strongest enterprises of the Chinese machinery industry in both 2007 and 2008. It is the biggest machining enterprise of southern part of China and it's one of main machinery enterprise of Guangdong province.

GGEGC's mainly business are including manufacturing heavy machinery, researching complete, engineering and constructing complete plant project. It contains many areas such as power, environment protection, communication and petrochemical with a range of products including tunnel machines, steam turbines, boilers, generators, petrochemical equipments, heavy machinery, centrifuges, waste heat generation equipment, sugar mill equipment, cement complete set equipment.

Most of GGEGC's products are focussed on the domestic market with GGEGC's products found everywhere in China, although they also sell to more than 20 countries around the world.

<http://www.gzhm.com/en/intro/gzindex.asp>