



PUNTA ARENAS BUSINESS SHOWROOM FALKLAND ISLANDS DELEGATION SEPTEMBER 2026



ORGANISED BY THE FALKLAND ISLANDS
DEVELOPMENT CORPORATION



PUNTA ARENAS BUSINESS SHOWROOM ITINERARY

Monday 28th and Tuesday 29th September 2026

Kaweskar Room, Hotel Cabo de Hornos, Punta Arenas, Chile

Monday 28th September 2026

9:00 - 9:45	Opening Ceremony Welcome & Opening Remarks: Claudio Radonich Jiménez, Mayor of the Illustrious Municipality of Punta Arenas Pablo Pacheco Mancilla, General Manager, Easter Island Naviera Louise Ellis, Deputy Managing Director, FIDC Andrés Montero Jaramillo, Chilean Businessman Representative of Supplier Companies Punta Arenas
9:45 - 10:00	Welcome Coffee Meeting
10:00 - 11:00	Business Roundtable – First Session Meetings between Falkland Islands & Punta Arenas Businesses
11:00 - 11:15	Coffee Break
11:15 - 13:00	Business Roundtable – First Session Meetings between Falkland Islands & Punta Arenas Businesses
13:00 - 15:00	Lunch Break
15:00 - 16:30	Business Roundtable – Second Session Continuation of bilateral meetings
16:30 - 16:45	Coffee Break
16:45 - 18:00	Business Roundtable – Second Session Continuation of bilateral meetings
19:30 - 22:00	Reception Dinner at Hotel Cabo de Hornos sponsored by Easter Island Naviera & Falkland Islands Development Corporation

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Monday 28th and Tuesday 29th September 2026

Kaweskar Room, Hotel Cabo de Hornos, Punta Arenas, Chile

Tuesday 29th September 2026

9:00 - 11:00	Business Roundtable – Third Session Meetings between Falkland Islands & Punta Arenas Businesses
11:00 - 11:15	Coffee Break
11:15 - 12:30	Business Roundtable – Third Session Meetings between Falkland Islands & Punta Arenas Businesses
12:30 - 13:00	Farewell Remarks & Official Closing: Claudio Radonich Jiménez, Mayor of the Illustrious Municipality of Punta Arenas Pablo Pacheco Mancilla, General Manager, Easter Island Naviera Louise Ellis, Deputy Managing Director, FIDC

ABOUT FALKLAND ISLANDS DEVELOPMENT CORPORATION

As the national economic development agency for the Falkland Islands, the Falkland Islands Development Corporation (FIDC) drives sustainable economic growth and assists in the creation of new jobs and opportunities, providing various forms of financial support and business assistance to the Falkland's business community.

FIDC is one of the principal partners delivering the Economic, Rural and Tourism Development Strategies across the Falkland Islands, and the lead for the Innovation Strategy.

FIDC operates as a quasi-autonomous government-funded body with an annual budget of approximately £1m per annum.



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LOUISE ELLIS

DEPUTY MANAGING DIRECTOR,
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Louise (Lou) has worked in both the private sector in the UK and the Islands, as well as the public sector in the Falkland Islands Government. Louise joined the Falkland Islands Development Corporation as a Business Development Officer in 2018, later moving up to Development Manager and in this role has been called on to step up to Acting Managing Director several times most recently from August 2021 until September 2022.

Acknowledging Lou's commitment and dedication to FIDC, the FIDC Board were delighted to appoint her formally to the role of Deputy Managing Director in November 2022, providing additional oversight to the Senior Management Team while continuing to lead the Business Development Team in supporting the private sector.

Lou has been at the forefront of Chilean-Falkland Islands' trade delegations and visits in her role with FIDC. She initially coordinated and guided a visit from Chilean business leaders in the Falkland Islands in 2024, followed by a reciprocal trade delegation in 2025, and a subsequent visit to Chile in 2026 to continue developing Chilean commercial relationships. Lou played a vital role in leading a consultation on shipping links to the islands and subsequently developed an informative paper on the issue that was shared with key stakeholders in Chile. She has been a driving force behind the reestablishment of a shipping connection between Punta Arenas and the Falkland Islands.



SAM COCKWELL

STRATEGIC PROJECTS
MANAGER, FALKLAND ISLANDS
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Sam brings a strong academic foundation in engineering and environmental science, alongside a diverse professional background spanning conservation, oil and gas, renewable energy, and humanitarian operations. Most recently, he led eLink, the renewable energy division of Atlink Ltd, where he played a key role in advancing sustainable energy initiatives across the Falkland Islands.

Having worked closely with FIDC and FIG on a range of initiatives, Sam has developed a strong understanding of the Islands' evolving economy and is enthusiastic about the diverse development opportunities ahead.

Sam was part of the Falkland Islands Business Delegation to Chile in 2025 with his former role. He then joined FIDC as Strategic Projects Manager in early 2026, and was part of a subsequent visit in April that year to continue developing Chilean commercial relationships.



JANE CLARKE

MARKETING & COMMUNICATIONS
OFFICER, FALKLAND ISLANDS
DEVELOPMENT CORPORATION

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Jane serves as the Marketing and Communications Officer at the Falkland Islands Development Corporation (FIDC), where she plays a vital role in supporting local businesses and initiatives through strategic marketing, public relations, and branding. Additionally, she provides tailored training in social media and marketing and spearheads youth-centric programs like the Youth Entrepreneurship Scheme (YES!).

With over ten years of experience in marketing and retail management, Jane blends practical expertise with academic knowledge, having earned a Master's degree in Marketing and Digital Communications from Falmouth University in 2025. She is dedicated to fostering growth and success within the Islands' business community.

Jane has also assisted Chilean delegations and visits, both in the Falkland Islands and Chile, by handling logistics, planning, and marketing efforts.



ABOUT FALKLAND ISLANDS CHAMBER OF COMMERCE

Representing the interests of our business community to drive development of the Falkland Islands economy and growing private sector.

We act as a balance to Governmental departments and policies, expressing views and opinions that would otherwise not be heard, in order to ensure that our private sector can continue to flourish.

Whether you have an established business, a newly started enterprise in the Falklands, or are seeking to do business here, let us assist you in meeting the right people and obtaining the information you need to develop your business into the future.



Since its formation in May 1993 the Falkland Islands Chamber of Commerce has been passionate about ensuring Falkland Islands businesses have a voice within the local and worldwide business community.

We listen to our members on issues which affect their business and take action. We want you to have a voice.

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MIKE SUMMERS OBE

DIRECTOR, FALKLAND ISLANDS
CHAMBER OF COMMERCE

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Mike Summers OBE, born in the Falkland Islands in 1952, is a sixth-generation Falkland Islander with a distinguished career in business, public service and sport. After studying in the UK, he worked internationally in engineering and construction before leading the Falkland Islands Development Corporation and building a successful fishing businesses.

He served multiple terms in the Falkland Islands legislature, shaping constitutional reform, foreign affairs and economic policy, and representing the Islands internationally. He has also played an active role in the Chamber of Commerce, championing the local business community. A committed community and sports leader, he received the OBE in 1996 for services to the Falkland Islands.



EMILY GILBERT

SECRETARY, RURAL BUSINESS
ASSOCIATION (RBA) & OWNER
LITTLE CREEK FARM

LittlecreekFI@hotmail.com

Emily is farm owner/manager at Little Creek Farm, East Falkland with her husband Mark. They run a small beef finishing enterprise on native pasture, and a self-catering/tourism business for local and international visitors. They are also involved in environmental projects including restoration with native plant species.

Emily's prior experience includes internal auditor for the Responsible Wool Standard for the Falklands farm group, working for a small renewable energy company, and Offshore Environmental Advisor for the FIG Department of Mineral Resources. She is currently a Secretary and Committee Member for the Rural Business Association (RBA).

Rural Business Association

The organisation represents a significant proportion of Falkland farms and rural businesses, with two of its objectives being to: encourage and support the development of economically sustainable businesses in Camp; facilitate the improvement of rural import and export trade. The Executive Committee is responsible for promoting the interests of the RBA and the Punta Arenas Business Showroom provides an excellent opportunity for their membership.



JAMES BATES

EXECUTIVE SECRETARY, FALKLAND ISLANDS FISHING COMPANIES ASSOCIATION (FIFCA)

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Executive Secretary of the Falkland Islands Fishing Companies Association, (FIFCA) and Director of the Falkland Islands Chamber of Commerce.

FIFCA represents the interests of all of its 13 commercial fishing company members and acting as both a lobby group and conduit in many different areas including Governmental, NGO, commercial and environmental.

This is James's 10th year in this varied position and as some of his members have commercial and business interests outside of commercial fishing sector, he is keen to explore all aspects of a second shipping link, including the potential for frozen exports into far east countries such as South Korea and Taiwan. He would also like to gain an understanding as to potential viability for imports of technical equipment from those countries. Whilst he will be primarily representing the commercial fishing industry at the showroom, he will be on hand to assist with the Chamber of Commerce's interests where necessary.

Outside of work, James's private interests lay in the health and leisure industry as owner of the only private members fitness gym in the Falkland Islands.



AJ Stevedores Ltd

DYLAN STEPHENSON

OWNER, AJ STEVEDORES LTD

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Dylan is a 10th generation Falkland Islander with practical experience having previously worked across several industries from oil supply yards to boatman, road building to tourism. He is the sole owner and Director of AJ Stevedores Ltd. He is a hands-on, hard worker who takes pride to make sure whatever he is involved in is a success and done to a high standard.

When not at work, Dylan is always keen to get involved in building projects, is a keen sailor and motocross rider. He enjoys getting out to Camp with his partner Meghan (who also works for AJ Stevedores) and his daughters; Jessica (15) and Aurora (6).

AJ Stevedores Ltd are a small, local company based in Stanley providing labour and stevedoring services; primarily unloading the majority of the Falkland Islands fishing fleets both on the dock and at sea in reefer vessels with over 10 years' experience. Seasonally, they have a pool of around 50 employees including manual labourers and capable plant operators. They are one of the main providers of dock workers in the Islands.

They have a 750m² laydown area which has a 144m² insulated warehouse with a concrete floor. They are also about to begin developing an additional laydown area (size 1400m²) with the potential to put a storage facility on. Both yards are within the industrial estate in Stanley. AJ Stevedores are a member of the Falkland Islands Chamber of Commerce.



**British
Antarctic Survey**

NATURAL ENVIRONMENT RESEARCH COUNCIL

SIMON LANCASTER

HEAD OF SUPPLY CHAIN
LOGISTICS, BRITISH ANTARCTIC
SURVEY (BAS)

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Simon is at the helm of logistics operations for the UK's polar science program with the British Antarctic Survey (BAS). His role encompasses global supply chains, strategic sourcing, and ensuring operational readiness for both Antarctic and Arctic research initiatives. With a background in senior leadership roles at Unipart, including positions such as Supply Chain Director and Head of Operations for MENA, Simon has a strong focus on transformation and logistics improvements. He collaborates closely with BAS, UKRI, government entities, and international suppliers to provide efficient, cost-effective support for scientific missions. Simon is particularly passionate about supply chain transformation and sustainability.

The British Antarctic Survey (BAS), a key component of UK Research and Innovation (UKRI), is dedicated to conducting essential research in polar regions. This research is vital for enhancing the understanding of climate change and environmental sustainability. BAS supports world-class scientific discoveries by providing the necessary infrastructure, such as research stations, ships, and aircraft, which facilitate groundbreaking studies in some of the planet's most remote and challenging environments.



**British
Antarctic Survey**

NATURAL ENVIRONMENT RESEARCH COUNCIL

KEVIN FRANK

LOGISTICS & COMPLIANCE
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British Antarctic Survey is the UK's national polar research institute and a component of UK Research and Innovation (UKRI). BAS delivers and supports world-leading research in Antarctica, the Arctic, and the world's oceans, helping to advance our understanding of climate change, biodiversity, environmental sustainability, and Earth's systems. Through its science, logistics, and operational expertise, BAS provides the infrastructure, people, ships, aircraft, and research stations that enable cutting-edge scientific discovery in support of global environmental understanding and evidence-based decision making.



BONO MCKAY

OWNER, BIG B'S ENTERPRISE

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Bono McKay is the visionary behind Big B's Plant Hire, which began its journey in 2021. Driven by a lifelong enthusiasm for plant machinery, Bono acquired valuable hands-on experience while working alongside his father on various local projects. This solid groundwork motivated him to establish his own business. In 2022, Bono reached a significant milestone by acquiring a JCB telehandler, which marked a crucial turning point in the company's development. Since then, he has consistently invested in more equipment, including a tilt rotator, gripper, and an assortment of attachments, enabling him to meet the evolving demands of a growing customer base.

In October 2025, the business name was updated to Big B's Enterprise to better reflect the wide array of services provided, which now encompasses the operation of a commercial and heavy plant garage. The services offered include groundworks, landscaping, concreting, haulage (large or small), skip hire, and wool haulage and cargo transportation across the Falkland Islands.



LUKE CLARKE & CLAUDIO ROSS

MANAGING DIRECTORS,
C&R CONSTRUCTION LTD &
C&R LETTINGS LTD

cnrconstructionltd@gmail.com

Luke and Claudio (Cleggz) entered the Falkland Islands' building sector in 2009. They are the co-founders and Managing Directors of C&R Construction Ltd and C&R Lettings Ltd.

Both directors completed five-year carpentry apprenticeships in the Falkland Islands and the United Kingdom and hold UK Level 3 carpentry qualifications. Their combined experience covers commercial and residential construction, carpentry, timber construction, formwork, renovations, property development and general building works.

C&R Construction Ltd has grown into an established Falkland Islands contractor with the skills and capacity to deliver domestic, commercial and public-sector work. Its portfolio includes Harbour Lights Cinema, the Falkland Islands Government Fisheries Building, the replacement roof for the Christ Church Cathedral, Tussac House, the new National Sports Council Building, as well as numerous new-build homes and residential renovations.

C&R Lettings Ltd was established in 2019 to meet growing demand for quality rental accommodation in Stanley. The company develops and manages its own properties, overseeing each project from planning and construction through to completion, letting and ongoing maintenance.



CRISTIAN ALEJANDRO CASTRO ESTEFO

OWNER, C.A. CASTROS
CONSTRUCTION

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C.A. Castros Construction has over 10 years of experience in the industry, but has been established as a company in the Falkland Islands for a year and a half ago.

We have made a positive contribution to the community by successfully completing various projects in a short timeframe.

Our experience covers Wood and Metal frame construction (including warehouses, garages, and houses), remodeling, maintenance, and general concrete work. We operate professionally, always striving to meet our clients needs and expectations.

Our goal is to deliver safe, efficient, high-quality service, relying on a responsible team and maintaining a close relationship with the community.



PATRICIO GARCES

CREW & VESSEL ADMIN MANAGER,
CONSOLIDATED FISHERIES LTD

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I am the vessel's Designated Person ashore and I'm responsible for making all necessary crewing arrangements, ensuring proper manning requirements are met, co-ordinating local and overseas port visits and agents, ensuring flag state vessel compliance and generally managing all administrative aspects of vessel ownership.

We are hoping to explore new supply opportunities for provisions, packaging, bait, fishing gear, maintenance related materials and equipment, different types of metal, etc and we also look forward to reconnecting with old friends.

CFL is a Falkland Islands fishing company that holds ITQ rights to the Toothfish fishery in the Islands. The company owns the longliner CFL Hunter and operates within Falklands waters to provide frozen at sea MSC-certified Patagonian Toothfish which is distributed to customers around the world.



DEBBIE & LEE FERRIBY

OWNERS, D&L VENTURES LTD

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Debbie & Lee Ferriby – owners of Little Harbour Gift shop, located in the main road, is one of the biggest independent gift shops in the Falkland Islands. Debbie and Lee already had retail experience running a clothing shop in Stanley since 2016, expanding their retail footprint in September 2024.

Drawing on their retail experience, the Ferribys created a warm, inviting space offering a wide range of traditional, handmade, and artisan gifts. The new shop caters to both locals and tourists, celebrating local craftsmanship and unique, authentic products.



NEIL PARR

RETAIL TRANSFORMATION
DIRECTOR, FALKLAND ISLANDS
COMPANY LTD

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Neil has worked within UK retail for 36 years including large blue-chip companies as Sainsbury Foodstores Plc, Tesco Foodstores Plc and Spar UK.

Originally from Liverpool in UK, Neil started working for the Falkland Islands Company in April 2025 covering all areas of retail sales; food, beverage, clothing, non food, builder and construction materials and products, home furnishing, white goods, electronics and gift shop products plus 4 food service areas, 3 cafes and a Deli/Bakery.

The Falkland Islands Company Ltd has served the Falkland Islands since 1851, receiving its Royal Charter from Queen Victoria in 1852. Originally established around land ownership, cattle and sheep farming, the Company has evolved into a diversified provider of essential goods and services.

Today, its activities include retail, property, construction, vehicle sales and hire, travel, insurance, tourism, shipping, freight and agency support for visiting vessels. With deep roots in island life, the Company combines longstanding local knowledge with modern commercial expertise, supporting residents, businesses and visitors while contributing to the Falklands' economy, infrastructure and community development across the archipelago today.



 **Falklands4x4**

CHRIS BARRETT

FLEET MANAGER, FALKLAND
ISLANDS COMPANY LTD

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Chris has 35 years of experience in retail management. He spent 11 years with Avis at Birmingham airport before moving with his family to the Falklands in 2020, just a week before Covid struck.

Chris started with the Falkland Islands Company (FIC), managing their hire car business, and eventually rose to his current position as Fleet Manager. His responsibilities include controlling all FIC internal fleet maintenance for 240 vehicles, managing parts and vehicle purchasing for internal use, and retail for the Showroom and Spares departments. He is also responsible for all external FIC vehicle contracts, covering vehicles, plant, parts, and maintenance, including JCB and several MOD contracts for both parts and labor.



PAUL PHILLIPS

GENERAL MANAGER, FALKLAND
LANDHOLDINGS CORPORATION

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Paul Phillips has extensive agricultural and farm management experience. He began as a sheep shearer and ran his own shearing business for 19 years. In 2008, he purchased his parents' farm and later acquired a neighbouring property, operating approximately 10,000 sheep and 300 cattle.

Paul leased Hope Cottage Farm and moved to Stanley with his family in 2022. He joined Falklands Landholdings Corporation (FLH) as General Manager in March 2025, bringing practical farming expertise, business management skills, and strong knowledge of the Falkland farming industry. He is committed to supporting the industry's continued growth through his role at FLH.

FLH is a diversified agricultural business established in 1991 to manage four large farms purchased by the Falkland Islands Government. Today, FLH manages approximately 295,923 hectares, with 130,000 sheep and 470 cattle, supported by a dedicated team of full-time and seasonal staff. FLH is committed to the efficient production of high-quality wool and meat, while expanding its tourism enterprise and promoting sustainable environmental management. Working alongside private and public stakeholders, FLH also plays an important role in supporting Camp farming businesses and contributing to the wider rural development of the Falkland Islands.



ELLIE FERRIBY & HARLEY MARSHALL

OWNERS, FERMARSH LTD

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Ellie and Harley are dedicated growers who have channelled their strong work ethic and passion into a flourishing business named FerMarsh. This venture specialises in cultivating and supplying fresh vegetables to the Falkland Islands community, addressing the growing demand for locally sourced produce.

They were initially provided with a couple of polytunnels to experiment with growing produce. Eager to grow, they sought out more polytunnels to boost production and secured a 10-year lease on land at Fitzroy. This move established a solid foundation for their business, offering ample space and long-term potential.

Starting with limited experience, Ellie and Harley utilised their existing knowledge while dedicating substantial time to research growing techniques and learning how to construct and manage polytunnels on their own. Their long-term goal is to provide fresh vegetables to the Falklands community year-round, reducing the islands' reliance on imported produce and ensuring greater access to locally grown food.

Recently, Ellie and Harley have installed two additional polytunnels and continue to diligently develop FerMarsh with another 4 expected polytunnels being installed in 2026, dedicated to supplying fresh vegetables to the Falklands community.



FLAVIO FARFAN COSSIO

OWNER, FFC GENERAL SERVICES
& GOODFOODZ

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Flavio is a Falkland Islands-based entrepreneur with experience in construction, property maintenance and general services. Through his businesses, he has developed experience working with local customers and businesses, with a strong focus on quality, reliability and providing practical solutions.

FFC General Services

FFC General Services is a Falkland Islands-based construction and general services business providing building, maintenance and property improvement services. We are interested in developing new commercial relationships with suppliers and businesses in Chile, particularly in relation to construction materials, tools, equipment and other products that could be suitable for the Falkland Islands market.

GOODFOODZ

GOODFOODZ is a Falkland Islands-based food business focused on providing quality food products and services. We are interested in exploring opportunities with Chilean suppliers and businesses, particularly in relation to food products, supplies and potential long-term commercial relationships.



MATT DAVIES

HEAD OF AGRICULTURE,
FALKLAND ISLANDS GOVERNMENT
DEPARTMENT OF AGRICULTURE

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Originally from Wales, Matt later moved to northern England, where his family maintained a small-holding, raising Herdwick sheep and Galloway cattle. He regularly worked on local sheep farms and eventually returned to Wales for university, where he completed a degree in Environment and Archaeology.

After working as an archaeologist for a while, Matt went back to university in Edinburgh, earning a Master's in Environmental Protection and Management, followed by a PhD from the School of GeoSciences. His PhD and much of his subsequent research focused on the management of peatlands in the UK, traditionally managed through sheep-grazing and prescribed burning. For the past ten years, he have worked at the College of Food, Agriculture, and Environmental Sciences at The Ohio State University, focusing particularly on rangeland management, ecosystem restoration, and wildland fire management.

Matt joined the Department of Agriculture in August 2024 and is excited by the challenge of working closely with producers to enhance the economic and environmental benefits of sustainable agriculture in the Falklands.



DANIELA BAIGORRI

BIOSECURITY OFFICER,
FALKLAND ISLANDS GOVERNMENT
DEPARTMENT OF AGRICULTURE

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Daniela (Dani) is a Chilean marine biologist who has been part of the Falkland Islands community since 2016. She first worked at the South Atlantic Environmental Research Institute (SAERI), contributing to marine research and environmental projects across the South Atlantic.

In 2019, she joined the Department of Agriculture as the Islands' Biosecurity Officer, where she continues to lead efforts to protect the Falklands' environment from invasive species, pests and diseases. Dani's work strengthens the Islands' long-term environmental resilience through border controls, surveillance, policy development and public engagement.

The Falkland Islands Biosecurity Service safeguards the Islands' environment, agriculture and wildlife by preventing the introduction and spread of pests, diseases and invasive species. Through border inspections, import controls, surveillance and public education, the service ensures that goods, travellers and vessels enter the Islands safely, protecting one of the world's most pristine ecosystems.



MARC SHORT

MATERIALS MANAGER,
FALKLAND ISLANDS GOVERNMENT
PUBLIC WORKS DEPARTMENT

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Marc, a seventh-generation Falkland Islander, has lived in the Falklands his entire life. His mother is from Puerto Natales, and his father is from the Falkland Islands. He began his career with the Public Works Department (PWD) in 1996 as an Apprentice Mechanic, later attending Bircham Newton Heavy Plant College in the UK in 1999. Returning in 2000, Marc worked as a Heavy Plant Mechanic, contributing to road construction across both East and West Falklands for five years.

In 2005, Marc became a Trainee Materials Manager, earning a Diploma in Quarry Management. After a brief period with Colas on a runway resurfacing project, he returned to the Quarry, eventually becoming Materials Manager. He has been involved in significant projects like ferry port construction, wind turbine initiatives, and road resurfacing, while also managing asphalt and wash plants and training staff.

The Public Works Department (PWD) is vital to the Falkland Islands, ensuring safe travel, preserving natural beauty, and providing essential services like water and electricity. With over 160 employees, PWD manages key projects, including waste management, ports, power stations, wind farms, and housing developments, along with enhancements to hospitals, schools, and elder care facilities.



ARTURO GUALA

OWNER, GROOVY'S RESTOBAR
& GROOVY'S TATTOO STUDIO

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Arturo is a Chilean-born entrepreneur who originally hails from Punta Arenas. Having relocated, he now calls the Falkland Islands his home. As a partner and Director of Groovy's Restobar and Groovy's Tattoo Studio in Stanley, he plays a significant role in both the development and management of the business.

With deep ties to both Chile and the Falkland Islands, he is especially passionate about fostering new business ventures and enhancing commercial relationships between the two regions. His focus is predominantly on the hospitality, food, and beverage sectors, where he sees substantial potential for growth and collaboration. By leveraging his unique background and insights, he aims to bridge cultural and economic gaps, bringing innovative ideas and opportunities to both territories.



Goodwin Ltd

KRIZELLE MACARAIG

PROJECT MANAGER,
GOODWIN LIMITED

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Krizelle, also known as Zen, is a Project Manager with Goodwin Ltd, bringing a background in construction and architecture from the Philippines to her work in the Falkland Islands. She coordinates construction and infrastructure projects from planning through to delivery, working across clients, consultants, contractors and suppliers to turn designs and plans into practical outcomes.

Goodwin Ltd

For over 40 years, Goodwin Ltd has played a part in the development of the Falkland Islands. Originally established as Goodwin Offshore and now part of the Seafish Falklands Ltd, Goodwin is a privately held company specialising in commercial property, facilities management and construction services. Today, the company continues to deliver projects and services that support local businesses, communities and the Islands' infrastructure, with a strong commitment to quality, health and safety, supported by its ISO-certified management systems.



THE NARROWS
BAR & RESTAURANT

GUILLERMO BAIGORRI

OWNER, NARROWS BAR &
RESTAURANT LTD

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Guillermo (Guill) a hospitality and tourism entrepreneur based in the Falkland Islands, with more than 18 years of experience in the industry. Professionally trained in culinary arts, his career has taken him from managing kitchens in Spain to managing and operating hospitality businesses in the Falkland Islands.

Guill currently runs The Narrows Bar & Restaurant and he is an accredited local tour operator, actively involved in the Islands' hospitality and tourism sectors. He is passionate about providing quality local experiences, supporting the visitor economy and continuing to develop locally owned businesses in the Falkland Islands.



WAYNE CLEMENT

OWNER, WAYNE CLEMENT
ELECTRICAL AND P&E LTD

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Wayne began his apprenticeship in January 1996 with the Falkland Islands Government (FIG). By 2001, he had become a fully qualified electrician. He continued to work with FIG until 2015, when he decided to leave and establish his own business. Currently, Wayne employs six people, and his company handles both domestic and commercial installations, in addition to maintaining contracts with FIG.

P&E Ltd, co-owned by Wayne and Ian Betts, operates The Plumbing and Electrical Store. They launched the company in 2020 and acquired their own premises in 2021. The store imports, stocks & sells domestic plumbing, heating, drainage & electrical materials. The store offers a wide range of materials to tradespersons, companies, and the general public, catering to various needs within the industry. They currently employ two team members to manage its day-to-day operations.



IAN BETTS

OWNER, IAN BETTS PLUMBING SERVICES AND P&E LTD

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Ian started an apprenticeship with South Atlantic Plumbing Services in March 1995. He worked locally until January 2000 when he travelled to Chichester, England to complete NVQ level 2 & 3 in Plumbing.

On returning to the Falklands in December 2000, he worked briefly with Dave Jones plumbing before establishing Ian Betts Plumbing Services in 2001. Ian currently has three employees with a fourth set to start in October 2026.

P&E Ltd, co-owned by Wayne and Ian Betts, operates The Plumbing and Electrical Store. They launched the company in 2020 and acquired their own premises in 2021. The store imports, stocks & sells domestic plumbing, heating, drainage & electrical materials. The store offers a wide range of materials to tradespersons, companies, and the general public, catering to various needs within the industry. They currently employ two team members to manage its day-to-day operations.



MARK AIMSON

UK PRECONSTRUCTION /
PROCUREMENT MANAGER,
RSK FALKLAND ISLANDS

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Mark is Preconstruction Manager for RSK Falkland Islands, with experience in the planning, procurement and delivery of construction and infrastructure projects across the Falkland Islands. He has been involved in procurement for the Falkland Islands business since 2014, giving him extensive knowledge of the challenges associated with sourcing construction materials and products and transporting them to the Islands. He has also project managed a number of projects in the Falkland Islands.

A key part of his current role is identifying alternative sources for construction materials and products and developing practical and commercially viable procurement solutions for their delivery to the Falklands.

Mark is proposed to represent RSK Falkland Islands at the Punta Arenas Business Showroom, with a particular interest in exploring the opportunities that an additional shipping route between Punta Arenas and the Falkland Islands could provide for sourcing construction materials and products from Chile.

RSK is particularly interested in developing alternative supply routes that could reduce reliance on UK procurement, improve lead times and provide more competitive options for future projects.



NEVILLE HAYWARD

BUSINESS MANAGER,
SEAFISH CHANDLERY LTD

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Born in the Falkland Islands, Neville was educated and began his retail career in the UK. After qualifying as an artisan butcher, he progressed into abattoir operations and later became a Meat Department Manager with Sainsbury's. He specialized in opening new stores and helping traditional butchers transition into supermarket meat-cutting roles.

He subsequently returned to the Falkland Islands and joined the Seafish Group. For the past 24 years, he has served as Business Manager of the retail division of Seafish Falklands Ltd. During his tenure, Chandlery has evolved from a traditional ships' chandler supplying ropes, shackles, and chains into the Falkland Islands' leading retailer and wholesaler.

The Chandlery Supermarket is the leading locally owned grocery retailer and wholesaler in the Falkland Islands, offering a wide range of products: fresh and frozen foods, bakery, drinks, household essentials, health and beauty products, pet supplies, clothing, outdoor equipment and electrical goods.

It operates Chandlery Supermarket near Stanley, Chandlery Express for quick shopping, and Chandlery Mini Market on Ascension Island. In addition to its retail stores, Chandlery supplies businesses and remote customers with flexible delivery options and broad product sourcing.



ANGELY & RUSSELL MORRISON

OWNERS, SHORTY'S DINER LTD

www.shortys-diner.square.site

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Shorty's Diner is a popular local restaurant. They have earned their place as a local favorite by embracing a simple philosophy: everyone deserves a seat at the table, and every craving should be catered to.

Their food is a testament to flavor and choice, offering an extensive lineup of dishes to match any mood. Shorty's has crafted an extensive menu that ranges from timeless, beloved recipes to exciting new dishes created by their passionate chefs. The opportunity to import products from Chile will open new opportunities and reduce lead times with new suppliers, improving overall efficiency.



RUSSELL MORRISON

DIRECTOR,
SULIVAN SHIPPING SERVICES LTD

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Sullivan Shipping Service Ltd has been providing services to their maritime clients since the late 1980's, providing fast and efficient vessel support in the South Atlantic. They are the leading port agency specializing in providing comprehensive operational and logistical support for vessels visiting the Falklands.

Their experienced team ensures efficient coordination of all port services, including customs clearance, berth arrangements, crew transfers, procurement, launch operations. With extensive local knowledge and global network connections, Sullivan delivers tailored solutions that meet the unique demands of each client, ensuring seamless port operations.



ALI & MARLANE MARSH

OWNERS, SOUTHERN IMPORTS

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Ali and Marlane acquired Shallow Harbour Farm in 1983, and in 2024, they expanded their operations by purchasing Dunnose Head Farm, now collectively managed as Shallow Harbour. The farm is home to 5,500 Polwarth sheep and 70 Hereford cattle, many of which trace their lineage back to Hereford genetics imported from Chile several years ago.

To diversify their income after the initial purchase of the farm, they began importing and selling tools, initially limited to West Falkland. Eventually, they seized the opportunity to acquire a small building in Stanley, prompting them to broaden their offerings to include other farming supplies, electric and hand tools, white goods, and groceries. In 2009, they took ownership of the former "Co-Op" building on John Street in Stanley, launching their operations from that location in November of that year, and have continued to operate there ever since under the name Southern Imports.

Today, they import products from various countries including the UK, Switzerland, New Zealand, Australia, China, and occasionally Uruguay and the USA. Previously, they had a significant trade relationship with Chile, benefiting from a shipping link between Punta Arenas and the Falkland Islands. Unfortunately, when that shipping link was severed, they could no longer import from Chile. Ali and Marlane are enthusiastic about the potential opportunities that may arise from re-establishing this connection for the Falkland Islands.



CYNTHIA WILLIAMS

ASSISTANT MANAGER,
STANLEY GROWERS LTD

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Cynthia has dedicated 28 years to Stanley Growers, where her journey has seen her rise to the position of Assistant Manager. Throughout her tenure, she has been actively involved in duties, such as managing the Garden Centre Shop and supporting production and landscaping teams across the Falkland Islands. Her responsibilities extend to overseeing the cultivation of plants and flowers and assisting in production, packing, distribution, and the maintenance of sites like Memorial Wood and Commonwealth War Graves. Cynthia's passion for her work is evident, as she finds great fulfillment in ensuring customer satisfaction and experiencing the daily variety her role offers.

Stanley Growers is a prominent local business operating a 15-acre farm with the only hydroponic unit in the Falkland Islands. Combined with traditional soil farming, this allows them to supply fresh produce and they further enhance their offerings with imports from overseas. The business is a key supplier to the local community and businesses, including cruise and fishing vessels. Stanley Growers also offers garden and landscaping materials, garden buildings, hardware, and sundries at their retail outlet.

Cynthia is eager to explore opportunities in Punta Arenas, aiming to discover new sources for fresh produce and horticultural supplies for Stanley Growers. Her goal is to broaden the range of products available in the Falklands, ensuring quality and competitive pricing for the local market.



ROSS WEIR

COMMERCIAL PROJECTS OFFICER ,
FALKLAND ISLANDS GOVERNMENT
DIRECTORATE OF DEVELOPMENT
AND COMMERCIAL SERVICE

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Ross, originally from Wales and residing in the Falkland Islands for over 11 years, is a Commercial Projects Officer for the Falkland Islands Government's Directorate of Development and Commercial Services. Having completed the FIG's Management Trainee Programme, he gained experience across various government departments.

In his current role, Ross manages commercial contracts and strategic projects related to telecommunications, television, and radio services, as well as procurement and project delivery. This has honed his skills in stakeholder engagement and supplier relations.

Before his public sector role, Ross spent eight years in retail, working as a Retail Purchaser at a leading supermarket in the Falkland Islands. He also served as Interim Manager at Stanley Growers Ltd, supporting a business vital to the Islands' food supply.

Professionally, Ross is interested in commercial development, supply chain management, and retail operations. During his visit, he aims to strengthen ties with Chilean businesses, explore opportunities for Stanley Growers with a new shipping link, and develop long-term partnerships.



LAURA YON

OPERATIONS MANAGER,
STANLEY SERVICES LTD

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Laura Yon is the Senior Operations Manager for Stanley Services Ltd (SSL) and has been with the Company since June 2022. She plays a key leadership role with managing and overseeing the day-to-day operations of all SSL business units and helps with the organisation and execution of large-scale projects and developments within the Company.

Originally from St Helena, Laura has over a decade of experience with fuel logistics, storage and distribution, both for domestic and aviation fuels. At just 25 years of age, Laura achieved a significant milestone by becoming the Bulk Fuel Installation Manager and later the Aviation Manager at St Helena Airport.

Stanley Services Limited (SSL), formed in 1987, is a joint venture between the Falkland Islands Government, S & JD Robertson Group. Drawing on expertise in fuel distribution, shipping, aviation, fisheries, leisure and property, SSL supplies fuel to residents and the fishing fleet operating around the Islands. Its businesses include a fuel forecourt and shop, depot, vehicle maintenance garage, vessel agency, consolidated freight, and vehicle sales and hire. SSL also owns Malvina House Hotel and the Islands' cinema, operates Falkland Island Holidays, offering personalised land excursions, and manages Darwin House Lodge, providing a nature-focused stay in Darwin settlement for visitors.



SHULA PHILLIPS

OWNER, UNWINED

shula@unwined.co.fk

Shula is the co-owner, alongside her husband, of UnWined, a delightful Tapas and Wine Bar nestled in Stanley, Falkland Islands. Shula dedicated her career to the hospitality industry. She previously owned an 8-bedroom guesthouse with a restaurant, which she sold just one week before her daughter was born.

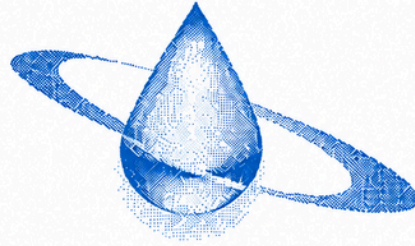
As a passionate foodie and avid wine enthusiast, the concept for UnWined emerged quite naturally for Shula. Her travels introduced her to numerous exceptional wine and tapas bars, where she fell in love with the idea of grazing, sipping, and savoring good food and wine in a laid-back atmosphere.

In 2021, the charming property at 33 Fitzroy Road became available. This lovely stone cottage, which Shula had always admired from afar, dates back to the mid-1840s. It felt like the perfect opportunity to turn her vision into reality and embark on a new adventure.

UnWined was born, a welcoming space to enjoy small sharing dishes, drinks, and create lasting memories in a cosy, table-service setting. Shula truly enjoyed revitalising the historic property and crafting something special for her close-knit community. Since then, UnWined has flourished as a small business, always striving to infuse inspiration from her travels into their menus.



XS CLEANERS



CHRIS CLARKE

OWNER, XS CLEANERS

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Chris has been operating XS Cleaners for 13 years. They are a team of 10 at present, cleaning private and public sector buildings.

Their interests for the Punta Arenas visit is in commercial cleaning equipment, cleaning products, employment agencies, building materials and vehicles.



FEDERICO

MANAGING DIRECTOR, OWNER
& CAPTAIN, 60 SOUTH LTD

www.60-south.com/
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Federico is a Co-owner and director of 60 South. He organises refits of the vessels, logistics and charter sales. He and his wife have been transporting passengers and scientists since 2014. Federico holds a master unlimited license and has previously worked on fishing, seismic, and bulk carrier vessels around the world.

60 South Limited operates three vessels that bring passengers and scientists, and logistical support to Antarctica, South Georgia, and the Falkland Islands. Our Antarctic operations center around a fly-in – fly-out model, making Punta Arenas a summer hub for our passengers and operations team. The vessels spend their winter in Stanley.

FALKLAND ISLANDS DEVELOPMENT CORPORATION (FIDC)

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