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FOCALPOINT

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NEPIC NEWS | LATEST MEMBERSHIP STORIES | SKILLS & TRAINING | INDUSTRY NEWS



NEPIC ANNUAL CORPORATE GOLF TOURNAMENT

7 September 2017 | Slaley Hall, Northumberland

FANCY A SPOT OF OUTDOOR NETWORKING?

Well you're in luck! As one of the biggest corporate golf tournaments in the UK, this event offers you the perfect opportunity to mix business with pleasure in the stunning setting of Northumberland's Slaley Hall.

Played over two Championship courses, this stableford shotgun competition will bring together 36 teams from across the process sector and supply chain for a day of corporate fun and networking.

"... this was without doubt the best organised event I have ever attended & thoroughly entertaining with all the little side competitions & great prizes too."
Emerson

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WELCOME

FOREWORD



STAN HIGGINS
Chief Executive, NEPIC
stan.higgins@nepic.co.uk

Right Here, Right Now.

NEPIC is about to launch its 2017 Directory, which we are targeting for release at the fantastic Meet the Members Conference on Wednesday 21st June. Meet the Members 2017 is going to be bigger and better, building on past success with local, national and more international delegates than ever before, as we welcome delegations from both India and China. Furthermore, we shall be announcing who will be leading NEPIC into its next phase of growth, as I step down and look towards retirement. I will be there and I hope you will be too, along with some of your up and coming managers.

Our colleagues from India will be with us for almost a week and includes delegates from both the Indian Chemical and the Indian Pharmaceutical Industry. A special NEPIC Pharma Connect meeting has been organised for Tuesday 20th June, in which they will share their supply chain needs and business development interests. Meanwhile, colleagues from the Indian Chemical Industry will spend time with us exploring waste-water and waste-to-energy opportunities and innovation funding.

Each year, at Meet the Members, we have the privilege of showcasing the array of process sector developments in the pipeline. However, when NEPIC was first created, many folk promoted the idea that chemical processing in this region was a dying sector. Yet those with access to more intelligence knew that this is an industry that goes through a continuous turnover of new products and technologies - a process of continuous rejuvenation due to changing consumer demands and that by working together and being more positive about our future we knew we could capture our fair share of internationally mobile investment.

I can say with confidence that right here, right now this region is witnessing the biggest spike in process sector investment in a generation, since the

Wilton Cracker was built in the 1960s. The current SABIC Cracker conversion to ethane gas feedstock, the Sirius mine and downstream process plants, MGT - Estover - Wilton 11 and several other biomass power stations, Akzo Nobel's new research centre, Fujifilm Diosynth Biotechnology's Research Centre, MSD's investment into continuous manufacturing, GlaxoSmithKline's new biotech manufacturing unit - are but a few to name. And yes, there are many more.

Meanwhile, our speciality chemical companies continue to grow organically with Sterling Organics, Thomas Swan, Chemoxy International, Fine Organics, High Force Research, Exwold Technologies, Biochemica as well as emerging companies such as Applied Graphene, all making waves and going from strength-to-strength.

What these observations show me is that the individual reporting of such successes really does not impregnate our conscience. It is only through organisations such as NEPIC, who continuously monitor the bigger picture, that we can stand back and say with confidence that we have a healthy, vibrant process sector in North East England.

I can only congratulate the NEPIC team, our active industrialists, partner organisations and the investing companies for this tremendous success. Success based on talking up this industry, rather than putting it down.

A handwritten signature in black ink that reads "Stan Higgins". The script is fluid and cursive, with the first letters of "Stan" and "Higgins" being capitalized and prominent.

CONTENTS

NEPIC Announces New CEO, Iain Wright	5
Work Starts On Sirius Minerals Potash Mine.....	6
Fujifilm Expands Teesside Operations To Wilton Centre	7
PX Group Acquires Saltend Industrial Park From BP	8
Eco-Friendly Ship In SABIC Global Supply Chain Named On Teesside.....	14

MEMBER NEWS

De-Risking Your Innovation.....	9
High Performance Sealing For Pharmaceutical Industry	10
O'Brien Water Recycling £1m Investment Yields Continued Growth ...	11
Rosen Expand Their Capabilities With New Testing Facility.....	12
New Product Will Enlighten Food Manufacturers.....	13
Teesside Process Safety Group Shares Lessons Learnt.....	16
Coffee Break Catch Up With Jazz Personnel.....	16
Chemicals, Cooking Oil & Confectionery Deliver Record Demand	17

FEATURES

10 ...With Northern Skills Group & Middlesbrough College	18-19
New Members	20-21 & 24-25
Interview With Outgoing Chief Exec, Stan Higgins.....	22-23

MEMBER NEWS

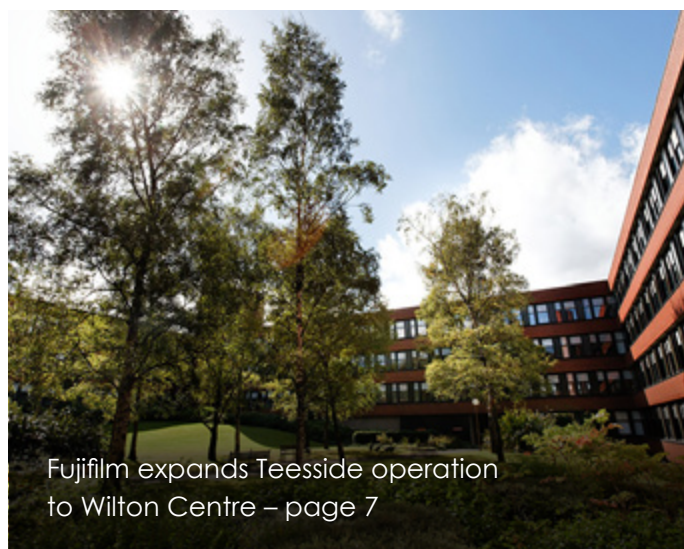
Launch Of HVAC Business For Mech-Tool Engineering	26
GDPR & The Process Industry.....	27
Gexcon UK Launch New Interactive Training Tool.....	28
Who Is The Sales Superhero In Your Business?	29
Square One Law Grows Team To Serve Process Sector Activity	30
New Ways To Make A Project Team Feel At Home	31
Three Benefits Of Consolidating Your Product Range.....	32
Bring Your Healthcare SME Growth To Life	33
Inspire The Future Of Industry	34
Tees Valley Mayor Must Build Strong Relationship With NEPIC Community	35
Academy Of Joint Integrity Supports COMAH At Chemoxy	36

APPOINTMENTS & ACCOLADES

New Tees Valley Major Takes Office.....	37
Former High Force Research Founder Joins NEPIC	37
Square One Law Appoints Seven Promotions	38
High Force Research Welcome New Team Member To Wilton	38
O'Brien Wins Service Of The Year Award	39
ASS's Leading European Partner Awarded Three Years In A Row	39
Upcoming Events	40



Work Starts On Sirius Minerals Potash Mine – page 6



Fujifilm expands Teesside operation to Wilton Centre – page 7

NEW MEMBERS

Graham Hart (Process Technology) Ltd.
Emerson Automation Solutions
E & I Solutions Ltd.
Cleansing Service Group Ltd.
PwC
O'Brien Waste Recycling Solutions
Lifestyle Architecture

....Pages 20 - 21 & 24 - 25

EDITORIAL SUBMISSIONS

All NEPIC Members are entitled to submit FREE editorial for each issue of FOCALPOINT.

Please send newsworthy content to:

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NEPIC ANNOUNCES THE APPOINTMENT OF NEW CHIEF EXECUTIVE, IAIN WRIGHT



Dr Stan Higgins with newly appointed CEO, Iain Wright, and NEPIC's Chairman, Ian Swales

Wilton, UK. June 01, 2017. The Board of NEPIC is pleased to confirm that it has selected Iain Wright to be the new Chief Executive for the organisation.

Iain, 45, served as a prominent Labour MP for Hartlepool over the past 13 years and was most recently Chair of the Business, Energy and Industrial Strategy Select Committee.

Iain was Minister for Housing and Planning between 2007 and 2009 and Minister for Schools and Apprenticeships in 2009-10. He served as Shadow Minister for Industry between 2011 and 2015. Prior to being elected as MP for Hartlepool in 2004, he worked at One NorthEast, the regional development agency. He began his career as a chartered accountant with Deloitte.

Together with Ian Swales and the Board of Directors, Iain will focus on representing member firms, championing the region's process industries and identifying growth opportunities.

NEPIC's Chairman, Ian Swales, said:

"I am delighted that Iain has agreed to join NEPIC. He is well known for his passion for industry and passion for the North East region and I'm sure he will do an outstanding job. Iain's decision to join NEPIC shows the huge importance of the process industries in the region and I look forward to the sector getting even stronger in the future."

Starting in June, Iain will work alongside outgoing chief executive, Dr. Stan Higgins, during the summer as they coordinate a smooth and effective handover.

This appointment comes after a five-month search led by NEPIC's Board, along with members of its Industrial Leadership Team.

On being appointed, Iain said:

"I am really proud and honoured to have been appointed Chief Executive. Under Stan's excellent leadership, NEPIC is a powerful organisation, representing firms in the North East's biggest industrial sector and working with them to create jobs and prosperity for our region. Stan will be a tough act to follow, but I am determined to work hard with companies to champion this vital sector and our great region."

Iain continued:

"Future economic success for the North East will be based upon science, innovation, skills and a nimble and competitive manufacturing base. With great co-ordination and collaboration across industry, we can unlock still further the enormous potential of this sector in our region, ensuring that the North East of England can be seen across the world as the place to invest in chemicals, science and pharmaceuticals, and for firms in the region to export their excellent goods and services around the globe."

WORK STARTS ON SIRIUS MINERALS POTASH MINE

Construction work formally commenced on the long-awaited Sirius Minerals York Potash on 4 May 2017 – with initial work starting at the Woodsmith Mine site near Whitby.



The mine will take 5 years to build and will produce for 100 years. Sirius has stated that they will strive to ensure that at least 80% of their workforce is employed from the local area and have developed a skills strategy to achieve this objective, including an apprenticeship programme.

Sirius Minerals recently named the new development the Woodsmith Mine, after two

of its geologists, Peter Woods and Frederick Smith.

To hear the latest project developments and supply chain opportunities from Matt Parsons and Duncan Smith of Sirius Minerals, join us at the NEPIC Meet the Members Conference & Expo on Wednesday 21 June at Wynyard Hall.



The mine, when it goes into production, will be the world's largest potash mine - extracting polyhalite from a large underground area and conveying it by a tunnel to a berth on the River Tees.

By extracting polyhalite from deep beneath the North York Moors, this project is set to generate 2,000 direct and indirect jobs and to pump billions into the economy. The polyhalite mine will be a world first and is one of the largest investments in recent years in the North East.

Polyhalite is a form of potash and is a vital ingredient in fertilizer to ensure good crop yields and strong harvests. Polyhalite uniquely combines four of the six essential nutrients plants need - potassium, magnesium, sulphur and calcium. A key factor in rising potash demand is linked to feeding the world's growing population.

Find out more at
www.nepic.co.uk/mtm



FUJIFILM EXPANDS TEESSIDE OPERATION TO WILTON CENTRE



FUJIFILM Diosynth Biotechnologies, a world leading developer and manufacturer of biologics-based medicines, has taken 15,000 sq ft of space at The Wilton Centre near Redcar, on a new 10-year lease.

This is one of the most significant lettings at the 75-acre science and business park in the past decade. It follows hard on the heels of Faraday Training Group taking 36,000 sq ft at the Wilton Centre for a new training centre.

FUJIFILM Diosynth Biotechnologies is expanding its development facilities, presently located in Billingham, by equipping two floors at the Wilton Centre. The firm has more than 25 years of experience in process development and manufacturing, employs 1,200 people worldwide and also has facilities in North Carolina and Texas in the United States.

"This is great news for FUJIFILM, the Wilton Centre and the whole of Teesside, with the expansion of a world leading company in the region," says Steve Duffield, Wilton Centre's Site Director.

"FUJIFILM is committed to growing its contract development and

manufacturing business rapidly to fulfil the global demand for biopharmaceuticals," states Paul Found, COO of FUJIFILM Diosynth Biotechnologies, UK.

“

Our expansion into Wilton has allowed us to efficiently increase our development capabilities in the UK. Wilton offers us access to high quality laboratory space with great supporting infrastructure which are critical to effectively meet our customers' needs.

”

We will be joined by FUJIFILM's Chief Operating Officer, Paul Found, at Meet the Members 2017. Paul will outline the investment Fujifilm has made in expanding their process development capabilities in the UK and manufacturing capabilities in Texas, USA to meet growing global demand for the manufacture of mammalian antibodies.

Find out more at
www.nepic.co.uk/mtm



PX GROUP ACQUIRES SALTEND INDUSTRIAL PARK FROM BP

The px group, the Teesside based infrastructure solutions business, has agreed to acquire the Saltend Industrial Park - near Hull - from BP.



The park provides comprehensive energy, infrastructure, operations and maintenance services to leading global companies including: Air Products, BP, Engie, INEOS, Nippon Gohsei, Perenco, Viverno and Yara.

Full transition of the 370 acre tier one COMAH site and its operation to px is expected to be completed over the next few months, with approximately 50 BP workers transferring to px employment.

A safe changeover is the top priority, followed by a commitment to continue with the expansion of the park, in collaboration with the existing tenants. BP will remain as one of the largest businesses on this site.

Established as an independent company in 2002 and with an operating history going back to 1992, px has proven expertise in managing, operating and maintaining some of Europe's largest industrial facilities over the last several decades. Last year the group was awarded the contract to operate and maintain the St. Fergus gas processing plant in Aberdeenshire, Scotland.

px chief executive officer, Ian Clifford

commented, "The acquisition of Saltend marks a major new chapter in the development and diversification of our business. The provision of industrial utility services on a large COMAH site is a natural extension

of our core competence in gas processing, power plant and midstream infrastructure operations. Our huge experience operating and maintaining plants on sites like this and in the processes carried out, makes this an ideal opportunity for px.

"Over the coming weeks we will work to ensure a safe transition, with the focus on uninterrupted production. We will then seek to further develop the park and attract more manufacturers to benefit from the unique competitive advantages it offers."

BP will remain as the owner and operator of two acetyls plants at the Saltend Industrial Park, which are the largest producers of acetic acid in Europe. Additionally, BP's acetyls business in Hull is at the forefront of research and technology in the petrochemicals field and hosts one of the principal global research and technology centres for petrochemicals.

"BP's chief operating officer of petrochemicals, Rita Griffin, said: "Our petrochemicals business is in a competitive market but one where

we see opportunities based on the strength of our proprietary technology, the expertise of our people and our advantaged manufacturing operations.

With the support of px as our infrastructure providers, we can concentrate on our strategy to drive forward our safe and competitive acetyls operations. We're delighted with the expertise px will bring to the park and we look forward to working with them towards the next chapter of BP's story in Hull.

In March of 2016, px announced its partnership with Blue Water Energy, a specialist private equity energy fund. Since then the group has embarked on a strategic growth plan. Graeme Sword, partner of London based Blue Water Energy, added: "In the 12 months since our initial transaction, px has shown it has impressive operating capability and significant organic growth potential.

"The Blue Water Energy model is to create value through a 'buy and build' strategy and this acquisition of BP's Saltend Industrial Park will accelerate growth and expand px's unique offering. We look forward to continuing working very closely with Ian and the management team, to build a world class company."

Hear px's 'Operator to Owner Story' at NEPIC Meet the Members Conference & Expo, where we'll be joined by Business Development Director, Patrick Pogue.

Find out more at
www.nepic.co.uk/mtm



www.pxlimited.com

DE-RISKING YOUR INNOVATION

What makes a new product or service innovation most likely to succeed? How can the risks be reduced? One component is timely market research?



Marketwise Strategies recommend a five stages approach, made up of Initial market scanning; Detailed market scanning; 'Proving' the market; Market entry research and Post-launch market monitoring.

The Initial market scanning stage builds secure foundations for the NPD process and often acts as the first 'stage gate' for Go/No Go decisions. This can often be a DIY exercise, conducted internally, using mostly desk-based research and known contacts.

Detailed market scanning then adds the detail and validates assumptions about demand, competition, technologies, trends etc. This stage can benefit from an independent perspective.

Proving the market involves more detailed customer research that will inform product/service design, the business model, pricing strategy, competitive positioning etc. This needs to uncover what 'value' really means to the customer and what barriers to purchase exist, and to get to grips with the competitive environment. The full range of 'W' questions should be brought into play: Who; What; How; Why; Where; and When. This type of research tends to be at its most effective when it is carried out independently.

Market entry research to inform the details of going to market, such as brand strategy, promotional planning, pricing tactics and to help finalise marketing resource. This also acts as a useful check on any changes within the marketplace that might influence success. Very much tailored to the product and market, this stage tends to require a mix of methods and might

involve a team across the business, external market researchers and the marketing agency that is developing the brand and the promotional campaign.

Post-launch research is just as important as the earlier stages, in that it keeps the product or service on track for success. This can largely be built into day-to-day business operations, enabling low cost, data gathering and ongoing customer feedback.

Not every organisation requires every stage – and not every stage requires the same amount of detail, but being aware of those stages is a useful first step. If the emphasis is upon understanding – and, importantly, upon timely understanding – then success is much more likely to follow.

This article is an extract of a longer piece first published via the North East LEP in February 2017, a copy of which can be found on the Blog page at our website.

www.marketwisestrategies.com

HIGH PERFORMANCE SEALING FOR PHARMACEUTICAL INDUSTRIES

The pharmaceutical industry includes the manufacture, extraction, processing, purification, and packaging of chemical materials to be used as medication for humans or animals. Throughout every stage of pharmaceutical manufacturing, the importance of contamination elimination cannot be over looked.



With pharmaceutical sealing, materials need to demonstrate a range of properties including chemical compatibility, high temperature resistance, abrasion resistance and the capability to withstand aggressive cleaning regimes. The requirements for seal robustness are very high, for example, in tablet production where powders are processed.

During the production of chemically produced drugs API (Active Pharmaceutical Ingredients) or in vivo diagnostics (contrast agents, biomarkers), chemicals and toxic substances are used. Throughout organic synthesis, high temperatures and high pressures occur, whereas cooling (and low temperatures) takes place during the precipitation of the product. The temperature range is therefore quite substantial.

Because of these diverse conditions, a number of high performance materials are required to satisfy the demand for

superior chemical sealing, reliability and long service life. Cleanliness, traceability and compliance with international regulatory standards (e.g. FDA/USP regulations) are essential for risk management. Employing durable, high-performance and precisely engineered sealing solutions is imperative to meeting these goals and preventing process material contamination.

In the pharmaceutical industry batch processing tends to be the norm. This ensures the traceability from the raw material supplier to the patient in the event of quality issues. It is therefore critical that seals comply with the increasingly stringent material quality and production standards.

To ensure the hygiene and purity of a batch, special attention must be paid to the documentation of the processes. It is therefore important to know the ingredients of the sealing materials, or appropriate confirmation

of biocompatibility according to USP Chapter 88 (Class VI) must be available.

Pharmaceutical / Food industry standards, include;

- FDA (Food and Drug Standards)
- USP Class VI
- 3A Sanitary Standard 18-03: Sanitary compounds
- WRAS: Water Regulations Advisory Scheme
- KTW
- EC 1935-2004/ EC 2023-2006: Food Contact Materials - Health of consumer

Pharmaceutical and Bio-Pharmaceutical equipment represents a wide range of applications and operating conditions. Sealing solutions must meet key operational needs with excellent chemical resistance and optimise the performance of a diverse range of media.

It is fundamental to maintain the high-quality standards of the product and above all, to guarantee maximum functionality of the processing procedures within this delicate sector.

Sealing suppliers to this industry must provide dependable, compliant seals that meet key operational needs with excellent chemical resistance and long service life. They must recognise the demands of the Pharmaceutical industry are constantly changing, and as a responsible suppliers, offer materials that comply with the regulations and requirements including FDA /USP and EU Legislation.

www.easternseals.co.uk

O'BRIEN WASTE RECYCLING £1M INVESTMENT WITH SUNDERLAND-BASED LIEBHERR YIELDS CONTINUED GROWTH



North East based O'Brien Waste Recycling Solutions continues to grow on the back of a 12 month, £1 million investment in new plant machinery supplied by Liebherr. The purchase of the equipment is a part of continual expansion by the Waste Recycling business as it hits the £30m turnover mark this financial year, doing so for first time since it was demerged with the demolition and group businesses in 2015.

A driving factor in opting for Liebherr equipment was O'Brien's mission to work in partnership with other local businesses, exchanging services and expertise, with Liebherr in turn using O'Brien as a supplier for its hazardous, industrial waste and recycling requirements.

Jon Hurford, O'Brien Waste Recycling Financial Director, commented: "Working with other businesses who use our own services underpins our continued growth. We firmly believe that the key to regional growth is by using and supporting other local businesses. Liebherr Sunderland is part of a much larger multi-national group and expects a very high level of service, which we pride ourselves on being able to provide".

Ralph Saelzer, Managing Director for Liebherr Sunderland Works Ltd. agrees: "The partnership with O'Brien has worked very well for 2 years now. Their service-levels are excellent and due to the proximity of their recycling centres to our Sunderland operation, transportation costs of waste are reduced and as a result of that, so is our carbon footprint. The percentage of waste material we recycled was already good, but O'Brien have worked closely with us help increase that and we value their service-driven approach.

"Of course we are always happy to see our plant equipment being used locally. The Sunderland plant is a key part of our UK operation".

As for O'Brien, continued growth into this year and beyond is the goal. Jon Hurford explains: "It is exciting times in the waste industry as an increasing amount of businesses are focusing on sustainability and environmental performance. Due to our operation and approach, we are able to

offer businesses waste recycling performance that is unbeatable in the North of England".

“

Sometimes it is the simple things that make the difference though. Since the inception of the business, the focus has been on delivering an excellent level of service. This has been fundamental to our growth. We are delighted to have won Service of the Year in the North East Business Awards for our sub region. We feel that this is testament to our values of good service above all. As we invest in new technology and grow we are determined to maintain that ethos.

”

www.obrienwaste.co.uk

ROSEN EXPAND THEIR CAPABILITIES WITH A NEW TESTING FACILITY



ROSEN are pleased to announce the re-location and expansion of its specialist testing facility in Newcastle upon Tyne.

MACAW, now part of the ROSEN Group, have been successfully developing their testing presence in Newcastle for over 7 years, with recent plans for expansion coming to fruition in 2016 and coinciding with MACAW's recent rebranding to ROSEN in early 2017.

and consultancy, aimed at offering essential "one-stop-shop" support to clients operating in the oil and gas industry.

The new facility covers an area of 1,750 m², with custom-fitted workspaces and test equipment, and houses metallurgical and environmental testing laboratories, component level testing equipment for pressure and temperature, along with a host of full scale mechanical testing capabilities. The facility also boasts flexible working areas internally, with a large space externally that can be adapted to suit individual testing needs.

This high quality service is aimed at providing services for:

- Failure Investigation – providing expertise to establish the reason for failure
- Product Qualification – qualifying new or existing products from concept to market
- Empirical Validation – supporting, developing and scrutinizing theoretical models, technical knowledge and technology

Ongoing developments at the facility during 2017 look to expand the range of testing services further, ensuring that existing and prospective clients are fully supported to meet the technological and economical challenges that the industry constantly faces.

www.rosen-group.com



In a progressive step towards business growth, and in response to local, national and global market demands, the ROSEN Test Facility offers a broader range of specialist testing services to the onshore and offshore oil and gas industry. Situated at Brunswick Industrial Estate, around 6 miles north of Newcastle City Centre, the facility is strategically placed to offer excellent access to the local transport network, and close travel links to ROSEN UK's office at Quorum Business Park, Benton.

Already established as a trusted supplier for investigation, qualification and validation of new and existing industry products and solutions, ROSEN now focus on using their new test facility to meet strategic growth targets. ROSEN already possess the expertise and track record in high quality consultancy services in materials, welding, corrosion and asset integrity. Following the investment in the ROSEN Test Facility, in-house testing capabilities have been extended to provide adaptable and sustainable testing solutions through collaboration with industry expertise

MEMBER NEWS
INDUSTRY

NEW PRODUCT WILL “ENLIGHTEN” FOOD MANUFACTURERS ON HOW TO BE AUDIT READY

A North-East company has developed an innovative new on-line training product which will ensure food manufacturers are firmly on route to being “audit-ready” and addressing the tricky subject of food culture.

With more than 20 years' experience of providing specialist training in the food manufacturing and processing industry, Teesside-based tottrain launched Enlighten last month.

Enlighten is a unique cloud-based solution which can help businesses meet their compliance training requirements and offers secure online training records. Enlighten also allows organisations to measure the food safety culture within their business.

The system has two elements – a full e-learning package covering

all standard topics and a Culture Testing module. The training modules included will assist companies to meet compliance requirements covering Food Safety, HACCP, Allergens, Labelling and Packaging, Root Cause Analysis and Pest Control.

Courses in the package have been developed incorporating graphics, animation, games, video and voiceover to create a rich interactive experience. This helps maintain the learners' interest throughout the course, as well as making the subject easy to learn.

At the end of every e-learning segment, there is an online assessment to complete after which the results are logged and can be easily downloaded for audit purposes.

Helen Hood, Director at tottrain, which is based in Norton, Teesside, said: “We've been working with organisations across the UK for more than 20 years. Enlighten was created after we identified the need to develop a tool that left businesses audit ready. We knew it needed to be an off-the-shelf, easy to access and easy to use online training system.

“We wanted it to cover all the key topics, including culture testing and ensure it was all tailored for the food industry. The finished product draws on the latest research and academic findings and has been developed to offer a single solution for food manufacturers, making sure staff are trained to the standard recognised as “best practice.”

www.tottrain.co.uk

Protecting your Process Control Systems

Getting the most out of your systems...

Critical computer-based process control systems used to be isolated, esoteric and largely invulnerable to cyber security threats. Those times are past – such systems are now the targets of attack, and changes in technology are increasing the risk of error and mishap.

The risks are obvious: most significantly, compromise of safety-critical systems, along with control system degradation, can affect your commercial performance and potentially your reputation.

You do not have to deal with this on your own.

Frazer-Nash can help you. Our cyber security specialists are trained in the protection of industrial control systems. We can help you identify your critical assets and points of vulnerability, identify your cyber-based business risks and help you to draw up risk management plans which reflect the realities of your organisation.

If you want to know more about Frazer-Nash and how we can help you protect your systems, call Martin Concannon on 01925 404062 or email m.concannon@fnc.co.uk.

SYSTEMS AND ENGINEERING TECHNOLOGY

www.fnc.co.uk



ECO-FRIENDLY SHIP IN THE SABIC GLOBAL SUPPLY CHAIN NAMED ON TEESSIDE

A new liquefied ethylene gas carrier (LEG) has been named on Teesside.



Operated by German shipping company Hartmann Reederei and GasChem Services, the eco-friendly sea vessel will carry shipments of ethane gas from Houston in the US to SABIC's cracker at Wilton on Teesside under a long-term time charter.

SABIC recently converted its Teesside cracker during a major investment to enable it to take ethane gas alongside other feedstocks, to make it one of the most flexible and competitive crackers in Europe.

Next to the modification of the cracker itself, the conversion project required the build of a new cryogenic ethane tank and purpose-built ships to transfer the ethane from the US Gulf Coast to the UK.

The first born of these ships is the "GasChem Beluga". She made her maiden voyage from Shanghai through the Panama Canal to Houston in December to mark the official start of the contract-hiring period.

The naming ceremony was held to bring good luck to the new ship and those who sail on it.

Built in China, the state-of-the-art ship was designed and developed specifically for SABIC by Hartmann Reederei, in cooperation with engineering consultants HB Hunte Engineering to take advantage of the emerging global ethane trade.

The ship's innovative design focused on building an 'Eco Star' gas ship, with hydrodynamic design, high fuel efficiency, low emissions and the flexibility to use a spectrum of fuels in the engines including clean fuels such as ethane and LNG.

The design of the cargo tank presents another world innovation to allow an increase in cargo capacity by nearly 30% leading to reduced shipping costs through higher economies of scale.

The GasChem Beluga – which will be joined by a sister vessel the GasChem Orca in July - marks a new generation of semi-refrigerated ethylene/ethane carriers, designed for environmentally friendly operations with minimum emissions at a maximum of reliability and sea endurance.

The new ships, with a cargo capacity of 36,000m³, will greatly reduce emissions of nitrogen oxides, sulphur oxides and soot particles too by running engines on clean gas.

Mrs Odette Claus, the wife of Frank Claus, Global Director Supply Chain Liquids, officially named the vessel, at a ceremony in Teesport, which was attended by representatives and customers of SABIC and the Hartmann

Group together with member of the Tees Shipping community.

Captain Alfred Hartmann, founder of the Hartmann Group said: "We are delighted that SABIC has chosen Hartmann Reederei as a partner in the development of this new type of vessel.

“

We are proud of the design, which is unique and highly efficient and to testify our commitment to a sustainable LEG-carrier which is also one of the largest in the world.

”

“

Whales like Beluga and Orca symbolize a clean environment and therefore the name reflects the 'green' concept and technology of the vessels.

”



Frank Claus concluded "As a responsible global company, SABIC is committed to providing high-quality, competitively priced products to its customers whilst doing all it reasonably can in order to reduce the environmental impact of its operations,"

"We would like to express our appreciation to all involved, especially the Hartmann and GasChem team for joining SABIC on the journey to deliver on a truly global supply chain.

"Not only have we managed to lever ethane as an advantaged cracker feedstock, we are proud to be one of the first chemical companies in the world to use it as a clean fuel for our highly efficient ships as well.

"Our UK site in Teesside is of strategic importance to SABIC and also from a global supply chain perspective.

"The flexible cracker project will secure the future of the Teesside site to provide continued employment for the broader community for the next few decades ahead.

"These innovative ships illustrate the sustainable future that SABIC wants to help to create."

www.sabic.com

EST.  1932

PERRY

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- Flexible payment terms.



www.perryprocess.co.uk

TEESSIDE PROCESS SAFETY GROUP SHARES LESSONS LEARNT

The Teesside Process Safety Group is an informal group of Process Safety practitioners from operating and licensing companies based on Teesside. The group meets every quarter with the aim of improving Process Safety knowledge and culture by sharing process safety experience.

This is achieved by exchanging information on preventing process safety incidents and sharing lessons learned from incidents or near misses and sharing approaches to process safety management and relevant good practice.

The group provides a forum to discuss common process safety developments and topics of interest across the Teesside industries. The group started in 2016 and members report benefits from hearing about best practice in areas they are still developing, shared approaches to legislation and applying lessons learned from incidents.

Wood Group, SABIC UK Petrochemicals, Conoco Phillips, Invista, Lucite, Ineos, Huntsman, Px Group and CF Fertilisers are already members of the group. The group welcomes new members from operating and licensing companies based on Teesside.

Please contact Nick Procter at nick.procter@woodgroup.com to find out more.

COFFEE BREAK CATCH UP WITH JAZZ PERSONNEL

What is unique about your business offering?

Jazz Personnel is unique as we truly build quality relationships with candidates and clients. On the candidate side, we proactively take the time to market candidates to prospective employers based on their skill set and experience which ensures the best possible match. In terms of clients, we take the time to meet them and become an extension of their business. My business is all about quality and value as opposed to speed and price.

Who is your target audience?

Businesses in NEPIC that are seeking top quality office personnel, ranging from administration and finance to skilled technical clerks and document controllers on a permanent, temporary or contract basis. We can provide that office support mechanism which allows companies operating in the Process / Chemicals / Oil & Gas sectors to flourish.

Who would you appeal to within the membership for potential collaboration?

Jazz Personnel could collaborate with all NEPIC member organisations. As well as providing an innovative office support recruitment service we can also provide up to date information on salary surveys and local employment demographics.

If you had to describe NEPIC in one line, what would you say?

A friendly, helpful business exchange assisting the growth and prosperity of its member companies.

Of our benefits, which is the most important to you and why?

Cluster Connect. This is because great businesses have now become more accessible and they can learn about Jazz Personnel and the service we're looking to deliver across the cluster. Equally, as a start-up I can also learn and gain tips from senior business professionals who have a lot of experience and knowledge which can only help me to succeed!

What value do you gain from being part of the NEPIC network?

Lots of value! My networking skills have really improved and I now have more detailed knowledge about the industry my agency recruits into! I'm looking forward to meeting more members over the coming months and years...

www.jazzpersonnel.co.uk

CHEMICALS, COOKING OIL AND CONFECTIONERY DELIVER RECORD DEMAND FOR TEES CONTAINER PARK



Paper reels delivered in containers to AV Dawson, now being loaded for onward delivery to UK destinations.



Operations at AV Dawson's £2.6m Tees Riverside Intermodal Park in Middlesbrough.

An inland container storage facility in Teesside, that was built on the back of a business hunch, has reported record growth over the last year.

The £2.6m Tees Riverside Intermodal Park, or 'TRIP' as it has become known, was part of a £12.5m investment plan that logistics firm AV Dawson embarked on between 2012-2015 to develop its 100-acre freight logistics terminal in Middlesbrough. The container terminal, which has been operational since 2013, has now reached over 300 units in storage, which continues to grow each month.

Paul Wilson, TRIP manager said: "We've seen record growth over the last 12 months. The UK container market is increasing at a phenomenal rate and it's great to see that this is rippling through to us in Teesside.

"When we built the facility, we came from a standing start as we hadn't had much demand for container storage but we knew it would complement and fit seamlessly with the other services we provide, particularly

the container transport services. It enables us to deliver real added value to our customers. The site also has customs bonded status which can be helpful to some of our clients too.

"We are working with some of the largest container and tank operators in the world including MacAndrews based in Felixstowe and Bulkhaul who happen to be our neighbours here in Teesside. We're transporting, loading, unloading and storing a huge range of products; from chemicals to used cooking oil, paper and confectionery.

AV Dawson is anticipating further growth in the future, particularly with opportunities to use its rail link which runs directly into the facility.

Mr Wilson said:

“

Containers and construction materials are the main two sectors seeing growth in rail traffic at the minute so we're confident that another phase of growth is ahead of us.

”

www.av-dawson.com

10.

This quarter, we caught up with member company, Middlesbrough College, to find out more about the newly acquired apprenticeship and training company, Northern Skills Group, and understand how this acquisition will help to support the chemical-processing sector skills agenda and recently implemented Apprenticeship Levy.



middlesbrough
college



1. Tell us a little about Middlesbrough College and the newly formed Northern Skills Group?

Northern Skills Group is the apprenticeship and training company of Middlesbrough College. The Group brings together the combined experience and expertise of both Middlesbrough College and what was the North East Chamber of Commerce's training business (acquired by Middlesbrough College in August last year). An expert provider of apprenticeships, employer-led training and retraining, we're already working with over 2,000 business across the North East and Yorkshire. We are supporting businesses in more sectors at more skill levels than ever before, developing and delivering whole workforce development solutions.

2. What is your company mission?

Northern Skills Group is committed to helping to shape the economic future of our region by providing apprenticeship and training solutions designed to our customer's requirements. Our mission is simple, to work with customers to recruit and develop talent for a competitive edge.

3. Where do you get your motivation from to do what you are doing?

I enjoy seeing us make an impact in the businesses we serve and on the learners we train. For too long the role Colleges play in the education system and, in particular, our work supporting businesses has been misunderstood and undervalued. I love the fact that we are able to confound what might be best described as an historic antipathy towards Further Education and establish meaningful partnerships with businesses for the long term.

4. What is the greatest misconception about your business?

Northern Skills Group is not a new training provider, the Group (and brand) emerged as two experienced organisations in education and training were brought together. Our combined experience and expertise working with business is something we pride ourselves on which is why we work closely with local partners, funding bodies, employer associations, qualifications agencies and governing bodies to ensure we are at the forefront of policy and curriculum development, regulation and funding.

5. As an education provider, what is the single biggest piece of advice you would offer businesses?

Don't be afraid to ask. Colleges are generally very different places to what they were even five years ago. The Northern Skills Group, which is our employer facing arm, works across the North East and has one purpose – to respond to the needs of business whatever they may be. On the rare occasions that we are unable to help you, you can expect us at the very least to find someone else who can.

6. The Apprenticeship Levy is now in play. How can MC/NSG help companies maximise their contribution to this new scheme?

Understanding the Apprenticeship Levy and apprenticeship reforms is crucial for businesses of all sizes. Northern Skills Group have a specialist team that lives and breathes apprenticeships. We work across all sectors of the economy and across and now beyond the North East (for example, we have two apprentices in training in The Shard in London). Our clients, many of whom have worked with us for many years, include small, owner-managed

businesses, multi-national plcs, Local Authorities, Universities and NHS Trusts for whom we are providing whole workforce development solutions.

7. What is the biggest challenge the business has faced to date?

Notwithstanding the fact that since the 1980s the Further Education sector has seen 28 major pieces of legislation and 48 secretaries of state the apprenticeship levy is possibly the biggest challenge we have faced in terms of the scale of the task before us; working not only with new customers but also our existing customers to adapt their workforce development strategies and plans accordingly. I think it is fair to say that the reforms have been bedevilled with uncertainties (the thing that businesses hate the most) and have emerged in a somewhat piecemeal fashion. That said, the Apprenticeship Levy is something so many of our industrialists have been calling for and the team at the Northern Skills Group is totally focused on guiding employers through the changes and more importantly, the opportunities available. We offer a free consultation to businesses of any size to ensure everyone is equipped to gain the most value from apprenticeship programmes in the workplace..

8. How would you describe NSG in one line?

The answer is yes.

9. Where does MC/NSG hope to be in ten years' time?

We expect to be working across the region supporting the competitiveness of local businesses by providing a range of business services that will include, but will not be limited to, apprenticeships and other training solutions. I expect the services we provide will continue to evolve in line with employer requirements and I think that is the most exciting part of the journey we are on.

10. Share with us something that we didn't know about NSG?

We can trace our involvement in apprenticeship training back over more than 50 years.

www.mbro.ac.uk

www.northernskills.co.uk

BREAKFAST MEETING

CLUSTER CONNECT

Developing Strong Cluster Connections

📍 **RTC NORTH, SUNDERLAND**

📅 Thursday 6 July 2017 ⌚ 8:00am - 10:00am

📍 **DARLINGTON, PRIMAT RECRUITMENT**

📅 Thursday 3 August 2017 ⌚ 8:00am - 10:00am

Visit www.nepic.co.uk to secure your place online
or email ebba.mcguigan@nepic.co.uk

**cluster
connect**
a nepic event



GRAHAM HART (PROCESS TECHNOLOGY) LTD

Bespoke, dependable and exceeding customer expectations.



Design and manufacture of high integrity heat transfer and specialist pressure equipment.

UK based company of over forty years' experience in all aspects of process and mechanical design, advanced manufacture and testing of pressure equipment, supplying customers throughout the world.

Bespoke innovative designs providing unique customer driven solutions.

Products include:

- Shell & Tube
- Direct Contact
- Double Pipe
- Coil
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- Multi Tube
- Reactor Vessels

A more comprehensive list of equipment, services and materials, can be found on our website.

Safe, Professional, Innovative:

Our three key values, living and breathing through every element of what we do, mirroring the industry we work in and client expectations. Sharing similar values to NEPIC, our commitment is to develop supply chains, connecting our industry and building partnerships with suppliers, clients and education. We hold ISO 9001, OHSAS 18001, ISO 14001, ASME U and F4N.

Dependability and reliability, with equipment in service for over 25 years.

Our philosophy is that our equipment should be "plug and play" with minimal maintenance or in-service requirements. Very high level of customer satisfaction results in us having no requirement for site/service teams.

Meeting customer expectations with 100% On Time In Full (OTIF) for 2015 and 2016.

An ability to perform all design and fabrication processes, under one roof, enables our customers to confidently schedule shutdowns, site crews and craneage, around our committed deliveries.

www.graham-hart.com

EMERSON AUTOMATION SOLUTIONS

We are a global business, with presence locally in Teesside, helping manufacturers maximise production, protect personnel and the environment while optimising their energy and operating costs.



Emerson focus on the Chemical Industry is reflected in a comprehensive portfolio of tailored services and solutions. Our leading-edge technology and industry experts can help improve reliability and efficiency throughout your process plant. Emerson also offers innovative solutions for power, life sciences, refining, food & beverage and other process industries.

Our Operational Certainty Programme is designed to guide industrial companies achieve top performance and recover more than \$1 trillion in operational losses globally. Leveraging decades of digital automation expertise, Emerson has introduced the expanded Plantweb digital ecosystem, a scalable portfolio of standards-based hardware, software, intelligent devices and services for securely implementing the Industrial Internet of Things (IIoT) with measurable business performance improvement.

"With a global contraction in capital spending, the industry is under tremendous pressure to hit

financial targets with existing assets. The key to setting and achieving new performance goals is first understanding what is possible given today's technologies and which levers can deliver measurable, predictable results." Mike Train, executive president of Emerson Automation Solutions.

For more information on how Emerson can help your business today to unlock its potential and achieve Top Quartile performance contact Andy Wallace (andy.wallace@emerson.com / +44 (0) 7711454253).

www.emerson.com

NEW MEMBERS

WELCOME TO THE CLUSTER

STS RESOURCES AND TECHNOLOGY

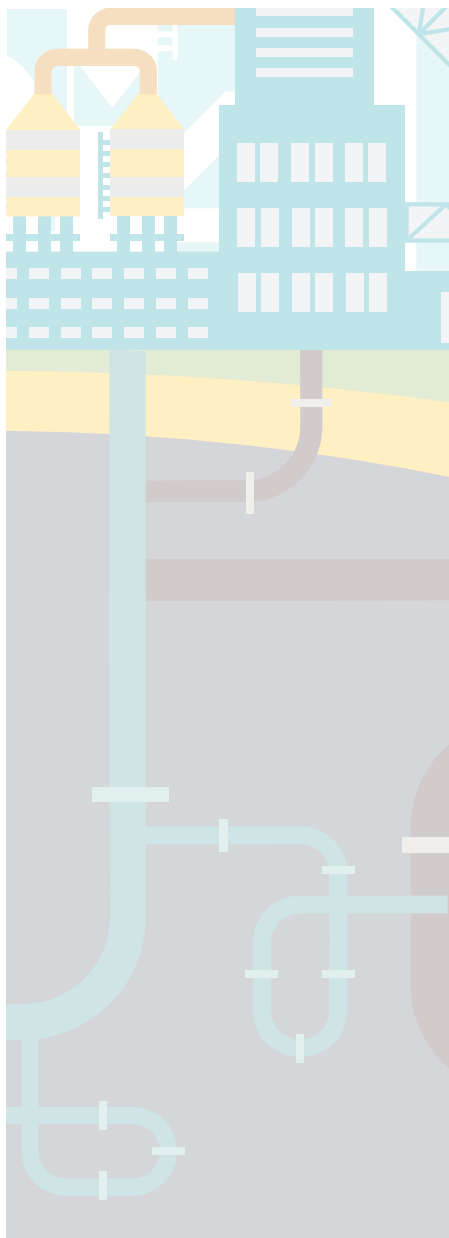
StS Resources and Technology is a specialist supplier to the oil, gas and chemical industries.



With a decade of experience, we have provided a variety of skilled personnel on projects both in the UK and abroad. We also supply the market leading hot work habitat system which has been developed over 20 years and incorporates our patented automatic ignition shutdown system.

Our Zone 1 rated habitat system allows for essential maintenance to take place in dangerous environments without the need for costly and time-consuming shutdowns. Look at our past projects at www.stsgroupuk.co.uk to see how we can help you.

www.stsgroupuk.co.uk



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Design, Installation and Maintenance



EIS have vast experience in all E&I installations and able to provide support with operations and engineering services across Petrochemical / Oil & Gas Facilities; Pharmaceutical Process Plants; Gas Utilities / Power Stations and Modular Offshore Accommodation. Electrical & Instrumentation services included:

- Instrumentation Installation including all control room and field works inc pre-calibrations
- Industrial Lighting & small power in both safe and zoned applications
- Power distribution in LV, MV and HV
- Electrical trace heating design, supply and installation
- Fire & Gas systems and PA/ GA systems in both safe and zoned applications
- Initial / Detailed Atex Inspections to both Gas and Dust areas

Maintenance of Electrical & Instrumentation systems

Our Operatives are familiar with site maintenance techniques and requirements following many years of service working within the Petro Chemical & Pharmaceutical Sectors. A large number possess Comp Ex and have the knowledge, competency and ability to undertake installation and inspection of equipment within Hazardous environments.

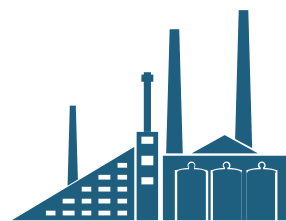
Industrial/Commercial Electrical works

- Industrial Lighting & Small Power
- Cable containments systems in Conduit Tray & Trunking
- Power distribution in LV, MV and HV
- Inspection and Test to BS7671

Instrumentation Pipework

- Process twin ferrule S/S 316L Air Supplies & Impulse Lines
- Pneumatic PVC coated and bare copper tubing

www.e-isl.co.uk



INTERVIEW WITH ...



Retiring CEO, Stan Higgins

“

I have learned that helping folks do their job is more productive than telling them how to do it. I have always sought to employ people who I think can do things better than me and given them the space to grow and bring their own intelligence and expertise to their work.

”

After a career in Industry that spanned 50 years, 14 of which he spent heading up NEPIC, we catch up with Stan to find out how it all started, how he dealt with the challenges he faced along the way and of course, what next?

What was your journey like to get where you are?

My family were very much working class with Aunts and Uncles who worked in factories or down the coal mine. However, Dad worked in the Nuclear Industry and encouraged me to take an interest in science and engineering. On leaving school at 16, I became a laboratory apprentice and really took to the subject. Before I knew it, I'd become the British Nuclear Fuels Best under 21 Employee and was sent off to University. Despite not being academically the best, the laboratory skills, problem solving and practical skills I'd learnt during my apprenticeship meant I stood out and considerably shortened the time it took me to gain my PhD.

What did you want to be growing up?

Just like many other kids, I wanted to be a footballer! A dream that ended overnight when a renowned coach watched me play and told my Dad to make me stick in at my school work! During my apprenticeship, I strived to become a plant manager, hence my Chemistry - Economics & Technology studies at York University. This was devised and taught by ex ICI plant managers and involved chemical plant visits every other week and resulted in me adopting the language of an engineer rather than a chemist.

Who are your peers or who inspired you?

I must say that Dr. Barry Thomas, my PhD supervisor, was a true mentor; helping only when you yourself were prepared to graft. During my PhD, I had regular Saturday morning discussions with the late and great organic chemist, Professor Richard Norman. Richard really helped with my chemistry ideas but also, during his years as President of the Royal Society of Chemistry, took the time to mentor me into the Membership body of my chosen profession. Later, excellent bosses, such as Bob Beresford and Mike Dawson at Glaxo and to Mike Horsford at Akzo proved invaluable, encouraged my interests, as well as not being shy in pointing out my short comings.

How do you learn?

I have always read a lot and still do including both fiction and technical titles. If I need something to stick, I write an essay or article and it's instantly absorbed. In the past, I used to copy stuff out verbatim, time and time again trying make stuff stick but I have since learned that inculcation - learning by doing - is better for me, hence, my success at the practical side of chemical science.



DR. STAN HIGGINS

What is your biggest accomplishment during your time at NEPIC?

Firstly, putting together a team of dedicated people who buy into the role of the Cluster and the needs of its members. Together, we have turned around the perceived negativity amongst our industry stakeholders about the sector's future. This must be our biggest success. As a scientist, I like to see this enumerated; so, winning and supporting over 90 investments and carrying out supply chain work with more than 700 hundred SMEs; work that has had a cumulative economic impact of £3.5 billion GVA on our local economy and now runs at ~£0.5 billion each year.

And the biggest challenge?

The biggest challenge has undoubtedly been converting NEPIC from a part-funded company into a stand-alone private company - surviving only because of the respect it has from its members. As a company, we have been in surplus in all but one year since our incorporation in 2003/4.

How do you get the most out of your team?

I have learned that helping folks do their job is more productive than telling them how to do it. I have always sought to employ people who I think can do things better than me and given them the space to grow and bring their own intelligence and expertise to their work. If they need help, myself and the rest of the team are full square behind them with advice and support. In giving this space, I believe that in

all the positions I have had as "the Boss" staff have been amongst the most productive and committed – and winning some nice awards to prove it!

Tell us how you've approached change?

During my career, I have changed for technical, commercial and leadership roles – and within sectors too. The biggest change of all was to move into and create the cluster - a service organisation. In making these changes, I have always found reading and learning about the change to come, networking and using my network to gain insights has helped me to become absorbent and flexible to the factors influencing change. Furthermore, I believe that change can only be implemented with full commitment from the top; if the leader does not get their hands dirty, then why should the staff.

Tell us something about you that we are unlikely to know?

My Dad was one of the most irradiated humans there has ever been. After his death, his organs were taken and spread around the world to undergo scientific research. And he was not alone. A public enquiry, along with all the gory details named The Redfern Enquiry, was published in 2010. I acted as a spokesperson on behalf of the families concerned, despite being in the peculiar situation of being not only affected as a family member but I even worked in the laboratory that analysed the stolen body parts!

What do you hope to achieve next?

I hope to see NEPIC move on to its next phase. I feel that I have played my part in establishing the Cluster as a force to be reckoned with. The team will continue to deliver its many products and services to members and, with a strategic review imminent, I'm sure there will be some bigger and better themes to come. I will likely assist some companies into the future but I really do want to get to grips with my golf handicap!

When it's all over, how do you want to be remembered?

As someone who was knowledgeable and passionate about chemistry, engineering and economics. Someone that helped both individuals and companies grow. Who created an organisation which put the chemical process industry back on the map here in the Northeast of England.

The one word that best describes you?

Indefatigable.

CLEANSING SERVICE GROUP LTD

CSG is a leading and award-winning force within the waste management sector and offers a complete variety of services ranging from collection to the final disposal of countless waste streams for both industrial and the domestic market.



The Groups' head office is based near Fareham, Hampshire and operates from 28 sites stretching from Cornwall to Kent and up to Manchester and Middlesbrough in the north with drivers and operatives working throughout the UK.

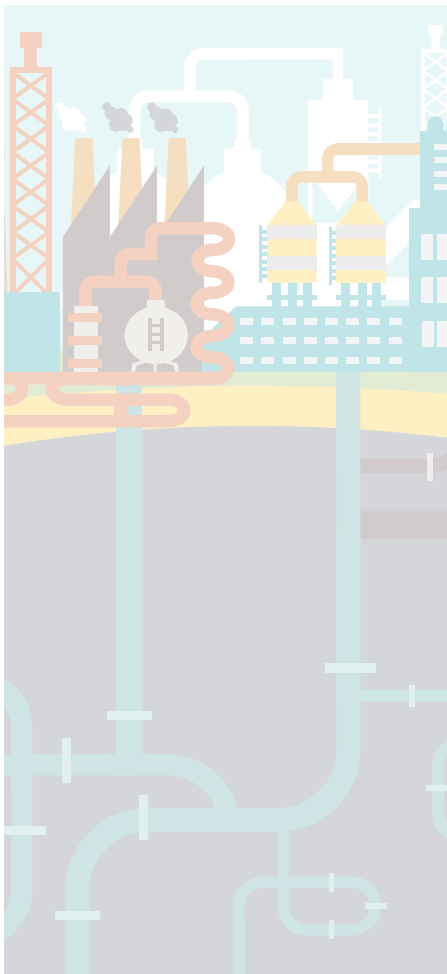
CSG is strongly motivated by the goal of diverting waste from landfill, and recovering and recycling as much waste as possible from the initial parts of the original waste stream.

The Group attracts customers from many sectors including Government

Agencies, major local authorities throughout the UK, utility companies, leading supermarket groups and multi-national forecourt chains.

While the Company has forged a national reputation for excellence in industrial and commercial waste management, it has also continued to strengthen its position as market leader in the domestic householder sector and empties, services and repairs thousands of off-mains domestic waste systems every year.

www.csg.co.uk



PwC

PwC is a global professional service firm offering assurance, consultancy and tax advice to a range of clients across all sectors.



We act as one firm – extensively networked – and utilise our talent and experience to strive with our clients to achieve success.

Our Newcastle office is the leading professional services firm in the region, offering a full range of services to clients of all sizes and industries. For more information, contact Lee Pearce on 0191 269 4097 or email Lee at lee.pearce@uk.pwc.com

www.pwc.com

Within our core offering we provide tailored services including economic, human resource and legal solutions.

We pride ourselves on doing the right thing for our clients; delivering exceptional value with integrity.

NEW MEMBERS

WELCOME TO THE CLUSTER

O'BRIEN WASTE RECYCLING SOLUTIONS

As the North East's largest waste recycler, our goal since our inception in 2006 has been to provide a range of environmentally friendly, multi-stream waste collection and recycling solutions for businesses of all sizes.

Our dedication to excellent customer service was recently recognised by winning the 'Service of the Year' Award at the North-East Business Awards.

As well as processing household waste for Newcastle City, North Tyneside, Durham County & Middlesbrough Council; our innovation partnership-approach to waste management is used by a number of the region's largest

organisations, such as Newcastle International Airports, Fujifilm, Siemens, PD Ports, NUFC & SAFC.

We recognise that our people are our greatest asset and are very proud of our roots here in the North East. We believe that the positive, hard-working, "can do – will do" attitude of the people in our region is reflected in our company culture.

Our 21st century ethics are reflected in our Environmental Compliance and

performance. For example, O'Brien are one of the first UK waste recycling companies to achieve certification in the new 2015 versions of ISO 14001 and ISO 9001.

2017 will see the expansion of our recycling centre in Hartlepool. This significant investment will enable the business to continue to grow in the Teesside and North Yorkshire area in the coming years

www.obrienwaste.com

LIFESTYLE ARCHITECTURE

The lifestyle architecture group has been operating for over 20 years and was incorporated in the UK in 1996.



At our core we are focused on "practical leadership" within the holistic framework of personal and professional development.

In essence we deliver 'Practical Leadership'. These days more and more emphasis is on structured academic qualifications which are very important, but the real life practical application of this knowledge has not been developed to the same level

We have developed our own intellectual property via a series of unique methodologies and concepts to deliver this objective.

Practical leadership means three specific objectives.

Enhance performance, spotting opportunities and being world-class through simple effective and consistent leadership.

We do this by detached observation and engagement with leaders on a one-to-one basis and in group sessions to inspire the right leadership behaviours using our various concepts.

This leads naturally to enhance your competence, commitment and clarity and communication, which is tangible and decisive.

It's then all about your action and application, determined leadership identity, purpose and sense of meaning which will achieve growth

and evolution through the measured value and impact of each of our sessions.

We then look to capture the good times in lessons that each leader experiences and has experienced in the leadership adventure through our unique 21 Square time management concept which will establish their "action" time, "preparation" tasks and most importantly their "creative" space where on the quantum leaps in leadership performance can be discovered and created.

www.lifestylearchitecture.com

LAUNCH OF HVAC BUSINESS FOR MECH-TOOL ENGINEERING



Mech-Tool Engineering Ltd - a leader in the design, manufacture and supply of fire, blast and heat protection systems - has successfully implemented ambitious plans to introduce a new business arm which will significantly enhance its delivery of full turnkey modular solutions and enable clients to save considerable time and money.

The company has launched its HVAC Solutions business earlier this year and in quick concession has already received an order for the design and build of an air handling unit for one of the globe's leading engineering and technology services company.

Having carved an unprecedented reputation over the past 46 years as a pioneer in developing, testing and revolutionising bespoke in-house engineering solutions to protect people and equipment against fire, blast and radiant heat hazard, the company already has three distinct business units; Design Consultancy, Fire and Blast and Modular Solutions.

Headed by Mech-Tool Engineering's Dr Keith Bell, the new business arm will mean the company has direct day to day control of design, manufacturing and testing of its HVAC projects ensuring key programme dates are achieved. The co-ordination of the entire process in house will also mean projects will continue to be delivered in a timely and efficient manner driving significant cost savings to clients.

Speaking about the launch, Keith said: "Previously we have expended a considerable amount of resources ensuring modular equipment complies with required specifications and is delivered on time. Having this highly-

specialised function internally means that, not only will we have control of the full modular process end to end, we will also have increased capabilities to deliver on time and budget.

“

We are continually looking to improve our offering and this investment will not only help to facilitate the growth of the business, but will also create added value for our clients, saving them time and money.

”

The company will now provide a full turnkey HVAC solution, which is essential in providing the optimum modular solution for the protection of specialist high value equipment.

The new business arm will be operated from its existing manufacturing facility based in Darlington. The firm is also investing in new tooling, AHU manufacturing design systems and testing equipment.

Mech-Tool Engineering offers a complete end to end solution for fire, blast and radiant heat protection from initial design and consultation through to manufacture and assistance with on-site installation.

www.mechtool.co.uk

GDPR AND THE PROCESS INDUSTRY – WHAT DO I NEED TO KNOW?

On 25 May 2018, the General Data Protection Regulation (the GDPR) will come into force. The GDPR imposes much more prescriptive obligations on organisations in terms of how personal information is used.



Caroline Churchill

While May 2018 might seem like a long way off, the nature of the obligations under GDPR mean that organisations in the process industry should be considering the steps they need to take to comply now, particularly in light of the significant new penalty regime.

What does this mean for the process industry?

The GDPR will apply to all personal information and will affect any organisation that has employees or deals with individuals at customers or suppliers.

Organisations in the process industry are unlikely to use significant quantities of personal information beyond that of their employees and individual contacts at other organisations (e.g. contact details of customers and suppliers). The way personal information is used in the process industry is unlikely to be intrusive. So, although the process industry will need to address the GDPR's requirements, the risks associated with use of personal information are likely to be lower than other sectors (such as the financial services sector where organisations employ data analytics to maximise opportunities).

Key issues for the process industry

1. Employee data: You will need to ensure your use of employee data complies with GDPR (e.g. do you have a privacy notice telling employees how their data is used?).
2. Contracts: GDPR requires certain provisions to be included in

all contracts where one party processes personal information for another (e.g. a cloud based storage provider). Existing contracts should be amended and new contracts entered into should be drafted to comply.

3. Cross-border transfers: If you are part of an international group, you will probably transfer personal information outside the EEA (e.g. the sharing of employee data for management purposes). The GDPR requires that certain protections are put in place for such transfers.
4. Record keeping: The GDPR requires organisations to "demonstrate" they comply. You will need to update your policies/procedures and keep records of your processing activity.

Does it matter?

The potential fines for non-compliance will increase massively from the current maximum of £500,000 to an eye-watering maximum of €20million or 4% of global turnover (whichever is higher) depending on the breach. Data breaches tend to be widely reported and any negative publicity associated with GDPR non-compliance could cause reputational damage.

It can take time to implement a GDPR compliance project and we would recommend adopting a well thought out compliance strategy which is implemented in a controlled and measured way over the next twelve months, rather than trying to rush things through before 25 May 2018.

www.bond Dickinson.com



Sarah Dunn

GEXCON UK LAUNCH NEW INTERACTIVE TRAINING TOOL 'DSEAR & ATEX MADE EASY'

Gexcon UK have developed a cost effective, unique training tool which allows employers and employees to improve their knowledge on a specialised subject, whilst ensuring there is minimum disruption to the workplace and production.



DSEAR & ATEX Made Easy delivers a pragmatic introduction to the DSEAR & ATEX Regulations (Dangerous Substances and Explosive Atmospheres Regulations 2002) and provides a foundation level understanding of the phenomenon of explosions, what effects and consequences can be expected, how to become DSEAR compliant and how to protect personnel and equipment.

The course is aimed at all employees who work with, or have in the workplace, any dangerous substances that could, if not properly controlled, cause harm to people as a result of a fire or explosion, it also helps employers to comply with and satisfy Regulation 9.

Accessed via browser it is compatible across all devices, it has also been created so that it can communicate with Learning Management Systems (LMS) by using a set of technical standards for e-learning software known as SCORM (Sharable Content Object Reference Model). This enables an employer to host the course on their own LMS who wish to roll out the course to a large workforce and keep track of their learning progress.

It gives the 'learners' the power to complete this course at convenient times to work around their current commitments, test their understanding of the course content during the delivery of the modules and increase their Continuous Professional Development.

Even though there are numerous safety training courses available on e-learning platforms, there are only

a small amount which focus solely on DSEAR Regulations and those which do encompass DSEAR & ATEX are usually classroom based. This is a major downfall for those employers who need to educate their workforce but have neither the resources to cover production downtime or enough pennies in the training pot to allow this to happen.

We thrive on delivering our tailor made courses to organisations all over the UK and internationally helping them to understand the fundamentals of potential hazards that may exist and they can play their role to ensure a safer workplace exists for all.

Being able to deliver our DSEAR Awareness course online, we are continuing to share what we have learnt over the past 40 years with far more people than we could using conventional training methods whilst being able to concentrate on growing our business in other areas of Safety & Risk Management.

MEMBER OFFER: Additional 5% discount for all NEPIC members, please use code NEPIC5 upon checkout. For further information please contact us on 01695 726565 or email gexconuk

www.gexcon.com

WHO IS THE SALES SUPERHERO IN YOUR BUSINESS?



Sales is a fundamental element of business, as it is in personal life. It is therefore not surprising that several famous people quoted the ultimate and most simple business mantra “nothing happens until someone sells something”. Wondering who ‘someone’ is in your company? The short answer is EVERYBODY!!!

One Team One Approach

Traditionally it was often the vocation of a single energetic, persistent individual to generate new business. But there's a fundamental shift happening in business right now: helping is the new selling, which means that the teams who understand the customers best will win their business. Clearly, this new approach to sales involves coordination across different business lines and competences. Even employees who are not directly in sales are most likely supporting someone who is.

Sometimes non-sales people are directly involved in customer acquisition. Modern communication channels allow customers to find and connect with anyone in your company, anytime. As your people move closer to the customer, core sales and service competencies should be made a conscious part of all roles.

Develop a commercial mindset

Top performing companies have customer acquisition built into their DNA and embed commercial training to ensure all staff understand:

- What the company stands for (in language they and the customers understand);
- What the company's philosophy and values are;
- What the company does (in general and how other service lines can help your customer);
- And what the company's approach to sales and customer service is.

If everybody in your business is aware of their invaluable contribution to commercial success, you will get lots of open eyes and ears focused on discovering new opportunities.

To help develop commercial mindsets, durhamlane has created a sophisticated, but simple, Sales Process, called Selling at a Higher Level™. Proven by hundreds of sales and non-sales people their sales consulting, training and coaching services help to serve customers more effectively and create value-based relationships.

www.durhamlane.com

SQUARE ONE LAW GROWS COMMERCIAL TEAM TO SERVE INCREASED PROCESS SECTOR ACTIVITY

The continuing importance of the process sector to the North East economy, and the increased opportunities for inward investment in the industry, has led to entrepreneurial law firm Square One Law bolstering its team of commercial lawyers to meet demand for its services.



px group acquires Saltend Industrial Park infrastructure business from BP

Already highly-active in the sector, the Newcastle-based firm has recruited Commercial and Intellectual Property (IP) lawyers, who have a strong track-record in supporting technology-led companies and helping local entrepreneurs as they grow their businesses.

Prior to joining Square One Law as an IP/IT partner Helen Brain, originally from Durham, gained specialist knowledge with US firm, K&L Gates in London and then worked for the Government of Dubai Legal Affairs Department. Other recent additions to the firm's commercial team include consultant Michael Stevens and associate Sarah Lisgo.

James Bryce, head of the corporate and commercial team at Square One Law, said:

"The recent expansion in our team has been a direct response to specific demand for our services from the process sector. Helen, Mike and Sarah's appointments, combined with our expertise of HR, Energy and Corporate Finance, enables us to deliver a sophisticated offering to clients in areas such as: energy procurement; distribution; IP; finance; employee relations; global mobility for international workers; and assistance with import and export agreements."

Square One Law has recently advised Blue Water Energy in support of its investment into the px Group, which subsequently led to the firm working with px on its recent acquisition of the Saltend Industrial Park operation from BP.

Square One Law has also acted on behalf of listed pharma company Shield Therapeutics on a variety of commercial agreements and corporate matters. Other work includes: advising on supply contracts and cross-border commercial arrangements for a specialist chemicals manufacturer; advising a filtration manufacturing company and a plastics manufacturer on a variety of commercial contracts.

James continued: "The North East chemical industry is thriving and increasingly we see its supply chain is becoming more deep and diverse as the sector continues to develop. It also faces substantial challenges as the impact of Brexit becomes evident."

"Square One Law was only set up six years ago and saw an opportunity to be a disruptive influence in the legal marketplace. Our entrepreneurial and flexible approach is similar to many of our clients in the process sector and we understand the challenges our clients face around scaling up. We have focussed on attracting smart lawyers with specialist knowledge and I believe our team's combined strength, along with our international experience, helps us to sit alongside growing companies and help them develop."

www.squareonelaw.com

NEW WAYS TO MAKE PROJECT TEAMS FEEL AT HOME

Team members coming from different parts of the world to work on plant construction projects no longer have to stay in hotels. They can opt for the freedom of living in serviced apartments from NEPIC member, ESA. Based in North East England, ESA is now expanding to North East Spain. And expanding its choice, too.



"No one wants to be restricted to the same room and same menu for weeks or months," says owner Katrina Rosser. "They deserve the flexibility of a home-from-home with their own front door where they can relax, cook, work, entertain and just be themselves."

Another advantage of serviced apartments is an average saving of 30% compared with hotels of equivalent quality. But can ESA respond with equivalent quantity and speed when national and global companies need to mobilise large numbers of key people at short notice?

Tees Valley and Catalonia

Over the last eight years ESA has continued to grow its stock of apartments in the Tees Valley – all within striking distance of its industrial zones. With scalable resources, it has met requests for as many as 25 apartments at one time.

Building on this success formula, ESA has now established a presence in Catalonia - Spain's leading industrial and commercial province. Again, as in the UK, these apartments are exclusively for business use.

New extra choice

To give companies extra flexibility, ESA has now fine-tuned its range to match different levels of personnel, offering a choice of Elite or Essential class apartments.

With Elite comes a quality of living comparable to an executive's own home. Newly launched Essential offers a little less than complete luxury at a lower cost so companies can extend serviced apartment benefits to more people, typically those implementing a project on-site.

For both options ESA complies with the strict standards set by their professional body, the Association of Serviced Apartment Providers, who rate them "Very Good to Excellent".

Live like a local

The Tees Valley apartments are located in the historic market town of Yarm close its vibrant High Street, in the regional hub Middlesbrough and in Hartlepool Marina, complete with its own shops and café culture.

In Spain, the choice covers Barcelona, the world-renowned capital of Catalonia, the lively and welcoming smaller city of Tarragona and the fashionable resort of Sitges.

In all locations, apartments are in secluded, sought-after spots within real communities, where project team members people can share the same places to shop, eat, drink and relax as locals.

www.eliteservicedapartments.co.uk

3 BENEFITS TO CONSOLIDATING YOUR PRODUCT RANGE

It has been suggested in the scientific community that the average adult makes over 35,000 decisions each day. These range from simple and commonplace – tea or coffee? – to more complex and important – who to vote for or what car to buy.



In many ways, our choices are a chance for us to express ourselves and have control over our lives. However, there are some areas where more choice is not necessarily a good thing, and PPE and workwear product range is one of those situations.

Many H&S and procurement officers express to us struggles associated with workers accessing a massive catalogue of items. While providing the choice that is necessary and beneficial for a diverse workforce, Nusafe's approach to PPE and workwear supply involves consolidating the ranges of our clients where possible. This results in a number of benefits:

INCREASED EFFICIENCY: When there is one approved product for a given task, those placing orders know what they require. There is no questioning what staff members would prefer or if the available items are of appropriate certification. This eliminates potential for disputes among employees, and frees up company time to focus on core objectives.

SAFER WORKERS: With a rationalised product range, management can more easily recognise when employees are wearing the right gear. This will encourage compliance and, as a result, ensure a safer workplace.

DECREASED COST: A smaller range of products makes tracking usage and spend much easier. By purchasing higher numbers of one product, costs are usually reduced.

We are experts in product rationalisation and we're always ready to help where we can. If the above benefits sound attractive to you, give us a ring and find out what potential we can identify to consolidate your range. We're here to help.

WANT TO KNOW MORE? Feel free to call us on 0845 337 1698 to speak to a Nusafe team member.

www.nusafe.co.uk

BRING YOUR HEALTHCARE SME GROWTH TO LIFE WITH STRATEGIC MARKETING

Making a sale should be easy, especially when you have the right product. So, why do so many healthcare SMEs struggle to break into the healthcare market?



Karen Winterhalter, Director
at Onyx Health

Karen Winterhalter, Director at Onyx Health, believes that strategic marketing communications is the key to turnover and growth, especially when today's healthcare market is much more complex and challenging to enter.

The cost pressures on the NHS are enormous. While there is lots of rhetoric about innovation, we are still a long way off from adapting true innovation

throughout the UK. So, it is important to never underestimate the time and effort it will take to be successful.

For healthcare SMEs targeting the NHS, it is important to take the time to understand the market from the perspective of your customer and steer your efforts to where it needs to be. For example, ask yourself:

- What are the demands, needs or priorities of the service you are selling into?
- Have you assessed the clinical need?
- Have you identified the role procurement will play in your journey?
- Do you fully understand how commissioning of a product or service at primary care level works?

Karen says, "We work with our clients to help answer these and many more market entry questions and then identify what they need to say, who they need to say it to and what channels they need to use to communicate those messages. A well-researched and thought through strategic commercial and marketing approach enables our clients to overcome market barriers and generate sales."

These effective strategies identify the type of customer that needs to be reached and in turn, informs the direction your marketing should take.

In the NHS, this means identifying the clinical pathway your innovation fits in and how your product meets a need, whilst recognising this may differ in each Clinical Commissioning Group (CCG) or Trust.

Your marketing strategy also ensures that everyone in the business knows what you are trying to do and to that end, what they need to do to.

At Onyx Health, we have a wealth of experience of integrating healthcare marketing communications and sales into businesses – working with start-ups right through to established pharmaceutical, medical device and diagnostic companies.

We understand success doesn't come easy, but we are driven to do what we can for our clients to ensure success is what we achieve.

onyxhealth.com/packages

NORTH EAST COMPANIES HELP TO INSPIRE THE FUTURE OF INDUSTRY

Over 45,000 children have taken part in CIEC's Children Challenging Industry programme since its development in 1997. Now, as we celebrate 20 years of inspiring young people to connect with Science and Industry, we look to the future of this fantastic initiative.



In the past year CIEC and the Children Challenging Industry team have worked with over 670 students from your area, to create exciting and innovative science projects for children in both primary and secondary education.

We have delivered staff training and development to 22 schools in the Tees Valley – working with no less than 338 members of staff to inspire and encourage them to develop their students' interest and passion in science and technology.



One of the most rewarding and inspiring aspects of our work has been taking the children on site visits to companies within your region. This allows the students to see first-hand the science in action and often provides them with an experience they will never forget! The children love seeing how industry works, and the experience is also rewarding for each of our fantastic host companies who are inspiring a new generation of scientists and engineers to take science further in their academic careers.

Children Challenging Industry also provides staff training by introducing teachers to using industrial real-life science based activities to engage the children in the classroom. This important aspect of our programme supports the continued professional development for our teachers and focuses on Working Scientifically, exploring the wealth of CIEC resources

that they can access for free from our website, creating contextualised classroom links with industry.

The impact of Children Challenging Industry is clear on the faces of not only the children who visit these innovative industries and take part in class sessions, but also their teachers whose interest and engagement with science is ensuring that future generations are inspired to take Science further.

CIEC simply could not fund this activity without the continued generosity of NEPIC members – so thank you! We know how important it is to continue this type of outreach and hope that you might continue to support us to take Children Challenging Industry into another hugely successful 20-years.

- £1000 would help us to fund a continued professional development session for Primary Teachers in your region.
- £2000 would fund three in-class science sessions for a school, plus ongoing support and online resources.
- £5000 would fund us to develop new online and in-class resources tailored to your company's story.
- You could host a site visit for us too!

To find out more, visit www.nepic.co.uk/cci or contact Louise Wise at Louise.Wise@york.ac.uk

TEES VALLEY MAYOR MUST BUILD A STRONG WORKING RELATIONSHIP WITH THE NEPIC COMMUNITY

Michael Lamb, new Business Director at Publicity Seekers in Hartlepool, looks at how the new Tees valley mayor can learn from mistakes in London.



**Michael Lamb, Business Director,
Publicity Seekers in Hartlepool**

I recently returned home to Hartlepool after 12 years living and working in London, and one of the first things that greeted me was a voting form for the Tees Valley mayoral election. Now, given the Prime Minister was about to trigger Article 50 and create huge uncertainty for businesses across the country, I expected to see the mayoral candidates campaigning hard in the press, on TV and on social media, outlining their plans for Tees Valley businesses.

Unfortunately the reality was very different, with only one candidate, and I'll let you make up your own mind who, talking-up their plans to engage with businesses at home and abroad. To put the importance of this election in context, the Tees Valley Combined Authority has developed an Investment Plan to grow the Tees Valley economy; creating new jobs, growing the skills base, and improving infrastructure. In total, a minimum investment fund of £464 million will be available for investment in 2017-21, covering the period of office the Tees Valley's first elected Mayor.

With that in mind, I really believe this election will prove to be a tipping point for our region and our new mayor must first recognise where our industrial strength lies and build on that base to ensure both short and long-term success.

A chemical heritage to be proud of

During my time in the capital I was lucky to work with technology giants like Microsoft, as well as many amazingly innovative tech start-ups in an industry sector that was recognised around the world.

However, of the three elected mayors voted-in, neither Ken Livingstone nor Boris Johnson had great relationships with any industry sector, and certainly not the technology community. In fact, the most memorable thing Boris did, apart from getting stuck on a wire above the Thames, was to implement a hugely expensive cycle scheme. While that initiative will forever be known as 'Boris Bikes', the initial concept was announced by his predecessor during his time in office. So it's safe to say few people in industry would say either had a great record in driving business growth and prosperity.

Fortunately, it seems that Sadiq Khan has learnt from the mistakes of the past mayors and has set out a clear strategy to help build on the strong technology sector that London has. He and his team have set out to build relationships with key industry figures. They've picked the brains of the best and brightest and formed alliances from which he's begun to define his priorities for growth. But, the crucial point is, before Khan took office London's technology sector had little effective help from the mayor's office.

All of which brings me to our newly-elected Tees Valley mayor. The Tees Valley business community cannot afford for the mayor to make the same mistakes that plagued both Ken and Boris's time in office. And we certainly don't need similar vanity projects a la, bendy buses or bike schemes. Without question, they must quickly recognise the strength and potential for further growth that the NEPIC community offers and work with them to make to right decisions for our region.

ACADEMY OF JOINT INTEGRITY SUPPORTS COMAH COMPLIANCE AT CHEMOXY INTERNATIONAL LTD

The Academy of Joint Integrity has supported the continual competency development of Operators and Maintenance Staff at Chemoxy International Ltd with a programme of specialist Flange Assembly/Gasket Technology training courses.



More than 80 operatives from Chemoxy's two sites on Teesside took part in the certified flange integrity and gasket technology training as part of the company's commitment to safety through its position as a top tier COMAH site. This is the second training project Chemoxy has engaged the Academy to deliver.

Delivered on-site at Chemoxy's facilities, the day-long training programmes, which are accredited by the Energy Institute, are designed to increase competencies to underpin Loss of Containment strategy. Utilising the Academy's mobile Flange Assembly Demonstration Unit (FADU), which displays the elastic interaction of the components within the Flanged connection, Chemoxy's

staff were able to undertake practical assessments to demonstrate competencies. In addition to delivering the tailored courses, the Academy also support the sites with procedures to meet best practice.

Andrew Purvis, Quality/Training Manager, Chemoxy International Ltd, said: "As a top tier COMAH site we commissioned the Academy of Joint Integrity to deliver a suite of Energy Institute-certified Flange Integrity/ Sealing Technology Training Courses to our Operators and Maintenance Staff. Delivery was both professional and tailored to meet site needs, and met with HSE compliance prerequisites. We would certainly recommend the Academy for any COMAH facility as it has a wealth of experience in the subject area."

Gary Milne, Academy Director, said: "We are proud to have worked closely with Chemoxy to support the continual safety and operational competence of its operators. Our expertise in COMAH regulations and related flange integrity requirements is enabling the Academy to become a leading provider of specialist training in this field and reinforces Flexitallic's commitment to safety and improving industry-wide standards."

www.academyofjointintegrity.com

APPOINTMENTS

New Tees Valley Mayor Takes Office

Following the recent election, Ben Houchen has now taken up office as the Tees Valley Mayor.

On Monday 08th May, Ben signed a Declaration of Acceptance of Office, with the Returning Officer, David Bond and Combined Authority Managing Director, Andrew Lewis.

The day also marked the point at which new legislation takes effect. The Tees Valley (Functions and Amendments) Order 2017 establishes a new statutory framework for the devolution of funding, powers and responsibilities to the area.

Tees Valley becomes one of six areas within England that benefit from these new powers, following



the October 2015 devolution deal between Tees Valley leaders and government ministers.

The Mayor will act as a champion for the people of the Tees Valley, ensuring more resources are invested in the region, and a strong voice in negotiations with government.

Commenting on his new responsibilities, Ben Houchen said: "Following last week's historic election, I am proud to accept the new office of Mayor of the Tees Valley. Today marks a critical point in the devolution of new powers to our area, as a result of the deal secured with government. I am committed to use these new powers to help to deliver a strong and prosperous future for the people of our area.

I look forward to working closely with the local councils, business and communities across the region, building a strong coalition to secure the jobs, skills and infrastructure that our region needs for the future.

www.teesvalley-ca.gov.uk

Former High Force Research founder joins NEPIC team

Former co-founder and managing director of High Force Research, Bob Redfern, has joined the NEPIC team at Wilton having retired from the Durham-based firm in 2016 after 28 years.

Joining NEPIC on a part time basis as Principal Consultant, Bob will provide screening for new business enquiries for the development and production of chemical products and processes – and seek to source partners from amongst the membership who have the expertise, facilities or resources necessary to commercialise the project in question.

In addition to new business opportunities that arise from NEPIC's activities in other regions of the UK and overseas, Bob particularly

welcomes enquiries from academic research groups seeking scale-up/commercialisation partners.

Aware too that such opportunities are also available from within the network, Bob is keen to hear from NEPIC members willing to pass on enquiries not meeting their own criteria for new business, which may interest other NEPIC members.

NEPIC chief executive, Stan Higgins, welcomed Bob to the team, adding:

"Bob has been a practicing chemist all his career, doubling up as owner and business manager for High Force Research. He is renowned for his chemical expertise so we were delighted when Bob offered his services to support NEPIC. His business and chemistry knowledge will be invaluable to us in supporting our members going forward."



To find out more, contact Bob direct on 01642 442 556 or email. bob.redfern@nepic.co.uk

APPOINTMENTS

Square One Law announces seven promotions

Square One Law, the UK's fastest growing commercial law firm based in Newcastle, has announced seven promotions.



"Five Associates have been promoted to the position of Senior Associate. They include, from the litigation team, Hayley Anderson and Rachael Cooper; Ashraf

Ali from the corporate team, Sarah Parish from the property team and Susie Das from the employment team.

In addition, Marketing Executive Maria Brooks has been promoted to Process Development Manager and Charlotte Branch has been promoted from

Business Development Executive to Marketing Manager.

Jean-Pierre van Zyl, equity partner at Square One Law, said: "Our brand

continues to attract smart lawyers and excellent quality support teams and it is great to see the talent within our firm, flourishing and developing their careers with us. Everyone being promoted has made a real difference to our business by embracing our culture and putting clients first and at the heart of what they do.

Jean-Pierre continued: "We are known for attracting and retaining outstanding people able to use their commercial and legal knowledge to improve the client experience through responsiveness and service delivery so that we can sit alongside growing companies and help them develop."

www.squareonelaw.com

High Force Research welcomes new team member to recently expanded laboratory at Teesside's Wilton Centre

Leading North East-based chemical research and development company, High Force Research, has welcomed University of Durham Postgraduate, David Chisholm, to its Wilton Centre team.



David has spent the last four years studying synthetic retinoids and their potential uses for treating Alzheimer's and Parkinson's disease as part of his Biological Chemistry PhD at Durham University. His postgraduate research, undertaken with Ph.D. supervisor Professor Andrew Whiting from Durham University's School of

Chemistry, was sponsored by High Force Research.

From his new base at High Force Research's Wilton Centre laboratory in Teesside, David will continue his post-doctoral research which is being co-funded by the Biotechnology and Biological Sciences Research Council (BBSRC) and High Force Research.

It is part of a new two year project, funded by the BBSRC and led by a team of scientists at the University of Aberdeen in conjunction with Durham University and High Force Research, that is researching a synthetic version of retinoic acid that interacts with the body's natural receptors in the brain in an even more powerful way than regular retinoic acid. It is hoped

the research will contribute towards the development of therapeutics – primarily for Alzheimer's but potentially Parkinson's disease and other neurodegenerative diseases.

The news follows a period of ongoing success for High Force Research. Located in the heart of the North East chemical industry, the company recently announced it was doubling the size of its 1018 sq. ft. laboratory at Redcar's Wilton Centre which was originally in February 2016 after its existing Bowburn laboratory and office space became full to capacity.

www.highforceresearch.com

APPOINTMENTS

O'Brien Wins 'Service of the Year' Award 2017

O'Brien Waste Recycling Solutions are proud to announce that we are the Service of the Year Award winners at The North East Business Awards 2017.



O'Brien was shortlisted for the award having won an earlier regional heat. This service award win is a recognition of the O'Brien 'customer first'

approach to waste service delivery.

O'Brien Waste Recycling Solutions was established in 2006 and during that time has grown to become the largest provider of trade waste collection and recycling services in the North East.

Dedicated to service excellence, the business currently operates with 96% customer satisfaction and 99.4% customer retention.

With a workforce of over 400, this privately-owned, North East focussed business specialises in the provision of total waste recycling services including Trade Waste Bins; Commercial Skip Hire and Waste Recycling.

www.obrienwaste.co.uk

ABB's leading European partner wins Drives & Motor Supplier of the Year award three years in a row

A poll of over 350,000 people from UK Industry have voted Quantum Controls Ltd to be the 'Drives and Motor Supplier of the Year' for the third year running. UK Corporate Excellence presented Kevin Brown, Managing Director, with the company's latest accolade in April 2017.



Established in 1989, Quantum have been the largest supplier of ABB variable speed drives and motors in the UK since 1994. They have over 100 service and maintenance contracts throughout the UK, and while specialising in ABB products, Quantum offer a full turnkey solution to the specification, supply, installation, commissioning and after sales maintenance and repair on all brands of drives and motors.

Brown said: "We are once again delighted to receive such a prestigious award voted for by the UK Industrial community. This three-year win recognises Quantum as a company that really does put our customers first, with all our staff receiving continuous training to ensure they are experts in

our field. Alongside this, we ensure that all staff are employed based on attitude as well as aptitude to ensure customer service is the first thing they think of every day - the foundation on which we base our KPIs."

In the past year alone Quantum have doubled the size of their business, serving clients at both a local and national level. This growth is primarily down to their commitment to investing in people in order to deliver the best experience possible for customers.

www.quantum-controls.co.uk

EVENTS & INFO



Upcoming dates for your diary:

NEPIC & Partner events plus free workshops, meet the NEPIC members and much more...

PHARMA CONNECT: INDIA SPECIAL

20 June | 📍 RTC North

NEPIC is hosting a Pharma Connect: India Special to bring together member companies and our visiting Indian delegation to further explore the prospective synergies between the two regions.

MEET THE MEMBERS 2017

21 June | 📍 Wynyard Hall

Conference & Expo:
This year's conference will return to the stunning Grand Marquee at Wynyard Hall and investment project opportunities remain high on the agenda. 500+ delegates, 100 exhibitors and a strong speaker line-up.

CLUSTER CONNECT

06 July | 📍 RTC North

CLUSTER CONNECT brings together member companies to facilitate introductions and the sharing of business information and opportunities in a friendly and informal atmosphere. Join us to meet with our like-minded members and make new cluster connections.

ENERGY & ENVIRONMENT WORKSHOP

06 July | 📍 RTC North

Controlling costs is vital for SMEs but sometimes in the search to reduce costs and increase productivity, the impact of energy is overlooked, despite being the easiest target area. Join us to find out more and make savings, whilst increasing your sustainability credentials.

CLUSTER CONNECT

03 August | 📍 Darlington

CLUSTER CONNECT brings together member companies to facilitate introductions and the sharing of business information and opportunities in a friendly and informal atmosphere. Join us to meet with our like-minded members and make new cluster connections.

NEPIC GOLF TOURNAMENT

07 Sept | 📍 Slaley Hall

Played over two Championship courses, this stableford shotgun competition will bring together 36 teams from across the process sector and supply chain.

cluster connect

a nepic event

DEVELOPING STRONG CLUSTER CONNECTIONS

CLUSTER CONNECT brings together member companies to facilitate introductions and the sharing of information and opportunities in a friendly and informal atmosphere.

Members of NEPIC have access to a wide network of businesses in and around the North East and these free-to-attend monthly sessions allow you to meet with our like-minded members.

📅 **Thursday 06 July** | 📍 **RTC North, SR5 3XB, TS2 1AD** | **08:00 - 10:00**

📅 **Thursday 03 August** | 📍 **Prima! @ Amec Foster Wheeler, Darlington DL1 1RW** | **08:00 - 10:00**

To book please visit: www.nepic.co.uk/clusterconnect

For up to date and detailed information on all of our upcoming NEPIC and Partner events, please visit the dedicated events page at:

www.nepic.co.uk/events

ABOUT NEPIC

NEPIC is an award winning membership cluster organisation working with the chemical-using industries in the North East of England. We cover a broad sweep of chemistry focussed industries including petrochemicals, polymers & materials, fine & speciality chemicals, pharmaceuticals, biotechnology and renewables.

Together with our member companies, we work to build upon the already powerful industrial base located here and make this region one of the most competitive and successful chemical-processing locations in Europe.

BECOME A MEMBER OF NEPIC

If your organisation is looking to grow or be part of the sector or supply chain, we have the network and expertise available to help you win new business and succeed.

Since 2005, our activities have generated £3 billion of GVA for the region. Become part of North East England's most powerful industry Cluster and let us help you

CLUSTER. CONNECT. GROW.

For more information on joining the NEPIC network please visit our website.



www.nepic.co.uk/join-now