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YOUR GUIDE TO THE CHEMICAL PROCESSING CLUSTER IN NORTH EAST ENGLAND

2019 NEPIC DIRECTORY

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OUR NETWORK

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For further information: **abb.com/chemicals**

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WE HELP OUR MEMBERS TO

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LOUISE GWYNNE-JONES
PR & Communications Manager, NEPIC

Dear Readers,

It is with great pleasure that I welcome you to the new-look NEPIC Directory 2019. First and foremost, I would like to thank this year's contributors and supporters - without you this flagship publication would not be possible.

The aim of the NEPIC Directory is to showcase the world-leading chemical processing businesses that are located here and highlight the extensive supply chain that underpins the sector in the North East of England.

Whether you are a buyer seeking innovative solutions, a supplier looking for new opportunities, a business set on growth through collaboration and an investor looking to put down roots, our goal is to serve your needs - the needs of a diverse community of companies and individuals involved in doing business in this great place.

We can't create a community by ourselves. Only with your help will we create a broad and thriving community that highlights the outstanding opportunities on offer, showcases the unrivalled experience we possess and addresses the unique challenges we face.

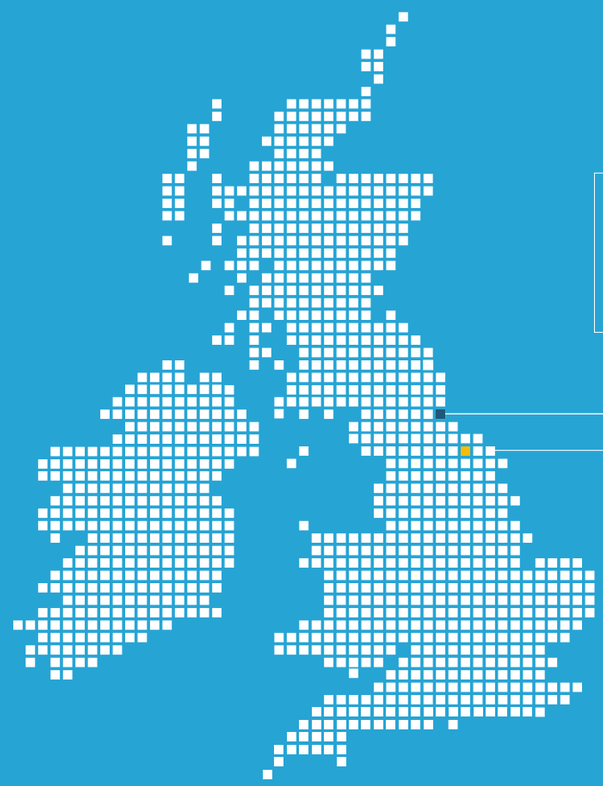
Together, let's give this region's chemical processing sector the attention it deserves and make sure our network and your businesses go from strength to strength.

Thank you for joining us as readers and as always, we welcome comments and suggestions that could be beneficial to the future success of this publication.

Thank you.

Louise Gwynne-Jones

WHERE WE ARE



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PHILIP ALDRIDGE
Chief Executive, NEPIC

The North East Process Industry Cluster is a natural cluster of chemical, pharmaceutical and process companies, together with their diverse supply chain. It is well known that companies that exist in clusters perform better than those on their own. Clusters offer a greater opportunity for trade, access to skilled labour, collaborative opportunities and best practice sharing. Within our cluster there is also the opportunity to share new technologies given our many University and Research Technology members.

The number of companies, and their geographic spread, are also important to allow organisations to work together. The more companies we have in the cluster, the greater chance of there being companies, large and small, with world class attributes such as safety culture, LEAN manufacturing, project management, digitisation and the greater the opportunities for collaboration.

By embracing the whole of the North East, from Stokesley in the south to Berwick in the far north, we have a better chance of maximising our membership. We believe that by focusing on the North East region and the fact that this holds so many process companies, the NEPIC team can act most efficiently to benefit our members and the regional economy as a whole.

The benefit we give is the capturing of those synergistic opportunities mentioned above. We achieve this in several ways. Firstly, through a range of events, some purely networking opportunities, others focused on specific areas of best practice or getting small groups together for mutual benefit. We also have Special Interest Groups, as mentioned further in this publication, to address common concerns and opportunities. Members are also able to share news via our on-line Members Hub and e-bulletin.

Our member companies don't exist in isolation from the wider economy and as such we act to be their voice to regional and central government as to the needs of our sector. Recently, we have been closely engaged with the two regional Local Enterprise Partnerships (LEPs) in order to help them formulate their Local Industrial Strategies and ask the correct questions of central government for funding. We will continue to work closely with the LEPs and Combined Authorities going forward.

Our intension is to grow our membership numbers for the benefit of the whole cluster; more members mean more opportunities to collaborate and grow. If you are not yet a member, please join us and experience the benefits! If you are members, be proactive and get involved! We find those members who engage well gain more from what is the second biggest process cluster in Europe.

With best wishes,

Philip

LED BY INDUSTRY

Founded in 2004, we are an industry-led, not-for-profit organisation with our core funding coming directly from the members companies who support our mission and values.

The elements that exist within the Cluster include the Board, that is responsible for formal governance including strategy, financial and operational activities; the NEPIC Leadership Council, responsible for guidance, leading issue focus groups and ambassadorship- and the NEPIC team, charged with overall delivery and implementation.

YOUR NEPIC

"Our vision is for a thriving chemical processing industry in the North East of England"

We support the business development needs of the chemical processing industry in the North East of England.

By working closely with our member companies, we forge meaningful business relationships that allow us to identify opportunities, facilitate connections, promote collaboration and enable growth.

We also actively work beyond our traditional stakeholder base with universities, research institutes and public bodies to leverage additional value for the sector.

We support your needs

We get to know your business so that we can provide you with the right support and connect you to the right people at the right time.

We protect your interests

We continually address industry challenges and champion the sector to ensure the long term sustainability of chemical processing in the region.

We build meaningful relationships

We have built thrusted relationships with manufacturers, operators, supply chain businesses and support organisations.

We identify opportunities

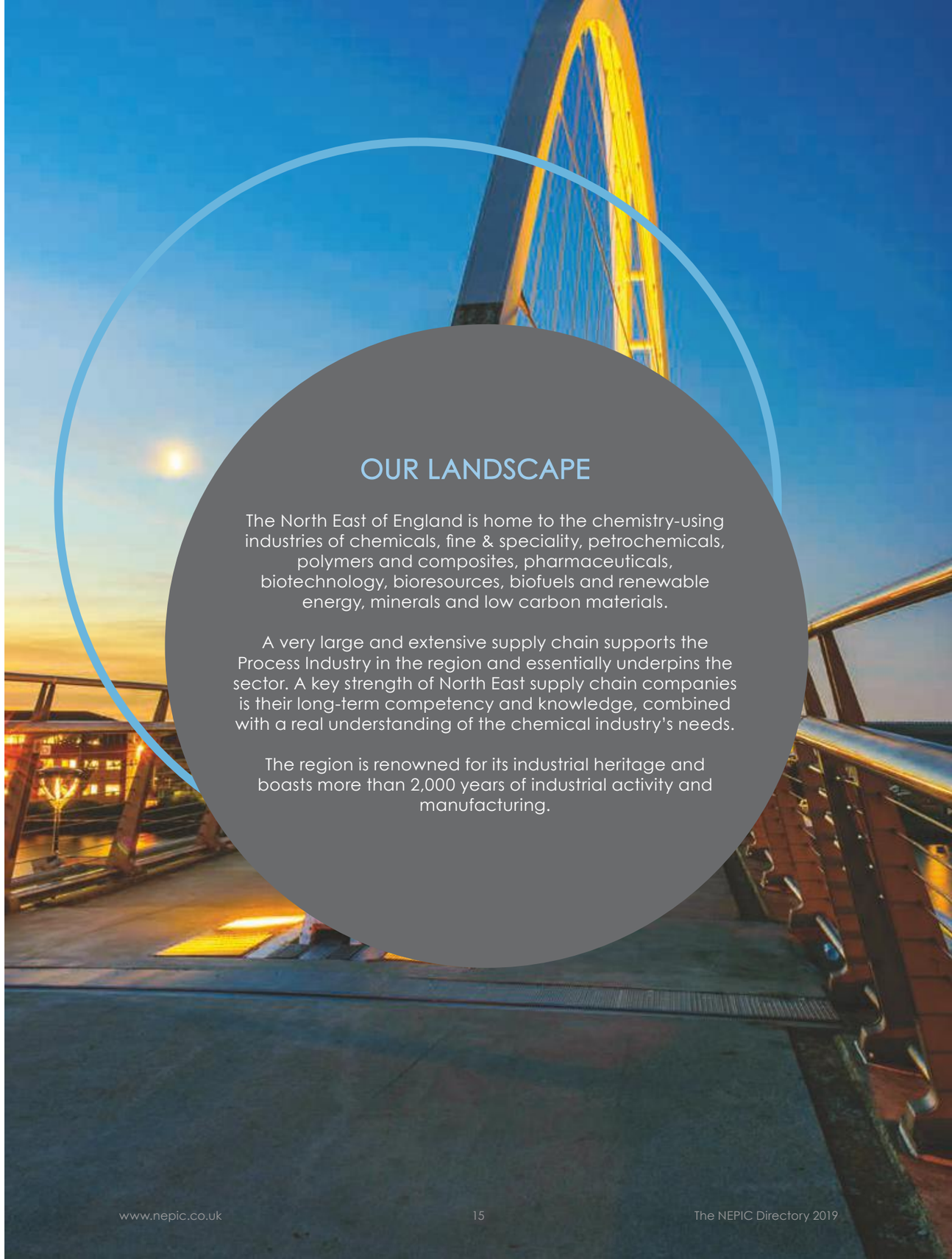
By working closely with members we identify and showcase upcoming business opportunities that supports investment, promotes diversification and inspires innovation.

We promote collaboration

We have developed an established and trusted community that acts as a catalyst for collaboration.

We enable growth

By supporting members at a local level in a collaborative environment, we can facilitate business growth and value for the region.



OUR LANDSCAPE

The North East of England is home to the chemistry-using industries of chemicals, fine & speciality, petrochemicals, polymers and composites, pharmaceuticals, biotechnology, bioresources, biofuels and renewable energy, minerals and low carbon materials.

A very large and extensive supply chain supports the Process Industry in the region and essentially underpins the sector. A key strength of North East supply chain companies is their long-term competency and knowledge, combined with a real understanding of the chemical industry's needs.

The region is renowned for its industrial heritage and boasts more than 2,000 years of industrial activity and manufacturing.

high tide

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Together we can inspire the future of Tees Valley.

We are changing the future for young people across Tees Valley. Our unique programmes are designed to help young people, parents, teachers and career advisors understand and experience career opportunities across our region.

From accountancy and automotive to media and manufacturing, our business members help deliver programmes that inspire, influence and attract their future workforce.

To help inspire every young person across Tees Valley we need your help. Join over 150 businesses of all sizes and sectors that are already inspiring our future.

To find out more about our FREE membership get in touch.

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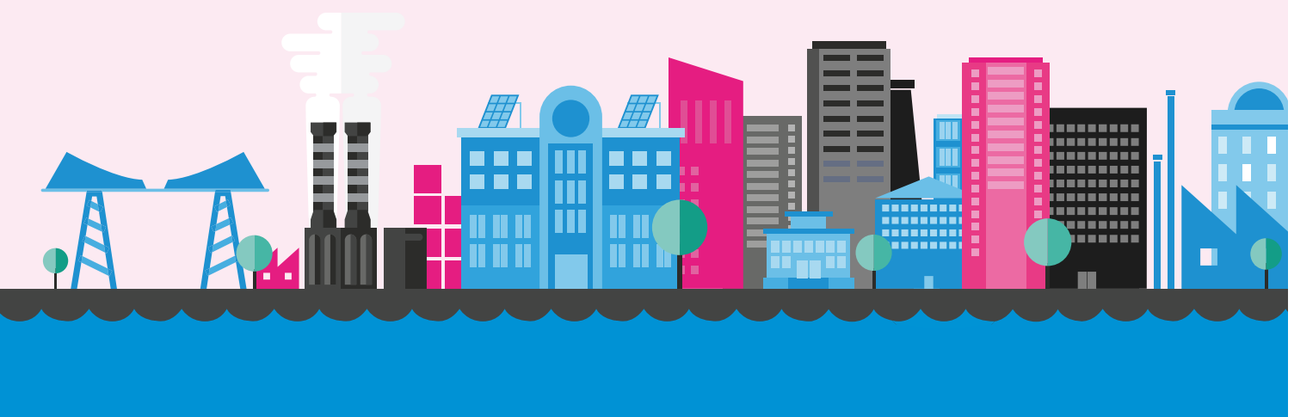

The NEPIC Board is chaired by Mark Kenrick and comprises of ten non-executive directors representing the broad range of sectors and businesses that exist within the NEPIC network.

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px Group

Steve Bagshaw
CHIEF EXECUTIVE OFFICER
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ASSISTANT DIRECTOR REGENERATION
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SITE DIRECTOR
SABIC UK Petrochemicals

Dai Hayward MBE
CHIEF EXECUTIVE
Micropore Technologies

James Robson MBE
CHAIRMAN
Entrepreneurs Forum

Peter Snaith
PARTNER & SECTOR HEAD OF CHEMICALS
Womble Bond Dickinson

Stan Higgins OBE
FORMER CHIEF EXECUTIVE OFFICER
NEPIC

Martin Inskip
FORMER SITE DIRECTOR
MSD

Philip Aldridge
CHIEF EXECUTIVE OFFICER
NEPIC

Martin Porton
OPERATIONS DIRECTOR
RTC North

NEPIC IN NUMBERS

Representing an **industry** that generates **£26 billion** of annual sales & **employs 190,000**

340 member companies

70+ events in 2018 & workshops hosting **2,500 guests**

120 industrialists supporting the members through **mentoring**

6,000 social media followers & **9,000 strong industry database**

Led by industry: experienced **Board of 10**, Leadership Council of 60 industrialists & **strong team of 13**

Founded in 2004 to reconnect industry, promote investment & strengthen supply chain links

North Tees | Seal Sands | Thames | Windmill

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GROW YOUR NETWORK

& DEVELOP STRONG CLUSTER CONNECTIONS

Facilitating interactions and enabling connections is at the heart of our work. We create unique insightful and inspirational events that promote learning, networking and business growth.

Ranging from breakfast meets to roundtables, workshops, exhibitions and conferences, each date is designed to offer guests the opportunity to hear from inspirational speakers, expand their network and share their message – with industry colleagues in a targeted and efficient manner.

In the past 12 months we have delivered 70 events and workshops and hosted more than 2,500 industry guests - and the coming year has even more in store.

INDUSTRY AWARDS & DINNER

Our **Annual Industry Awards** celebrates the outstanding achievements of the companies and individuals who make up the chemical-processing industries in the North East of England. During a **glittering award ceremony** held at Hardwick Hall in in January of each year - and witnessed by some **450 industry leaders** - winners and guests alike enjoy an evening of **celebrations and networking**.

TECHNOLOGY SHOWCASE

This unique event brings industry together with the region's universities to **showcase process sector innovation and expertise** to facilitate important academic-industrial collaboration.

DIGITALISATION & CYBER SECURITY

The 4th Industrial Revolution represents an extraordinary growth and productivity opportunity for manufacturing but by its very nature brings with it increased risk. **This event looks at the pros and cons of the connected world we live in** and explores best practice, regulation and local solutions.

BEST PRACTICE IN PROJECTS & TURNAROUNDS

During this **new event series**, we will explore project and turnaround best practice, demonstrate how to **develop a strategy** that mitigates the risks, explore the management process and **highlight local capabilities and solutions**.

MEET THE MEMBERS CONFERENCE & EXPO

Attracting more than **600 delegates** and **100 exhibitors**, our annual conference & exhibition is a **standout event for the region**! Packed with investment project updates and networking, Meet the Members is attended by investors, manufacturers and suppliers from across North East England's chemical-processing sector.

SUMMER SOCIAL FUNDRAISER

This **refreshed summer social event** will incorporate our traditional **golf tournament** with an **evening BBQ** for all and **fundraising** for our two education charities, High Tide Foundation and Children Challenging Industry, all set within the grounds of the stunning Rockliffe Resort.

CLEAN GROWTH CONFERENCE

2019 will see NEPIC will introduce a **series of Clean Growth Conferences** focusing on key topics including the circular economy, the hydrogen economy, carbon capture, storage & usage, and plastics recycling.

BEST PRACTICE IN INDUSTRIAL ASSET MANAGEMENT

This **highly successful event** will return once more in 2019 with a host of new speakers and hot topics **showcasing cross-sector best practice** to drive forward improvements in productivity, reliability and safety.

EMPLOYERS CONFERENCE

We will host **our first Employers Conference** in late-2019 and explore the complex and ever-changing employment landscape. Featuring compelling keynote speakers, and a wide range of breakout sessions, this will be **a must attend event for businesses large and small**.

CLUSTER CONNECT

Cluster Connect **brings members together to network and showcase their business offering** in a friendly and informal atmosphere. These **free-to-attend monthly sessions** allow our members to meet with like-minded companies from across the network and develop new business connections.

PHARMA CONNECT

Pharma Connect focuses on **developing the pharmaceutical** and **supply chain community** through engagement, introductions, best practice sharing and networking. Held regularly throughout the year, this focused event sees presentations from **large-scale pharmaceutical manufacturers**, supply chain companies and academia - and networking in an abundance!

ENGINEERING CONNECT

Engineering Connect acts as a **'match and mentoring' service** for members of NEPIC's vast engineering community looking to gain guidance and insight from key industry mentors. This **Dragon's Den style format** provides companies with the platform to become 'pitch perfect, whilst gaining vital insight into potential opportunities.

BUSINESS GROWTH MASTERCLASSES

We work with some the region's best business coaches to deliver a **range of interactive learning sessions** focused on arming you with all you need to know to **develop your skills, team and business**.

INDUSTRY ROUNDTABLES

Our industry roundtable events bring industrialists together to discuss the hot topics facing businesses and the sector.

For our latest event dates and easy on-line registration, visit: www.nepic.co.uk/events

DO YOU HAVE AN EMPLOYER BRANDING STRATEGY?

Rebecca Fielding, Employment Partner at Square One Law guides us through the key steps to build a strong company culture to add to a business' brand identity...

Competition for talent is a key factor for business growth and businesses are having to work harder than ever to attract great candidates. Successful businesses understand that one of the main factors that will influence a candidate is their reputation as an employer and they also recognise that their internal branding, (their vision, culture and values) is just as important as their external brand.

This begs the question, why do so few companies have an employer branding strategy?

Those that understand the potential of developing an employer brand recognise the huge opportunity for Marketing and HR leaders to collaborate on this critical issue. It makes sense seeing as both areas are focussed not only on influencing and motivating people, but also on influencing business behaviours and strategy.

Marketing professionals have access to the latest technological trends to communicate and engage with their customers, but these tools can also be utilised to help attract and retain talent. By working alongside HR they have the opportunity to better understand employee engagement, behaviours and challenges.

A strong company culture adds to a business' brand identity and helps attract talent and, more importantly, retain talent.

Your culture should demonstrate your company's core values in action. The ways in which you conduct business, manage workflow, interact as a team, treat your customers and your people, all add up to an experience that should represent who you are as a company.

A brand is built up of 5 key areas:

1. **Vision** | What's our purpose? Where are we going? What are the aspirations of the business?

2. **Values** | They are the DNA of any business. What we are about and what type of culture and behaviours do we want?

3. **Services** | The products or services we offer to our customers and the type of service delivery our brand will represent.

4. **Processes** | Strong brands are built on the quality, efficiency and effectiveness of your processes. You need to be able to deliver what you promise.

5. **People** | A strong internal brand is all about your people and excellent employee engagement.

The senior management team need to be strong advocates of the culture and lead by example. Part of their role is to communicate what is the core purpose of the business. Everyone in the business needs to understand what it is you do, why you do it and also understand the roles and responsibilities of the different teams within the business and the value they bring.

Working collaboratively, Marketing can produce a communication strategy that helps position the internal brand and gain commitment, whilst HR can organise internal workshops that explore how the culture brings people together within the company and keeps them aligned. By involving your people, you give them a voice and help bring your brand to life.

When your culture is clear, different perspectives can gather behind it with common purpose. The culture at your organisation sets expectations for how people behave and work together, and how well they function as a team.

Culture can break down the boundaries between siloed teams, guide decision-making, and improve productivity, however a toxic organisational culture has the capacity to do just the opposite.

If the behaviours of cynics and saboteurs within the business are tolerated and undermine core values, then they will undoubtedly damage your employer brand and your values are at risk of just becoming meaningless buzz words. If a senior person in the company is behaving in this manner, then it completely undermines the hard work being done to build the internal brand. These behaviours need to be tackled head on as soon as they are identified in order to avoid them becoming a systemic problem within the organisation.

Cultural fit is now becoming increasingly important for businesses and recent reports show that organisational culture has a direct impact on performance and, more importantly, your employees' wellbeing. A healthy culture addresses both of these areas by finding an appropriate balance based on company values.

In conclusion, employer branding can be successfully developed by Marketing and HR working collaboratively together, serving to ensure that your business is ahead of the pack when it comes to attracting and retaining the best talent. ■

In December 2019, NEPIC will host its first Employers Conference to explore the complex and ever-changing employment landscape.

Featuring compelling keynote speakers, and a wide range of breakout sessions, this will be a must attend event for businesses large and small.

Full event details available at: www.nepic.co.uk/events

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PROTECTING YOUR INTERESTS.

SECURING OUR FUTURE.

We are continually addressing industry challenges and championing the sector to ensure the long-term sustainability of chemical-processing in the North East of England.

Through NEPIC's Special Interest Groups we facilitate communities within the network to come together and advance critical areas of interest by understanding the challenges, identifying the opportunities and developing strategy and solutions that benefit the sector, the region and business.

TEESSIDE INTEGRATED MANUFACTURERS

NEPIC's Teesside Integrated Manufacturers special interest group focuses on the needs of those companies that share the large scale and integrated units on Teesside. Together they focus on improving the competitiveness of the sites and region through intelligence, connectivity and communications.

SUPPLY CHAIN & SME DEVELOPMENT

Growing the region's vibrant supply chain and SME community is a primary objective of the cluster. This important focus group acts as a forum for support and mentoring covering a broad range of activities including scale up, diversification, signposting, regulation, procurement and investment project opportunities.

BEST PRACTICE & INNOVATION

One of the **major advantages of** companies being in **clusters** is that their productivity can be enhanced via the sharing of **best practice and innovations**. Within a significant cluster such as ours, there are often world class examples of best practice in a variety of fields. This **SIG** aims to make sure that there are opportunities for **members** to **interact**.

CLEAN GROWTH

Clean Growth is a way to achieve **economic growth, using clean technology**, whilst protecting the environment. From an industrial perspective, we are dividing Clean Growth into two themes- decarbonisation and recycling. This group will focus on decarbonisation technologies including carbon capture, storage and utilisation, as well as the related 'hydrogen economy'.

COMMUNICATIONS & ENGAGEMENT

The Communications & Engagement team will focus on **industry-wide messaging** - supporting **Special Interest Groups** with the development of narrative that can be adopted by all to greater effect. We will also **work to bring communication professionals together** to focus on developing a brighter future for our region, our businesses and each other.

FUTURE LEADERS

The Future Leaders team are working to **build a structure of support and networking** for people in the Chemicals process industry and supply chain across the North East. It is vital that we support and develop a culture of excellence and **create opportunities for the forthcoming generation of leaders** and shapers of the chemicals industry.

Are you Selling Enough?

You may have great products and services, that should just sell themselves, right? So why aren't they?

This is typically why NEPIC members come to durhamlane - the B2B Sales Acceleration Experts. We help increase the performance of their people, processes and pipeline. This could be by:

- Managing outsourced sales campaigns on their behalf – creating qualified new business opportunities.
- Consulting, training and coaching sales professionals all the way up to senior leadership teams which strengthen sales methodologies, streamline sales processes and accelerate performance.
- Recruiting and building high performing sales teams from graduate level all the way to board level experienced hires.

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BROADENING PERSPECTIVES & PROMOTING BEST PRACTICE.

It is no secret that sharing best practices is an excellent way to advance the performance and productivity of a company. Sharing best practices can help companies fill knowledge gaps, improve efficiency, encourage leadership – and, when successfully implemented, deliver significant competitive advantage and increase market share.

Successful implementation of best practice happens when there is a strategic commitment, senior management and workforce engagement, effective communication, and appropriate skills amongst employees.

Companies employing best practice generally perform better than others. If this can be said of individual companies, it can apply to whole regions and clusters too where the benefits can be even greater due to the synergies of implementing similar improvements across many organisations.

In addition to improved productivity and competitiveness, the adoption of best practice offers many benefits from instigating a learning environment and identifying knowledge gaps, through boosting creativity and innovation, to saving time and cutting costs. Also, in our highly regulated industry it can lead to significant improvement in safety, health and environmental compliance and performance.

One of the greatest attributes of our Cluster is the collaborative approach it has embraced for sharing best practice to improve regional competitiveness and secure the future of chemical processing in the North East.

Companies, often in competition with one another, are working together to share learning that supports not only their own interests but the growth of their neighbouring businesses. This is a tribute to the established and trusted community that exists amongst companies in the North East.

Current best practices will evolve. Lean production is the norm in global manufacturing, as are total quality management, six sigma and ISO accreditations. Future best practice will be associated with fast response to market demand, environmental or political change, the application of new technologies, managing extended supply chains and data analytics.

The adoption of best practice is more established in foreign owned and multinational businesses with UK sites. The North East is home to many global manufacturers offering a greater chance of learning, adoption and opportunity for the region's SMEs. That said, larger companies also learn from SMEs as they are often closer to customer trends and can be faster to innovate and adopt new techniques and technologies.

Over the past six months we have seen many great examples of best practice collaboration within the Cluster.

The 4th Industrial Revolution represents an extraordinary growth and productivity opportunity for manufacturing in general, however, by its very nature brings with it increased risk.

To address the challenges, and understand the latest best practice techniques of the region's global players at the fore of digitalisation and cyber security we brought industry representatives together to explore the pros and cons of the connected world we live in. Furthermore, this event provided a platform for our members to explore

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the regulation and demonstrate local supply chain solutions.

In May 2019 we turned our focus to planning and managing turnarounds, capital and revenue projects in the complex and demanding process plant environment.

If projects and turnarounds are not properly planned, managed and controlled, companies run the risk of safety issues, serious budget overruns, costly schedule delays and negative impacts on customers.

During this new event for 2019, we explored project and turnaround best practice, demonstrated how to develop a strategy that mitigates the risks, investigated the management process from concept through to commissioning and highlighted local capabilities and solutions.

May also saw us lead a best practice site visit with the NEPIC "Manufacturer of the Year" FUJIFILM Diosynth Biotechnologies.

Guests representing Arcinova, Piramal, MSD, Sterling Pharma Solutions and GSK toured the world class microbial biologics manufacturing facility in Billingham before hearing about some of the engineering and regulatory challenges they have encountered and overcome.

GSK also delivered a presentation on a predictive HVAC commission system that had been inspired by their collaboration with the F1 company McLaren - proving that best practice sharing extends into other key sectors present in our region.

Further best practice visits will be held in the near future to harness the spirit of cooperation that exists between our manufacturing members.

2019 will also see the return of the highly successful Best Practice in Industrial Asset Management conference.

With a host of new speakers and topics showcasing cross-sector best practice, this event seeks to showcase improvements in productivity, reliability and safety.

We will also demonstrate the transferable lessons from across the manufacturing spectrum, that Production and Engineering Managers can apply to their own operations, as well as showcasing the broad range of asset management capabilities that are available within the region.

The NEPIC team take a strategic approach to increasing the coordination and spread of best practice across the processing sector in the North East of England. Through the formation of Special Interest Groups, we facilitate communities within the network to come together to advance critical areas.

The Best Practice and Innovation team provide focus for our work, ensuring we understand the challenges so that we can identify the opportunities and develop strategy and solutions that benefit the sector, region and business.

We face challenging but exciting times that offer the opportunity for us to draw on this region's greatest strengths - its community spirit and passion for business and growth.

For more information about upcoming best practice events and special interest groups, visit: www.nepic.co.uk or contact a member of the team.

Worried About Industrial Cyber Security Threats?

Tekgem bridges the gap between Information Technology (IT) and Operational Technology (OT).

Many industrial organisations are concerned by the growing risks posed by cyber attacks. Tekgem is an independent, experienced and trusted advisor, and we help mitigate these risks.

Our proven credibility is aligned with top industry regulators such as the HSE, who we work alongside closely. We act as an extension of your team, giving back control so you can focus on what you do best.

For a conversation on how to secure your systems,
call: +44 (0)1642 062 109 or email: enquiries@tekgem.co.uk

TEKGEM +44 (0)1642 062 109 enquiries@tekgem.co.uk www.tekgem.co.uk

S A PARTNERS LLP REVEAL THE 10 STEPS TO A SUCCESSFUL TPM PROGRAMME

TEN STEPS TO A SUCCESSFUL TPM PROGRAMME

One thing is clear when you visit a high performing, mature manufacturing environment - **there exists an unwavering focus on keeping the product flowing across the various processes, systems and machines.**

Mature manufacturers place asset reliability as one of the central pillars within their manufacturing system as they know that this will ensure the product leaves the factory on time and in full and at the best possible price.

The process industry is becoming progressively dependent on the reliability and predictability of fewer more sophisticated machines and processes, meaning our focus and attention is placed on equipment operating performance. The overall effectiveness of our machines, equipment and processes is necessary to ensure the consistency of product quality and supply at a realistic and competitive price.

Manufacturers are also now managing the impact of the emerging technologies that form part of the 4th Industrial Revolution. This technology which provides better visibility and connectivity with both our customers and the wider operational system will impact how we manufacture, and how we work.

Over 30 years ago a number of 'world class' companies recognised that the effective application of modern technology can only be achieved through people, starting with the operators and maintainers of that applied technology, and not through systems alone. Hence the emergence of Total Productive Maintenance as the enabling tool to maximise the effectiveness of their equipment by setting and maintaining the optimum relationship between people and their machines.

The problem with the traditional definitions of TPM is that it implies the maintenance function sits outside of the manufacturing function, but it doesn't and can't. TPM is a fundamental system within Manufacturing & Operations. It is no longer appropriate to say 'I operate, you fix' and 'I add value, you cost money'.

What an effective TPM system promotes and can deliver in the right hands is a mind-set that says 'We are both responsible for this machine, process or equipment asset and, between us, we will determine the best way of operating and maintaining this asset in the firm belief that if you ask our opinion about that 'best way' and then incorporate it in our future ways of working, then we will stick with it because it's our idea!

In our new book **TPM: The Foundation of Operational Excellence** we argue that there is a better way of describing TPM and that is to consider it to be Total Productive Manufacturing. By making this simple descriptive change we hope to change mindsets and encourage those deploying TPM to focus on: ownership by all within the manufacturing process, team-work and culture-change. Changing behaviours will have a powerful impact on the sustainability of the TPM programme as well as its effectiveness.

The new TPM book outlines the 11 Step model which was developed by the S A Partners and sets out a proven methodology for delivering an excellent TPM programme.

The steps are:

1. Review performance criteria and history
2. Measurement & opportunity analysis of KPI's (incl. OEE)
3. Assess hidden losses, wastes and set improvement priorities
4. Equipment criticality assessment
5. Condition appraisal and restoration plan
6. Develop future total asset care
7. Root cause analysis & problem resolution
8. Best practice & standard work
9. Individual & team skill development
10. Leadership & behaviours
11. Audit & review process

Through the case studies within TPM: A Foundation for Operational Excellence we observed that companies that not only successfully deployed TPM but also sustained the improvement demonstrated a number of further mind-sets which were:

· They enrolled and secured the visible and consistent commitment of the corporate and site leadership team.

· TPM was seen to be led by manufacturing as a key enabler to deliver the company's continuous improvement and operational excellence programme.

· They achieved operational excellence aspirations as they had the operational basics in place.

· TPM was regarded as a practical and hands-on empowerment process which gave shared responsibility and ownership to all employees.

TPM should be a foundational system of work within your operational excellence programme in the sense that it is a practical application of team working which allows you to take the company's vision and values and say with conviction:

"Here you are then, TPM will allow you to make a difference, leading to a trouble-free shift by working smarter, not harder"

A new book TPM: A Foundation of Operational Excellence will be released on 25 July 2019. For further information please contact: Phillip Spooner, SA Partners LLP, Phone: +44 2920 881014, Email: Phil.Spooner@sapartners.com r visit www.sapartners.com ■

To hear more about Total Productive Manufacturing from the S A Partners team, along with a host of industry leading experts, join us at the NEPIC Best Practice in Industrial Asset Management Conference & Expo on Wednesday 20 November 2019 at Sedgefield's Hardwick Hall.

Full event details available on-line at: www.nepic.co.uk/events

About S A Partners LLP

S A Partners LLP are a leading global consultancy company that specialises in business transformation programmes. We also support our customers with a wide range of accredited events and workshops that focus on lean, continuous improvement and culture change. We are one of the world's leading Shingo Institute Affiliates and continue to support organisations globally on their Shingo journey.

Established in 1993, we have offices in the UK, Ireland, USA, Australia and New Zealand. We are more than just a consultancy company as we successfully work with our customers to enable them to drive change through people engagement and leadership.

TWO MAJOR OFFSHORE WIND FARMS UNDERWAY FROM **INNOGY**

INNOGY OPPORTUNITIES TO THE NORTH EAST

Offshore wind is a UK success story, already generating enough green energy to power around 7 million UK homes, directly employing 7,200 people in skilled careers and representing 20% of all current UK infrastructure investment.

This news is particularly relevant for the North East, which has already established a strong and diverse cluster of smart and collaborative supply chain companies due in part to its solid industrial heritage. Key to the deal is encouraging new entrants to the sector and providing opportunities to those already participating to maximise their potential.

innogy, one of the UK's leading energy companies, is establishing an important regional presence in the North East, with two major offshore wind farms underway. It is here that the organisation plans to deliver some of the key components of the Sector Deal and anticipates further opportunities for growth in years to come.

The 857-megawatt (MW) Triton Knoll Offshore Wind Farm, now under construction in Lincolnshire, has already become a catalyst for new investment at its construction base in Seaton Port, Teesside.

Triton Knoll will be followed in the region by the 1.4GW Sofia Offshore Wind Farm, sited 165 kilometres off the UK coast on Dogger Bank and with an agreed connection point in Lackenby, Teesside.

Sofia represents a total anticipated investment of between £3 and 4 billion and will offer further significant economic opportunities for the North East. Once operational, it would generate enough green energy each year to meet the needs of more than 1 million UK households.

Sofia Offshore Wind Farm is now preparing to bid in the government's 2019 Contracts for Difference (CfD) auction. The government has committed to run auctions approximately every two years, giving the offshore industry long-term pipeline visibility, and with the expectation of an increased investment in the UK supply chain.

Assuming a successful outcome in the CfD auction, contracts will be awarded for Sofia throughout the development, construction and operational phases of the project however, the majority of key contracts will come into effect with the final investment decision, anticipated for 2020. These contracts will be for a full range of works including onshore enabling and grid connection activities, turbine and balance of plant supply, offshore installation and commissioning, operations & maintenance and support services.

innogy is committed to the successful completion of Triton Knoll, to delivering a winning bid for Sofia and to maximising the supply chain benefits for the North East and wider UK. In support of this aim, the organisation has launched registration portals for companies to submit their interest in supply chain opportunities.

The UK offshore wind industry has proven it can deliver clean energy, quickly and on budget, but it can also deliver economic benefits both here in the UK, and globally via export of knowledge, expertise and skills. In the North East innogy, though its Triton Knoll and Sofia projects, is working hard to utilise the region's capabilities and support real economic growth while also providing a reliable, cost-effective green energy resource. ■

For more information about the projects, or to register for the supply chain portals visit: Sofia Offshore Wind Farm: www.innogy.com/renewablesUK/sofia Triton Knoll Offshore Wind Farm: http://www.tritonknoll.co.uk/

SUPPLY CHAIN NORTH EAST

UNLEASHING BUSINESS POTENTIAL THROUGH DIVERSIFICATION

Empowering North East businesses to diversify their offering, expand their customer base and unlock untapped opportunities in new markets.

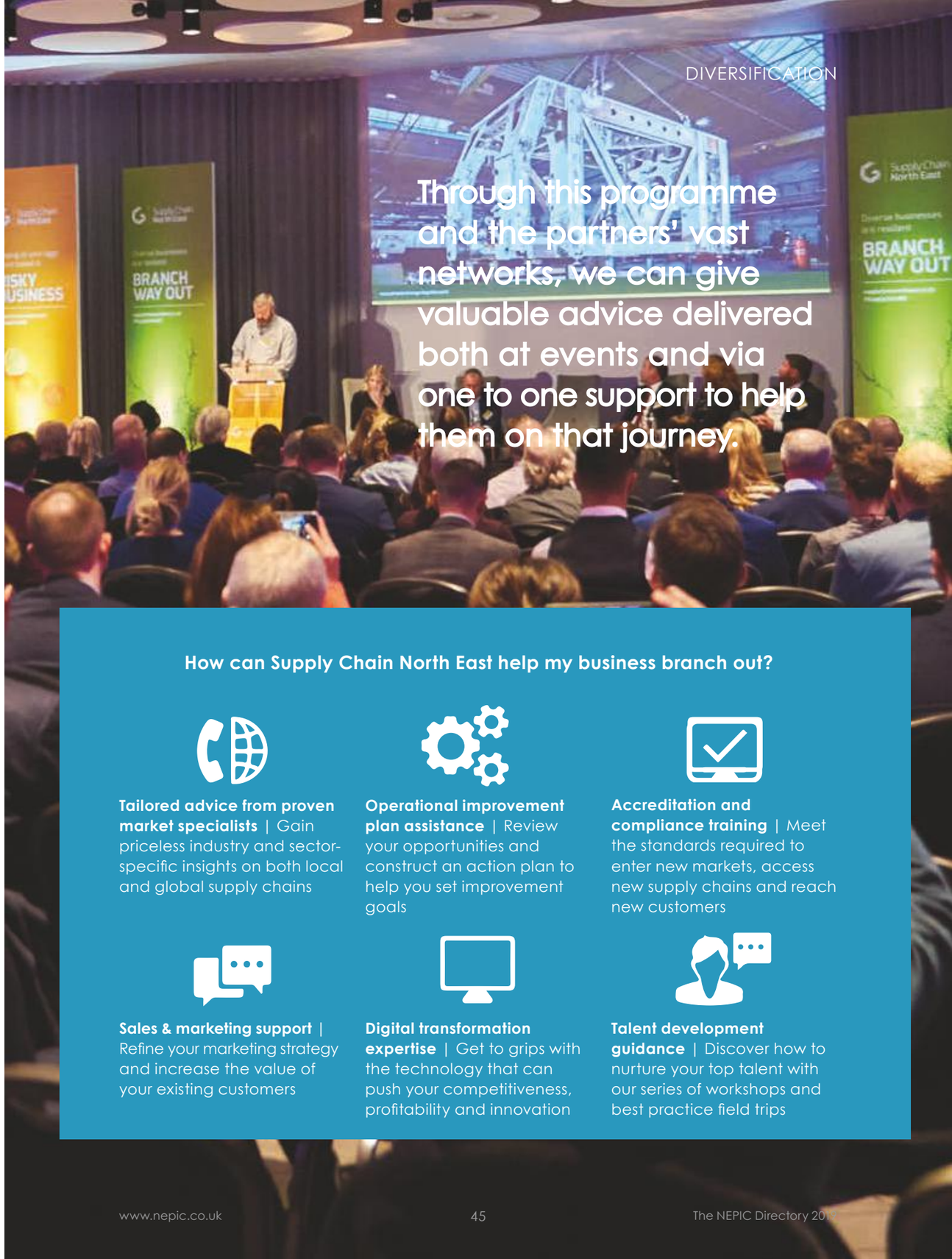
For more than a decade the NEPIC team has delivered numerous programmes to support the growth of the hundreds of small businesses across the North East.

We understand the importance of SMEs and the vital role they play in the long-term sustainability of the region's chemical-processing industry - providing essential, innovative product and service solutions locally. That is why the success of this business community remains at the fore of our interest.

In January 2019 a new multimillion-pound programme was officially launched aimed at small businesses who wish to diversify, broaden their customer base and unlock new market opportunities.

The Supply Chain North East programme, of which NEPIC is proud to be a partner, will work with over 800 businesses between 2018-2021 helping companies to identify opportunities in new and existing markets.

Supply Chain North East is delivered by a partnership, made up of the North East Growth Hub, RTC North, NEPIC, NEAA and Generator. Together we will help businesses across the Advanced Manufacturing; Subsea, Offshore and Energy Technologies; Automotive and Transport; Health and Life Sciences Digital, Tech and Creative and Process, Chemical and Pharmaceutical sectors to realise their potential.



Through this programme and the partners' vast networks, we can give valuable advice delivered both at events and via one to one support to help them on that journey.

How can Supply Chain North East help my business branch out?

Tailored advice from proven market specialists | Gain priceless industry and sector-specific insights on both local and global supply chains

Operational improvement plan assistance | Review your opportunities and construct an action plan to help you set improvement goals

Accreditation and compliance training | Meet the standards required to enter new markets, access new supply chains and reach new customers

Sales & marketing support | Refine your marketing strategy and increase the value of your existing customers

Digital transformation expertise | Get to grips with the technology that can push your competitiveness, profitability and innovation

Talent development guidance | Discover how to nurture your top talent with our series of workshops and best practice field trips

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Colin Bell, Business Growth Director at the North East LEP and leading the North East Growth Hub, said:

"Supply Chain North East has been created to enable more collaboration across multiple sectors. For example, often we see smaller businesses wanting to work within manufacturing or automotive but don't know how to penetrate the market.

"Through this programme and the partners' vast networks, we can give valuable advice delivered both at events and via one to one support to help them on that journey.

"A key benefit that businesses will gain is that they will build more diverse revenue streams, reducing reliance on a few customers and markets, which is particularly important with Brexit on the horizon.

"With new supply chain prospects in the North East, such as the £500 million Nexus Fleet Replacement Programme and opportunities further afield, this initiative has been designed to ensure our region's businesses are well placed to grow their customer base, strengthen supply chain management and diversify their products and services.

"Supply Chain North East also focuses on helping businesses make the most of new technology to drive higher profits, productivity and innovation in new products and services."

Alan Whittaker, Programme Manager of Supply Chain North East, added:

"We're delighted to be delivering a programme that can make a real difference to local businesses in the North East by tapping into national and international opportunities.

"All partners involved in delivering this programme offer businesses access to a vast amount of

expertise and wealth of experience. It's the strength of this partnership that will ensure Supply Chain North East helps businesses to thrive and succeed."

If you would like to maximise your business's potential and you meet the following criteria, then we would love to hear from you.

Based in the North East LEP area covering Sunderland, Durham, Gateshead, Newcastle, North Tyneside, South Tyneside, Northumberland Operating in the following sectors:

- Advanced manufacturing
- Subsea, offshore and energy technologies
- Automotive and transport
- Health and life sciences
- Digital, tech and creative
- Process, chemical and pharmaceutical

To unlock your full potential and get involved, visit www.supplychainnortheast.co.uk or call 0191 516 4400 to speak with a member of the team.

About Supply Chain North East

Supply Chain North East will see four key partners joining forces to work with over 800 businesses between 2018-2021 supporting businesses to identify opportunities in new and existing markets. Supply Chain North East is receiving up to £3,148,514 of funding from the England European Regional Development Fund as part of the European Structural and Investment Funds Growth Programme 2014-2020.

INSPIRING THE NEXT GENERATION

The challenges we face as a sector in meeting our business needs for talent, skills and labour has been long documented. We simply don't have enough people skilled in science, technology, engineering and maths to meet demand.

Employers, individuals and the government all have a role to play to help people of all ages understand the opportunities and develop the right skills so they can work within and alongside our exciting sectors.

Investing in people is fundamental to our shared success- from strong foundations for children in schools, high quality education and training in further and higher education to investing in our current workforce through professional development.

Since NEPIC's inception in 2004, we have supported and promoted the highly successful **Children Challenging Industry** programme delivered through the Centre Industry and Education Collaboration (CIEC).

CIEC focuses on highlighting STEM opportunities for young people by building visible links between science education and its application in industry. Through this work, they aim to increase and sustain the number of children considering a future within industry and science careers, whilst developing positive relationships with industry.

Through initiatives such as Children Challenging Industry, CIEC can foster close links between the Chemical Industry and school children who may know very little about the practical application of science in the working world. These links help to dispel negative attitudes towards industry and generate a positive experience of STEM learning, whilst also educating students of the benefits industry has on their everyday lives.

> " The children benefited from seeing how the things they learn at school are relevant to the real world. Hopefully, we have inspired young children to study science further in the future and who knows, maybe one or two could come and work here in 10 years time."

The Children Challenging Industry programme also provides staff training by introducing teachers to real life industrial, science-based activities to further engage the children in the classroom.

More than 45,000 children and 10,000 teachers have taken part in the initiative since it launched in 1996. The North East has always been one of the programme's greatest supporters, with a vast number of these site visits hosted by chemical companies in the region - the majority NEPIC members.

Over the course of the relationship, NEPIC companies have donated tens of thousands of pounds in support of CIEC's work and introduced them to many fantastic Industry partners - and without your support they simply could not continue to engage our scientists for the future.

In 2018, NEPIC became a proud business member of **High Tide**.

High Tide is an independent charitable foundation, funded by businesses on Tees Valley, that delivers life changing career experiences. High Tide open young people's eyes and minds to Tees Valley's diverse career opportunities by providing real life work experience that increases understanding, improves skills, raises confidence, and builds aspirations.

Through their unique industry programmes Hide Tide deliver career experiences focused on getting young people, aged 11-19, out of the classroom and into industry, coupled with a focus on life skills, changing attitudes, developing networks and building ambitions.

From accountancy and automotive to media and manufacturing, High Tide's business members help deliver programmes that inspire, influence and attract their future workforce. To help inspire every young person across Tees Valley they need your help.

The way to engage and inspire young people is to connect them with people in business, to get them out there and amongst industry and meeting the people that make things happen.

Over the last five years High Tide have seen membership grow to over 150 with businesses that span all sectors and all sizes. They appreciate all levels of support, no matter how great or small - whether it's speaking at a career assembly or leading on one of their new work experience programmes.

Most recently, NEPIC launched its own initiative - **Future Leaders Network** - to build a structure of support and networking for people in the chemical processing industries and supply chain across the North East.

Through our experience of working in the sector we are acutely aware of the challenges faced by employers and employees.

To ensure the sector remains sustainable it is vital that we support and develop a culture of excellence, and create opportunities for the forthcoming generation of leaders and shapers of industry to feel that they are part of this cluster.

The Future Leaders network will build on the strong links of both the CIA and NEPIC in the region to reach out to all areas of the chemicals sector. With the collective buy in of senior figures and business leaders this network, led by the people that it represents, will develop a programme of activities and campaigns that supports professional development and promotes wider industry engagement.

To find out more about these exciting initiatives, and how you can play a role in inspiring the next generation, visit:

Centre for Industry & Education Collaboration
ciec.org.uk

High Tide Foundation
hightidefoundation.co.uk

NEPIC Future Leaders Network
nepic.co.uk/futureleaders

CELEBRATING THE REGION'S BEST & BRIGHTEST

The NEPIC Annual Awards celebrates the outstanding achievements of the companies and individuals who make up the chemical-processing industries in the North East of England.

During a glittering award ceremony held at Hardwick Hall in in January of each year - and witnessed by some 450 industry leaders - winners and guests enjoy an evening of celebrations and networking.

For more information, including sponsorship opportunities and table reservations, visit www.nepic.co.uk/annual-awards

There are seventeen awards up for grabs that fall under eleven categories and have a staggering total prize fund of £26,000; £18,000 of which is donated each year to local STEM education projects. Applications and nominations for the 2020 awards will open in September under the following categories:

– Apprentices of the Year
– Young Achievers of the Year
– Environmental Award for North East Primary Schools
– Corporate Environmental
– Small Business of the Year
– Apprenticeship Employer of the Year
– Communities & Reputation Award
– Engineering Firm of the Year
– Innovation Award
– Manufacturer of the Year
– Outstanding Contribution

Why should you enter?
– Reward & motivate your staff by encouraging them to shout about their achievements
– Build trust and confidence amongst your stakeholders
– Raise your reputation & enjoy regional publicity
– Companies – establish links with local schools & help to promote science within your area

What together have we achieved?
Since the NEPIC Annual Industry awards started 13 years ago, a phenomenal total prize fund of £257,000 has been donated. Sixty-nine local schools have received £156,000 in support of STEM related projects, and the region's young stars have received £95,000 between them. A further £6,000 has been donated in support of export mentoring.

MEMBERS HUB

YOUR PROMOTIONAL PARTNER

NEPIC Members Hub provides a single digital destination for you and your business to develop strong cluster connections. Through empowering members to connect via this tool we hope to further drive the collaborative environment in which we thrive.

Members Hub has a wealth of features to help companies maximise membership and most importantly maximise engagement with fellow members. Members Hub allows you to:

- Enter via an easy 'one-company, one-log-in' system
- Deepen inter-company membership participation
- Update and develop your on-line company profile
- Market your events and workshops
- Develop connections by generating offers and promotions
- Raise your profile by sharing good news stories
- Develop your online company profile with news and updates
- Engage through Thought Leadership and blog posts
- Access membership documents and graphics
- Keep up-to-date with the latest news and happenings from the cluster

Members Hub can be utilised by all member company employees - allowing for wider understanding of NEPIC and its benefits and ultimately maximising engagement. A simple one company, one log-in system has been developed for easy use and internal sharing.

We hope to have developed a tool that is simple to use and easy to navigate, and provided the right level of support documentation to assist with its functions, however, if you are experiencing problems or have any questions regarding the hub, please contact a member of the marketing team for support.

To get involved and showcase your business successes, log-in to Members Hub today. Company usernames and log-in details can be found within NEPIC e-bulletins or re-issued by contacting a member of the NEPIC team.

TARGETED MARKETING SOLUTIONS

Promote your business, product or service to NEPIC's extensive network

In addition to the array of promotional tools and marketing opportunities available through membership, we also offer a range of additional advertising services to both members and non-members allowing targeted promotion of your business, products, events and services to the wider chemical-processing sector.

Be it print, digital or event sponsorship, part of a long running campaign or a one -off, we will have a product to suit your needs - and all at very competitive rates.

1 PRINT

The most important benefit of print media is its tangibility. Among the reasons why many people prefer print is to do with the feel of the paper, having it in their hands means that the content is real, it exists. The most important benefit of print media is its tangibility. Among the reasons why many people prefer print is to do with the feel of the paper, having it in their hands means that the content is real, it exists.

2 DIGITAL

People spend twice as much time on-line than a decade ago and by using digital marketing channels we can now meet with our customers where they are already spending time. This allows for lead generation through the attraction and conversion of high-quality leads. We offer digital marketing options covering targeted email marketing, display advertising and e-bulletin adverts and promoted content.

3 EVENT SPONSORSHIP

Develop and enhance your credibility to a highly targeted market, whilst gaining media exposure and lead generation, through NEPIC's event sponsorship and advertising packages. Stand out in the crowd by being a sponsor and highlight you and your business to a captive audience.

4 EVENT EXPOSURE

We will take your event marketing message to the right business people and gain you maximum coverage and results. From small workshops to large conferences, we have the know-how, established network and platforms to complement your event communications mix - along with an array of packages to suit all budgets, time frames and needs.

For more information about our targeted marketing solutions visit: nepic.co.uk/advertising or contact a member of the marketing team.

px provides innovative operations management, engineering services and energy management solutions to partners in high hazard, highly regulated industries.

With its wealth of experience, shaped by 25 years of managing, operating and maintaining some of the UK's largest industrial facilities, px is uniquely placed to add value at every stage of your project from concept through to commercial operation.

operations and maintenance

As an operations and maintenance (O&M) provider we work in partnership with our clients. We don't just provide a service, we operate facilities as if they're our own.

energy trading and optimisation

px group delivers commercial electricity and gas industry services, ranging from electricity asset optimisation through to gas agency services.

engineering services

Our team of highly qualified engineers and designers deliver engineering services to clients in oil & gas, power, petrochemical and general construction.

saltend chemicals park

We own and operate this 370 acre Top Tier COMAH site near Hull. It is home to a collaborative cluster of businesses that produces more than a million tonnes of chemicals every year.

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www.imveloltd.co.uk

We understand the balance between protecting the natural environment and commercial needs, that's why our environmental management is tailored to each client to achieve maximum results.

Sixty-five million citizens in 12 countries have declared a Climate Emergency.

Twenty-nine million of these are living in the United Kingdom.*

It's time to take action today and make a lasting sustainable change.

*Reference: www.climateemergencydeclaration.org

THE POWER OF PARTNERSHIPS

Here at NEPIC we endeavour to look after our Members and one of the ways we do this is by creating partnership agreements with service providers who we believe will add real value to our Members' bottom line.

Due to an ever-changing business environment it has never been more important than it is now to identify money saving opportunities, and to trust your suppliers. We have engaged with a range of respected suppliers from Insurance, Energy and R&D Tax Credit organisations that are committed to helping businesses to grow, innovate and prosper.

Insurance

We've partnered with Lockton Companies LLP to bring you an average savings of 15% across all insurance premiums. Lockton, the world's largest independent insurance broker with over £20 billion premiums placed and revenue of £1.2 billion, work with specialised insurance companies for sector specific trades.

They are Newcastle-based, so you are always dealing locally with your insurance broker and dedicated team for your insurance programme including your own account executive and account handler.

Energy

Initially formed to provide business cost saving services to companies in the North East of England, the business has now grown from a regional enterprise to a national provider across the UK and Republic of Ireland. Great Annual Savings Group (GAS) has worked with more than 5,000 companies to help them improve their energy contracts and boost their bottom lines. As well as supporting businesses through legislative changes such as SECR & ESOS phase 2, GAS possesses the expertise to help NEPIC members design & develop their energy strategy form procurement through to energy reduction using the latest technologies such as battery storage or even developing on site generation projects.

Consultation and quotation services are free and require very little time - see how much you could save today!

R&D Tax Credits

R&D tax credits are a valuable government tax relief that rewards UK companies for investing in innovation. NEPIC have partnered with Lumo Tax to ensure that member companies who are spending money developing new products, processes or services; or enhancing existing ones are applying for the cash payment or Corporation Tax reduction that is available to them. A lot of the time businesses don't realise they're innovating when in fact they are. Or if so, don't maximise the value of R&D tax relief. Lumo's edge is that they are specialist R&D tax experts, not generalist accountants, so they will be able to maximise your R&D tax relief.

Transparency is at the core of our work - and with transparency comes trust. Across our partnerships, all savings are passed onto member companies, with partners disclosing at the outset the one-off fee they will receive. A proportion of this one-off fee is then transferred direct to the Cluster to support our work and the support of member companies.

For more information about NEPIC Partnerships, and how they can bring real savings to your business, contact dawn.huntrod@nepic.co.uk

JOIN US

& LET US HELP YOU GROW.

Would you like to grow your business by becoming an established supplied to North East England's largest industrial sector?

NEPIC is a proactive membership organisation working on behalf of the chemical-processing sector and its associated supply chain in the North East of England. Owned by our member companies and guided by a strong team of industrial leaders, we are one of the most influential clusters in the UK.

For more than a decade, NEPIC have delivered high quality business growth support, working with member companies of all shapes and sizes. Our activities to date have generated in excess £3.5 billion of GVA for the region.

Our network includes member and partner companies that work within or would like to become involved in the region's largest industrial sector. 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.

Tangible benefits

Membership of NEPIC offers immediate connectivity to a wide and diverse process industry incorporating petrochemicals, pharmaceuticals, fine & speciality, biotechnology, polymers, bioresources & renewables and a significant supply chain.

As well as providing our members with tangible membership benefits, we are also continually working on key projects and industry issues to ensure the long-term sustainability of the chemical-processing sector in North East England and creating a business environment in which you can thrive.

Join us today and benefit from:

- Face-to-face business support and signposting via NEPIC's highly experienced team, along with access to a wealth of knowledge via industry mentors and the wider network.
- Support and guidance relating to access to finance, innovation channels, exporting, tactical PR and much, much more.
- Save £££'s via NEPIC savings partners and reduced rate advertising and marketing services.
- Free or reduced event entry including free-to-attend monthly breakfast meetings via Cluster Connect and access to events and exhibitions with networking and knowledge sharing at their core. Plus, speaker opportunities and award entry access.
- Access to Members Hub - an on-line platform that provides a single digital destination for you and your business to develop strong cluster connections. Members Hub has an array of features to help maximise your membership and most importantly maximise your engagement with fellow members.
- Company promotion and sign- posting via free profile listings both on-line and within NEPIC's award winning Directory publication.
- Publicise your news and thoughts with free editorial opportunities online at Members' Hub and via various social media platforms.
- Complimentary copies of NEPIC publications including the NEPIC Directory, along with subscription to membership and industry e-bulletins and updates.
- And whilst you are busy networking and building your business through these services, we are also hard at work tackling the key issues facing industry such as Brexit, talent attraction and retention, integration, sustainability and of course, attracting inward investment!

With annual subscription fees starting from as little as £310 and pro-rata fees available, why not join us today and become part of North East England's most powerful industry Cluster. Together, we can Cluster. Connect. Grow.

For more information visit www.nepic.co.uk/join-now or contact a member of the membership team.

"PROVIDING FULLY INTEGRATED, MULTIDISCIPLINARY SUPPORT THROUGH THE LIFE CYCLE OF AN ASSET – DRIVING EFFICIENCIES, IMPROVING PLANT PERFORMANCE AND REDUCING COSTS."

Bilfinger UK supports industrial services customers across the oil & gas, energy & power, nuclear and chemical/pharmaceutical sectors, enhancing the efficiency of assets, ensuring a high level of availability and reducing maintenance costs.

We aim to be the trusted engineering and services partner of choice, delivering intelligent solutions to blue chip clients in process industries across the UK.

Our services cover all life cycle phases from planning and design through to development and construction as well as commissioning, maintenance, modification and decommissioning.

Bilfinger UK firmly believes that effective work delivery is unlocked through implementation of efficient planning and scheduling. Our basic motto is: "Do the right work, at the right time, to the right quality first time", and this can only be achieved if the planning and scheduling process is being executed to the appropriate level of detail by well-trained personnel.

With a highly skilled workforce of over 2,500 employees operating from eight UK offices, Bilfinger UK upholds the highest standards of safety, compliance and quality.

Bilfinger UK consistently focuses on the individual needs of our clients. We have both the means and the skills needed to offer precise, tailored solutions of various scales. In this regard, we rely on the diversity of our skills.

"EVERYWHERE WE WORK, WE ENSURE THAT OUR CLIENTS CAN CONCENTRATE ON WHAT THEY DO BEST: THEIR CORE BUSINESS."

BTC TURNAROUND · BMC MAINTENANCE · BCAP · SAFETYWORKS!

MAINTENANCE, PROJECTS & TURNAROUNDS

- Planning, Scheduling & Project Control
- Mechanical - Static Equipment & Piping
- Electrical, Control & Instrumentation
- Access Solutions
- Insulation
- Painting & Specialist Coatings
- Asbestos Remediation

ENGINEERING & DESIGN

MANUFACTURING

- Power & Control
- Piping & Modules
- GRE & GRP Pipework

DIGITALISATION & AUTOMATION

- Asset Support
- Bilfinger Connected Asset Performance - Predictive Analytics
- Industrial Tube - Best Practice Capture
- Bilfinger mobile solutions - Work Order Management
- PID Graph & Digital Twin
- Industrial 360 - Interactive Photogrammetry
- Remote Worker
- Cyber Security

DELIVERED BENEFITS:

- ✓ 7-15%: Enhanced OEE
- ✓ 10-30%: Reduced maintenance costs
- ✓ 15%: Increased work productivity
- ✓ Up to 25%: Reduction of unplanned downtime

Visit our website www.uk.bilfinger.com or contact us at info.b-uk@bilfinger.com

Houghton International
Electro mechanical innovation

Quality electro mechanical engineering services across the North East

Houghton International improves the performance of electro mechanical assets around the world.
We use our technical expertise to work with customers to solve their problems offering a high-quality monitoring, maintenance, repair and life extension service for motors, generators, pumps and all electrical rotating equipment.

With over 30 years' multi industry experience we offer:

- 24 hour/365 emergency repair service
- Specialist repair, overhaul and motor maintenance
- Comprehensive range of on site and in situ services
- Large machine repair shop
  - 40 tonne cranage with 13 metre working height
- Condition monitoring and motor management
- Specialist life extension capabilities
- Planned shutdown maintenance
- Full load test capabilities
- Specialist pump services division
- IECEx certified
- In house coil manufacturing facilities

24 HOUR EMERGENCY REPAIR NUMBER: 07860 440 295

Houghton International
Riverside Court, Fisher Street, Newcastle upon Tyne NE6 4LT, UK
T: +44 (0)191 234 3000 **E:** info@houghton-international.com

@HoughtonInt
HoughtonInternationalUK
HoughtonInternational

VISIT OUR NEW WEBSITE: www.houghton-international.com

MEMBERSHIP **CHECKLIST** ☑

RAISE YOUR PROFILE

- ☐ Ensure your **company profile** is compete & up to date
- ☐ **Upload your news**, events and promotions to members hub. We'll then share via social media & within our fortnightly Cluster News E-Bulletin
- ☐ Join the conversation on our **social media** channels
  @NEPIC_Ltd
  www.linkedin.com/company/nepic
- ☐ Tag @NEPIC_Ltd in your tweets &use our **hashtags** so that we can retweet to our followers! #NEPIC #ClusterConnect #MembersNews
- ☐ Contribute to our 'Coffee Break Catch Up' & '10 Questions' features
- ☐ Apply or nominate for the NEPIC annual industry awards

ENGAGE AT A HIGHER LEVEL

- ☐ Ensure **your team** is aware of your membership, its benefits & how they can engage
- ☐ Keep us up to date with the **right contacts** within your organisation. The more people we are engaging with within your organisation, the greater benefit you'll receive
- ☐ Make sure your young leaders are aware of NEPIC & the **Future Forum network**
- ☐ Log-in to Members Hub to download & display your **Membership Certificate** in your workplace
- ☐ Log-in to Members Hub to download & display your **Membership Logo** across your marketing materials & email footers
- ☐ Take advantage of our partnerships & **save £££'s** across energy, insurance & R&D
- ☐ Become a NEPIC ambassador & take part in our membership campaigns during 2019
- ☐ Become a NEPIC mentor & support our small business community

GROW YOUR NETWORK

- ☐ Grow your network and keep up to date by regularly attending **Cluster Connect**. Held on the first Thursday of every month, Cluster Connect rotates between the North and South of the region attracting 50-80 members. Oh, and it's free!
- ☐ Showcase your business further by requesting a **presenter's slot** at Cluster Connect
- ☐ Develop links with the Pharmaceutical sector by attending our regular **PharmaConnect** events. They're free too!
- ☐ Book your exhibition space at Meet the Members 2019
- ☐ Talk to the NEPIC team about Engineering Connect, HR Connect and Foodies Unite

DEVELOP YOUR KNOWLEDGE

- ☐ For the latest industry developments, supply chain opportunities and best practice sharing, see our full programme of events at **www.nepic.co.uk/events**
- ☐ Register your interest to participate in our Special Interest Groups launching in 2019 and covering Teesside Integrated Manufacturers *Supply Chain & SME Development; Clean Growth; Best Practice & Innovation; Future Leaders Forum; and Communications & Engagement*

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From Floor to Roof

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The resin flooring and surface protection specialists

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NEPIC SME of the Year Award 2019

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Tel: 0191 389 7067

CENTRE *for* INDUSTRY EDUCATION COLLABORATION

01904 322523 | CIEC.ORG.UK

The Centre for Industry Education Collaboration (CIEC) creates and sustains links between school science and industry's people and practices.

"Several past pupils said the visit influenced them in their GCSE choices and made them think more closely about future careers. What struck me the most was the comments from many of the girls about their career paths."

With your support we can inspire the next generation of industrialists!

You have inspired me to be a scientist.

Annabell

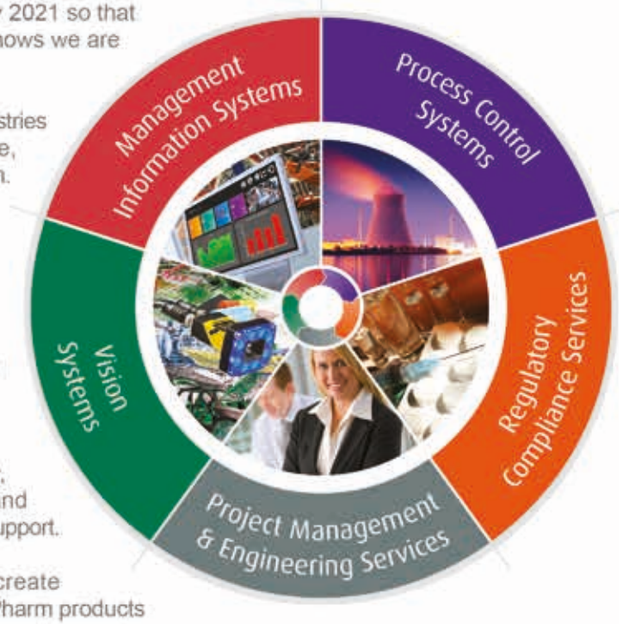
To get involved contact Louise Wise at: Louise.wise@york.ac.uk

its

ITS is a specialist systems integrator with over 27 years of experience in delivering solutions that provide high return on investment. ITS' commitment to being a Carbon Neutral company by 2021 so that our customers can reduce their Carbon Footprint shows we are a forward thinking partner.

ITS has significant experience in highly regulated industries including pharmaceutical, nuclear, medical device, biopharmaceutical, chemical, energy and Spec Chem.

ITS specialises in the design and implementation of the solutions for: Management Information Systems, Process Control Systems, Regulatory Compliance Services, Vision Systems, Project Management and Engineering Services, all aimed at enhancing the performance of companies operating in manufacturing and processing industries.



ITS' range of automation solutions are designed to improve quality, production efficiency, data integrity, safety, process control, data visibility, traceability and regulatory compliance and we can provide 24/7/365 support.

People ask what does ITS do: "Our people help create Pharmaceutical, Chemical, Medical Device and BioPharm products that are produced correctly, with the required checks and we make sure whatever we do, we do it safely and efficiently, maximising Value..."

As an independent company, Our people can recommend the best solution to meet each customer's requirements. For more information visit www.its-ltd.co.uk

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