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THE PREMIER NORTH EAST CHEMICAL PROCESSING SECTOR EVENT OF THE YEAR

📍 THE GRAND MARQUEE, WYNYARD HALL

📅 Wednesday 22 June 2016 🕒 0900-1530

NEPIC's Meet the Members Conference & Exhibition has, over the past 6 years, grown into the networking conference for chemical-processing businesses and suppliers in North East England.

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WELCOME

FOREWORD



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

Make no mistake, the upcoming European Union referendum is impacting business and there does appear to be an air of apprehension slowing down investment.

Over the past few months, NEPIC has attended several debates and discussions with business people, even organising one for Foreign Secretary, Hillary Benn, who spoke very eloquently about why the country should remain firmly in.

In my experience, within our sector and the wider North East region, the vast majority of business people also wish to remain in. This was also confirmed at the North East Business Awards where a completely uncontrolled vote from the successful local businesses voted by more than 70% to remain part of the European Union.

However, we have been more aware that many foreign-owned businesses have instructed their managers not to express an official opinion to their workers. To me this is a dangerous move as the hidden message seems to be that should the British public choose to leave, these investors - here because the UK is in the EU - would take their future investment elsewhere.

Furthermore, all businesses, large and small, see how European Union regulation impacts them but only exporters see the upside. The fact is 80 per cent of businesses do not export, so they do not personally experience the benefit.

In my opinion, however, these businesses need to be reminded that they sell locally into supply chains that are funded by exporting – with the European Union being significant contributor to the value they see in their local sales.

So, what do our foreign investors and trade partners think? A Financial Times poll of more than 100 economists taken in early 2016, showed that more than three-quarters of them thought "Brexit" would adversely affect the UK's medium-term economic prospects. 9 times more than the 8 per cent who thought Britain's economy would benefit.

One of the ways that the UK economy would be affected is thought to be that investors, particularly those from abroad would be discouraged. A recent survey of 127 American owned companies published by British American Business supports this view. The surveyed US companies already employ 327,000 people here in Britain.

With \$558bn invested in Britain, US companies are the UKs biggest inward investors. More than 7,500 companies employ 1.2m people, making the US also one of Britain's biggest employers.

According to "British American Business" several investments are being lost due to the uncertainty caused by the "Brexit" debate.

Business leaders in India have also declared their hand. The Federation of Indian Chambers of Commerce and Industry, India's overall industry body, rarely comment on the affairs of foreign nations but has come out and warned that "Brexit" could harm investment by Indian businesses in the UK. This comes at a time when growing UK-India trade has been a priority for the Governments of both countries.

India is now the third-largest source of foreign direct investment into the UK, after France and the US, creating thousands of jobs and safeguarding many more. With more than 800 Indian owned businesses based here and have invested here because they regard the UK as their gateway to Europe.

These views from abroad have this week been reinforced by the Japanese Prime Minister who said that Japanese investment into Britain could fall if the country leaves the EU and ceases to be "a gateway" to Europe for Japanese companies.

When it comes to the Chemical Industry specifically, the UK chemical industry faces a "Brexit" threat to its European exports. The Chemical Industries Association's CEO Steven Elliot stated last month that UK chemical companies £50 billion in annual exports may be threatened if Britain votes to leave the EU because long standing trade agreements will have to be redrawn.

An independent study by Euler Hermes, a provider of trade insurance suggests "Brexit" would hit British Chemical Firms hardest, then those in the machinery and automotive sectors.

Within NEPIC, our Industry Leadership Team concluded that NEPIC as an organisation should not survey members but, where we can, pass on information related to outcomes for our sector. From my perspective, the overwhelming evidence points towards a better economic future for the chemistry based industries by remaining in the European Union.

Stan Higgins

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NEW MEMBERS

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 Tekgem; Suez Treatment Solutions;
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NEPIC NEWS
LASTEST

SME PROJECT YIELDS 1,000 NEW JOBS & £40M OF NEW SALES

NEPIC's business acceleration for SME programme has drawn to a close yielding significant results for the North East.

The Cluster are thrilled to report that the programme, which fondly became known as BASME, has generated a staggering £40 million of new sales and created over 1,000 new jobs.

BASME sought, through a unique mentoring scheme devised by NEPIC, to assist small companies in seeking and securing business within the North East's chemical-processing sector.

During this period over 200 senior executives from the process industry provided £3 million of in-kind support to the project to mentor 424 SMEs.

Three and a half years on and the £1.5m Regional Growth Funded project has been completed and audited results confirm a 33 times return on investment based on Gross Value Add generation.

NEPIC Chairman, Ian Swales said:

"The BASME project, an idea originated, developed and delivered by NEPIC, has been a fantastic success for the local economy. Marshalling the bigger companies to help smaller ones has strengthened the supply chain of the process sector and provided real new jobs across the North East of England."

Dr Stan Higgins CEO of NEPIC added:

"The concept behind BASME appears on the surface a very simple one, however, this approach is only possible from

deep, industry know-how harnessed from the use of very senior industrialists as mentors. May I take this opportunity to thank each and every one of our industry mentors for their continued time and dedication to this programme."

Felix O'Hare the BASME Project Director said:

"This has been a very positive experience for myself and the BASME delivery team. Initially, we were surprised at how little both big and small local businesses knew about each other's activities. However, through BASME, we have facilitated connections so that goods and services that were once purchased from outside of the region, and sometimes outside of the country, are now locally sourced."

Ian Stark, CEO of Middlesbrough based-specialty chemical company Chemoxy International, said:

"One of my initial reasons for actively supporting the Cluster was that sense of no longer fully understanding what our industrial neighbours are doing. If we work collaboratively we can help each other and help identify new business opportunities.

It is this philosophy that is behind everything that NEPIC does."

BASME arose from NEPIC's industrial leadership team's commitment to the notion that the larger companies in the region could help to mentor SMEs into new business. This inspired the NEPIC's executive team to embark on a programme that would engage with some 400 local SMEs and mentor them into sufficient new business to secure 1,000 new jobs.



SHADOW FOREIGN SECRETARY VISITS NORTH EAST TO DISCUSS EU REFERENDUM WITH INDUSTRY

The Right Honourable Hillary Benn, Shadow Foreign Secretary, met with members of industry body NEPIC earlier in the month to discuss current sector issues in relation to the forthcoming EU Referendum.



Mr Benn met with 12 North East industry leaders from the chemistry-based process sector companies, the majority of which are internationally owned with head offices spanning USA, Europe and Asia - demonstrating the global nature of the process sector based in this region.

Speaking about his aspirations for the meeting, Mr Benn said:

"In my role as Shadow Foreign Secretary it is important that I understand the issues of foreign owned industries that invest in the UK economy. We are particularly keen to help secure more investment from them in future and attract others. I am also concerned to hear their views on the outcome of the EU referendum as this may have a very significant impact on how they view business in the UK in future."

Mr Benn added:

"The vast majority of companies that I meet are very supportive of the UK staying in the EU. The conclusion from today's discussions with NEPIC industry leaders was no different, with particular concern arising from those with offshore head offices and decision makers."

NEPIC Chairman, Ian Swales, said:

“

Having Mr Benn consult with NEPIC and some of its members enables us to reaffirm how important the process Industry is to the UK economy. Much of the process sector based here is owned by globalised corporations who export the majority of their products to the European Union. Today, they collectively expressed their concern over the potential of UK exit from the EU, particularly the impact upon future investment and trade tariffs.

”

Dr Stan Higgins, Chief Executive of industry-body NEPIC, said:

"I would like to personally thank Mr Benn for his time and input today. As the representing body for the chemical-processing industry in North East England we are committed to ensuring the voice of industry is heard, particularly within Government. Having the ability to facilitate meetings, such as the one that has taken place today, is of key importance to the success of this sector and UK manufacturing as a whole."

SECTOR INTEGRATION STUDY HIGHLIGHTS OPPORTUNITIES FOR TEESSIDE

NEPIC, along with partners TVU and MPI, have undertaken a high level analysis of the potential for greater industrial integration and symbiosis across the process industries based on Teesside.

Forty six companies in total have co-operated and shared operational mass balance data, so that the Cluster can not only benchmark but also identify heat, energy and materials opportunities that could arise through collaboration with neighbouring companies.

On 20 April, a report was delivered to the participating companies at an event held at the Wilton Centre. Many international studies have shown that such integration initiatives are required to make firms more competitive and sustainable in both economic and environmental terms.

It has been 2 years since NEPIC completed the LOCIMAP study with European industrial regions - a study which revealed that a greater focus on Industrial Integration and symbiosis was one of the few effective ways to address Climate Change challenges.

Here on Teesside, more industrial integration is possible due to the proximity of the companies involved. A good example of the collaboration that can arise in an industrial area such as Teesside is the industrial carbon and capture possibilities that have already been studied recently in more detail. As an example, this project could be effectively implemented due to the infrastructure and pipeline routes that already exist in close proximity to the industry.

This new study has uncovered a further 160 symbiotic opportunities, outlined potential investments, promoted the mineral and energy opportunities in the region and suggested that a port centric promotional organisation be established to rival competing locations.

NEPIC will now take forward the 160 symbiotic opportunities with its member companies concerned. The larger raw material and promotional requirements will be discussed further with Government agencies and the local LEPS.

A full copy of the report is available for download at www.nepic.co.uk/downloads



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NEPIC REACCREDITED AND STILL ONLY THE 'GOLD' CLUSTER IN UK



During March, NEPIC underwent a rigorous assessment by the Secretariat for Economic Cluster Analysis and we are thrilled to announce that our Cluster Management Excellence Label GOLD has been reconfirmed.

This accreditation denotes that NEPIC is amongst Europe's 'most excellent cluster organisations' – and still the only cluster in the UK to receive the prestigious Gold Label.

Helmut Kergel, Director European for the Secretariat for Cluster Analysis, said: "We congratulate you on the excellent performance that your cluster organisation demonstrated in the assessment."

"The assessment confirmed that your organisation is among the leading cluster organisations in Europe and provides added-value to its members and stakeholders through sound management procedures that support

your efforts to deliver the right services for the further development of the cluster."

NEPIC Chair, Ian Swales, commented:

"As stakeholders in the North East Process Industry we know that member companies are proud that the organisation we set up to coordinate and represent our interests is recognised for excellence around the world. This Gold Label status undoubtedly increases our profile and enables us to attract investment and trade. It certainly gives reassurance to members that we are doing the right things in the right way."

More detailed information about the European Cluster Excellence Initiative is available at:

www.cluster-excellence.eu

COFFEE BREAK WITH SPEARHEAD FOUNDER, DAN RILEY

Spearhead Interactive was founded in 2013 with two core beliefs; that all businesses should be aware of and have access to emerging technology; and that the correct application of emerging technology into traditional businesses and sectors has the power to be extremely beneficial and hugely disruptive.

Earlier this month, we grabbed a few moments with founder, Dan Riley, for a quick catch-up to talk business and clustering.

Who are your target audience?

Spearhead Interactive work cross sector, both regionally, nationally and internationally, we have local SMEs as our clients, right the way up to global multinationals.

Which products or services do you currently buy out-of-region that you would like to source locally?

Spearhead Interactive work a lot with 3D cam data, so some of the sources we procure in house, or outsource to other

companies, these include; laser scanning, drone surveys, and 3D printing as well. We are consolidating those activities and bringing the equipment we need to achieve those results in house.

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

NEPIC for us is all about collaboration, it's about connecting members together, it's about supporting networks and it's about growing those networks in order to enable people to achieve their goals and ambitions.

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

Exposure is key. The BASME programme has been brilliant for Spearhead. It has enabled us to connect with NEPIC at a much higher level and also enabled us to connect with a lot of businesses across multiple supply chains.

www.spearheadinteractive.com

NEPIC MEMBERS HAVE THEIR SAY ON EU REFERENDUM

IT'S the hot topic on everyone's lips, and it's showing no signs of letting up as the big day approaches.

Of course, we're talking about the EU Referendum. We will all decide on June 23 whether or not Britain should leave or remain in the European Union. It all stemmed from David Cameron's pledge to hold a referendum if he won last year's General Election. Now the EU Referendum is looming, NEPIC members have had their say on how they hope the vote goes. Ian Willis from Publicity Seekers talks to four of our members:



IAN STARK,
CEO at Chemoxy

"I'm strongly in favour of staying in the EU. In excess of 60 per cent of our manufacturing goes to the export market, with 40 per cent going to the EU.

"We work with international companies in both the EU and the USA, and our customers all want us to stay. Why would we want to become isolationists? We should listen to our customers.

"I believe an exit from the EU would damage our economy and reduce investment by overseas companies in the UK."



PROBIAR CHATTERJEE,
Director at CY Partners

"As a company, we partner with EU candidates – who are often very highly skilled in their niche disciplines – to appoint them in prestigious and often international organisations.

"Therefore, we feel the benefit of free movement of EU citizens throughout Europe on an almost daily basis in our work.

"Additionally, EU worker regulations have been invaluable in protecting the rights of our temporary agency workers.

"But as with every complex issue, there is another school of thought. EU membership can be seen as costly to British taxpayers and may restrict the level of control we can have over our own policies and industry guidelines.

"The Brexit has thrown up one of the most interesting debates in current British history. As a company, we look forward to growing and adapting in light of the changes either outcome presents."



GARY DAWSON,
MD at AV Dawson

"I think we should stay in the EU because we just don't need any more uncertainty at this time.

"I believe the question is far more complicated than a straight forward yes/no vote.

"There are significant issues with the EU but whilst the situation isn't ideal, at least we know what to expect.

"Both ourselves and many of our customers are concerned about the potential economic consequences of pulling out of the EU – the risks seem too high."



JAMES ROBSON,
Chairman at Micropore

"As a company, we are against exiting the EU. We are a spin out company which has benefited from EU support grants and collaboration with various bodies in Europe.

"We moved the business to Teesside from the Midlands to seek out further technical support for innovation, and things like ERDF support could also fall by the wayside if we exited.

"We are an exporting business, so creation of more trade barriers would obviously be detrimental.

"From a wider point of view, I believe exiting the EU will set the UK economy back for at least a decade if not longer. There are a lot of major worries, and I firmly believe we are undoubtedly more powerful as part of the EU."

9th ANNUAL TRADE MISSION TO INDIA

Twenty representatives from the North East chemical sector have returned from India following a very successful week long trade mission.



The mission, which is managed by NEPIC, supported by UKTI and in association with the Northern Powerhouse, has the primary objective of helping businesses explore the Indian Chemicals and Pharmaceutical markets and to identify new business opportunities, thereby developing new exports for the region.

This year's mission hosted representatives from HGF, Lambson, Lisam Systems, Micropore, Nzomics Biocatalysis, Exwold, PD Ports, The Creatif Group, Northumbria University and training organisation TTE International – all of whom had identified opportunities for developing their individual businesses.

The trip began with a briefing at the Deputy High Commission offices in Mumbai by Kumar Lyer, the British Deputy High Commissioner with responsibility for Western India, and the Director General of UK Trade and Investment – and proceeded by a briefing from UK India Business Council to introduce their services and discuss the newly opened business centres in Mumbai, Bangalore and Delhi.

The delegation then split into nominated groups and departed for their various destinations with flights being caught to Bangalore & Vadodara for onward transit to Dahej – with some of our more experienced delegates staying in Mumbai or going onto Delhi for one-to-one organised business meetings.

The trip to Dahej focused on the Petroleum, Chemicals and Petrochemical Investment Regions (PCPIR), including the Dahej Special Economic Zone. Spread over 453km², Dahej PCPIR has attracted investments over \$10 billion from domestic and international companies. The Oil and Natural Gas Corporation are also in the process of commissioning a multi-feed cracker unit of 1.1 million tonnes/year capacity.

The trip to Bangalore was in conjunction with the Karnataka Drugs & Pharmaceuticals Manufacturers Association (KDPMA). The Pharmaceutical Industry in India is a high quality oriented, knowledge-based, industry committed to make available high quality affordable healthcare to the Indian population.

KDPMA represent 72 pharmaceutical manufacturing companies including multinationals such as Astra Zeneca & GlaxoSmithKline, along with many SMEs. There are also a host of fully-fledged, state-of-the-art research and development laboratories with manufacturing units possessing world-class facilities that meet international GMP standards.

Upon arrival in Bangalore, delegates were met by members of the KDPMA management team at their offices and an MOU agreement was signed by NEPIC aimed at developing trade and intensifying collaborative innovation projects between the two cluster bodies. (See page 14 for further detailed). Further discussions took place with KDPMA over the course of 3 days including a company visit and site tour to Tejkamal Pharmaceuticals.

The trip culminated with the 2 day Indian Chemical Council (ICC) annual conference in Mumbai. This is a truly international event attended by 300 delegates comprising Indian and foreign senior decision makers from across the globe. The 2016 conference theme was "Living in a volatile world – Challenges and Opportunities for the Chemical Industry", with, NEPIC, UKTI, PD Ports, and TTE International being among the speakers.

In conclusion, India's economy is one of the fastest expanding in the world, with a rapidly expanding consumer class. With the strong ties the UK has with India, UK companies are well positioned to take advantage of this growing export and investment market.



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continued on page 14...

WHY INDIA?

The rationale for the annual market is compelling when you consider that India's economic growth represents the most significant export opportunity for the UK chemical sector and supply chain. To help illustrate the growing emergence and importance of the Indian economy, bilateral trade between India and the UK is growing at 30-40% a year, and investment is on a similarly strong upward trend.

NEPIC has specifically targeted India as a destination of desirability to UK companies because of a large process industry sector and supply chain with its growth potential. Frost and Sullivan recently reported that the Indian chemicals industry reached \$155-160 bn in 2013, and is likely to grow at a rate of 11-12 percent in the next two to three years. Indeed, forecasts from India's "Draft National Chemical Policy" targets the Indian chemical sector at \$373 bn by 2022. Add to this the continuing development of Petroleum, Chemicals and Petrochemical Investment Regions across India and this provides further opportunities for growth both ways.



Haden Freeman
Engineering Solutions

Gary Leads NE Expansion for Haden Freeman

Teesside's own Gary Fish, Haden Freeman's Business Development Manager, is leading the north east growth of the multi-discipline engineering design company following his appointment in November last year.

With over 20 years' experience in the Teesside engineering and manufacturing sectors, Gary has already secured business with some of the region's largest companies in the process sector and overseen Haden Freeman's expansion into larger premises at the Wilton Centre.

He commented, "What excites me most about my new role is the opportunity to work with a truly innovative multi-disciplinary engineering company, but also, that I am able to do so in my home region of which I am passionate about. After all, Teesside and the North East as a whole has an excellent engineering

heritage which reaches out all around the globe." We're currently working on a variety of projects including FEED studies for some significant companies here. In addition, our sister company, HFL:CDM, is providing CDM services to both construction and process organisations so we are looking at a healthy order book for the future."

"However, it's not about growing business in the short term – we're committed to developing existing client relationships and investing in the region's emerging engineering talent with our strong relationships with Teesside University – we aim to be a major force on Teesside for the foreseeable future."

Haden Freeman Ltd is a major process engineering consultancy and multi-disciplinary resource for the chemical industry. Established in Manchester since



Gary Fish, Business Development Manager, Haden Freeman Ltd.

1984, the company now has offices in Southampton, Qatar and Redcar, which enables them to provide a local service to clients in these areas with a number of their engineers based at client sites, supported from headquarters by a fully integrated digital infrastructure.

For further details, please contact Gary Fish, Business Development Manager by email: gfish@hadenfreeman.com

OMAN DELEGATION VISITS TEESSIDE TO WITNESS WORLD CLASS WATER FACILITIES

Six visitors from the State of Oman arrived in the region in April as part of a UKTI supported inward mission to study the UK's water industry.



Keen to witness a port centric chemical industry location with world class water treatment facilities, their initial plans, which centred on London, had to be changed.

Thanks to PD Ports and Northumbrian Water at Bran Sands the hurriedly arranged visit, which included community, industry and ministerial representatives from Oman, became a huge success.

The group met with the Northumbrian Water operations team at Bran Sands to discuss technical, environmental and community issues around the management of industrial waste water.

This facility deals with Teesside's industrial effluent and local community sewage from around 600,000 homes. It is this facility that has over recent years done the most to return the River Tees to a river full of wildlife like Harbour & Grey Seals, Salmon and many species of wild fowl and migratory birds. So much so that wild bird experts like Bill Oddie has declared that Teesmouth is the best location in the UK for bird watching.

Our thanks to the PD Ports team for helping to host the visit and the Northumbrian Water team at Bran Sands for fielding the barrage of questions from the visitors from Oman. The delegation were mightily impressed, particularly power from pooh, now that the vast majority of post treatment sludge at Bran Sands is used to generate power using anaerobic digestion. Great stuff biogas!

NEPIC HOST JAPAN'S NAGANO TECHNO FOUNDATION

In early February 2016, NEPIC met with key representatives of Japan's Nagano Techno Foundation – a foundation founded in 2001 with the specific aim of contributing to the revitalisation and independence of Nagano Prefecture's regional economy by promoting innovation-based industrial upgrading and the creation of new industries while leveraging on Nagano's local industrial resources.

The two day programme involved cluster development strategy with NEPIC and visits to the Materials Processing Institute and CPI's Printable Electronics Centre, the National Formulations Centre and the National Industrial Biotechnology Facility.

During discussions with NEPIC, a Memorandum of Understanding was signed. John Brady, NEPIC's Director of Projects for Industry, and visit host said:

"This is another example of NEPIC's internationalisation strategy and the promotion of our industry and overall competencies to global players. It will allow the cluster and our members to exchange information about investment and trade opportunities and relevant policies and regulations pertaining to the process industry."



MEMBER NEWS
PHARMACEUTICAL

PHARMACEUTICAL COMPANIES UNITE AT NEPIC CONFERENCE

Tuesday 8 March 2016, Northumberland. Over 90 representatives from North East England's pharmaceutical community gathered at a major pharma sector conference in early March.

The event, organised by NEPIC and hosted by Northumberland-based pharmaceutical firm Piramal, focused on the advantages and barriers to the introduction of continuous processing – a major trend within the sector.

Through events such as this, NEPIC bring together the knowledge within the region, and world class expertise from further afield, to provide a platform for best practice sharing and technology transfer, whilst facilitating vital business networking.

Philip Aldridge, NEPIC's pharma specialist, explained the importance of the event's theme:

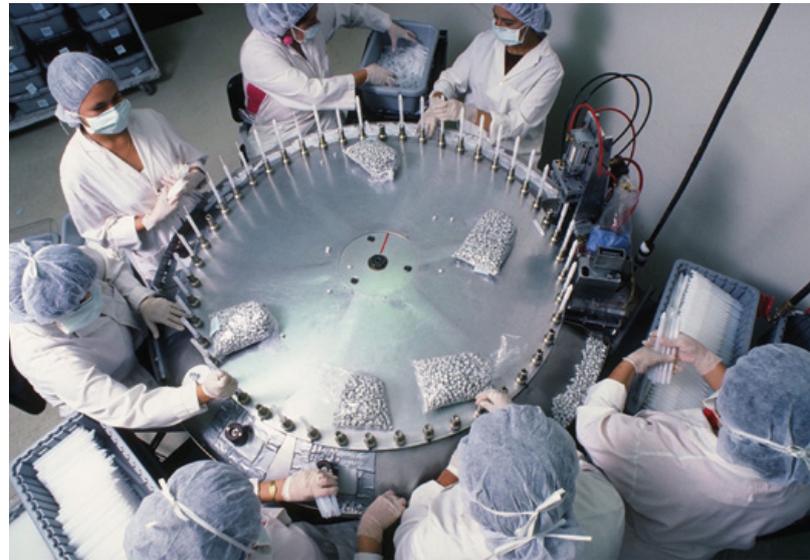
"The theoretical advantages of changing from batch to continuous processing are known, however there remain perceived barriers to change.

"Through this event, we gathered expertise from technology companies, pharmaceutical manufacturers and Universities to explore the implementation barriers and demonstrate process advantages."

Continuous processing is part of the tool-box in the pharmaceutical manufacturing sector, along with Process Analytical Technology and Lean Manufacturing techniques that can be used to create world-class performance. It can also result in smaller facilities, lower capital costs, lower utility and raw material uses, increased quality, increased yields and more flexible facilities. However a greater process understanding is required and not all processes lend themselves to continuous manufacturing.

Delegates learned how to spot processes that would benefit from continuous processing and how to implement them, as well as gaining insight into the wide range of expertise available in our region and beyond to help with the implementation of this exciting trend.

Many delegates found that the greater understanding this event afforded gave them confidence to use the technology. This was true of manufacturers who realised that the regulatory barriers to entry were not as high as many anticipated. Also, one of our most advanced pharmaceutical and biotech facility construction engineering companies, WH Partnership, based in Sunderland, found the event very useful.



David Weir, co-founder and Technical Director, said:

"Through attendance of this event, I now appreciate that there was a significant market for our existing engineering expertise that could be applied to continuous manufacturing plant for the pharmaceutical sector."

“

This NEPIC Event was a great opportunity to see the progress our small molecule colleagues are making towards Continuous Processing

”

Azam Razzaq, Head of the TPL Group, R&D at FUJIFILM Diosynth Biotechnologies, commented:

"Coming from the Biologics Arena, this NEPIC Event was a great opportunity to see the progress our small molecule colleagues are making towards Continuous Processing. It was encouraging to hear common themes for the various advantages that Continuous Processing confers upon product manufacturing, as well as the appetite of the FDA to support this route.

"This event had a nice balance between the Academic and Industrial Communities and was a good chance to catch up with old colleagues, and make some potential new partnerships. Glad to see NEPIC arranging technical events and I look forward to the next one."

Event speakers included pharma-giant MSD, Amec Foster Wheeler, Industrial Technology Systems, representatives from Newcastle, Durham and Strathclyde universities, AM Technology and BRITEST.

...continued from page 10

India is currently the 5th largest chemicals producer in the world and 4th largest global producer of Agri-products, and with its large population and huge domestic demand it is a critical market and so is essential for the future to ensure that momentum is continued and Northern Powerhouse companies are well positioned to take advantage of these opportunities.

This annual market visit provides the ideal platform to do this, to meet key contacts and to start to understand and develop the number of potential opportunities in India. To be successful in India, developing long term critical relationships is key to doing business and this can only be done by visiting and conducting face to face meetings. Only by visiting can the sheer scale of the opportunity be understood, such as the size of developments at Dahej or cutting edge technologies being developed in Bangalore.

The opportunity for companies to access the highest level of decision makers within the Indian chemical sector by joining such a trade mission cannot be underestimated.



India is an important developing market and so it is essential for the future to ensure that momentum is continued and the Northern Powerhouse region is well positioned to take advantage of these opportunities.

NEPIC SIGNS INDIA AGREEMENT TO BOOST PHARMA INNOVATION & TRADE

Tuesday 15 March 2016, Bangalore, Karnataka, India. NEPIC's Northern Powerhouse & UK Trade & Investment supported mission to India reached an important milestone in March, following the signing of a collaboration agreement with the Karnataka Drug & Pharmaceutical Association (KDPMA).

The agreement, aimed at developing trade and intensifying collaborative innovation projects and signed in the presence of Dominic McAllister, British Deputy High Commissioner in Bengaluru, comes after three years of engagement between the two cluster bodies.

KDPMA represents 72 pharmaceutical manufacturing companies including multinationals such as Astra Zeneca & GlaxoSmithKline, along with many SMEs. These companies are involved in all aspects of drug manufacture much like NEPIC's pharmaceutical cluster footprint.

The NEPIC-KDPMA collaboration is already bearing fruit with companies from the North East's pharmaceutical supply chain that have attended the mission, reporting the identification of potential new business opportunities.

Mr James Robson MBE, Chairman of newly formed Wilton centre-based technology company Micropore, said: "The work that NEPIC has accomplished in India is outstanding. They are incredibly well networked and very

highly respected. They have helped many companies identify new business in India and I have also had such an experience this week.

James continued: "By attending this visit with NEPIC, I have certainly shortened my company's market entry timescales and de-risked my early business interactions. In a very short space of time I have met several companies who are very interested in our technology and have already started working on plans to fulfil these new business opportunities."

Mr Sunil Attavar, President of KDPMA, said: "We are delighted to see our collaboration with NEPIC formalised and are working on plans to bring a delegation to the NEPIC Meet the Members Meeting & Exhibition in June 2016 to further identify business and technology collaborations and strengthen our ties with NEPIC."

NEW SABIC SITE DIRECTOR POINTS WAY TO SECURE FUTURE



A major SABIC project will secure the long-term future of the firm's Teesside business and will safeguard thousands of local jobs, says new Teesside Site Director John Bruijnooge.

Bruijnooge says the major work to upgrade SABIC's Olefins Cracker at Wilton has created hundreds of construction jobs and will safeguard thousands more across Teesside, and secure the long-term future of the Teesside business.

SABIC is converting its massive Olefins plant to take US shale gas, which is far cheaper than naphtha, the raw material that is currently used by the firm to produce the chemical building blocks for everyday items.

Work is also underway to complete the build of a cryogenic tank at the company's North Tees site, between Port Clarence and Seaton Carew, as part of an import terminal for the project. Phase one of the Gas Cracking Project will be completed in 2016.

Bruijnooge, who is based at SABIC's UK manufacturing HQ in the Wilton Centre, said: "After a series of years of restructuring and downsizing, SABIC is now reinvesting to secure the long term life of its assets.



With our new shale gas feedstock, we will be well positioned to face competition when the oil price rises again.



SABIC employs in the region of 600 staff and an additional 400 contractors at its Wilton and North Tees sites, bringing a total of about £400 million into the local economy from payroll, goods and services, and utilities.

SABIC also underpins the Teesside logistics economy as it is a key customer of a number of significant and internationally owned utility, logistical and infrastructure companies who support the local chemical industry.

Bruijnooge, 49, who is originally from Bergen op Zoom in the Netherlands, added: "SABIC is recognised as a leading employer in the Teesside area. I am delighted to be heading up a team that has a reputation for innovation and industrial excellence."

He joined SABIC in 1996 as a maintenance productivity engineer, before moving on to other positions, including maintenance leader, PPO Plant Manager, Technical Department Leader and Chemical Operations Leader.

He was appointed to the role of Director Polycarbonate and Pacific Core Assets, based at SABIC's Beijing site, in China in 2013. He has a degree in Mechanical Engineering and Business Administration, while also holding a Masters degree in Maintenance and Safety Management.

www.sabic.com



John Bruijnooge is a keynote speaker at our Meet the Members Conference and Exhibition 2016.

Book today at www.nepic.co.uk/mtm/

SABIC CELEBRATES SUPER-SIZED SALTHOLME WATER DONATION

SABIC has marked a unique community donation that has seen the petrochemical giant pump enough water to fill 100 Olympic-sized swimming pools to the neighbouring RSPB Saltholme every year for almost a decade.

When SABIC hosted an Industry and Nature visit at the Teesside nature reserve, pupils from Brambles Primary Academy in Middlesbrough helped unveil an interpretation sign to mark nearly 10 years of the company providing fresh water to RSPB Saltholme, pumped by underground pipework from its nearby North Tees site.

The donation of water, which is estimated to save the nature reserve £80,000 a year, has played a significant role in making Saltholme a world-class wetland and home to a unique variety of birds and other wildlife including water voles and otters.

More than 40 pupils and staff from Brambles Academy spent half a day building nest boxes and birdfeeders whilst undertaking pond dipping at Saltholme. They also spent time planting 100 trees and building wooden habitats at SABIC's nearby Brinefields Site.

They Year 5 pupils also learned how plastic is made from oil when they toured SABIC's North Tees site by bus.

The annual Industry and Nature visits, which SABIC have hosted for the past five years, are designed to show children how nature and industry work hand in hand with each other.

David Braithwaite, site manager at RSPB Saltholme, said: "RSPB Saltholme would not be the magnificent reserve that you see today if it were not for SABIC."

"Thanks to the fresh water provided, our site is now home to all types of wildlife including birds of international importance, mammals, amphibians and insects."

"The water is provided free of charge and we've estimated that for RSPB to pay for the water would cost in the region of £80,000 per year. SABIC are also corporate members, which enables their staff and families to enjoy our facilities too, so we are extremely grateful for their support."

SABIC has worked closely with Kirkleatham-based INCA – Industry Nature Conservation Association - for a decade on nature conservation projects both on and near their industrial land at their North Tees and Wilton sites.

“

Thanks to the fresh water provided, our site is now home to all types of wildlife including birds of international importance, mammals, amphibians and insects.

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Hats off to SABIC: Brambles Primary pupils Charlie Boyd and Ev Dooley with Susan McGinty of RSPB and SABIC's Richard Drinkwater.

SABIC's Teesside Site Director John Bruijnooge, who is based at their Wilton HQ, said: "Environmental protection is one of our four priority areas for our Corporate and Social Responsibility (CSR) mission."

It is wonderful on Teesside that we have developed long-standing relationships with our partners and stakeholders in this way, not just to protect but to significantly enhance the local environment in which we operate.

"I am a man of the countryside and, having worked for nearly three years in Beijing, one of the world's largest cities, I feel great when wandering around our site now and seeing roe deer, foxes, rabbits, hares and pheasants. I feel proud that we are able to be part of this symbiosis."

SABIC have won several awards for their environmental work over the past few years including from the British Trust for Ornithology (BTO) for the biggest variety of birds spotted on an industrial site. 157 different species of birds including avocets, skylarks, shelducks, oystercatchers, terns and plovers have been spotted at the firm's North Tees site by the Teesmouth Bird Club, Natural England, the Tees Ringing Group and SABIC employees.

SABIC, who also won an award for their work with the community from the BTO in 2011, employ in the region of 600 staff and an additional 400 contractors at its Wilton and North Tees sites, bringing a total of about £400 million into the economy from payroll, goods and services, and utilities.

www.sabic.com

TOMLINSON HALL LANDS PRESTIGIOUS INDUSTRY AWARD FOR THE FIFTH TIME

Billingham-based pump distributor and manufacturer Tomlinson Hall & Co Ltd is celebrating after its success at a major industry awards ceremony.

The company won the coveted Distributor of the Year award at the Pump Industry Awards 2016, held at the Crowne Plaza Hotel, Heythrop Park, Oxfordshire on March 10. It is the fifth time that Tomlinson Hall has triumphed in this category.

Organised by the British Pump Manufacturers Association (BPMA), the Pump Industry Awards recognise performance, innovation and achievement in the UK and Ireland's pump sector. More than 250 engineers, manufacturers, suppliers and distributors attended the event, which was hosted by BBC News presenter Mary Rhodes.

Winners on the night were chosen based on the outcome of an online vote, coupled with their ranking as established by the award judges.

A joint founding member of the Pump Distributors Association, Tomlinson Hall is an approved global distributor of many leading pump brands, such as DEPA, ELRO, Grundfos and Flowserve, and offers a total service to industry – including problem solving, pump selection and supply, site visits, servicing and repairs.

The company, which was founded in 1919, also manufactures its own innovative liquid ring vacuum pump, Liquivac, which can perform a huge range of operations across a wide range of industries.

The firm works with high profile clients in the UK and overseas markets, including in Europe, the Middle East, North America, South America and Asia. It has seen significant sales success over the last year for a range of global pump manufacturers.

Colin Simpson, Business Development Director at Tomlinson Hall, said: "Winning this prestigious award for the fifth time is a major milestone for Tomlinson Hall, and is testimony to the dedication of our specialist staff – from our engineering workshop to our sales department. We pride ourselves on our ability to offer bespoke solutions to our customers'



challenges, and in bringing technical expertise and industry insight to the sectors we work in.

"It's a real honour to be named Distributor of the Year in our industry's 'Oscars', which this year showed once again just how many innovative, visionary companies and talented individuals work within the pump sector.

"Our congratulations go to all of the winners and runners-up and we'd like to thank all of our customers for their continued support – it is greatly appreciated by all of the team at Tomlinson Hall."

Steve Schofield, Director and CEO at the BPMA, said: "We feel this year's finalists truly encompass the scope of success and innovation in the pump industry and highlight just how valued this awards programme has become."

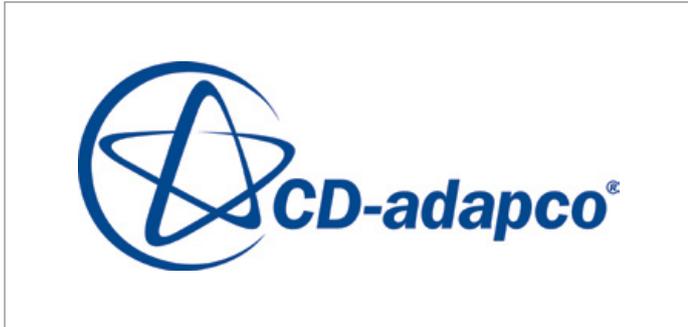
Tomlinson Hall was also named Distributor of the Year in the Pump Industry Awards in 2009/10, 2011, 2012 and 2014, and was runner-up in the category in 2008, 2013 and 2015.

The company's recent triumph follows its successes in topping the Small Business category in the North East Business Awards 2015 and being named Small Business of the Year in 2015's Teesside Business Awards. Last year Tomlinson Hall was also awarded the NEPIC SME of the Year title.

www.tomlinson-hall.co.uk

CD-ADAPCO

CD-adapco is a global engineering simulation company with a unique vision for Multidisciplinary Design eXploration (MDX). Engineering simulation provides the most reliable flow of information into the design process, which drives innovation and lowers product development costs.



Our simulation tools, led by the flagship product STAR-CCM+®, allow customers to discover better designs, faster. Our solutions cover a wide range of engineering disciplines including Computational Fluid Dynamics (CFD), Computational Solid Mechanics (CSM), heat transfer, particle dynamics, reacting flow, electrochemistry, acoustics and rheology. On average, CD-adapco increased its revenue at constant currencies by more than 12 percent annually over the past three fiscal years. We employ over 900 talented individuals, working at 40 strategic locations across the globe.

Our customer approval ratings are very high; in the last customer survey 94% of customers declared themselves satisfied, or very satisfied with CD-adapco software and services, a fact reflected in our consistently high customer retention rate. With over 3,200 customers worldwide, our software is currently used by 14 of the 15 largest carmakers, by all of the top ten suppliers to the aerospace industry and by nine of the ten largest manufacturers in the energy and marine sectors.

Our global team of highly qualified support engineers will ensure that you are successful at every stage of the analysis process. From the minute you start using our software, you will have a dedicated support engineer available whenever needed, be it on the telephone, through an email, online chat, or at your site. Your dedicated engineer will learn how you work and understand your expectations, thus providing you with tailored, proactive, flexible support and an unrivalled level of personal service.

www.cd-adapco.com

PROCENERGY



Procenergy is an online industry training gateway that provides the general public and employing companies alike with the facility to search and book a wide range of industry training courses to suit their training needs.

Training companies can list their training courses on the website to reach an increased target market, with the following industry sector being covered - Oil & Gas, Petrochemicals, Offshore & Maritime, Construction, Utilities, Supervision & Management for Industry.

www.procenergy.co.uk

NEW MEMBERS

WELCOME TO THE CLUSTER

HEALTHHUB

HealthHub Yarm offers all of the health and wellbeing services that you require to truly transform your life. HealthHub consists of a professional, friendly and approachable team of qualified practitioners who are experts in a range of wellbeing, health services and treatments.



Formerly Yarm Osteopaths and Physiotherapy Clinic, we have added to this expertise with other wellbeing fields. Our company has evolved out of a recognition of the importance of catering for the whole person, focusing on the mind-body connection and the highest levels of physical, mental and social wellbeing.

People come to us across the Tees Valley not just on account of our longstanding reputation for osteopathy and physiotherapy, but also for other services at the clinic including Acupuncture, Chiropody/Podiatry, Remedial

Massage, Soft Tissue Massage, Naturopathy/Nutrition, Counselling, Gait Analysis and Reiki.

Alongside our aforementioned services, you will also find wellbeing expertise with Pilates, Yoga and Tai Chi classes and Yoga for Healthy Lower Back programme which has is an innovative evidence-based way to improve back health and function. We also offer Mindfulness, Meditation and Life Coaching.

Many of our services are also covered by major insurance companies, such as BUPA and AXA- PPP. This means that if you have private healthcare cover, you could be eligible for free treatment, paid for by your insurer. Contact us now and transform your life!

www.healthhubclinics.co.uk

TEKGEM



Tekgem have over 10 years' experience working with a variety of organisations including manufacturing and petrochemical sectors. This uniquely places us to be able to offer cutting edge infrastructure services that meet strict demands.

As well as working within enterprise IT, we understand and specialise in providing secure infrastructure solutions that integrate seamlessly with distributed control systems and process control networks. This ensures critical data is able to flow securely from the factory, into the control room and right up to the data displayed within the boardroom.

Tekgem provide hosted services directly from our own cloud stack located on the Wilton International Site, Teesside.

www.tekgem.co.uk

TOP TIPS FOR

After months of meetings, you have Board approval and the finance in place for your expansion. You've had the FEED study report and are now ready to begin planning the expansion programme and the process shutdown that will enable you to integrate the new facilities with the old – what could possibly go wrong?

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The thought of a shutdown for any continuous or batch process operation goes against the grain for most process engineers who spend their working lives ensuring it doesn't happen

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IAN DUNKLEY
Project Director
Haden Freeman Ltd.

Ian Dunkley, Project Director at Haden Freeman Ltd, the UK-based process engineering design consultants, and veteran of countless temporary shutdown projects, explains the critical factors that need consideration.

“The thought of a shutdown for any continuous or batch process operation goes against the grain for most process engineers who spend their working lives ensuring it doesn't happen, but a process shutdown can be easily managed as long as sufficient planning has been carried out.”

So, my tips, in no particular order :-

- 1. SAFETY** – has the HAZOP and HAZID studies revealed any potential problems – even a relatively simple 'Cut & Carve' (Ian I forget your expression here) operation replacing old plant with modern can involve, for example, asbestos removal and needs to be planned to avoid overrunning the allocated time.
- 2. CDM** – since last year's change of the CDM regulations, 90% of such work will involve the appointment of a Principal Designer to oversee the safety aspects of the project. Failure to appoint one is a criminal offence.
- 3. UTILITIES** – will the new plant require greater energy or produce larger quantities of effluent, for example, and if so, can your existing infrastructure cope or do you need to talk to your utility suppliers.
- 4. PLANNING AND NEIGHBOURS ETC** – does your project require local authority Planning Permission and will it have any affect on neighbouring businesses or infrastructure – a recent one for ourselves involved talking to Network Rail because of crane operations close to the track.
- 5. CONTRACTORS AND SUB-CONTRACTORS** – whilst your main contractor may well be known to you, are their sub-contractors in line with your working practices because they need to be.

SHUTDOWN PLANNING

6. PERSONNEL – do you have the sufficient manpower to carry out the work or its supervision and what arrangements have been made to ensure this – if you're expecting your staff to come in on Bank Holidays, for example, what compensation can you give them if this is outside their normal hours.

7. SUPPLIES AND DELIVERIES – whilst it's desirable to have everything that the project could require (including spares back-up) on hand, it's not always possible so have your deliveries and logistics been pre-arranged

8. STOCK – the planning process should ensure that sufficient stock of whatever product you are manufacturing is available to meet any projected demand.

9. MAINTENANCE OPPORTUNITIES – any shutdown may present opportunities for maintenance and refurbishment in other parts of your process – will these be exploited to the full.

10. ENVIRONMENT – have all environmental considerations been taken into account – is there any chance of leaks/spillage, will water or air quality be at risk, does removal of old plant comply with relevant environmental regulations.

11. START-UP – what potential problems can be pre-identified at start-up operations – eg power surges etc.

12. TRAINING – are your production and maintenance staff trained up for the new line and is everyone aware of the project's implications if it's a new product etc?



Planning temporary shutdowns of complex process industries has become a speciality of Haden Freeman Ltd

Haden Freeman Ltd is a multi disciplinary Engineering Design & Project Management company specialising within the Process industries, Pharmaceutical & Energy sectors UK-wide and globally.

Established in Manchester since 1984, the company now has offices in Southampton, Qatar and Teesside, which enables them to provide a local service to clients in these areas with a number of their engineers based at client sites, supported from headquarters by a fully integrated digital infrastructure.

For further details, please contact Gary Fish, Business Development Manager by email, gfish@hadenfreeman.com.

SUEZ TREATMENT SOLUTIONS UK

SUEZ Treatment Solutions UK is part of SUEZ who is a world leader in designing and implementing sustainable resource strategies. SUEZ Treatment Solutions UK is a leading provider of water and wastewater solutions that covers the entire water cycle ranging from water purification and conditioning to the complete management of the overall water and effluent systems.



Through innovation and technical insight, we offer a unique combination of technologies, services and chemistry to optimise your water cycle that can reduce costs and water consumption while ensuring optimum, safe and reliable operations that minimise your environmental impact.

We understand the challenges and pressures that industry currently faces and have first-hand experience as a UK manufacturer ourselves. We have a comprehensive track record and always take a flexible, open and holistic approach to ensure that the applied solution is right for your site overall and in-line with your short and long term objectives.

Our offerings range from upfront technical consultancy and turnkey engineering and project management to UKAS accredited laboratory services and operations and maintenance support; to innovative chemistry and leading process water treatment equipment. Our multi discipline in-house engineering team can manage and deliver projects of a range of value and complexity to add real value to your site with minimal input from you. This varies from the design, build and operations of a 100m³/hr wastewater treatment plant to upgrading and modifying a 5m³/day process water treatment plant.

In addition, if you have a scheduled maintenance shutdown or a plant upgrade / refurbishment, we have an extensive fleet of mobile water treatment units that can accommodate the needs of your site.

Our North East office is based at Gateshead and we work with all industry sectors ranging from manufacturing and facilities management to healthcare and laboratories. So, if you would like more information about the products and services that we offer and how these can benefit your site, please contact Jonathan Mann, Sales Manager, on 0191 491 4274.

www.degremont-industry.co.uk

FLAMELESS ENERGY SOLUTIONS

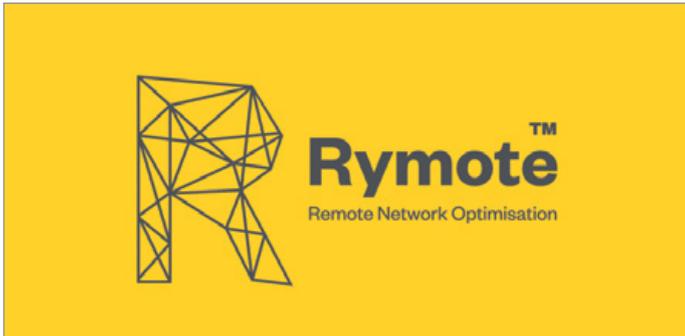
Flameless Energy Solutions was founded to develop projects to supply steam and power to industrial clients on an outsourced basis, using Itea's Flameless Pressurized Oxy-combustion technology, which provides high energy recovery from total combustion of wastes with almost zero emissions.

NEW MEMBERS

WELCOME TO THE CLUSTER

RYMOTE

It's been an incredible 2015 for us here at Rymote and we're looking forward to the rest of 2016 and beyond - It's only going to get more exciting.



Over the past five years, we've established ourselves as a capable Cisco Partner and supplier of the very best in wireless and wired networking systems, and have are very focussed in terms of our future direction.

The Internet of Things (IoT) is 'where it's at'. Previously viewed as an emerging technology, it has now arrived and is set to change the world of communication as we know it! This is one of many reasons why Rymote recently decided to become part of the NEPIC cluster.

Conservative research forecasts that the world will have 6.4 billion things connected by the end of this year, a 30% increase on 2015.

Rymote want to grow within the North East and lead a strong economy bolstered by IoT innovation and success that can define us as world leaders in what we do.

Our Cisco background and skills provide us with the foundation that we need to start creating IoT solutions.

Rymote have developed a range of software and sensor solutions for the perishable goods industry to help track cargo and logistics effectively, thereby reducing waste and spoilage. We're also developing in-house capabilities to work with manufacturers to help them understand how to start exploiting IoT. We aim to establish Rymote as the leading IoT Systems Integrators in the North East.

NEPIC has provided a great welcome and support to Rymote as a new member, we are looking forward to 2016 as its set to be a great year for the whole Cluster.

www.rymote.com

PROTEL ASSOCIATES LTD

Loss of Containment Integrity Training specialist joins NEPIC



Protel is the market leading provider of project intelligence for the process sectors across the UK, Ireland, France, Belgium and the Netherlands. We report on capex project activity within the chemical, pharm/biotech, food, drink, energy, gas and laboratory sectors.

Project reports are accessed via our online database, MyProtel, which provides a wide range of search criteria to identify and track more than 2,000 live and up-to-date

opportunities for suppliers of capital equipment and services.

By connecting suppliers with end-users Protel has been helping thousands of sales and business development professionals to build new relationships and win new business both domestically and abroad since 1996. We specialise in providing intelligence to our subscribers before it is in the wider public domain, giving the earliest possible entry into the sales process and maximising sales effectiveness.

Capex project information is maintained by a dedicated group of industry expert researchers. Our UK chemical coverage currently includes over 120 active projects with a total investment value in excess of £5bn, and is updated in real time as developments surface.

paul.bryant@protelprojects.com
01823 704 025

MATERIALS PROCESSING INSTITUTE RELEASES DATES FOR STEEL TRAINING COURSES

The Materials Processing Institute has released dates for a series of steel training courses running over the next six months. The first course of the year takes place from April 25-28, with a focus on Cokemaking.



This course provides an in-depth view of the cokemaking process, based around practical, operational and theoretical modules involving laboratory experiments, lectures, discussion-based learning.

A similar course centred on Ironmaking runs from May 9-13, and will include an in-depth understanding of the blast furnace process and raw materials considerations through a combination of theoretical, practical and operational aspects.

A Steelmaking and Casting course runs from June 13-17, providing a comprehensive understanding of primary and secondary steelmaking and continuous casting; including classroom lectures, practical learning, laboratory work and a visit to the MPI's

steel plant to observe the operations for ingot or billet production.

Later that month a Reheating course is being held from June 27-30 considering the reheating process in cast products and finishing with a visit to a rolling mill. A main focus of the course is to demonstrate that the reheating process, if properly managed, maintained and controlled can lead to increased process efficiencies and reduced process costs.

Other courses are available at MPI, on dates to be confirmed, including steelmaking, metallurgy, hot and cold rolling, finishing and technology management, while specialist workshops are available on refractories, clean steel, casting defects/surface quality, electric arc furnaces, mould

powders, hydrogen in steel, basic oxygen process control and stainless steelmaking.

Chris McDonald, Managing Director at the Materials Processing Institute, said: "Courses have proven to be extremely popular over the years, and delegates have come from all over the world to take part in them.

"The 2016 programme covers all aspects of the steel sector and there has already been a considerable amount of interest from companies within the industry."

Peter White, Electro-nite product Application Manager for Hereaus, has taken part in the Steelmaking and Casting Course in the past at the Teesside-based facility and says the training proved invaluable.

He said: "I worked in steel over 20 years ago until I switched to working in aluminium. Now that I've taken up a position working with Hereaus this has been a brilliant refresher course, as you can imagine a lot has changed in 20 years.



The 2016 programme covers all aspects of the steel sector and there has already been a considerable amount of interest from companies within the industry



www.mpiuk.com/training

MEMBER NEWS
 INDUSTRY

EASTERN SEALS ACQUIRES UK SEALS & POLYMERS

Eastern Seals (UK) Ltd. announced on 19 April 2016 that they have acquired UK Seals & Polymers Limited, one of the country's leading distributors of hydraulic and pneumatic sealing solutions.

Eastern Seals (UK) Ltd. has rapidly grown into one of the UK's leading suppliers of O-rings and sealing solutions – the company is the largest seal supplier in the North of the UK. Since the company commenced trading in 2007, Eastern Seals' customer base has continued to grow, resulting in demand for more stock to be held. The company has achieved many customer approvals and referrals based on the high quality of the products and the service they supply.

When founder of UK Seals & Polymers Alan Glasson, who has worked in the industry for many years decided to retire and sell the company, Eastern Seals quickly realised that this would be a perfect opportunity to expand its activities into a part of the sealing industry that had they had not yet fully developed.



The buyout is expected to pave the way for further growth and development for Eastern Seals and its management team, led by Managing Director, Diane Reach. This includes

expansion into new markets, further investment in product ranges, international reach and potential future acquisitions.

Founded in 2002, UK Seals & Polymers has earned a reputation for excellent customer service, covering a wide range of products. By offering custom made solutions the company has successfully continued to grow, in what has often been a challenging market. UK Seals & Polymers supply many different profiles; from 10mm to 3000mm as endless seals, and up to 4500mm as split seals as standard. Bespoke customer requirements have long been a major part of their business to date, UK Seals & Polymers are now considered a leading supplier of Hydraulic, Pneumatic and Rotary Seals.

Whilst UK Seals & Polymers will continue to trade under its existing structure, the combined strength of both Companies will allow each facility to further develop sales, product ranges and customer service. Ian Whitelock will remain with the company as a Director to ensure continuity and normal day to day business will be unaffected.



Diane Reach, Managing Director, explains, "We have followed the development of UK Seals & Polymers for a while. They have a strong product portfolio, and I am delighted that they are now part of Eastern Seals. The complementary nature of their products and technologies will enable us to even better serve our customers in the industrial market. This new investment demonstrates Eastern Seals' strength as well as the ongoing confidence from our customers and suppliers. It also shows our strong commitment to the global market. Over the last three years we have seen record levels of turnover, fuelled by growing demand for our specialist sealing products."

Diane added:

“

UK Seals is a fantastic company with industry leading products, and I am confident that we will continue to grow and be a flagship for industry in the North East and across the UK.

”

www.easternseals.co.uk

NEW NORTHERN OFFICE FOR NEPIC FOLLOWING RTC MOVE

Founded on Chester Road in Sunderland as the Regional Technology Centre by chief executive Gordon Ollivere in 1989, the company has been a regional focus for innovation and today has offices in Leeds and Daresbury.



RTC North currently provides government and European funded business support programmes including Enterprise Europe Network, Innovate 2 Succeed, Designing Better Business and NHS Innovations North.

Its new headquarters will also be home to industry clusters NEPIC, Health Network North, the North East Automotive Alliance and Design Network North.

RTC North is working with interior design business Ben Johnson on shaping phase three of the development, which will include first floor of the building being converted to executive workspace for professional service companies.

Ollivere said: "This move is a really exciting development for the North East. In one place we are bringing together structured support for business, professional services, networking opportunities with industry clusters and a high quality space to host training and events."

Andrea Winders, executive director of Enterprise Investment at Sunderland City Council, added: "RTC has been a cornerstone of business advice and support for innovative companies for more than 25 years. It's great to hear the company is making new investments in Sunderland and this is an exciting new development."

www.rtcnorth.co.uk

CY PARTNERS INSPIRE CAREER SUCCESS WITH UNIVERSITY'S MENTORING SCHEME

Paying council tax and waving goodbye to mid-week nights on the town are some of the grizzly lifestyle changes faced by graduates.

When adding the daunting prospect of entering a competitive job market, it's no wonder students try to cling to the university lifestyle long after the ceremonious tossing of their caps.

To bridge the gap between Student-ism and the 'real world', Newcastle University are running a Career Mentoring scheme. The scheme helps students get their first taste of industry and prepares them for the transition into work.

Helen Hayes heads up the mentoring scheme and comments, "In many cases students may not have a support network within their families.

"This can be daunting when stepping into the jobs market. Having someone in the commercial world to turn to for advice and support can be really beneficial."

Probieer Chatterjee, Director of CY Partners, is another integral member of the scheme. Probieer studied Chemistry with Chemical Engineering and earned his time as an R&D chemist before making the leap into recruitment.

CY Partners specialise in recruitment for the process industries and wider scientific and engineering community.

He explains, "It's great to be part of Newcastle University's initiative and support the region's graduates. There's so many opportunities out there but often people don't know where to begin.

"The impact has been diverse, with one mentee even looking at setting up their own business based on scientific research they've been involved with.

"Drawing upon my experience to help others has been really positive."

www.cypartners.co.uk

INVESTMENT BOOST FOR EXPANDING PX

Rapidly expanding energy, engineering and process industries specialist, the px Group, has secured a significant new investor.

Blue Water Energy (BWE), a leading global energy private equity firm has taken a controlling stake in the business. The agreement provides access to capital for further investment by the Stockton-on-Tees headquartered px, which has enjoyed significant growth over the past few years.

The management team, headed up by CEO Ian Clifford, all other px staff and operations throughout the UK and abroad continue unaltered.

With over 400 employees, px provides operations and maintenance (O&M), engineering and energy trading and management services to owners of large-scale energy and process infrastructure assets in the European market.

Its customers include energy and utility companies, financial investors and governmental authorities. Just last month the company commenced a long-term O&M contract at one of the UK's largest gas processing terminals at St. Fergus, near Aberdeen.

Ian Clifford said: "We are delighted to have secured the backing of BWE at a time of tremendous potential for the company. There is an excellent fit between our business strategy and BWE's expertise and investment model. This support will significantly enhance our ability to take advantage of opportunities available in the current market."

Graeme Sword, partner at BWE, which is London based added: "We expect a significant transition in the ownership of midstream and power generation assets across Europe over the coming years. px's track record in operating high complexity energy assets, its customer-focused and flexible commercial strategy and its fully integrated service offering well place the company to be a significant participant in the independent energy sector as the size of the market increases."

Christopher Picotte, an experienced energy and private equity professional, who took an equity stake the px Group in 2013, will remain as non-executive chairman and is co-investing with BWE in the transaction.

www.pxlimited.com

EST.  1932

PERRY

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SUCCESS FOR UNIVERSITY BIOTECH FIRM IN NEW ZEALAND

A Teesside University spin-out company has developed a number of collaborative working opportunities in New Zealand after being chosen to take part in a British research and development (R&D) delegation.

TeeGene, located at The Wilton Centre in Redcar, was selected along with institutions from Cambridge, Cranfield and Exeter to take part in a British High Commission R&D mission to establish collaborative research links with New Zealand-based agriculture, food and biotechnology institutes.

TeeGene is a bio-tech firm which aims to provide sustainable and high performance biosurfactants for industries, in order to replace synthetic surfactants.

Funded by Business, Innovation and Skills (BIS), the international visit gave TeeGene the opportunity to network with institutes like Auckland University, Massey University, Lincoln University and give assistance with their research.

TeeGene also signed collaborative working agreements with New Zealand Crown Research Institutes SCION and PPCNZ to look at how biosurfactants could be used in forestry management. In addition, the climatic conditions in New Zealand were also found to be extremely advantageous, producing high yields of algae used by TeeGene in its research.

Dr Pattanathu Rahman, Founding Director of TeeGene Biotech and Senior Lecturer in Process Engineering and Biotechnology at Teesside University, is delighted with the success of the visit to New Zealand.

Dr Rahman said: 'It was a fantastic five days in the New Zealand R&D tour and it was a significant opportunity for us to focus on some key areas during this visit.'

TeeGene has created links with international partners in the past, working with the Biobase Europe Pilot Plant (BBEPP) in Belgium and using its facilities for the biomanufacturing of biosurfactants.

It has also been nominated for the internationally-recognised IChemE Global Awards in 2015, being shortlisted for 'Best Business Start-Up'.

These experiences along with their recent trip to New Zealand have played a huge role in gaining the University start-up company a growing reputation in the global bio-tech industry.

The firm's trip to New Zealand was followed up with educational acclaim, as it won 'Enterprise Project of the Year' during Teesside University's Celebrating Excellence & Service awards.

Dr Rahman was presented with a trophy and framed certificate by Vice-Chancellor Professor Paul Croney during the awards ceremony.

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Prevent major incidents, extend asset life, reduce costs, sleep well at night, plus much more by understanding the key mechanical requirements of the HSE Ageing Plant strategic priority topic.

Free Seminar followed by Networking Lunch

19th May 12 – 2pm at The Wilton Centre

Do you fully understand the requirement of the Ageing Plant topic and how plant inspection fits in to the this?

Come along to get the views of an ex-HSE Mechanical Inspector on Ageing Plant, intelligent customer, PSSR and COMAH and how plant inspection ties into Ageing Plant.

Presented by David Fawkes
BEng(Hons) CEng MIMechE
Inspection Engineer of
Axiom Engineering Associates Ltd.

David has been working as an Inspection Engineer within Axiom for nearly two years and prior to this spent six years as a HSE Mechanical Specialist Inspector within the CHEMHD division of the HSE.

MAERSK OIL AWARDS FOUR YEAR CONTRACT FOR CULZEAN DEVELOPMENT

Maersk Oil has awarded leading information management specialist – Datum360 – with a four year contract to implement Software as a Service (SaaS) solutions for the Culzean development in the UK North Sea.

The key component of the solution – PIM360 – will be at the centre of Culzean's engineering data management.

Datum360 software has been used for the issuing, maintenance and creation of a tagging and numbering specification together with the matching of these to specific documents which will capture work completed on all the platforms and vessel.

Using an integrated solution is the smartest and most economically advantageous way that owner operators should work. Not only does it enhance the consistency of data, but it also increases overall productivity and creates a more structured approach to managing vast amounts of project information.

As well as implementing Datum360's DMaaS (Data Management as a Service), Maersk has also used the company to advise its data control centre on processes and software and – currently - to train staff on engineering information systems.

Speaking about the contract win, Steve Wilson, CEO and co-founder of Datum360 said: "We are delighted to have been awarded this contract and to work with a progressive



company that is very reactive to pressures faced in the oil and gas industry. As such, Maersk is really driving to increase its efficiencies and implement improvements to their engineering information management, which will play a significant role in reducing costs and saving the company time.

"It is estimated that up to 60% of an engineer's time can be spent moving and organising data on major assets like offshore oil platforms and vessels. If the systems they use are cobbled together, ineffective and or simply don't interlink then this time is completely wasted.

"We pride ourselves on the speedy deployment of off the shelf SaaS solutions that can be operational within

days and cost as much as ten times less than the fees that owner operators have previously had to budget for. In the current oil and gas climate we are acutely aware of the need to add value, build trust and ultimately do more for less and at Datum360 we are very proud that this has always been at the heart of our business - delivering efficiencies, experience and first class SaaS technology that delivers every time."

Datum360 is based in Middlesbrough and Aberdeen with offices located around the world including Kuala Lumpur and Houston. The company works with four of the top-six super major international oil companies.

www.datum360.com

“

In the current oil and gas climate we are acutely aware of the need to add value, build trust and ultimately do more for less.

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FABRICOM CELEBRATE RECOGNIZING INNOVATION WITH EXCELLENCE AWARDS

Fabricom celebrated a successful evening of their 10th anniversary of their 'Fabricom Excellence Awards 2016' at The Deep in Hull on 10th March 2016.



The event was designed to celebrate and encourage not only the young individuals who have excelled this year but also for employees who have contributed to the company.

The awards ceremony hosted this year by

Blair Jacobs, Broadcaster/Media Consultant and Yvonne Day, Resource and Development Director Fabricom UK, with guest appearances from Sgt Major Gaz Jones and LCpl Alexis McNaughton who represented the Red Devils Parachute Regiment.

Dignitaries joined in congratulating our apprentices, graduates and employees as they were rewarded for their efforts and achievements throughout the year. Those who have surpassed expectation and those who have coached and mentored them through their development were awarded at the ceremony.

The main awards included Apprentice Engineering Technician Award which was awarded to joint winners Nick Wingate and Tom Laverick, and also the Higher Achiever Award which was won by Stuart Dunn. Mentors and Coaches to the award winners including; Andy Hills, Mike Bee, Jeff Noble and Mike Ketley also picked up awards.

Other awards included the Long Service Awards ranging from 15-25 years' service and also the Chartered Manager Awards which was won by Muhammad Musa (Level 3) and Mark Wingate (Level 5).

Yvonne Day, Resource and Development Director UK said "This whole event shows our continued support in individual's development throughout the organisation. We need a new generation of talent entering the world of engineering and construction. We are committed to making sure all employees of today get the opportunities they need to realise their full potential. It is the drive and ambition that we celebrate here that will help us shape the future and help us thrive as a business."

www.engie-fabricom.co.uk

FORMER SSI APPRENTICE FINDS EMPLOYMENT WITH DOORNBOS EQUIPMENT

Former SSI apprentice, Callum Stewart, has found employment with local business Doornbos Equipment in Billingham following the closure of the SSI steelworks.



18 year old Callum has been employed by the firm as an apprentice engineer, where he will continue to work towards completing his NVQ level 3. This will allow him to progress, gain work experience and qualifications, which will lead to full time employment following the completion of his NVQ.

Callum's new employment is supported through the £1.7m Task Force Apprenticeship fund, which has been created to encourage employers to take on one or more of the 50 ex-SSI Apprentices. The fund is being administered by Tees Valley Unlimited.

Callum said: "I am extremely grateful to Doornbos Equipment for taking me on as I was really worried about the future due to the closure of SSI.

"My apprenticeship with Doornbos Equipment is giving me a successful career with the company and I'm looking forward to becoming a fully qualified member of staff."

Steve Buxton, Doornbos UK Manager added: "Ensuring the local area has a future generation of skilled workers is vital if we are to continue to meet the needs and demands of our existing and potential customers.

"We are delighted to provide Callum with an apprenticeship. He is a welcome addition to the team and we are happy that we can assist him progress in his career."

MEMBER NEWS

INDUSTRY

Amanda Skelton, Chair of the SSI Task Force and Chief Executive of Redcar and Cleveland Borough Council said:

"All the SSI apprentices are now back in training or employment and I am pleased that Callum has been given this opportunity as a direct result of the Task Force funding.

"I would like to thank Doornbos Equipment as well as all the other companies who have come forward to offer their help and support."

Doornbos Equipment is based in Billingham and specialises in the rental and sales of (ultra) high pressure water jetting and vacuum equipment. They are the official agents for Dynajet – hot water high pressure pumps, TST – body protection wear, NLB (ultra) – high pressure pumps and stockists for Parker – Polyflex high pressure hoses.

They have over 200 customers including Harpers Environmental Ltd; Lucite; Central Industrial Services and Veolia.

www.doornbosequipment.co.uk

www.redcar-cleveland.gov.uk/taskforce

“

Ensuring the local area has a future generation of skilled workers is vital if we are to continue to meet the needs and demands of our existing and potential customers. We are delighted to provide Callum with an apprenticeship. He is a welcome addition to the team and we are happy that we can assist him progress in his career.

”

STEVE BUXTON, DOORNBOS UK MANAGER

CATCH UP WITH TOMLINSON HALL'S COLIN SIMPSON

Tomlinson Hall supply a vast range of pumps from leading global brands and also manufacture Liquivac, their own innovative liquid ring vacuum pump, as well as offering servicing, repairs and engineering supplies. Based in Teesside, they are a joint founding member of the Pump Distributors Association and work with industries across the globe.

Fresh off the back of their coveted win at the Pump Industry Awards (see page 17), we sat down with Business Development Director, Colin Simpson, for a catch up.

What is Tomlinson Hall's vision?

Our company vision for the future is to continue the fantastic history of Tomlinson Hall, which was founded in 1919. The present managing director is the third generation, and it is our ambition to carry the company through to its 100th year and beyond by building on the team for the future.

What is unique about your business offering?

I believe the uniqueness of Tomlinson Hall is that we are recognised as a distributor of pumps, but is also a manufacturer, so if you like, poacher turned game keeper, so we know from a supply chain perspective what a manufacturer can expect.

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

One of the main benefits we gain of being part of NEPIC is to network and collaborate with like-minded businesses. The sharing of experiences, challenges and the positive end of the business is key, however, we also talk about potential negatives and what to avoid. This allows us to learn from each other and also look at the success stories and try to replicate these.

Which products or services do you currently buy out-of-region that you would like to source locally?

I have found in our experience that a lot of the bigger companies tend to outsource from outside of the area, I would advise those companies to look inwardly for supply; the likes of ourselves in the pump distribution industry it's very easy to believe that distribution is an 'extra touch on the ball towards the win' however this is not always the case. The collective purchasing power of a distributor sometimes brings financial benefits as well as technical support close to where you need the pumps or products.

Colin Simpson, Business Development Director, Tomlinson Hall

CK GROUP IDENTIFIED IN LONDON STOCK EXCHANGE'S '1000 COMPANIES TO INSPIRE BRITAIN'

CK Group has been identified as one of London Stock Exchange's 1000 Companies to Inspire Britain. The report is a celebration of the UK's fastest-growing and most dynamic small and medium sized businesses.



1000
COMPANIES TO INSPIRE
BRITAIN 2016

To be included in the list, companies needed to show consistent revenue growth over a minimum of three years, significantly outperforming their industry peers.

The CK Group strive to be the best provider of staffing and outsourcing services for the science and technology community by providing an excellent experience for its customers.

Originally established as CK Associates in 1991 focussing on recruiting for the scientific industries, CK quickly became a leading supplier. Since 2005 they have expanded into the clinical and technical industries and enhanced their service provision to include recruitment, search and selection, and more recently, outsourcing

CK Group's Ashley Kirk said

"What a great honour to be representing and championing such a vibrant part of the UK economy as the staffing services sector. We are extremely proud to have been identified in this report; it is testament to the brilliant team here at the CK Group that we are seen as an inspirational organisation."

Xavier Rolet, Chief Executive, London Stock Exchange Group said:

"High growth SMEs are the driving force behind the UK economy, developing the skills, jobs and growth we need. But ambition alone is not enough; their success must be highlighted and their growth properly supported with appropriate finance. That's why today's event is so important: demonstrating the strong alliance between UK Government, financial market participants, investors, entrepreneurs and companies to support these inspiring businesses.



Today's celebration is fundamental to London Stock Exchange's core, the need to support UK high growth companies in their journeys from Start-up to Stardom and create an entrepreneurship revolution.



Writing in the publication, The Rt. Hon. George Osborne MP said:

"UK high-growth businesses are leading the charge in rebuilding our economy. These companies are the backbone of the British economy. They create high-quality, well paid jobs, innovate and drive economic growth. This government fully understands the need to support ambitious entrepreneurs and ensure they can access the finance they need to grow.

"We have held the steadfast belief that – alongside deficit reduction – nurturing entrepreneurs, creating jobs, supporting hard-working families and keeping taxes low would get the UK economy back on track. Our measures to increase access to finance for business and encourage more investment have had a transformative effect on our economy."

A full searchable database of all of the companies along with a downloadable pdf of the publication can be found online at www.1000companies.com

www.ck-group.co.uk

MEMBER NEWS
 INDUSTRY

BIOCHEMICA GOES FOR GROWTH WITH SENIOR TEAM EXPANSION

Water management company, Biochemica UK Ltd has made a succession of senior appointments as it targets national and global expansion.

As part of its ambitious growth strategy, Biochemica has appointed Managing Director of Focus on Success, Gary Lumby MBE, to its Board as the company's first Non-Executive Director (NED).

The announcement follows a company restructure made at the start of the year, which saw the appointment of a Chief Operating Officer to oversee the day-to-day management of the business. A Leadership Team, comprising of Biochemica's senior managers and directors was also established to drive performance and departmental alignment.

After enjoying consistent annual growth since its conception in 2007, the water and wastewater treatment specialist is stepping up its ongoing expansion across the UK and internationally. These plans will see the Teesside headquartered company increase its geographical presence by opening two new locations in the South East and South West, as well as targeting Asian and European markets.

In pursuit of these moves, Biochemica enlisted the expertise of Mr Lumby, who holds several NED positions at other northern businesses that have experienced similar rapid growth. The well-known businessman and influential finance figure joins joint owners and founders, Dr Tim Robinson and Dave Ruddy, alongside Compliance Director, Dave Stratford.

Managing Director at Biochemica, Dave Ruddy said: "Gary impressed us with his extensive and proven track record in helping companies like ours to realise their potential. We are delighted to have him on board at this critical time as we embark on taking Biochemica to the next level."

Commenting on his appointment, Mr Lumby - who recently added six associate directors to his Focus on Success team - said: "Biochemica is an ambitious company with the foundations for great success. I am looking forward to sharing my experience and knowledge in finance, marketing and strategic business planning to add strength to the Board and support the execution of our growth plans at an accelerated pace."

As a result of increased demand for its specialist technical services and chemical products, Biochemica's nationwide team has already doubled over the past year. The next stage of expansion promises employment figures to escalate again, with the creation of new jobs and apprenticeship opportunities.



New roles will be required to bolster the company's Billingham operation, establish its southern premises and enhance its wider regional teams spread throughout the UK.

Mr Ruddy added: "As one of just a handful of UK-based companies to provide expert solutions across the areas of both water and wastewater treatment, plus the ability to apply our technical knowledge to a huge range of industries in the public and private sector, opportunities for growth are unlimited for Biochemica."

“

With the expansion of our senior team and access to Gary's professional guidance and network, we have all the key components in place to take Biochemica forward at a quicker rate than ever before.

”

www.biochemica.co.uk

MAJOR AWARD FOR TEESSIDE UNIVERSITY FOR ITS CUSTOMER FOCUS

Teesside University's commitment to creating a dynamic, customer-focused environment for its business services has been recognised with a prestigious award.



“
This way we can continue to support their growth through innovation, knowledge transfer, training and development.

Karen Race,
Deputy Director

”

The University's business hub, The Forge, has been awarded the nationally recognised Putting The Customer First accreditation - one of only a handful of universities in the country to achieve this standard.

Dozens of University staff were interviewed as part of a rigorous assessment process which looked at how the University meets client needs through relationship building, market awareness and people development.

This is the fourth time that Teesside has received the Customer First standard, which lasts for two years. Each time it is reaccredited, the University must demonstrate how it has continuously improved.

Last year, Teesside University unveiled The Forge, its new identity for its products and services for business.

Based at the University's £13million Darlington campus, The Forge provides a front door for businesses ranging from start-ups and SMEs to blue-chip multi-nationals.

Each year, The Forge works with hundreds of businesses, and services offered include research and innovation, consultancy, knowledge exchange, start-up incubation and mentoring and graduate placement.

The Forge provides business with a single point of contact and can triage each business according to its needs.

As well as launching The Forge, the University also manages Fusion Hive, a brand new business and innovation centre on Stockton's Northshore which caters for growing digital and creative businesses.

Assessors from Customer First met with staff at Fusion Hive to experience the customer service provided to the resident businesses.

In total, 26 people were interviewed over the two and a half day assessment period.

The assessment followed a rigorous self-assessment process which looked at business enterprise and engagement activities across the University, measuring 30 different criteria focusing on direct customer service, strategy and marketing and the staff who deliver the services.

Professor Jane Turner, Pro Vice-Chancellor (Enterprise and Business Engagement), said: "This is a fantastic achievement and is testament to the hard work and dedication of our staff.

"It gives us a fantastic platform on which to build our exciting plans for the future of enterprise and business engagement.

"This award demonstrates our commitment to working with our partners in industry to deliver the skills and services which they need."

Karen Race, Deputy Director of The Forge, added: "The Customer First standard provides a well-rounded framework within which we can test our business enterprise and engagement activities to demonstrate that we can and do meet our customer needs.

"This way we can continue to support their growth through innovation, knowledge transfer, training and development."

Michael Wildey, Customer First Practitioner, added: "Teesside University's commitment to business engagement goes from strength to strength, matched by the commitment and delivery of excellent customer service. They thoroughly deserve to maintain their Customer First accreditation."

www.tees.ac.uk/theforge

GLOBAL OIL & GAS FIRM RELOCATES TO REDCAR

A Teesside college has teamed up with a global oil and gas giant in a bid to develop the next generation of engineering talent.

A partnership has been formed between Redcar & Cleveland College and Swagelok, a global developer and provider of high-quality fluid system solutions for the oil and gas and process industries.

Swagelok's products, assemblies and services are delivered through a global network of sales and service centres, and the company's authorized sales and service centre for Scotland, Teesside and Ireland has now opened a base within the college's Oil & Gas International Training Academy.

The move is designed to position the academy as a world-leading hub for the development of oil and gas workers – both at home and overseas – and is part of a wider drive to improve Britain's competitiveness in this key sector.

The partnership with Swagelok Scotland Teesside Ireland will allow the academy to expand its range of industry training to include nationally accredited (ECITB) Small-bore Systems courses, Swagelok Certified Tube Fitting & Inspection courses, Medium & High Pressure Cone & Thread Installation and Tube-bending courses. Online learning is also available through the "Swagelok U" programme, which delivers a range of web-based industrial training courses.

This will add to the academy's existing training provision, which covers many areas including oil and gas, electrical/electronics, mechanical engineering, chemical engineering, plant process engineering, business, management, finance, IT, administration, construction, civil engineering and occupational safety.

The improved training package will provide students with a route to a career in a wide range of sectors, including oil and gas, pharmaceuticals, renewable energy, food and drink, defence and petrochemical.

The partnership with Swagelok Scotland Teesside Ireland comes after Redcar and Cleveland College was named The National College for Oil and Gas, an initiative jointly funded by government and industry. Its aim is to train the next generation of oil and gas engineers and other specialists, meet the onshore industry's future skills needs and provide first-class qualifications and career opportunities for young people.

Graeme Wood, oil & gas project development manager at Redcar & Cleveland College, said: "The collaboration with Swagelok is a significant milestone in the development of the academy. It demonstrates our ambition to tackle skills shortages and improve Britain's competitiveness in key



industry sectors. Locally it will have a huge influence by driving more investment into Teesside and raising the area's profile as an international oil and gas centre of excellence."

In addition to its training services, Swagelok Scotland Teesside Ireland runs a Customer Technical Solution & Support Centre out of the Redcar facility.

Peter O'Connor, managing director of the centre, said:

“

We are delighted to team up with Redcar & Cleveland College and are excited by the potential of this academy. For many students it will provide a pathway to higher education or a rewarding career in a range of exciting engineering-related industries.

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www.cleveland.ac.uk

WHP COMPLETES PIONEERING BIO-MANUFACTURING FACILITY

WH Partnership (WHP) has helped leading gene and cell therapy scientists move closer to developing pioneering products for diseases which currently have no treatment.



WHP, one of the UK's leading providers of integrated process and cleanrooms, has recently completed Oxford Biomedica's (OXB) new clean room production facility in Yarnton, Oxford, which manufactures unique gene-based medicines for some of the world's largest pharmaceutical companies.



Constructed to comply with stringent UK Good Manufacturing Practice (GMP) regulations, the 6,000sq.ft. additional cleanroom space took less than a year from concept to completion and creates extra capacity for existing and potential customers. The facility has just been approved

by the Medicines Healthcare Products Regulatory Agency (MHRA) to manufacture bulk drug material for Investigational Medicinal Products (IMPs).

WHP's managing director, Nigel Hall, said:

"We have gained a strong reputation for our cleanroom design and construction in the biotechnology industry and the number and quality of projects that we have in the pipeline continue to grow. We are delighted to have brought our wealth of expertise in stringently-regulated sectors to OXB's facility and look forward to supporting them in any future expansion plans."

James Miskin, Chief technical officer of Oxford BioMedica, said:

“

OXB is delighted with the recent completion of its new GMP clean room production facility in Yarnton. The WHP team worked closely and collaboratively with a small team of OXB in-house experts throughout the project, and WHP's specific expertise, from detailed design to engineering solutions, was absolutely critical in completing this high quality facility in such a short period of time. This was a very successful construction project which meets with OXB's exacting quality and technical expectations, and is a testament to the quality and attention to detail within the WHP team.

”

www.wh-partnership.com

APPOINTMENTS

CHEMOXY COMMERCIAL TEAM STRENGTHEN



ANNE WARDELL
Commercial Manager
Chemoxy

In March 2016, Chemoxy further strengthened its commercial team with the appointment of, Anne Wardell

to the role of Commercial Manager responsible for Toll Manufacturing.

Chemoxy, NEPIC's SME of the Year 2015, has ambitious plans to grow both in Toll Manufacturing and through the development of its own Product range. Anne has joined at an exciting time, as 2016 will see Chemoxy expand and invest in its assets in Teesside.

Anne assumes overall responsibility for Chemoxy's key custom manufacturing customers and the growth of the toll business segment, which already includes many of largest international companies in the chemicals sector.

Prior to joining Chemoxy Anne held

techno commercial roles within Kemira's oil and gas business. She has over twenty years' experience in the chemical industry having studied Chemical Engineering at Loughborough.

Chemoxy is one of the largest independent contract manufacturers in Europe, and has expanded and diversified since the management buyout from Dow in late 2011, taking pride in having the flexibility of a smaller company, but with the robust engineering standards and health and safety procedures of a large corporation.

www.chemoxy.co.uk

COMPETITION EXPERT JOINS WARD HADAWAY



DEAN MURRAY
Partner
Ward Hadaway

One of the North's foremost experts on competition law has joined Ward Hadaway. Dean Murray joins the UK Top 100 law firm as a Partner after more than 15 years' specialist experience advising companies and organisations in the private and public sectors on competition issues.

Dean's expertise includes extensive experience of EU and UK competition law, advising clients on contentious and non-contentious matters covering

anti-trust issues, merger clearance and State aid.

He has advised on successful merger cases before the Competition and Markets Authority (formerly the Office of Fair Trading) and the European Commission. Dean's cases have covered a diverse range of sectors including equine bloodstock sales, complex financial products, UK rail franchises, acquisitions of bus companies and mergers of private hire taxi companies.

He has defended clients in competition law investigations including the first cartel investigation under the Competition Act 1998, the "replica kit" case and industry-wide investigations into suspected anti-competitive practices in branded goods and construction.

Dean has also advised on cases which have led to precedent-setting High Court litigation.

His work in the public sector has

included advising various local authorities on State Aid issues. He has recently advised on the existing North East JEREMIE programme and on the forthcoming replacement, JEREMIE II.

Speaking about his appointment at Ward Hadaway, Dean said: "Having worked in the region for many years, I am very familiar with Ward Hadaway so I know what an excellent team I am joining.

"The firm's standing in the marketplace is very high, it has a terrific client base across the private and public sectors and a great reputation for creating great working relationships and finding practical solutions to clients' issues.

"I am looking forward to working with my new colleagues in the Commercial team and across the firm."

www.wardhadaway.com

APPOINTMENTS

WITT O'BRIEN'S WELCOME DAVE DITCHBURN TO THE TEAM



DAVE DITCHBURN
Emergency Management Consultant
Witt O'Brien's

As Witt O'Brien's continues to innovate and broaden its services across its markets they are pleased to announce

that Dave Ditchburn has joined their full-time team as an Emergency Management Consultant. Dave, who hails from Teesside, has worked in the North East and across the UK for many years within the emergency management field. He began with Cleveland Police and their Emergency Planning unit and finished up at SSI, Redcar as the Emergency Planning Manager.

Commenting on the appointment, Stephen James – MD of Witt O'Brien's Ltd. said "We are really pleased to have secured the services of Dave. He brings with him extensive knowledge and experience of the emergency

management business, which we will be utilising as we continue both our core emergency preparedness programmes and some exciting new offerings".

Dave commented that he was; "Looking forward to working with Witt O'Brien's and also renewing acquaintances with his contacts, particularly in the North East. It was also great to join the company in the week that the new CEO of Witt O'Brien's in the USA was making his first visit to the UK arm of the business and setting out a vision for future growth."

www.wittobriens.co.uk

YALE POST-GRAD AWARDED ASHOK FELLOWSHIP IN UK PARLIAMENT



AKSHAY DESHMUKH
Awarded the Ashok Kumar Fellowship for 2016

Akshay Deshmukh, a postgraduate chemical engineering student at Yale University, Connecticut, US, has been awarded the Ashok Kumar Fellowship for 2016.

The Fellowship, jointly funded by NEPIC and IChemE, provides an annual opportunity for a graduate chemical engineer to spend three months working at the UK Parliamentary Office for Science and Technology .

Ashok Kumar, a Fellow of IChemE and Labour Member of Parliament for

Middlesbrough South and Cleveland East, died suddenly in 2010. He was the only Chartered Chemical Engineer in the UK House of Commons at the time.

Fellowship winner Akshay is a British graduate, achieving a Masters in Chemical Engineering from the University of Cambridge, UK. He is currently undertaking a PhD in Chemical and Environmental Engineering at Yale University, in the US.

APPOINTMENTS

ARCH BOOSTS BUSINESS SUPPORT TEAM



GARY ROE
Business Growth and Investment
Manager
ARCH

Arch, The Northumberland Development Company, has strengthened its business growth and investment team with the announcement of two new key appointments.

Gary Roe and John Hildreth, have both joined Arch's Economic Growth team to help Northumberland businesses grow and encourage new investment into the County.

Arch has an established track record as a provider of inward investment and business support services, including start-up and growth programmes. Arch provides comprehensive support to businesses across the County and is funded through a combination of operating profits from our commercial activities and external grant funding.

John Hildreth has been appointed as Business Growth and Investment Manager, who has a track record of delivering business support and economic growth programmes across the North East region, has been appointed into the role promote Northumberland nationally and internationally, to attract and secure new investment into the County.

John said: "The area has a long history of attracting inward investment in to the region and is home to innovative and successful companies from across the globe and here in the UK. The opportunity to help deliver more and better jobs through new investment is something I feel extremely passionate about".

Gary Roe, Business Growth and Investment Manager, who has significant experience of working with businesses in the region to help them achieve their growth ambitions said:

"The opportunity to help Northumberland based businesses to grow and invest here in the County is something I am genuinely excited about. My experience of working at the North East Chamber of Commerce and previously with One North East, means I am well placed to support Northumberland's diverse range of businesses operating across sectors such as energy, food and drink, advanced engineering and healthcare and life sciences"

www.archnorthumberland.co.uk/arch-business



JOHN HILDRETH
Business Growth and Investment
Manager
ARCH

MARK KENRICK JOINS PX GROUP



MARK KENRICK
Director of safety, health, environment
and risk management.
PX Group

The infrastructure company PX Group has appointed Mark Kenrick as director of safety, health, environment and risk management. PX, based in Stockton-on-Tees, operates the Fellside combined heat and power plant at Sellafield.

Mr Kenrick was chief executive of Lotte Chemical UK until last year. Born on Tyneside but brought up in Wigan, he joined ICI at Runcorn from school as a technical apprentice, before gaining a mechanical engineering degree at Imperial College, London.

www.pxlimited.com

UPCOMING EVENTS

PHARMA CONNECT 📅 18 May 2016 📍 NEPIC Sunderland SR5 3BX	MEMBERS ONLY EVENT
LUNCH & LEARN: AGEING PLANT & PLANT INSPECTION FOR COMAH SITES 📅 19 May 2016 📍 The Wilton Centre TS10 4RF	FREE TO ATTEND LIMITED PLACES BOOKING REQUIRED
MEET THE MEMBERS CONFERENCE & EXHIBITION 📅 22 June 2016 📍 Wynyard Hall TS22 5NF	PUBLIC EVENT
EEMUA SEMINAR: MANAGING HIGH HAZARD INDUSTRIAL ASSETS 📅 30 June 2016 📍 Rotterdam, NL	PUBLIC EVENT
CLUSTER CONNECT 📅 7 July 2016 📍 ARCH Northumberland NE63 9JZ	MEMBERS ONLY EVENT
10TH ANNUAL NEPIC GOLF TOURNAMENT 📅 8 September 2016 📍 Slaley Hall Hotel NE47 0BX	PUBLIC EVENT
CLUSTER CONNECT 📅 8 September 2016 📍 Slaley Hall Hotel NE47 0BX	MEMBERS ONLY EVENT
INTERNATIONAL BIORESOURCES CONFERENCE 2016 📅 22 September 2016 📍 Radisson Blu DH1 5TA	PUBLIC EVENT
ANNUAL AWARDS DINNER 2017 📅 20 January 2017 📍 Hardwick Hall TS21 2EH	MEMBERS ONLY EVENT



Visit www.nepic.co.uk/events for full details & registration information.