

ISSUE 57 | SPRING 2017

FOCALPOINT

CLUSTER | CONNECT | GROW

www.nepic.co.uk

Industry Celebrates
Region's Best &
Brightest at 11th
Annual NEPIC
Awards Dinner



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

MEET THE MEMBERS 2017

21 June 2017 | The Grand Marquee | Wynyard Hall

The Premier North East Chemical Processing Sector Event of the Year

NEPIC's Meet the Members Conference & Exhibition has over the past 7 years grown into the networking conference for chemical-processing businesses and suppliers in North East England.

This year's conference will return to the Wynyard Hall and investment project opportunities remain high on the agenda - along with one-2-one mentoring sessions and networking in an abundance with members of the UK's most influential business cluster.

**LAST YEAR WAS A SELL OUT
SECURE YOUR TICKET TODAY.**

Exhibition Spaces Available

plus Sponsorship & Advertising
Opportunities

BOOK NOW AT WWW.NEPIC.CO.UK/MTM

WELCOME

FOREWORD



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

Dear Readers,

Welcome to the first *FOCALPOINT* magazine of 2017. Despite a very busy and successful start to 2017, first and foremost, I would like to take the opportunity to rewind a little to the close of last year.

December 2016, saw our Annual General Meeting and Annual Report being well received by NEPIC Members. A very professional Annual Report was put together by the team which can be accessed and downloaded from our website.

Thanks to the continued support of BOC-Linde, December also played host to the Annual NEPIC Parliamentary Roundtable Event. Held at Westminster, this annual meet brought North East MPs and NEPIC Industrialists together to discuss key industry challenges.

During a successful debate, which was also attended by Andrew Percy MP, Minister for Local Growth & the Northern Powerhouse, we discussed the growing importance of Clusters within Government's thinking and, of course, the new Industrial Strategy.

A discussion on BREXIT's impact on industry and the potential for "free ports" was led by Rishi Sunak MP for Richmond - with several important points being raised by Lord Wigglesworth. Issues on the new apprenticeship levy and the wider skills agenda within the NEPIC membership was introduced by George Ritchie of PX Group.

Huntsman's John Shipman presented the outcomes of the Tees Valley Integrated Industry Study and stressed the need for Government support to take account of the requirements of the 46 industrial companies that contributed to it. This theme was continued by Nick Lee of Conoco Phillips who raised the challenges of new raw materials sources for the sector and the opportunity that Clean Coal presents for the UK economy.

The evening closed with an update from NEPIC regarding the Tees Estuary Partnership and confirmation that a better outcome was looking more likely than first

anticipated. A working relationship has been developed for those companies impacted by Natural England's proposal and, with the support of INCA, will result in better working arrangements in the Tees Estuary Special Protection Area.

Despite the intense close to 2016, we were back with a bang in January with our most successful Annual Awards Dinner to date. This is reported elsewhere in this edition of *FOCALPOINT* but what I'd like to reiterate is how much our local schools appreciate the £12,000 we donate towards their STEM-related activities each and every year.

Over the past month, we have been busy presenting cheques to schools across the region and I have been posting the school's responses in pictures on LinkedIn. I hope that through these images you can gain a flavour of what these generous donations really mean to our schools.

Before we knew it, February was upon us and we were off to India with our biggest group of delegates to date. Supported by the Department for International Trade, 21 delegates travelled to Bangalore, Pune and Mumbai during a 10-day tour, which included meetings with many Indian pharmaceutical and chemical businesses on the way. It is fabulous to hear all of those travelling with us reporting new opportunities – see page 8 for full details.

Several of the Indian companies we visited have committed to visit our region in June – a trip that will include attendance at our Annual Conference & Exhibition, Meet the Members, on 21 June. This event is always a sell out so make sure that you register to attend and exhibit and I look forward to seeing you there.

By now you will more than likely be aware that I have announced that my retirement will take place this year. The process has begun to find a new Chief Executive for NEPIC (see page 11) – but rest assured, I will not abandon ship until a new Captain is behind the wheel!

Stan Higgins

CONTENTS

14 Champions Crowned at NEPIC Awards	5
Success for North East Supply Chain Companies in India	8
NEPIC Life Sciences Community Consult on Industrial Strategy	9
Growth Programme Reaches Milestone	10
Workshop Identifies Industry Synergies	11
NEPIC Seeks New Leader	11

Featured New Members 18 - 19 & 22 - 23

Projex Solutions Ltd; JWF Instrumentation; Jazz Personnel; Greenergy Biofuels Teesside Limited; Enviro UK Consultants Ltd; University of Bradford; Keltbray Group; Mech-Tool Engineering Ltd

SPONSOR FEATURE

BOC Spotlight Strongly Focussed on North East 20 - 21

MEMBER NEWS

Financial Case to Seed Clean Industrial Growth in Tees Valley	12
Free Marketing Health Check for NEPIC Members	13
Coffee Break Catch Up with Horizonworks	14
Minister Unveils Name of Sirius Mine	15
10 Questions with PwC	16
SABIC'S Cracker Upgrade Safeguards Teesside Jobs	24
Emerson to Help Convert UK Coal-Fired Plant to Biomass	26
Phusion Makes Software Available to Small Businesses	27
Lucite Employees Pioneer National Trailblazer Apprenticeship	28
Expansion Continues at Hartlepool-Based Energy Firm	29
Tips for REACH Survival	30
New Facility to Realise Opportunities in the Internet of Things	31
MBE for Mottie Kessler, Chairman and CEO of 2M Group	32
Johnson Matthey & Rennovia Agreement with ADM	33
Seminar puts Focus on Business Improvement	34
New India Office for Teesside University	35
Science Industry Partnership Launches Action Plan	36
Innovative New Events Management System to Support Business ..	37

Appointments

CPI CEO Presented with MBE for Services to Engineering	38
Datum 360 Appoints Mining Industry Expert	38
Experienced New Development Director	39
Horizonworks Continues Expansion	39

Upcoming Events 40



SABIC'S Cracker Upgrade Safeguards
Thousands of Teesside Jobs – pages 24 - 25



NEPIC SME Growth Programme
Reaches Milestone – page 10

NEW MEMBERS

Projex Solutions Ltd
JWF Instrumentation
Jazz Personnel
Greenergy Biofuels Teesside Limited
Enviro UK Consultants Ltd
University of Bradford
Keltbray Group
Mech-Tool Engineering Ltd Pages 18 - 19 & 22 - 23

EDITORIAL SUBMISSIONS

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

Please send newsworthy content to:

LOUISE GWYNNE-JONES
**PR & Communications
Manager**
01642 442 569
07808 029 967
louise.gwynne-jones@nepic.co.uk

ADVERTISING & SPONSORSHIP

Both NEPIC Members & Non Members can take advantage of advertising space within FOCALPOINT.

To discuss please contact:

EBBA MCGUIGAN
**Marketing & Commercial
Manager**
0191 516 4400
07711 375 426
ebba.mcguigan@nepic.co.uk

14 CHAMPIONS CROWNED AT NEPIC AWARDS

WINNERS 2017

Apprentices of the Year

Sophie Hawman, GSK (Current, Manufacturing)

Harvey Smith, Lotte Chemical UK (Completed, Manufacturing)

Alex Bottomley, K Home International (Supply Chain)

Young Achievers

Gemma Kitson, Absolute Antibody (Biotechnology)

Alexandra Marshall, Ineos Nitriles (Base Chemicals)

Reuben McNaughten, GSK (Pharmaceuticals)

Stefano Ceci, Johnson Matthey (Fine & Speciality)

Michael Cummings, Falck Fire Services (Supply Chain)

Environmental Awards

St. Oswald's C of E Primary (Primary School)

Fine Environmental Services (Industrial)

Manufacturer of the Year

SABIC UK Petrochemicals

SME of the Year

Exwold Technologies (Manufacturing)

Tomlinson Hall (Supply Chain)

Outstanding Contribution

David Hodgson, Sterling Pharma Solutions

Full citations, awards video & photo gallery available online.

Visit www.nepic.co.uk/annual-awards



£20,000 donated to chemical sector rising stars and champion companies at 11th NEPIC awards ceremony

Witnessed by some 430 process industry executives, fourteen awards were presented to the region's brightest youngsters, best companies and tireless contributors within the process sector at this year's NEPIC Awards evening.

Held on 20 January 2017 at Hardwick Hall in Sedgefield, £20,000 in prize funds were donated over the course of the evening to award winners, in support of future career development and local science-related school projects.

Eight of the region's rising stars were recognised from companies following a flurry of fantastic entries.

Apprentice of the Year Awards - three in total - were awarded to Sophie Hawman of GSK, Harvey Smith of Teesside-based Lotte Chemical and K Home International's Alex Bottomley for their outstanding commitment to their studies and career progression.

Young Achievers from across the region's industry sectors were also awarded for their exceptional career achievements to-date. This year's winners included Gemma Kitson of

Absolute Antibody, Alexandra Marshall of Ineos Nitriles, from Barnard Castle-based GSK, Reuben McNaughten, Stefano Ceci of Johnson Matthey and from Falck Fire Services, Michael Cummins - who all picked up awards and walked away with cheques for £1,000.

The Environmental Award for North East Primary Schools was won by St. Oswald's Primary School for their plans to transform an unused outdoor space in a wildlife garden designed, built and managed by the children. £2,000 was donated by award sponsor BOC-Linde to take the children's plans from paper to reality.

Teesside-based Fine Environmental Services scooped this year's Industrial Environmental Award and SABIC UK Petrochemicals were named Manufacturer of the Year.

Also collecting awards, made from locally manufactured Acrylic at the Lucite International site in Billingham, are SME's of the Year, Exwold Technologies and Tomlinson Hall.



David Hodgson of Sterling Pharma Solutions joined the roll of honour that celebrates the sector's greatest contributors as he collected the 2017 award for his Outstanding Contribution to industry.

Receiving recognition for outstanding support for International Business Development, was Daniel Gottschald, of TUM International GMBH.

NEPIC Chief Executive, Dr Stan Higgins, said:

"The calibre of the winners and attendees of our event, along with the list of fantastic sponsors, reflects the importance of the Chemical, Pharmaceutical, Biotechnology and Polymer process industries to both the regional and national economy.

"I don't know of another industry or business event that hands out £20,000 per annum in prizes to its young people and local schools via the company winners of our awards.

"Over the last 11 years £66,000 has been given in prizes to 66 rising stars from within our sector and £134,000 has been donated to local schools for STEM-related projects.

"Our sector represents half of the regional economy and 50% of the UK chemical industry; we are big, important and proud enough to shout about it while putting our money where our mouth is!"

To date, via the NEPIC awards, industry has gifted £200,000 to the region's rising stars and regional school science and environmental projects.

The awards evening was gratefully sponsored by ABB, BOC-Linde, Cape, Chemoxy, Centre for Process Innovation, ITS, Lotte Chemical UK, Lucite International, Middlesbrough College, px group, REstore and Wilton International.

Visit www.nepic.co.uk/annual-awards/ for further details and photographs of the event.



The calibre of the winners and attendees of our event, along with the list of fantastic sponsors, reflects the importance of the Chemical, Pharmaceutical, Biotechnology and Polymer process industries to both the regional and national economy.



Dr Stan Higgins
CEO, NEPIC

WINNERS 2017



Rising Stars: Ian Yeowart representing Reuben McNaughten, Harvey Smith, Alex Bottomly, Sophie Hawson, Alexandra Marshall, Michael Cummins, Stefano Ceci & Gemma Kitson



Outstanding Contributor: David Hodgson of Sterling Pharma Solutions celebrates an outstanding career



Team Tomlinson Hall: 2nd time winners of the Supply Chain SME of the Year award



Daniel Gottschald of TUM International: For contributions to international business development



Manufacturer of the Year: SABIC Site Director, John Brujinooge with Zoe Lewis of Middlesbrough College



Green team: St. Oswald's scoop the 2017 BOC Primary School Environmental Award



Manufacturing SME of the Year: Exwold Technologies



Green success: Fine Environmental Services collecting the 2017 BOC Industrial Environmental award with BOC's Sue Graham Johnston

SUCCESS FOR NORTH EAST SUPPLY CHAIN COMPANIES FOLLOWING INDIAN TRADE MISSION

North East companies in the process chemical industry, pharmaceutical sectors and associated supply chain headed to India on a NEPIC and Department for International Trade (DIT) led trade mission.



Each region has been specifically targeted by organisers NEPIC & DIT – who have developed special relationships in India over many years – offering focused and non-speculative business meetings with top decision makers in industry.

Sandra Rountree of Billingham-based Biochemica UK commented on the company's first visit to the area:

“From start to finish Biochemica were supported by NEPIC and DIT, from filling in visa applications, to introducing me to key decision makers within the Indian Chemical Industry. Every aspect of the trip was extremely well organised and we, as delegates, didn't want for anything. The best use of our time was made on each day and the opportunity to visit this exceptional country has been amazing.”

Wilton-based Micropore Technologies CEO, Dai Hayward reported that “NEPIC's organisational skills were invaluable”, however, it was the firm's connections that shone through:

“It was their (NEPIC's) strong relationship with Indian Chemical Council that proved to be really useful. A meeting with the CEO of one particular major international company would not have been possible without the help of The Secretary of the ICC, facilitated by NEPIC.”

Stephen Muir of DIT North East said:

“India's economy is one of the fastest expanding in the world and is currently the 5th largest chemicals producer in the world and 4th largest global producer of Agriproducts. The pharmaceutical sector is estimated to grow to £27 billion by 2020 and with its large population and huge domestic demand it is a critical market.

www.nepic.co.uk

“

During our trip, several of the Indian companies met with committed to visit our region in June – a trip that will include attendance at our Annual Conference & Exhibition, Meet the Members. Arrangements are still being made but once in place will be widely communicated to the membership.

”

Dr Stan Higgins
CEO, NEPIC

The annual eight-day mission, which is now in its 10th year, hosted representatives from Biochemica, CPI, Digipolis, HGF, Jacobs, Lambson Ltd, Materialia, Materials Innovation Factory, Micropore Technologies, Northumbria University, QuantuMDX, SafeGuard World International, Surfachem Group and The TTE Technical Training Group.

The visit included a business seminar and company meetings in Bangalore with member companies of the Karnataka Drug & Pharmaceutical Manufacturers Association, a visit to TATA Innovation Centre Pune, and attendance at the Indian Chemical Council 10th Annual Outlook Conference in Mumbai.

Taking place between February 7 and 15, the event gave attending companies an opportunity to make business contacts and discover support between the UK and overseas.

NEPIC LIFE SCIENCES COMMUNITY CONSULT ON INDUSTRIAL STRATEGY

Friday 10th February saw NEPIC hold a very successful stakeholder consultation event for the region's pharmaceutical manufacturing community.

The purpose of the meet, requested by the Office for Life Sciences (OLS), was to assist in the formulation of Government's Life Sciences sector deal - an important component of its overall Industrial Strategy.

Present were senior representatives of eight regional pharmaceutical companies. The five regional universities were also represented, together with colleagues from the North East Local Enterprise Partnership, RTC North and Centre for Process Innovation.

David Griffiths-Johnson of OLS presented Government's thoughts relating to a life sciences strategy, whilst Matthew Doherty of Astra Zeneca outlined the role of the recently formed Medicines Manufacturing Industry Partnership.

The group went on to consider how Government could provide support to the sector under the areas of 'Technology & Innovation' and 'Thriving & Competitive Business Environment'.

Discussions centred around challenges relating to Tax & Fiscal Environments;

Support for Clusters; Account Management; Nurture Existing Manufacturing; Support Growing SMEs and Attract Inward Investment and Innovation Infrastructure & Support.

NEPIC's Pharma Specialist, Philip Aldridge, who coordinated the meet, commented:

"The workshop content will now be distilled by NEPIC and reported back to participating companies before an agreed message is delivered to Government. I suspect that a Life Sciences sector deal will be the first of a number of offerings announced by Government this year."

The workshops were followed by a networking reception where many participants expressed their positive views about the engagement process facilitated by NEPIC.

Philip concluded: "Our response to Government will be made public very soon. In the meantime, may I once again take this opportunity to thank all of those involved for their valued contribution and on-going support."

www.nepic.co.uk

“

I suspect that a Life Sciences sector deal will be the first of a number offerings announced by Government this year.

”



www.cypartners.co.uk



0191 477 4733



info@cypartners.co.uk

science, engineering & technology recruitment



Talent Spotters, Head Hunters, Specialist Consultants, Executive Researchers...



Our dynamic and experienced recruitment team provides dedicated, focused and quality staffing solutions to the scientific, engineering & technology community throughout the UK.

CY Partners – The company who delivers!



GROWTH PROGRAMME REACHES MILESTONE

The NEPIC SME Growth Programme has reached a significant milestone with the engagement of its 50th company. Hebburn-based engineering firm TSG Marine has joined a strong group of growth-orientated businesses already identified by the project team.

The ERDF-funded programme, delivered by the North East Process Industry Cluster (NEPIC), works with small to medium-sized companies and arms them with the necessary skills and networks to sell into the region's process sector.

The NEPIC project team are assisting a diverse range of SMEs operating in areas such as engineering, biotechnology, environmental, chemical, consultancies and support services, all of which can be sold into the NEPIC network of businesses.

However, this support extends beyond NEPIC's experienced team and includes senior managers from within the Cluster's extensive membership base, who have all pledged their time to support the programme and mentor businesses into growth.

Furthermore, project SMEs have benefited from a series of sales and marketing workshops that have been delivered in partnership with North East-based training firms Durham Lane, New Results Training, RTC North and Think Global Growth.

SME Growth Programme Manager, Philip Aldridge commented on the milestone:



We are thrilled to have signed TSG Marine as our 50th participating company. Despite this innovative engineering firm's rapid growth within the off-shore sector, the team will work with the business to help them transfer their offering and expertise to the process industry.



"Although we have engaged with 50 SMEs to date, there is plenty of capacity to help more companies as we seek to support a total of 120 companies over the 3 year life of the project".



SME Growth is a free service available to growth-orientated Durham, Tyne and Wear and Northumberland-based businesses employing less than 250 staff and with an annual turnover no greater than £40m per annum.

Supported by the North East Local Enterprise Partnership and part-financed by the European Regional Development Fund, the NEPIC SME Growth programme will support eligible SMEs throughout 2016 - 2018 inclusive.

To find out how your business could benefit from SME Growth support visit www.nepic.co.uk/smes, or contact Philip Aldridge at philip.aldridge@nepic.co.uk or call 07803 625 005.



WORKSHOP IDENTIFIES INDUSTRY SYNERGIES

NEPIC, together with International Synergies Limited, delivered a project workshop in late 2016 via the EU Horizon 2020-funded Sharbox project, of which NEPIC are a delivery partner.

The project, which has 14 project partners and runs until 2018, seeks to develop a secure management data platform for shared process resources, delivering next generation Industrial Symbiosis and creating an optimum symbiotic eco-system where companies can effectively and confidently share resources.



Attended by many local firms including Ineos, Sembcorp, Lotte, Northumbrian Water, Johnson Matthey, Chemoxy, Inter Terminals, Conoco Phillips, px and Thomas Swan, the workshop focused on industry engagement and identifying industry requirements. More than 100 potential synergies were identified in 2 hours.

For further info and workshops visit www.sharebox-project.eu

NEPIC SEEKS NEW LEADER

NEPIC is seeking a new leader following the announcement that Chief Executive Officer, Dr. Stan Higgins, will retire in the summer.

Dr. Higgins has spearheaded the North East Process Industry Cluster since its inception in 2003, following the merger of the Wilton-based Teesside Chemical Initiative and the then recently formed Pharmaceutical & Speciality Cluster.

Thirteen years on and, through the delivery of industry growth strategies, NEPIC has grown into one of the UK's key industry-led, economic cluster bodies. Stan's leadership has assisted in the contribution of more than £3 billion of GVA to the North East and UK economies. The firm has also assisted in more than 80 process-sector investments totaling £4 billion and secured some 5,000 jobs.

Furthermore, NEPIC went on to become the first UK Cluster body to receive European Union accreditation for Cluster Management Excellence, and in 2014, Higgins was personally honoured by the European Commission and awarded European Union Cluster Manager of Year.

As the Cluster moves into this new phase in the company's history, they seek a dynamic, experienced Chief Executive to fulfil this high-profile role and lead NEPIC into its next period of growth and impact.

Out-going Chief Executive, Dr. Stan Higgins, commented:

"With the fantastic support of our members, we have managed to keep this business in surplus since its inception; with all profits being directed into activities to promote and grow the process industries in North East England.

"The new CEO will have a great time representing a great industry which is always looking towards rejuvenation and growth."

If you have the desire to lead a fantastic team of people & drive forward the growth of a sector, contact Lynne Aungiers on 01642 442 562 or send your CV and covering letter to lynne.aungiers@nepic.co.uk.

“

Stan's leadership has assisted to the contribution of more than £3 billion of GVA to the North East and UK economies.

”

Full details available at: www.nepic.co.uk/ceo.

**Application deadline Friday
24 March 2017.**

INDUSTRY COALITION DEMONSTRATES THE FINANCIAL CASE TO SEED CLEAN INDUSTRIAL GROWTH IN TEES VALLEY



The Tees Valley could be the birthplace of vital clean industrial growth, attracting inward investment and job creation, under finance proposals published today by industrial cluster Teesside Collective.

The report, funded by the Department for Business, Energy and Industrial Strategy and commissioned from Pöry Management Consulting, sets out the business case for an Industrial CCS support mechanism that would grow the UK's industrial base while substantially reducing carbon emissions.

Paul Booth, Chair of Tees Valley Local Enterprise Partnership and board member of Tees Valley Combined Authority, said:

"There is no doubt the technologies involved in CCS are tried and tested and that Teesside has the concentration of facilities that make it the ideal place to start.

"The benefits in terms of long term industrial growth and emissions reduction are also clear.

"The question this report answers is whether there is a cost-effective way of making this a reality. The answer is a resounding yes. We know the demands on the public purse are great, but these are also lean industries with low margins. Working together, sharing the costs and risks opens up vast opportunity for all involved."

The total cost for this model, including access to a transportation and storage network, is £58/tCO₂, making Industrial CCS a less expensive form of carbon abatement than offshore wind (£200/tCO₂) and new nuclear power (£128/tCO₂). For Government to meet its carbon reduction obligations, Industrial CCS needs to be implemented alongside low carbon energy sources.

Teesside Collective's proposed model is designed as an attractive proposition to both Government and energy-intensive industries, with a compelling business case for both parties to invest while also considering compatibility with other sectors such as power.

Teesside Collective's model proposes:

- Government - A Government-run

CCS Delivery Company would provide 50% of upfront capital in the form of a grant. Government would also provide capex support and 100% opex during the 15-year lifetime of its contract with energy-intensive industries. Incremental operating costs, including payment for use of the transport and storage network, are covered by Government.

- Energy-intensive industries - Investing a portion of its 50% capex contribution up-front, energy-intensive industries would then receive a payment from Government to pay back the capital with an agreed return on investment. Some EU-ETS downside protection is included as carbon savings are shared. After the 15-year support period, energy-intensive industries gain a CCS system long-term that they can use without additional Government payments.

www.teessidecollective.co.uk

GET YOUR MARKETING INTO SHAPE WITH A FREE MARKETING HEALTH CHECK

NEPIC members can receive a free marketing health check worth £1,000 provided by Horizonworks, a full service B2B marketing agency that specialises in working with technology, engineering and manufacturing companies.

How long is it since you put your marketing activities under the microscope? Do you know how well your marketing is performing?

Horizonworks marketing health check can help reveal the answers to these questions. It covers key areas such as:

- Marketing focus and direction - do you have a clear marketing strategy in place aligned with your business objectives and does it set out a budget,

resource requirements and methods for evaluating your marketing efforts?

- Brand awareness - are you articulating the vision and values of your business, is your brand at the heart of what you do and is your tone of voice and messaging consistent and communicates your USP effectively?

- Market awareness - do you regularly monitor your competitors and trends in the market and do you understand

which products and services are important to you customers?

- Customer experience - do you have a customer engagement programme in place, are your retention levels high and are you fully taking advantage of cross-selling and upselling opportunities?

- Marketing implementation - are you using the right marketing tactics, are they delivered consistently and regularly and are you measuring the effectiveness of them?

Drawing on our expertise across the full range of marketing channels, our free marketing health check offers invaluable feedback and advice from Horizonworks' marketing experts. *Continues on page 14...*

Tackling corrosion in the process industry

Reduce the impact of corrosion on your organisation...

The degradation of metal assets can result in costly operational downtime, threats to safety, and issues with regulatory compliance for your business. But there are ways to reduce the impact of corrosion on your organisation. Understanding your assets' corrosion risk and managing this risk can reduce through-life costs, inform decisions about repair and replacement, and allow proactive scheduling of maintenance.

At Frazer-Nash, we can help your company to identify the root causes of corrosion, plan corrosion test programmes, use strategies to protect your assets and assess the performance of your existing protection systems. We can enable you to comply with regulatory and legislative requirements, such as PSSR, and to manage plant end-of-life and decommissioning needs.

We offer a wide range of approaches, to fulfil your organisation's specific corrosion management requirements. And to help you target your investment where it is most needed, our experts can help quantify your risk, prioritise actions and provide cost-benefit assessment of different solutions.

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

SYSTEMS AND ENGINEERING TECHNOLOGY

www.fnc.co.uk



...continued.

- A one to one review session
- Analysis of your current marketing activity
- Feedback on the effectiveness of your marketing tactics
- Recommendations to help your business grow.

You can also take our quick online survey to understand your current marketing position - click here to take the test: <http://horizonworks.co.uk/services/marketinghealthcheck/>

**Contact Samantha Davidson,
managing director and principle
marketing consultant for further**

details or to book a session:

T: 0345 075 5955

E: samantha@horizonworks.co.uk

COFFEE BREAK CATCH UP WITH SAMANTHA DAVIDSON OF HORIZONWORKS

What is unique about your business offering?

Horizonworks is a full service, business to business marketing company that specialises in working with companies on setting their marketing strategies and then delivering them, producing real, measurable results and maximising return on investment. We are adept at grasping complex technologies, products and services and translating technical information into compelling marketing messages that set our clients apart from their competitors. We act as the outsourced marketing team for many engineering and manufacturing firms across the UK, helping them to build their businesses and achieve their goals.

Who are your target audience?

We work with organisations across the engineering, manufacturing, life sciences, healthcare, technology, professional services and public sectors, and support a range of businesses, from start-ups to established multi-nationals. Many of the companies we work with are real innovators in their fields who are looking to grow their businesses regionally, nationally and internationally.

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

None, as on the whole, we like to work with regional providers – including NEPIC members!

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

Any businesses who need marketing support, from companies

who have no in-house marketing resources, to those that need to draw on our specialist skills to bolster their existing marketing teams' capabilities.

We can offer a full range of marketing services, including strategy development, brand development, PR, digital marketing and design. We also regularly partner with other providers, from animators and video production companies to universities – this enhances the services both Horizonworks and our partners can provide.

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

A regional network with an international reach, which fosters a spirit of collaboration between its members.

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

Access to NEPIC's networking events – they've helped us to meet fantastic businesses, many of whom have now become clients or partners in collaborative projects.

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

A great deal! Being a NEPIC member has helped to raise our profile in our target markets and connect with many outstanding regional businesses, and it's fantastic to have such a proactive, well-established network here in the North East. NEPIC has an excellent events programme and a wide range of communications platforms, and these are integrated into our communications strategy.

www.horizonworks.co.uk

MINISTER UNVEILS NAME OF SIRIUS MINERALS MINE

Sirius Minerals has announced the name of the mine at its North Yorkshire polyhalite project. The “Woodsmith Mine” name was unveiled today by Andrew Percy MP, the Minister for the Northern Powerhouse.

Speaking at a plaque unveiling ceremony at the entrance to the Woodsmith Mine, Northern Powerhouse Minister Andrew Percy said:

“Today marks an important step for Sirius Minerals’ North Yorkshire mining project, which is a real vote of confidence in the economic potential of the Northern Powerhouse.

“The Woodsmith Mine has the potential to create over a thousand jobs and generate billions of pounds of exports for the region, and so I’m excited to see it progress.”

The Woodsmith Mine has been named after two of the original geologists that worked on the Sirius project, Mr Peter Woods and Dr Frederick Smith. Both have extensive knowledge of the local geology and were the first people in the area to work with Chris Fraser, the project founder.

Chris Fraser, Managing Director and Chief Executive Officer of Sirius Minerals, commented:

“Without Rick and Peter’s commitment there wouldn’t be a Project and their extensive knowledge of, and passion for, the geology has been invaluable.

“They share the combination of being dedicated professionals and genuinely decent people, so I could not think of a more fitting way to recognise their immense contribution to the Project and all the benefits it has and will continue to deliver.”

“The name also implies an element of rural craftsmanship that befits both the mine’s location and our teams’ innovation and painstaking diligence towards this important project”.

The men behind the inspiration for the Woodsmith name are both well-known geologists in the area. Peter Woods played a leading role in the exploration of the potash deposit that led to the development of Boulby mine in the late 1960s, where he became Chief Geologist and stayed for the next fifteen years.

interpretation and surveying, and resource exploration drilling for the project and remain involved today.

The site naming marks another important step in the project’s progress. The Company recently began highways enabling works following it successfully raising



Peter’s geological knowledge, coupled with his understanding of the sensitivity of the local environment, has been an important part of the development of the Sirius project.

Rick Smith was born in County Durham, where he has been based all of his working life. Having gained a first class degree and doctorate in geology from Durham University, Rick started his career in 1973 at British Steel before moving to ICI as their geologist.

Rick and his team at FWS Consultants led the initial geological appraisal, conceptual modelling and seismic

financing for the start of construction in November last year.

A new right-hand turn filter lane from the A171 onto the B1416 is currently being constructed, together with a new turning lane on the B1416 into the site of the Woodsmith Mine. Detailed site preparation works are due to commence in April 2017, as per the Company’s construction schedule.

Pictured: Chris Fraser, Managing Director and Chief Executive Officer, Sirius Minerals.

www.siriusminerals.com

10.

This month, we caught up with PwC's people and business manager, Lee Pearce, to find out more about the how this global business is supporting north east companies and the burning issues that are keeping them busy at the moment.



Lee Pearce, Manager
People and Organisation
lee.pearce@pwc.com
0191 269 4097

1. Tell us about PwC and the scale of your business?

PwC is a global professional services firm operating in 157 countries. Today's firm has existed since 1998 following a merger between Price Waterhouse and Coopers & Lybrand. The separate accounting firms have existed since the mid-1800s.

The Newcastle office has been working with clients in the North East for over 100 years, and has over 300 staff providing services to clients. Key North East sectors include manufacturing, energy, chemicals, engineering and public sector.

2. What type of services do you provide and to what type of companies?

PwC offers services in audit, tax, human resources, transaction support, performance improvement and crisis management and have helped resolve complex client and stakeholder issues worldwide.

PwC provides services for both public and private clients across a broad range of sectors including charities, healthcare, financial services, oil & gas and technology. Clients include multinational companies, family business, new fast-growing enterprises, NGOs and private individuals.

3. PwC is often seen as a big firm, servicing big businesses. Can you tell us about the work that you do with SMEs?

At PwC in Newcastle we understand that our market has a large proportion of SMEs. We work with companies from inception, right through to growing domestically and internationally.

We have also developed a range of digital tools to support companies on their journey. In fact, we worked with some of the region's largest companies when they first started up and are really proud to have been with them throughout their journey. For example, we first worked with Sage when they were just a handful of people in a Newcastle office.

4. At present, what are the key topics businesses are seeking advice on?

The key topics that companies are seeking advice on at the moment include cross border expansion and movement of staff cross border; financing of activities and mergers, acquisitions and disposals.

5. The Apprenticeship Levy comes into play in May 2017. What advice are you offering to businesses in readiness?

We are advising employers in two main areas in preparation for the Levy going live - payroll and accessing funding.

We are helping employers to understand the various pay elements within their business that will be relevant payments for the purposes of calculating the 0.5% charge - and advising on process and system changes required to capture all relevant earnings and to ensure correct data flows for payment of the levy through Real Time Information

In terms of accessing funding, consideration of the business requirements for new employees in the short and longer term, as well as consideration of ways in which employers can maximise funding available from the levy e.g. by developing new apprenticeship frameworks and consideration of providing training to others, etc.

6. Economists predicted that Brexit would stunt economic growth. From your engagement with North East businesses, do you believe this to be correct?

There is clearly now more uncertainty around making major decisions and some projects are being put on hold for the time being. Otherwise it seems to be business as usual. Indeed, some

of our clients are seeing strong growth due to the depreciation of sterling.

7. If you had one piece of advice for companies planning a post-Brexit strategy, what would it be?

Certain companies face more risks than others, i.e. companies in the Financial Sector. Our general advice is that companies should ensure that their People Strategy can cope with the potential upcoming significant restrictions on people movements. Interestingly, some companies we have spoken to did not hold any data about individual's nationalities, so that would be a good first start!

8. From an employment taxes perspective, which matters are keeping you busy at present?

A number of employment tax issues are keeping PwC and our clients busy just now. This is partly driven by HMRC activity in key risk areas and also through legislative changes/increased complexity. The main problem areas at the moment are:

Employment status - including Non-Executive Directors, the "gig" economy, consultants, subcontractors etc.

Termination payments - large scale redundancy programmes as well as individual terminations of employment, especially involving settlement agreements.

Construction Industry Scheme - particularly in relation to deemed

contractors (non-construction businesses spending more than £1m pa on construction operations which is very widely drawn).

Global Mobility - ensuring all compliance obligations are met (both employee and employer) from a tax, Social Security and Immigration perspective.

9. Having joined NEPIC this year, what are you hoping to gain from membership and engagement with the network?

We have joined with the aim of meeting and understanding the businesses who are currently members of NEPIC. We are keen to increase awareness of the services we offer and show the increase in value we can add.

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

PwC in Newcastle support a different charity each month. Since we moved into our new offices in February 2014, we have raised close to £100,000, which we are really proud of.

www.pwc.com

USED PROCESS PLANT AND EQUIPMENT SPECIALISTS



Buying & Selling Used Process Equipment

- Savings of up to 70% on your process equipment.
- 15,000 stock items immediately available.
- Full refurbishment available at our North East site.

View our entire inventory online or call us on 01325 315 111 to discuss your process equipment requirements.

EST. P 1932

PERRY

PERRY PROCESS EQUIPMENT LTD

A PERRY EQUIPMENT COMPANY

01325 315 111 - INFO@PERRYPROCESS.CO.UK - WWW.PERRYPROCESS.CO.UK

PROJEX SOLUTIONS LTD - YOUR ENGINEERING PROJECT PARTNER

Projex Solutions Ltd is an efficient provider of Engineering Design & Project Management solutions and offers a complete portfolio of Multi-discipline Project Engineering, Design & Consultancy Services (Process, Mechanical & EC&I). These include Full Turnkey Solutions incorporating Engineering Procurement & Construction Management (EPCM) and/or any subset as required.



Projex Solutions Ltd is a provider of Engineering Design and Project Management, with no geographic or size restrictions, from initial concepts through to commissioning of projects.

We work within various industries; chemical, food, pharmaceutical and oil & gas to name but a few. Within each of these industries we have contributed to improving areas of operation from technological development through to final production – assisting in adding value from process improvements, innovation through design, efficient project management and improving process safety.

Our clients range from large blue chip companies to the small and innovative, the projects themselves may be small and complex to large CAPEX projects.

Some of our services include, but are not limited to:

- **Feasibility Studies**
- **Front End Engineering Design**
- **Detailed Design**
- **Construction & Installation (EPCM)**
- **Commissioning, start-up & operations support**
- **Process Improvements and debottlenecking**
- **Process, Mechanical and Electrical, Controls & Instrumentation Engineering Support**
- **Process Safety**

Our core mission is to add value, whilst aiming to provide a high quality service that exceeds your expectations. We pride ourselves on listening to your issues, and working in partnership with you, thus enabling us to engineer a bespoke solution for you.

Outsourcing your Project Management or Engineering Design requirements can offer numerous business benefits and opportunities over in-house solutions. We take the view that two heads are always better than one, effectively forming long term partnerships with our clients - taking away your head-ache, so to speak. Contact us today to see how we can add value to your business.

Projex Solutions - Your Ultimate Project Partner - Providing a Lifetime of Care

www.projexsolutions.co.uk

JWF INSTRUMENTATION

Engineering specialists in measurement and instrumentation.



JWF Instrumentation was formed in 2007 and operates in the North of England market throughout Teesside, Tyneside and Cumbria.

Our globally-sourced product portfolio and impartial advice means you'll always get the best instrument for your application. And as we're ABB's appointed channel partner in the North of England, only we offer approved technical sales and support for ABB products.

Our key sectors include Oil and Gas, Food and Beverage, Chemicals, Pharmaceuticals, Paper, Energy and OEM.

Jaime Capilla
Area Sales Manager - North of England

Tel: 07889 057741

www.jwfltd.com

NEW MEMBERS

WELCOME TO THE CLUSTER

JAZZ PERSONNEL

Teesside and Aberdeen based Prosafe Engineering have announced that they have signed an agreement with recruitment specialists Jazz Personnel to provide staffing and recruitment solutions to the technical & engineering industry sectors.



The collaboration sees the technical & engineering expertise of Prosafe Engineering combine with the recruitment capabilities of Jazz Personnel to form a formidable recruitment force that will exist to serve the oil & gas, petrochemical, and processing industries.

Prosafe Engineering Director, Mike Styan, commented; "People are a company's greatest asset, therefore

trusting somebody else to source and supply them is a big ask. We've combined with Jazz Personnel to ensure our clients are safe in the knowledge they are receiving candidates that have been sourced using the recruitment expertise of Jazz, combined with the engineering know-how and experience of Prosafe Engineering. We feel together we can add true value to a client's recruitment process. Having true technical input early in that process offers a huge opportunity to save on both time and cost. We're very much looking forward to getting started".

Jazz Personnel Director, Dom Nelson, added: "Jazz Personnel have been looking to gain a foothold in the oil & gas and petrochemical industries as part of the firm's long-term strategy,

given the fact these industries have traditionally had a big presence in Teesside. Collectively pooling our resources allows us to provide clients with an exceptional service. Clients both locally and beyond can now have peace of mind that their recruitment needs are being handled by experts as we can harness both operational requirements and the recruitment processes involved, which I think is a fresh and innovative approach."

The joint venture will initially operate under the name of "Prosafe Resources". Any enquiries can be sent to enquiries@jazzpersonnel.co.uk with more information available on Prosafe Engineering's website:

www.prosafe-eng.co.uk

GREENERGY BIOFUELS TEESSIDE LIMITED

Greenergy Biofuels Teesside Limited operates one of the largest and most technically advanced continuous Biodiesel plants in Europe with a name plate capacity of 250,000tes per year.



Using 100% waste oils and fats as feedstock, the plant purifies and converts these used cooking oils into high quality Biodiesel - meeting EN14214 specification and producing two co-products; Crude Glycerine containing 10% water and Potassium Sulphate.

The Glycerine is mainly sold into the anaerobic digestion industry but can also be further refined into a technical

grade product for industrial use. The potassium sulphate is purified, dried and bagged as part of the production process and is sold as a fertiliser additive.

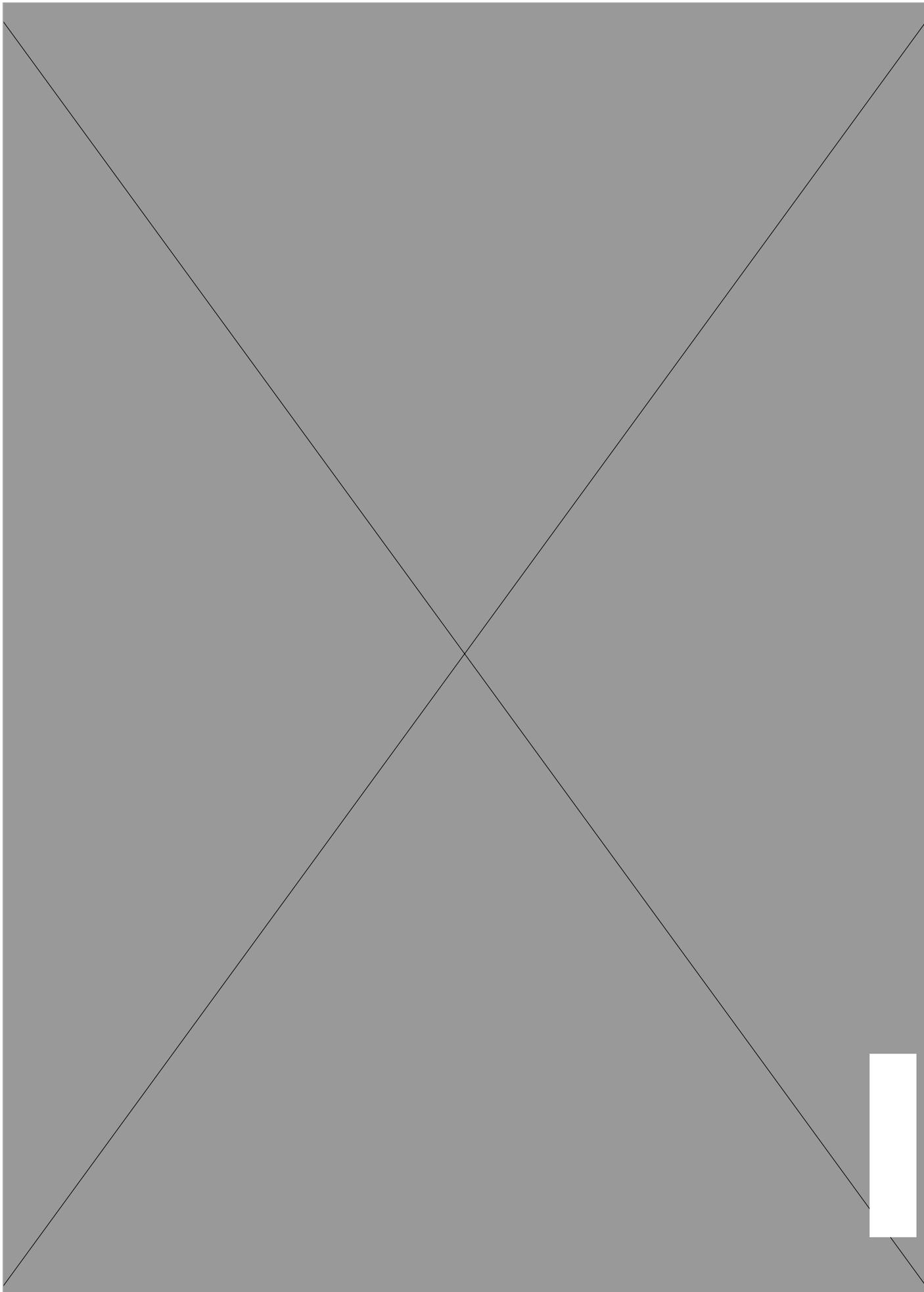
The plant sources feedstock from around the world as well as in the UK. We have trade links in the US, South America, Far East and Australia.

Our Biodiesel is used both internally for blending with mineral diesel to meet the RTFO targets or sold externally with the ability to deliver to customers in trucks or via bulk shipments of 5000 to 6000tes.

The plant is currently undergoing an expansion project to increase

throughput of the logistics operations and site storage, plus process plant modification to increase feedstock flexibility.

www.greenergy.com



SPONSOR FEATURE

BOC SPOTLIGHT STRONGLY FOCUSSED ON NORTH EAST

As Britain ponders its future outside the EU, it's business as usual for BOC. The UK's biggest industrial, medical and special gases company has around 300,000 customers in sectors ranging from steelmaking, refining, chemical processing, environmental protection and wastewater treatment to welding and cutting, food processing and distribution, glass production, electronics and healthcare.

Many of its most important customers are in the North East and BOC is strongly focussed on growing its business in this region with a number of projects currently underway.

Hydrogen is one of these key areas of focus. BOC's hydrogen plant at Seal Sands - the UK's largest - is currently undergoing a major upgrade to ensure efficient operations.

In the clean fuel arena, hydrogen's versatility as a zero emission fuel and a storage medium for electricity make it ideal for use in fuel cell applications. One such sector where fuel cells are increasingly important is transport. BOC has played a key role in this field, opening the UK's first commercial scale hydrogen production and refuelling station which supplies fork lift trucks and light vehicles. Located on Honda's Swindon site, the electricity used in the production process comes from renewable solar energy.

BOC is also a key partner in the Aberdeen Hydrogen Bus Project, the largest zero emissions bus demonstration project in Europe. BOC owns and operates the station which has conducted over 3000 refuelling events. With an excellent uptime record of 99.99%, it demonstrates that hydrogen refuelling can be successfully integrated into a busy urban bus operation.

Hydrogen buses and back to base commercial fleets present an excellent opportunity to reduce emissions and improve local air quality. The larger volumes used by 'captive' fleets achieve economies of scale which in turn reduce the cost of the hydrogen. The small footprint of the stations allows them



to fit into existing busy spaces such as bus depots. BOC is also providing the refuelling technology for the first hydrogen station to be co-located on a petrol forecourt.

Liquefied natural gas (LNG) is also playing a role in cutting emissions. The LNG refuelling station in Teesport, Middlesbrough serves BOC's fleet of 11 dual fuel HGV vehicles transporting industrial gases from the BOC Middlesbrough plant to customers in the surrounding region. The station is also open to third parties by arrangement. The Middlesbrough station uses the latest 'zero loss' refuelling technology developed by BOC to cryogenically cool - 'temperature-condition' - the fuel just prior to dispensing.

And the new 100% LNG powered trucks now hitting the UK's roads will reduce emissions even more – by up to 20 tons of CO₂ per vehicle.

For BOC, business and the environment go hand in hand. BOC has been sponsoring environmental awards across the NE region in conjunction with NEPIC for 11 years. In this time,

children at more than 15 schools have been supported to deliver environmental projects ranging from pollution studies, building ponds and sustainable gardens to weather stations recycling initiatives. The BOC-NEPIC Environmental Awards have helped schools, communities and businesses learn and share from each other while working together towards a common goal of improving the environment.

BOC Commercial Manager Dave Lockyer, who initiated the awards said: "Together with NEPIC we are able help children transform their ideas into actions and show how exciting and important our industry is. We want to inspire the next generation of business leaders". This year's winner, St Oswald's CoE Primary School in Hebburn, Tyne and Wear, plans to develop an environmentally themed garden with support from the local community.

BOC has also been working with NEPIC to promote successful industry led environmental initiatives. This year the award was presented to Fine Organics for an impressive waste incineration scheme to help deal with third party waste streams. What started as an in-house activity has now become a successful commercial reality.

Fine Organics have donated BOC's award of £2,000 to High Clarence Primary School to develop an environmental project. Other businesses who want to apply for next year's award should contact NEPIC.

ENVIRO UK CONSULTANTS LTD

Enviro UK Consultants Ltd is an environmental business consultancy and training company providing support services and training to businesses across the North East, Cumbria and UK wide.



Specialising in environmental, sustainability and renewable energy, Enviro UK Consultants Ltd can provide a range of services including training in environmental awareness, energy and waste management, specialist consultancy in renewable energy projects, as well as project management support, bid writing and tenders, ISO 14001 and ISO 9001 environmental and quality management systems.

Enviro UK Consultants is also a training company offering a range of courses in:-

- **Waste Management - Chartered Institution of Wastes management (CIWM) "Waste Smart" courses at Foundation and Advanced levels.**
- **Environmental Awareness - Chartered Institute of Environmental Health (CIEH) - Level 2 Environmental Principles and Best Practice training course.**
- **Managing with Environmental Sustainability - Institute of Environmental Management & Assessment (IEMA) training course**
- **Making the Transition to ISO 14001:2015 - Institute of Environmental Management and Assessment (IEMA) training course.**

Courses are delivered by Enviro UK Consultants Ltd Director Sharon Lashley who is a registered trainer with the Chartered Institute of Environmental

Health (CIEH), Chartered Institute of Wastes Management (CIWM). IEMA courses are delivered by our professional associate consultant.

A professional and experienced environmentalist with a background in renewable energy Sharon is a confident trainer with a wealth of experience and expertise in these subject areas. Enviro UK Consultants has already successfully trained staff from NEPIC members Johnson Matthey and Dow Chemical.

In such a challenging environment where legislation drives many organisational procedures and policies, in particular ISO 14001 and energy management, Enviro UK training courses provide a perfect opportunity to ensure that staff are trained to manage environmental systems as well as increase profitability through financial benefits.

www.enviroukconsultants.co.uk

UNIVERSITY OF BRADFORD

The University of Bradford is a technology-focused university supported by world-leading facilities and expertise. We provide Bachelor and Masters degrees plus postgraduate and postdoctoral research opportunities across a wide range of industrially relevant disciplines.



distinctive focus on excellent research in advanced materials engineering and our Polymer IRC facility is a world leading industrial research laboratory for medical technologies and processing of polymers, composites, and advanced materials.

by a multi-million pound Analytical Research Centre.

www.bradford.ac.uk

Chemical Engineering is ranked 5th in the UK according to the Guardian University League tables (2017) with a

Our chemistry research focuses on advanced materials, polymers, and medicinal chemistry, and is supported

NEW MEMBERS

WELCOME TO THE CLUSTER

KELTBRAY GROUP

Keltbray Group delivers a broad range of specialist services within the high-hazard marketplace that includes not only heavy and highly regulated industries, but also the built-environment.



within sectors including Energy, Heavy Industry, Pharmaceutical, Nuclear, and Petrochemical.

We deliver engineered solutions using a variety of techniques including dismantling, machine demolition and controlled

explosive or non-explosive collapse. Working with other teams within the Keltbray Group such as Heavy Lifting, our highly-engineered approach is geared to reducing project costs, providing programme surety and completing the works in the safest practicable manner.

Our expertise covers the management and removal of asbestos, and other

similarly hazardous materials including lead, radiological, chemical and biological contamination with the scope of delivery encompassing structures, plant, and ground decontamination.

The added value derived from the combined capability, commercial and collaborative approach of Keltbray Group companies has resulted in the development of strategic partnering with a number of major clients on UK-wide frameworks, and to a significant proportion of repeat business.

Like all Divisions within the Keltbray Group there is still however a continuing drive to improve.

www.keltbray.com

Keltbray Decommissioning provide specialised demolition, deplant and asset recovery services and fully understand the constraints and control measures necessary when it comes to working on highly regulated and safety critical projects. Our Programme Managed approach is consistently applied to provide a comprehensive turnkey service on-shore and off-shore,

MECH-TOOL ENGINEERING LTD [MTE]

Mech-Tool Engineering Ltd [MTE] is a technology company with a global reputation for the protection of people and equipment from fire, blast and radiant heat hazards in on-shore and off-shore oil & gas, nuclear, renewable energy and petrochemical industries.



The company provides design and engineering consultancy services for hydrocarbon fire and blast rated structures. It also supplies bespoke turnkey solutions for ranges of Modular, Firewall and Blast wall products.

We devote a unique wealth of specialist skills and over 45 years' experience to design, build and deliver individual and dependable solutions.

- **Location Darlington, North East of England**
- **Established 1969**
- **Quality Approval ISO 9001:2015**
- **Health & Safety Approval OHSAS 18001**
- **Environmental Approval ISO 14001:2004**
- **Number of Employees 220**
- **Registered with FPAL Supplier No. 10040137**
- **Registered with Achilles JQS Supplier No. 20917**
- **Safety Awards RoSPA Order of Distinction**
- **Investors in People**

Construction facilities:

Darlington: The 7200m² production facility and outside storage at our Darlington site ensure that we are equipped to cater for the widest variety of work possible. Supporting the production facilities are our administrative, sales, estimating, in-house design and state-of-the-art engineering functions, housed within 1700m² of dedicated office space at our Darlington facility.

Riverside facility, Middlesbrough: The 11000m², 35m high covered riverside facility with three 20 tonne overhead cranes located by the River Tees, in nearby Middlesbrough, has the flexibility to assemble modules up to 33m long x 20m wide x 480 tonnes. These are loaded out on to barges for shipping to their final destination.

www.mechtool.co.uk

SABIC'S CRACKER UP THOUSANDS OF TEES



A major project to upgrade SABIC's Olefins 6 plant at Wilton, near Redcar, is up and running, following the largest single investment in the Teesside chemical industry for a generation.

After several years of uncertainty, the multi-million pound project has safeguarded thousands of local jobs and secured the chemical company's future on Teesside.

The 37-year-old plant - commonly known as the Cracker - has undergone complex modifications to allow it to process ethane gas imported from the USA as an alternative, competitive raw material to liquid feedstocks.

The plant will also continue to process propane, butane, naphtha and condensates as feedstocks, making it the most feed flexible cracker in Europe.

The Cracker is fed raw material gases and liquids and 'cracks' apart their components at temperatures of around 1,000 degrees Centigrade before cooling them to below -180°C to produce ethylene, propylene and butadiene.

These are the building blocks that allow the chemical and plastics industries to create a wide range of everyday items, from food packaging to car interiors, detergents and shampoo.

The ambitious project, which took two years to complete, involved more than 800 extra contractors working across SABIC's Wilton and North Tees sites to strict health and safety guidelines, whilst working on a 'live' site.

Along with the conversion of the Cracker and its 17 furnaces, the project also involved the building of an extensive ethane terminal at SABIC's North Tees site, including the construction of Europe's largest cryogenic ethane tank.

A pipeline was installed to carry the ethane from the new North Tees storage tank through a series of pipe trenches under the River Tees to connect to the Cracker complex at Wilton.

Two ships have been commissioned, designed and built to transport the ethane from the US to Teesside, while the automation platform and software was upgraded to ensure the operation worked seamlessly from the control rooms.

GRADE SAFEGUARDS SIDE JOBS

The upgrade secures a sustainable, competitive Teesside future for SABIC, one of the world's leading petrochemicals firms.

SABIC's Teesside site director John Bruijinooge said: "This is fantastic news. The completion of the Teesside Gas Cracking Project is hugely significant on a number of fronts.

“
On a local basis, it would be difficult to over-emphasise its importance because, quite simply, it is a lifeline for Teesside. It means SABIC is here for another generation.

“These are not easy times for our industry but it is a statement of SABIC's commitment to Teesside, the UK and Europe. We're here to stay.”

Along with around 1,000 staff and contractors employed on its Teesside sites, thousands more local jobs within the wider supply chain are reliant on SABIC, bringing some £400 million into the local economy through payroll, utilities, goods and services.

Mr Bruijinooge added: "The upgrade will enable us to achieve a much

improved performance, giving us a far stronger, more competitive position in the global market.

“Of course, our first aim is to become more profitable, but what is also crucial - and this will become even more important in the years ahead - is that it's what I would call a defensive investment.

“We have to arm ourselves against an expected high volume import of ethylene derivatives from the United States that the industry knows is coming.

“We will be now be better equipped to defend ourselves against those imports compared to other European crackers whose feedstocks are solely based on naphtha.”

Named Company of the Year 2016 by the Chemical Industries Association in 2016 and Manufacturer of the Year 2017 at the NEPIC Annual Industry Awards, SABIC suffered no lost time injuries during the project's two-year construction during which it achieved its best safety performance in the 10 years since first investing on Teesside.

SABIC received further recognition from external awarding bodies for its dedication to continuous improvement during 2016 including CIA Process Safety Leadership Award, Cogent Gold Standard, Top Employer of the Year, NEPIC Apprentice of the Year and Better Health at Work Award.

John Bruijinooge concluded:

“
SABIC continues to invest in both plants and its people to ensure future decades of our operation are safe, reliable and innovating. SABIC continues to demonstrate its commitment to Teesside and the UK whilst working closely with our stakeholders and the community that we serve.

www.sabic.com

EMERSON SELECTED TO HELP CONVERT UK COAL-FIRED PLANT TO BIOMASS



Lynemouth plant to produce low-carbon electricity, supporting Europe's goals to increase renewable energy sources, reduce pollutants

EPH Lynemouth Power has awarded Emerson a contract to help convert the 44-year-old coal-fired Lynemouth Power Station to a new biomass-fuelled power plant. As main automation contractor and main electrical contractor, Emerson is responsible for helping the project come online within budget and on time.

When the conversion is complete in late 2017, the plant, near Newcastle in the United Kingdom, will be fuelled by approximately 1.4 million tons of wood waste per year, supplying the national grid with up to 390 megawatts of low-carbon electricity. The project supports Europe's strategy of reducing greenhouse gas emissions while boosting renewable energy and energy efficiency.

Emerson's ability to deliver full-scope project execution will help streamline workflow, mitigate risk and reduce costs. Emerson's local team of experts will incorporate project innovations that are key to its Project Certainty initiative in order to deliver the project on time and within budget. Emerson will be responsible for demolition, engineering, installation, start-up, commissioning and coordination of work among multiple suppliers and contractors.

Unlike other suppliers, Emerson offers a single integrated automation platform for all applications – turbine, boiler, fuel handling and balance-of-plant

processes, as well as electrical systems. This capability, along with the company's project management expertise, were critical factors in EPH Lynemouth Power's decision to select Emerson and its Ovation® solution for this project.

"Relying on a single supplier and a single technology platform for both the automation and electrical scope provides our client a number of benefits," said Bob Yeager, president, Power & Water, Emerson Automation Solutions.

"From a planning perspective, having a single interface and contract for design, engineering and delivery improves overall project efficiency. On the operational side, utilizing one technology platform will simplify plant operation and enhance plant performance on an ongoing basis."

Biomass power plants are challenging to operate because the moisture content of biomass fuels can vary, having a negative impact on plant performance. Technology integrated into Emerson's Ovation solution continuously monitors fuel for moisture content, adjusting combustion air as necessary to improve plant efficiency and reduce maintenance costs.

According to Yeager, the demand for biomass-fuelled power continues to grow as utilities diversify their generating portfolio to meet evolving environmental mandates.

"We are helping the industry meet its targets by seamlessly bridging the automation and electrical aspects of these projects, resulting in a total solution that has a positive impact on the plant's commercial and operational success," Yeager said.

www.emerson.com

PHUSION MAKES SOFTWARE AVAILABLE TO SMALL BUSINESSES

Phusion IM, the long-established, Tees Valley based engineering information management company, has created a new product range to give smaller companies access to technologies developed for some of the world's largest engineering projects.



Phusion IM Executive Chairman Steve Pearson said:

"The buyer personas Unwritten created for us have helped us to understand more the needs of our customers, understand any nuances and how to best connect to them. In the twenty first century, large companies strive to be as lean and focussed as smaller ones, while smaller companies want access to the cutting-edge tools and analytics their larger competitors have, by packaging our offering in this way we can help both, and at a price accessible to all."

Amy Jackson, Director of Unwritten Creative said: "Buyer Personas take opinion out of the sales process and let our clients look objectively at their markets. The personas we have delivered not only help Phusion understand who its buyers are, but how they are different from each other.

"Phusion's decision to change the way its sells its best kept secret, its software, reflects the changing culture in the traditional and new industrial sectors, where companies are now looking to better embrace cloud-based technologies and the Internet of Things".

www.phusionim.com

Historically, Phusion only made its software available as part of large, turnkey projects such as the vast \$50billion Chevron Gorgon project in Australia. Now the company has realigned and expanded its software into a powerful toolkit for managing information across a wide range of sectors including process engineering and facilities management.

The decision to make Phusion's software available to small and medium-sized clients, in addition to multi-nationals and mega projects, comes after working with Newcastle-based strategic branding digital agency Unwritten Creative.

The realignment coincided with the launch of Phusion Onsite mobile collection tool, a smartphone and web-based application that has been leveraged from Phusion's involvement of major capital projects.

LUCITE EMPLOYEES AMONG FIRST TO PIONEER NATIONAL TRAILBLAZER APPRENTICESHIP

Three former servicemen sponsored throughout their training by Lucite International are some of the first in the country to “pass out” of the pioneering new employer-designed Trailblazer Apprenticeship Standard.



Craig Buckle, James Curtis-Dawson and Derek Hornsey are the first in the UK to successfully complete the new Science Manufacturing Technician (SMT) Apprenticeship at Level 3.

The talented trio, who completed a year studying at TTE and a year training at Lucite's Cassel site at Billingham have now been taken on by the acrylic manufacturer as full time Production Technicians.

Lucite was part of the original science-based employer group tasked with developing the SMT Apprenticeship content, standards and skills assessment as part of the Government's Trailblazer programme, aimed at making all apprenticeships employer-led.

Craig said: "The new apprenticeship has really helped us to be 'job

ready' for the roles we now have. All our colleagues at Lucite helped us immensely and gave us great support throughout our training as we progressed towards attaining the apprenticeship."

Jess Bell, Lucite Learning and Development Manager, who was instrumental along with other science-based employers in getting the new apprenticeship standards off the ground, said: "We were delighted to be part of the development of this Apprenticeship and it has proved hugely successful. Our apprentices have set the bar very high and we look forward to our next apprentices completing the final part of their Apprenticeship by next summer."

Christine Sakhardande, Head of the Science Industry Assessment Service

(SIAS), the specialist body responsible for the end-point assessment of the new style apprenticeships, said: "The new Trailblazer Standards are now setting out the exact skills, attributes and knowledge that employers need, as well as demonstrating full competency in an occupation ensuring the apprentice is "job-ready".

"This is a real achievement for Craig, James and Derek and I'd like to congratulate them on successful completion of their Science Manufacturing Technician apprenticeship."

"The SIAS award presented following successful assessment is recognised by employers as demonstrating individuals have met the demanding industry Apprenticeship standard. Lucite should also be congratulated on its pioneering approach to training."

Steve Grant, Managing Director of TTE, said: "TTE has a long relationship with Lucite International and we are proud to have worked with the company on this ground-breaking programme. Trailblazer apprenticeships demonstrate how vocational learning is evolving to meet the requirements of specialist industries and Lucite has shown how engagement by employers from concept to delivery of training programmes can reap benefits for the business and its sector.

"Craig, James and Derek are highly-motivated individuals who were exemplary trainees throughout their apprenticeships. They will be a real asset to Lucite and we wish them well in their careers."

www.luciteinternational.com

EXPANSION CONTINUES AT HARTLEPOOL-BASED ENERGY FIRM

Move into new building and recruitment drive for Hartlepool-based NEPIC Member.



One of NEPIC's newest members has started the year in fine form with a move into a new building and a recruitment drive which saw 64 new positions created.

Utility Alliance moved from its original base on Queens Meadow Business Park to larger premises at Hartlepool Marina after the festive period. The energy consultancy set up in February 2015 with a team of just six staff, but

there has been rapid growth which has led to the relocation.

Bob Moore, one of Utility Alliance's three managing directors along with brother Phillip Moore and Darren Sutherland, said:

"It's a really exciting time. It's been a busy start to the year, but we have plans in place for further growth and fully expect to be operating with a team of 250 in the next year (currently 144).

Despite the rapid growth - turnover figures for the last financial year were in excess of £5m - there are no plans to rest on the laurels.

Bob added: "We're delighted with how far we have come, but there are some exciting plans in the pipeline over the next couple of months which will see that expansion continue."

Utility Alliance's team works on a B2B arrangement, saving firms significant

sums of money on their annual utility bills and clients range from small offices or retail units to multi-site operations in all sectors.

More savings will be made with the deregulation of the water market in April, and Bob would welcome any enquiries from any fellow NEPIC members looking to cut back on their outgoings.

He added: "We're delighted to have linked up with NEPIC, there are lots of members who we hope we will be able to seek guidance from as we look to grow, and in turn the service we provide could help them.

"Energy typically is the second largest expenditure so what company out there wouldn't want to save money?"

www.utility-alliance.com

“

It's a really exciting time. It's been a busy start to the year, but we have plans in place for further growth and fully expect to be operating with a team of 250 in the next year.

”



BOB MOORE
Managing Director,
Utility Alliance

TIPS FOR REACH SURVIVAL



Regulatory Affairs Consultant, Rachel Gill of Enviresearch Ltd explains...

The REACH registration deadline of May 2018 applies to all manufacturers and importers of substances between 1 and 100 tonnes per year, but many companies are not even aware that they have any obligations. This lack of awareness may result in the sudden disappearance of a chemical substance from the market and end-users finding their products at risk.

Chemical manufacturers are encouraged to assess their product portfolio, determine which substances are being registered higher-up the supply chain and if there are any substances for which registration is not covered.

- *If there are gaps then you may need to consider taking on the role of lead registrant for the substance in question.*

Although end-users of chemical substances may not have any obligations themselves under REACH, they should determine their supplier's registration intentions.

- *Check with your supplier – will they be covering the correct use of your product?*

Those looking to prepare a REACH dossier may struggle to find available space at testing laboratories, as registrants try to meet the impending deadline. Timeframes and cost for the required tests are rising as demand increases, leading to companies having to go further afield to find labs with availability.

- *Registrants should book the required testing for their substances now to avoid missing out.*

The impact of the cost of REACH compliance seems to be felt mostly by SMEs, with some even stating that this will cause them to withdraw product lines from the market. ECHA has brought in discounted registration fees for SMEs but the data access can be the greater cost.

- *If you feel the price for a letter of access is unreasonable and lacks transparency, ECHA can be brought in to enforce fair practice.*

The May 2018 deadline may seem a long way off, but the time required for the registration procedure is so great that, in reality, the deadline is a short one.

- *It is vital that any companies affected by the REACH deadline act now to ensure the security of their supply chain and product range. Companies should budget for the costs involved and plan for the time needed.*

Enviresearch Ltd has many years of experience with Regulatory Compliance for the chemical industry, we can help get you ready to meet the REACH deadline.

www.enviresearch.com

CPI TO LAUNCH NEW FACILITY TO REALISE OPPORTUNITIES IN THE INTERNET OF THINGS

CPI has announced the start of a new project to address the manufacturing challenges and exploit the commercial opportunities offered to industry by the 'internet of things' (IoT), a market predicted to be worth an estimated \$253 billion by 2021.



The European Regional Development Fund has announced £2.6 million of funding for CPI to establish and run a new national technology centre in County Durham.

The Emerging Electronics Manufacturing Centre will provide state-of-the-art equipment for the integration of electronic devices including: a Reel-to-Reel RFID inlay production line, producing reels of RFID labels at high volumes and Smart Label Converting line which then converts the RFID inlay's into SMART labels, at a rate of 60 metres per minute.

IoT describes a world in which everyday physical objects are able to communicate and exchange data with one another wirelessly over the internet. IoT offers product developers' endless opportunities to embed intelligent functionality into any surface or object. This is made possible by using printable electronics which are low-cost, flexible electronic circuits that are thinner than a human hair.

Examples of potential products would be a printed electronic biosensor worn on or inside the body of a patient that allows doctors to monitor the condition of the patient remotely via the internet. Or, packaging with embedded printed sensors which notifies a stockist of its whereabouts in a warehouse via the internet. Products such as this help simplify and streamline the management of everyday tasks.

Adoption of IoT in industry is referred to as the 'industrial internet of things' (IIoT). Utilising the IIoT, manufacturers will see greater opportunities to

leverage their assets both on and off the production line. Additionally, Big Data will revolutionise the way manufacturers collect, store, and retrieve information about consumers. The more they know about the end user, the easier it becomes to tweak the manufacturing process to suit the market.

John Cocker, Director of Printable Electronics at CPI said "many challenges remain in being able to integrate conventional and/or novel components into the devices that will unlock the value of the 'internet of things'. The Emerging Electronics Manufacturing Centre is focussed on addressing these challenges and helping its clients and partners to engage successfully in this exciting new opportunity".

The project will provide open access assets and provide technical expertise, offering innovators the support necessary to make the leap from concept to commercialisation by providing the opportunity to carry out feasibility testing, develop, or scale up their innovative electronic products and manufacturing processes in a low risk environment.

www.uk-cpi.com

MBE FOR CHAIRMAN & CEO OF 2M GROUP MOTTIE KESSLER

Mottie Kessler, Chairman and CEO of 2M Group, has received an MBE in recognition of his Services to Industry and Exporting in the North West of England.

“

12 years ago we took a leap of faith, investing heavily in the North of England, providing building blocks, services and knowhow essential for improving everyday life.

”

The award is given for Mottie's services to the Chemical Industry in the UK, including significant job creation and export promotion in the North of England and exporting to over



90 countries. Mottie has also been recognised for his support in helping young people access a career in STEM (Science, Technology, Engineering and Mathematics.)

Mottie, who founded the 2M Group 12 years ago said: "I am proud and humbled to receive this award. I feel it represents recognition of the importance of Chemical businesses in the UK and the Chemical Industry as a whole.

"Our success is based on our partnership with our loyal suppliers, customers and dedicated teams. Our export growth has been strongly supported by DIT, formerly UKTI.

"12 years ago we took a leap of faith, investing heavily in the North of England, providing building blocks, services and knowhow essential for improving everyday life. We decided

to keep pushing, despite the odds, to grow and nurture our Chemical businesses and to support the Industry in the UK.

"I believe that the Chemical industry can offer growth, better life and sustainability in the UK. Coupling chemistry and entrepreneurship is key to the UK's success.

"I want to thank our Export Director, who is also my wife and my business partner, Dr Maggie Kessler as without her, this journey would not have been possible."

Twelve years ago Mottie founded the 2M Group which became a portfolio of branded Chemical Distribution and related Service Companies.

The Group includes:

- Distribution companies including: Banner Chemicals (est. 1860), Surfachem, Packed Chlorine and Stowlin.
- Service companies including: MP Storage and Blending, SampleRite and Prism Chemicals.
- International subsidiaries in China, Brazil & Benelux, Poland and Norway. The 2M Group supports UK producers and customers via its best-in-class product selection, technical knowhow and stewardship, and specialty services.

The Group provides products which help keep our drinking water free from bacteria, green technology for reducing diesel emissions, create beauty products and essential pharmaceutical products and help UK producers in their marketing efforts.

www.2m-holdings.com

JOHNSON MATTHEY & RENNOVIA ANNOUNCE LICENCE AGREEMENT WITH ADM FOR GLUCARIC ACID PRODUCTION TECHNOLOGY

Johnson Matthey, a global provider of advanced process technologies, and Rennovia Inc., a privately held company that develops novel catalysts and processes for the cost advantaged production of chemical products from renewable feedstocks, announced today that they have signed a licence agreement with Archer Daniels Midland Company (NYSE: ADM) to provide catalyst and process technology for catalytic production of bio-based glucaric acid.

The licensed process, jointly developed between Johnson Matthey and Rennovia, combines the efficiency and selectivity of heterogeneous catalytic process technology with the use of renewable feed stocks to produce bio-based glucaric acid.

Glucaric acid is an emerging platform chemical which has a wide range of applications in detergents and cleaners, concrete formulations, de-icing and anti-corrosion markets.

"We are proud to announce the licensing of this new and innovative technology to ADM, and we are excited about the future of this technology, which draws upon the fundamental process and catalyst development expertise within Johnson Matthey. This achievement also demonstrates the value of a strong collaborative approach, working together with Rennovia to commercialize a process for bio-based chemicals," said David Prest, Director of Business Development for Johnson Matthey's Process Technologies Division.

"ADM continues to work toward commercialization of glucaric acid as a higher value product within our portfolio of bio-based performance chemicals," said Kevin Moore, President of Renewable Chemicals for ADM. "We see a strong synergy in leveraging Rennovia's breakthrough catalyst technology along with the process scale-up capabilities of Johnson Matthey to shorten the time frame needed to bring this new product to market for our customers."

"We are delighted that ADM has decided to license glucaric acid technology from Rennovia and Johnson Matthey," said Robert



Wedinger, President and CEO of Rennovia. "It demonstrates the commitment of an industry leader and a key partner of Rennovia. We look forward to working even closer together to commercialize our innovative process for the production of cost advantaged glucaric acid."

www.matthey.com

FREE NORTHERN SKILLS GROUP SEMINAR PUTS FOCUS ON BUSINESS IMPROVEMENT

Business improvement will be on the menu in March when organisations from around the North East take part in a free breakfast seminar in Middlesbrough.



The event is being organised by Northern Skills Group (NSG), the training arm of Middlesbrough College, which offers support to businesses to improve quality and streamline processes that impact on their bottom line.

At the seminar, to be held at the college's state of the art STEM centre on Wednesday, March 15, NSG's technical training consultants will be on hand to introduce delegates to the principles of creating a business improvement culture.

Ian Smith, STEM director, said: "Implementing improvement strategies and maximising efficiencies can make a major impact on the success of any business.

"Every company is different, and at NSG, we work to meet the individual needs of organisations in the area.

“
We tailor programmes to meet specific business needs ranging from business improvement techniques certification to lean organisation management techniques.

NSG also specialises in supporting business people looking to qualify as Kaizen practitioners or facilitators, with courses covering the 5S Essentials and 6 Sigma Green and Yellow Belt certifications.

NSG was formed last year by the merger of Middlesbrough College and NECC Training, the training arm of the North East Chamber of Commerce.

It is now one of the largest providers of training – particularly for apprentices – in the region, and offers broader services such as bespoke workforce development solutions, higher apprenticeships, traineeships, and grant support for businesses.

The breakfast seminar will take advantage of the STEM Centre's extensive facilities to provide a practical demonstration of business improvement using a purpose-built simulated production line.

Ian added: "Our continued focus throughout all of our activities is on providing high-quality technical and professional education for the North East workforce.

"This free breakfast seminar will provide delegates with an excellent introduction to what business improvement can do for them - and to the expert support that is available for them here at NSG."

***Register to secure your place at the seminar here via www.nepic.co.uk/events**

www.northernskills.co.uk



NEW INDIA OFFICE FOR TEESSIDE UNIVERSITY

Teesside University is building on its international reputation by opening a new office in India, dedicated to establishing high-quality partnerships and student recruitment opportunities in the region.



The Gurgaon office has also welcomed a new Director, Padmini Parameswaran, to drive forward recruitment from the area.

An official launch took place this week and was attended by representatives from The British Council, UK Trade & Investment, local education partners and international student recruitment agencies.

The new India team is already hard at work and has spent the last few months providing opportunities for students to begin their study at Teesside University from September 2017.

Teesside University, which also has offices in China and Malaysia, has a strong international community on its campus and has graduated students from more than 100 different countries. It was listed among the world's top 10% of higher education institutions in the Times Higher Education World University Rankings 2016-17.

In the latest i-graduate's International Student Barometer, Teesside also recorded the highest overall average satisfaction levels of all

the participating UK institutions, placing the University in the top 6% of participating world universities which surveyed their international students.

Dr David Bell, Pro Vice-Chancellor (International) at Teesside University, said: "We are always striving to provide an outstanding student and learning experience for both our home and international students.

“

Teesside University is an institution with an outstanding international reputation which provides a rich variety of programmes, underpinned by research, enterprise and the professions.

”

"We are continually working to engage with potential students and high-quality partners around the world to create opportunities for global study opportunities.

"Our new office in India is part of that commitment and I am looking forward to working with colleagues and partners and showcasing our university as a world-class destination."

www.tees.ac.uk/minisites/changingworld

SCIENCE INDUSTRY PARTNERSHIP LAUNCHES STRATEGIC SKILLS ACTION PLAN

The Science Industry Partnership is a membership group of science sector employers collaborating to take strategic action to deliver the skills needed across the sector.



Following the publication of the Science Industry Partnership's Skills Strategy the SIP has now launched a collaborative Strategic Skills Action Plan to deliver the key skills activities needed to achieve the sector's skills ambition – including a requirement for up to 260,000 skilled people out to 2025 – many in new technology-based scientific occupations. This projection includes up to 142,000 professional level graduate-entry jobs and up to 73,000 technical level apprenticeship-entry roles.

Its Action Plan is aimed at attracting these numbers and at ensuring a globally competitive science industry sector – which includes life sciences, medical technologies, bio-technology, chemicals and advanced materials. It sets out to meet a number of objectives from raising Standards and embedding vocational skills in the education system, to upskilling the current workforce and promoting the wide variety of exciting STEM careers on offer.

The Plan will also monitor and ensure the supply of skilled people to occupations where there is a shortage, such as Computational Scientists, Health Economists, Formulation Scientists, Control and Instrumentation Engineers and Process Safety Engineers.

The Action Plan is collaborative, working in partnership with other organisations, including Government Departments, Trade and Professional bodies, Ministerial Councils and Further and Higher Education Providers, to apply national leadership and take joint action on skills across the science industries. The actions are aligned with the Government's Post 16 Skills Plan, and will also feature as part of the SIP's contribution to the newly evolving Sector Deal for science, which forms part of the Government's Industrial Strategy.

The SIP has consulted widely right across the sector to ensure detailed input from expert partners.

The Skills Strategy set out the following high level strategic objectives and the Action Plan has subsequently developed 25 strategic actions which will fulfil this ambition:

- Raise standards and responsiveness in education and training provision
- Secure and embed vocational skills in the workforce
- Build and update the transferable skills base in the science-based workforce
- Provide a mechanism for the upskilling of the existing scientific workforce
- Attract young people to the science industries
- Monitor and respond to emerging skills needs

Dr Malcolm Skingle, Director GSK and the SIP's Chair said: "The SIP partnership of employers has developed this Strategic Skills Action Plan for a sector which makes a major contribution to the UK economy, both financially and through continued innovation.

"It has a five year horizon, to ensure that our education system provides clear, vocational science pathways into the sector and delivers the skills that the science industry needs to succeed, at every educational level. This includes an ambition for 20,000 apprentices into the sector through to 2020.

"Importantly, the Plan commits to cross sector collaboration with a range of expert skills partners and will fully support the Government's developing Industrial Strategy, underpinning the skills dimension of the newly developing 'Sector Deal' for science."

www.scienceindustrypartnership.com

INNOVATIVE NEW EVENTS MANAGEMENT SYSTEM TO SUPPORT BUSINESSES IN THE PROCESS SECTOR

A ground-breaking new online management and registration system is set to revolutionise the way industry events are planned, promoted and booked.



Teesside-based accommodation, conference and event management specialist Hospitality Guaranteed has launched EventStop, an innovative new online tool for event management.

The system, which has been developed in-house by Hospitality Guaranteed, gives event organisers the freedom to create their own customised event pages, invitations and confirmation emails, using their own brand identity, including logo and visual elements, and has been designed to help organisations easily manage logistics and revenue.

EventStop can be used to organise a range of events such as conferences, training seminars, exhibitions and trade events.

The online tool allows users to quickly and easily build event pages, following simple steps, and features an array of reporting and tracking features, giving organisers easy access to

information. Its low charges provide event organisers with the opportunity to increase revenues from ticket sales.

EventStop is backed by the firm's experienced team of event specialists and is directly linked to Hospitality Guaranteed's online venue finding service, ConferenceStop. Event organisers using the new system can therefore be supported in sourcing a venue, and Hospitality Guaranteed's staff can negotiate rates and extra benefits on a user's behalf.

Launched in June 2006 by Amanda Jackson and Victoria Brunton, Hospitality Guaranteed now works with around 3000 conference and meeting venue suppliers in the UK. Headquartered in Wynyard Park, it has access to more than 80,000 accommodation venues worldwide.

The company developed a unique bookings and management system HGOneStop, which provides the foundation for its online systems.

These include ApprenticeStop, a system that supports businesses running apprentice or staff residential programmes and AccommodationStop, which allows users to book and manage hotel stays.

Victoria Brunton, director and co-founder of Hospitality Guaranteed said: "Our comprehensive understanding of the corporate events market has given us a deep insight into the challenges faced by event organisers - and we've used this knowledge, combined with our own expertise in developing custom online solutions, and our specialist events experience, to shape EventStop.

“

The user-friendly system has been shaped to help organisations put their own stamp on their event pages and emails, making their events stand out from the crowd.

”

"Plus, EventStop is supported by a dedicated team who can help organisers - whether they are just starting out or are an experienced events professional - to get the best out of their events."

For more information on EventStop, visit www.eventstop.co.uk

APPOINTMENTS

CPI CEO Nigel Perry presented with MBE for services to engineering

November 2016 saw CPI CEO Nigel Perry attend an official ceremony at Buckingham Palace where he was presented with an MBE by Prince William. It was announced as part of the Queen's 90th Birthday Honours that Nigel had been awarded an MBE in recognition of his services to engineering.



Nigel is a Chartered Engineer and a Fellow of the Royal Academy of Engineering. He has over 30 years of experience in the global process industry. He spent over 20 years at ICI enjoying an international career in engineering, operations, technology, and project management.

In 2003, Nigel was appointed as Chief Executive Officer of the Centre for Process Innovation (CPI) and has since cultivated the organisation from a starting staff of one, to over 280 scientists, engineers, business specialists and support staff employed today.

Speaking about the honour, Nigel commented "I am both delighted and humbled by this honour. This honour recognises and celebrates CPI's outstanding work and our staff. Every day I see the impact that engineering has on Society and on Business. I am privileged to chair the Awards Committee for the Royal Academy where we highlight and recognise excellence in engineering and, in doing so, strive to inspire the next generation".

www.uk-cpi.com

Datum 360 Appoints Mining Industry Expert

Peter Nathan, a qualified civil engineer, has joined Middlesbrough based Datum360



Peter brings with him a wealth of mining and metals industry expertise to the global engineering information management software and consulting specialist.

His appointment is part of Datum360's strategy to extend their reach into the mining industry. Peter will be helping to develop specific Software as a Service (SaaS) solutions that will deliver better

Data and Information Management for the mining sector.

Peter's vast experience in the mining sector stretches back over 20 years, and has seen him work with several Rio Tinto, BHP Billiton, ICL and Anglo American mining projects.

Latterly he has been specialising in mining data and HSE software and this is where the story starts with Datum360.

Peter said "I'm delighted to join the Datum360 team, there are some exciting developments ahead and I am looking forward to being part of them. The opportunity to combine my insights into HSE with my mining expertise offers our clients pragmatic ways to apply leading edge technology to long standing challenges in the industry."

Steve Wilson, Datum360 CEO added; "Having Peter on board is a real boost for our business and software development strategy. He is a highly experienced engineer and his software knowledge coupled with his knowledge of the mining industry make him an ideal addition to our growing team.

"I'm excited about the new software developments we are already working on with Peter's valued input and I am confident that we'll soon have a new SaaS solution that we can offer to the mining and metals sector that will be a real game changer in the way they manage their technical information in future."

www.datum360.com

APPOINTMENTS

Nortech appoints experienced industry specialist as Group Development Director



With more than 40 years' experience in the oil, gas, petrochemical and power sectors, Colin was most recently Business Development Director at ENGIE-owned Fabricom, spending 12 years with the company.

Colin also gained significant experience with Whessoe Projects Ltd followed by six years as Director

Billingham-based Nortech Group has appointed highly-experienced energy, chemical and power industry specialist, Colin McMillan as its new Group Development Director.

and General Manager at Mowlem Engineering Projects.

As Group Business Development Director at Nortech Group, Colin will be responsible for helping to broaden its market base and increase its presence in its key industry sectors.

In five years, Nortech Group has become one of the UK's fastest growing and most-respected engineering service providers. It delivers Engineering Design, Management Consultancy, and Staffing Search and Selection services

to clients in the Oil and Gas, Energy, Chemical & Petrochemical industries.

Colin McMillan said:

"Nortech Group has made considerable strides in its short history and I am very much looking forward to being part of its next stage of growth. I have known Bryan for a number of years and when the opportunity came for us to work together I was keen to take it and be part of an expanding and dynamic business."

www.nortech-group.com

Horizonworks continues expansion with three new appointments



Antonia Edwards and Vanessa Robinson have joined the team as client marketing managers, while Camilla Bailey has been appointed as marketing executive.

Horizonworks has seen a period of rapid growth over the last six months, securing a number of new clients across sectors such as automotive, professional services, manufacturing and healthcare.

Full service strategic marketing company Horizonworks has made three appointments following a recent major growth drive.

Antonia has extensive experience of working within media relations and will be responsible for supporting the company's regional and national clients in the delivery of their PR and marketing strategies.

Vanessa is a Chartered Institute of Marketing qualified professional with over 15 years' experience working within PR and Marketing. Her responsibilities at Horizonworks will include delivering clients' marketing and PR strategies, ensuring the smooth running of campaigns and a high-quality delivery of services.

Camilla joins Horizonworks having recently graduated from Newcastle

University with an MSc in International Marketing. As a marketing executive, Camilla will be responsible for the delivery of Horizonworks' marketing plan as well client marketing campaigns.

Samantha Davidson, managing director at Horizonworks, said: "2016 was a great year for Horizonworks, we grew as a company and are delighted to welcome Antonia, Vanessa and Camilla to the team – they will play a major role in the growth of the company in 2017 and beyond."

www.horizonworks.co.uk

EVENTS & INFO



Upcoming dates for your diary:

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

SUCCESS WHEN CLOSING SALES

10 March | RTC North

A free, fun, practical and interactive session, giving you the confidence to close more of those deals.

SELLING INTO THE PROCESS SECTOR

04 April | NEPIC RTC North

This free workshop will build upon many of the elements introduced in previous workshops and help you adapt them to be more effective selling to the process sector.

PHARMA CONNECT

15 March | RTC North

Pharma Connect focuses upon developing the community through engagement, introductions, best practice sharing and good old networking

MEET THE MEMBERS 2017

21 June | Wynyard Hall

Conference & Expo: This year's conference will return to the stunning Grand Marquee at Wynyard Hall and investment project opportunities remain high on the agenda.

SELLING OVERSEAS

21 March | RTC North

Free Workshop: Join us to gain practical action points and handy hints/tips to ensure you leave the session with the tools and materials to develop your knowledge of export capability further.

NEPIC GOLF TOURNAMENT

07 Sept | Slaley Hall

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



DEVELOPING STRONG CLUSTER CONNECTIONS

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

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

 **Thursday 06 April** |  **STEM Centre Middlesbrough, TS2 1AD** | **08:00 - 10:00**

 **Thursday 04 May** |  **Wilton, TS10 4RF**
08:00 - 10:00

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

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

<https://www.nepic.co.uk/events/>

ABOUT NEPIC

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

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

BECOME A MEMBER OF NEPIC

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

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

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



<https://www.nepic.co.uk/join-now/>