

STEM

TRAINING TAKE OFF
registrations are rocketing

CIA AWARDS
the North West shines for 2011

CHILDREN CHALLENGE INDUSTRY
HEI key stage 2 & 4 STEM project

New Look Newsletter



As you will have noticed, one of the key aspects of this Autumn edition of our newsletter is its new look and different approach. We have given the newsletter a revamp yet still retained the key features and themes that most people recognise and value. In this edition the new member spotlight spreads over several pages (even more pages than normal), which is a great indicator that interest in the sector and our support organisation is still high. We have some great features on issues critical to the sector, including; the energy debate, innovation aspects to improve energy efficiency, the skills agenda and the next generation of employees!

On a general note, we have a busy quarter with our events including breakfast networking and workshops on export and manufacturing excellence. We also see the launch of the Chemicals Northwest 2011/12 Sector Directory, again bringing the most comprehensive resource of information for the UK's largest chemistry using manufacturing sector.

See the specific sections of the newsletter for more details about the above features.

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CHILDREN CHALLENGING INDUSTRY

Key Stage 2 & 3 HEI STEM project

This project aims to develop the capability to continue provision of effective science support through creating partnerships between HEI (University) ambassadors and school clusters.

The project is funded by HE STEM and coordinated and delivered in the North West by Sue Andrews (CIEC *Promoting Science*, University of York). It is aimed at primary aged pupils, secondary teachers, University staff and ambassadors, to communicate the excitement of STEM related subjects and to show where career opportunities exist, particularly for raising aspirations of pupils from disadvantaged backgrounds. There is evidence to show that decisions relating to future career choices are considerably influenced before children reach the secondary phase of their education.

Children Challenging Industry is a project that involves primary aged children in problem solving practical investigations, set in industrial contexts. The practices of this project are proven to be effective and the many teaching resources that have been developed through it will be available throughout and after the funding period. CIEC *Promoting Science* has 22 years of experience working with schools and industry and has also previously involved Higher Education Institutions to provide opportunities for children to see, first hand, the application of science and the role of higher education in driving innovation.

The project has, so far, provided initial training for more than 30 HEI ambassadors from 6 universities across the North West (MMU, Manchester, Liverpool, Liverpool John Moores, Chester and Bolton) and CPD (continuing professional development) for the implementation of

classroom activities by teachers in 10 high schools and almost 50 of their feeder primary schools. HEI ambassadors working with the teachers over the next few months will provide enrichment in the classroom and opportunities for primary children to visit industry or a STEM based HEI department.

CIEC *Promoting Science* have experience in the provision of motivating activities to raise awareness of STEM related careers at this crucial time when children are forming opinions and rationalising their environment. The challenge is in ensuring that children continue to be provided with this enriching experience.

If you are from a company interested in offering a site visit for children from participating primary schools, or a member of an HEI STEM department interested in becoming an ambassador, or would like more information about the project, please contact Sue Andrews on the address below.



Contact: sue.andrews@chemicalsnorthwest.org.uk

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NEW SECTOR DIRECTORY NOW AVAILABLE!

Chemicals Northwest's, 2011/12 Chemistry- Using Sector Directory is now available. It is a comprehensive source of information relating to the largest chemical manufacturing region in the UK.

Members, advertisers and listed companies should now have received their copies. Additional copies are available

to member businesses on request. Non-member businesses and organisations can request copies but there will be a small charge to cover postage and packing.

Please contact Alex Heys for details:
alex.veys@chemicalsnorthwest.org.uk

THE ESSENTIAL CHEMICAL INDUSTRY

The new edition of the *Essential Chemical Industry* (ECI) provides A Level students and first year undergraduates with all the information they need about industrial processes and chemicals. This is the fifth edition of this publication which is the CIEC *Promoting Science* flagship publication.

With over 70 units covering processes, materials and their applications, chemicals, polymers and metals. Not only are syllabus topics fully covered but many other areas are looked at that the student will find fascinating. Each unit

has had input from an appropriate industrial expert. The industrial involvement ensures that all the production methods are current, production figures are up-to-date and the uses, by-products and sustainability of each process are described.

To find out more about the *Essential Chemical Industry* follow this link
www.ciec.org.uk/eci/



EXPORT 'HUB' GROUP

HSBC's International and Commercial business teams have formed a group from organisations and business in the region to look at ways of promoting and supporting the export agenda for North West businesses. With a view that there will be less and less support from the public sector and with the following criteria in mind:-

- Many commentators predict that recovery from the recession will be export led with the relatively strong outlook benefitting from the ongoing low value of sterling.
- Exports will assume a greater importance to the NW economy throwing up new opportunities, but also new challenges to local companies, many of whom may have little or no experience of exporting.
- These companies will need advice and guidance from professionals who understand the risks/opportunities but who may also be able to make introductions to new customers via their own networks.
- Whilst over the years there have been informal 'export' groups in Manchester and the North West there is currently no easily identifiable network to provide advice on 'where to' and 'how to' export, both to seasoned traders and more importantly, potential new exporters.

Initially the group explored the following aspects; is there a need for a networking group? would there be enough interested parties to support and facilitate wider engagement? and how would the group operate, market itself and engage with potential stakeholders?

CNW will be hosting one of the first events linked to this initiative in October. See our events section in this newsletter or visit our website to see details about 'CE:103 Strengthen your Exporting Expertise'

Outcomes:

- It was unanimously agreed that timing was appropriate for an export support group focussed on the wider North West Region.
- The principal aim would be to help existing and potential exporters in the NW increase and develop new export led networks, ensure the exporters are fully aware and protected throughout the transaction process and generally assist our local companies to develop new business opportunities.
- Whilst the main group would be made up of support organisations and export focussed professionals, who would be able to add value to local exporters, the events, marketing and knowledge sharing would be very much focussed at trading companies.
- Activities would initially promote the group, raise and maintain the export profile, provide regular advice, guidance and trading updates on specific geographies and sectors. This would build into regular; topic specific editorials, networking meetings, workshops/masterclasses and possible trade events.

The chemical sector is a key contributor to the NW export success but we still have many areas and opportunities to explore, with this in mind CNW is supporting the initiative on behalf of the sector businesses.

Watch out for further updates in our newsletters and bulletins or if you want to find out about the support group contact:- Duncan Simcock at duncan.simcock@chemicalsnorthwest.org.uk or Martin Wright at martinwright@hsbc.com

OPPORTUNITY FOR ALL CNW MEMBERS

If you are a new or existing member of Chemicals Northwest and would like to speak at one of our future breakfast events please contact Alex Heys at alex.veys@chemicalsnorthwest.org.uk.

Due to the popularity of the newly launched breakfast events we are going to be continuing with them for the foreseeable future. So, if you would like 5 minutes to speak about your company or organisation (no hard sales pitches please) or a topic that is of interest to the industry then please get in touch.

These are informal events with the emphasis on networking but the short 5 minute pitches have proved to be very successful in generating interest, discussion and generally raising awareness about businesses or topics.

Similarly, if you have a topic for the Newsletter or our Chemical Element events we are always interested in your ideas.



INTRODUCING SIEMENS

Constituting a major part of the Siemens Industry sector is its Industry Automation & Drive Technologies (IA&DT) division which in the UK employs 2,000 people. Siemens IA&DT works with customers in a wide range of industries and has a dedicated chemicals division which incorporates extensive expertise of the sector.

Understanding the complex challenges the chemical industry faces – such as the need for efficient resource management, flexible production and sustainable solutions – is at the heart of Siemens' business. Helping organisations increase productivity, safety and sustainability is achieved through Siemens' expertise and wide portfolio of solutions for automation, power generation and distribution and process control optimisation.

At the core of Siemens' expertise is the ability to work with an organisation to improve efficiency across the entire life-cycle of the plant. Fundamentally this means integrating automation across a company's chemical production facilities and helping operators achieve a high level of transparency in manufacturing and flow from raw material to finished product. Ultimately this achieves reductions in time-to-market and total cost of ownership to secure a chemical plant's competitiveness.

SIEMENS

In the UK, Siemens' chemical division's head quarters is based in Manchester and works closely with its global network of experts from over 190 countries, which offers the chemical industry one of the most comprehensive ranges of services on the market.

As a business, Siemens is committed to delivering the most energy and operationally efficient and safe solutions for its customers. In addition, the company is also focussed on developing the low carbon economy and nurturing knowledge and experience within engineering and manufacturing.

Siemens was established in the United Kingdom 168 years ago and now employs around 16,000 people in the UK (over 475,000 worldwide), including about 8,000 in the manufacturing sector. Siemens has 13 state-of-the-art manufacturing sites across the UK.

For more information contact Kerry Ryder on 0161 446 5298, Email: Kerry.ryder@siemens.com or visit www.siemens.co.uk

AN INTRODUCTION TO COFACE



Founded in 1946, Coface's mission is to facilitate trade between companies around the world through the protection and optimisation of their trade receivables. Our services can be structured to meet a company's needs, regardless of its size and business sector.

Coface is a subsidiary of Natixis whose share capital (Tier 1) was 16.8 billion Euros to the end of December 2010. It supports over 130,000 diverse customers by providing a worldwide, local service delivered by its 6,400 staff in 66 countries. Over 45% of the world's 500 largest corporate groups are already customers of Coface.

Coface in the UK and Republic of Ireland

We have been a leading provider of credit management services since 1993 - our objective being to enable businesses to trade safely and securely at home and abroad. We provide credit insurance, which includes integrated credit assessment and collection services. Multinational businesses can protect their worldwide subsidiaries through Coface's international network.

We also provide access to domestic and international business information and have a suite of debt collection facilities delivered through Coface's worldwide network. In addition, Coface is a recognised operator in the London political risk insurance market.

Coface in the UK and Republic of Ireland operates from offices in London, Dublin, Watford, Birmingham, Leeds and Cardiff.

Supporting your industry

We proudly support the chemistry-using industries through our new membership of Chemicals North West, recognising and understanding the diverse range of activities within the sector. Our Risk underwriters have already underwritten almost £700m cover on buyers in the chemical and chemical products arena, representing in excess of 800 buyers nationwide.

Our clients are already benefiting from our experience and expertise in this industry through access to decision makers who are knowledgeable about their business and our ongoing appetite for supporting this innovative sector.

For further information, please visit our website: www.cofaceuk.com or contact our Customer Relations Team on 01923 478111.

LIFTING THE BURDEN OF REACH & CLP COMPLIANCE



Stewardship Solutions is a chemicals management consultancy specialising in REACH & CLP compliance. Its principal consultant, Dr Chris Eacott, formerly worked as a global product stewardship manager within ICI/Zeneca/Avecia. Located in Rossendale, Lancashire, Stewardship Solutions supports many companies in a multitude of supply chains struggling with REACH & CLP across the North West region, as well as throughout the UK and EU, and as far afield as Australia.

Stewardship Solutions approach

- We understand that each client has differing REACH and CLP compliance needs, and we take time and care to properly define 'what needs to be done and when'. Each client receives a Compliance Plan with an accompanying budget that looks ahead to at least 2018, the end of the REACH pre-registration phase-in period.
- Because we are a virtual network of REACH and CLP specialists, we are not tied to using in-house resources, with the limitations that this can bring. We deploy the right expertise to address each issue.
- We tackle all the big technical challenges including REACH registrations, SVHC tracking & reporting, safety data sheets & Exposure Scenarios, supply chain communication, Authorisations, CLP notifications etc
- Our fees are transparent and fair, and we avoid the questionable practice of charging ongoing 'maintenance fees'.

- Because we are experienced Only Representatives (ORs) ourselves, we are able to advise our EU clients on how to deal with the many unresponsive ORs which appear to be 'out there', and are in practice a significant business threat.

- We aim to continually develop new and improved REACH and CLP services, hence our recently-launched REACH registrations service: www.ReachRegistrations-Support.com

Our client testimonials – available on request - are evidence of our strong commitment to seeing every one of our clients safely through their REACH journeys.

If you have any REACH & CLP concerns, for your peace of mind, please do get in touch with us and we will be happy to provide you with FREE practical guidance and an initial FREE personalised assessment of your likely future REACH & CLP obligations. We look forward to hearing from you soon.

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w: www.ReachRegistrationsSupport.com

BIG SCIENCE SUPPORTING SMALL BUSINESSES

The Innovations Technology Access Centre (I-TAC)

From the invention of the jet engine to the advent of the silicon chip, the scientific breakthroughs and technologies developed by businesses have transformed the world we live in. For small, high tech businesses growing and developing these kinds of innovative products and services can be an uphill struggle in difficult economic times and an increasingly global marketplace.

The Science and Technology Facilities Council's (STFC) Innovations Technology Access Centre (I-TAC) provides a solution to these challenges which can help give small start ups and established businesses a competitive edge. Located at the Daresbury Science and Innovation Campus (DSIC) in Cheshire, I-TAC offers flexible and affordable access to over £3m of ready to use, fully-equipped biological, imaging, materials and physical science laboratories.

22 companies from the chemical, materials, energy and environment sectors are currently housed within I-TAC. These include Arvia, a water treatment company, BiSN whose work includes microbially enhanced oil recovery, and Arcis Biotechnology, a company producing a chemical based biocide. The companies based in I-TAC have been very successful, raising over 1 million in funding through different sources and employing 20 new people in the past 18 months.

A rich environment for success

Businesses working with I-TAC are able to access the unique support, expertise and innovation opportunities

UK TRADE & INVESTMENT

UK Trade & Investment (UKTI) is a government organisation designed to help you unlock your international business potential and thrive in an international market place.

Whether you are looking to grow your business through exporting or are already exporting and just need help navigating through the issues that come with accessing new markets, the UKTI North West International Trade Team can give you the expert trade advice and practical support you need to expand and prosper.

Services for Small to Medium-Sized Companies:

UKTI North West offer three trade development schemes which include strategic support, expert advice and training to support your international trade objectives:

Passport to Export: offering new or inexperienced exporters all the tools that exporting companies need to grow their business.

Gateway to Global Growth: offering assistance to companies with over 2 years of export experience to maximise the opportunities and reduce the risk in entering new and more difficult markets.

Targeting R&D for Export (TR&DE): offering specialist support to R&D-intensive businesses to develop international R&D and maximise commercial opportunities from globalisation and emerging international markets.

Innovations Technology Access Centre

offered by the wider Daresbury Campus – a nationally recognised hub and community of world class science, research and innovation and an ideal showcase for new technologies and equipment. DSIC holds a unique position within an extensively wide-reaching network of businesses, research institutes, R&D facilities and support organisations. Its strong links with academic and industry experts and its keen encouragement of *collaboration* and knowledge transfer in an open innovation *environment*, both on-site and around its ever-expanding global network, make it an ideal environment for *high-tech companies* to demonstrate their capabilities.

I-TAC is operated by STFC 's technology transfer office, STFC Innovations Ltd. It manages the intellectual property and licensing of STFC's technology into commercial ventures and has commercial expertise that can advise companies about how to access sources of funding and bring their products to market. STFC Innovations Ltd also coordinates the European Space Agency's Technology Transfer Network in the UK and manages the ESA Business Incubator.

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W: www.stfc.ac.uk/itac



Additional support packages for SMEs are available to help determine your first or next export market and the respective market entry strategy (**Export Marketing Research Scheme**) as well as provide you with advice on language and cultural issues to help improve your competitiveness in existing and future export markets (**Export Communications Review**).

Services for SME and Large Companies:

UKTI offers a range of unique services to UK-registered organisations of all sizes offering UK-origin/high UK value-added products and services.

These include participation at selected trade fairs, outward missions, UK-based seminars and leads to overseas business opportunities. You can also access the service of our overseas trade teams, located in our Embassies, High Commissions and Consulates across the world. Via our **Overseas Market Introduction Service (OMIS)** the teams can provide a broad range of support tailored to your needs - from initial research, to arranging a market visit, to using our contacts and impressive facilities to help close a major deal.

For further information please contact Tricia Francis, International Trade Adviser - Chemicals, on 07966 560644 or tricia.francis@uktinorthwest.co.uk

CNW HAS MIRACLEES™

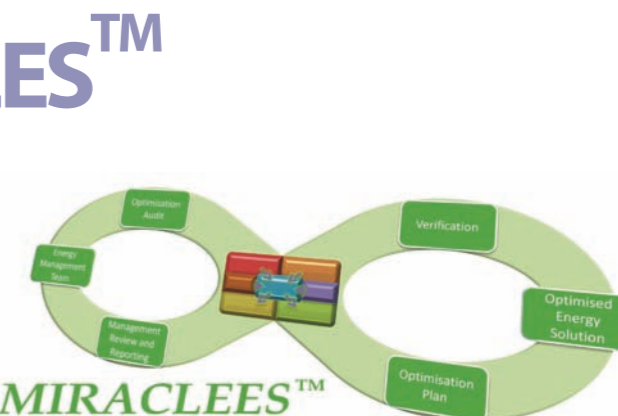
Optimised Energy Solutions Ltd, the developer of MIRACLEES™ Energy Management Software has recently joined Chemicals Northwest giving CNW members an opportunity to understand cost-effective energy management solutions.

Gordon Neilson, Business Development Manager for MIRACLEES™ at Daresbury Science and Innovation Campus met Duncan Simcock, Operations Manager at Chemicals Northwest and a common vision was immediately identified.

Energy is one of the largest variable costs that businesses have to contend with and all signs point to this ever increasing. Coupled with this, legislation now exists to encourage businesses with large energy usage to reduce their green house gas emissions.

MIRACLEES™ is currently being implemented at a global vehicle manufacturer in the North West. It represents the only known resource effective method of calculating and understanding true pay back with regards to the economics of energy management, in analysing and comparing the vital information required to assess the validity of capex/opex in the selection of the most cost-effective energy improvement projects.

Making the correct investments will maximise financial return of up to 100% better than traditional practice. Companies can achieve up to 30% annual energy savings, which can be reinvested in the future energy improvement



measures to ensure that the business remains competitive, satisfying shareholders and demonstrating significant improvements in the reduction of GHG emissions.

Staff energy consciousness and morale is consequently improved, empowering them with straightforward tools and techniques. In this way, they are provided with correct information enabling informed decisions on the selection and sequencing in implementing energy improvement projects.

The overall effect of MIRACLEES™ enables and empowers the energy user to gain substantially enhanced results and environmental credentials that are easily demonstrable. This in turn increases turnover and profit far beyond which could be achieved using traditional practice.

For further information contact:
Gordon Neilson, +44 1925 606421
gordon.neilson@optimisedenergysolutions.com

INTRODUCING WARRANT GROUP LTD

WARRANT GROUP
warrant-group.com

Warrant Group Ltd, established 1989 is a privately owned Shipping and Logistics company, with its head office located in Liverpool and branch offices in Leeds and Southampton.

We pride ourselves in finding innovative logistics solutions that fit our clients supply chain requirements and couple this with our reputation for providing a high level of service to clients.

We are a traditional Freight Forwarding business offering the below core services.

- Deep-sea Export FCL & LCL
- Deep-Sea Import FCL & LCL
- Airfreight
- European Transport
- UK Transport
- Warehousing & Distribution\Chartered Shipbrokers

We are professionally accredited in the below mentioned areas

- UKAS ISO9001-2008

- IATA approved regulated agent
- CDI-mpc (Chemical Distribution Institute marine pack cargo)

Our bespoke web based freight system offers our clients instant access to the latest shipment information and reports for their movements as well as customised KPI reporting. For more information on Warrant Group please visit www.warrant-group.com

Warrant Group Ltd are also a founding member of Eurteam, a European alliance of five specialist chemical Freight Forwarders working together as one entity, providing:

- Deep sea supply chain solutions
- Common and unique IT platform
- Dedicated Staff with chemical expertise and local knowledge
- ISO9001, CDI-mpc certifications

More information can be found at
www.eurteam.co.uk

AVEVA SOLUTIONS



AVEVA provides the world's process industry with the most productive engineering design, construction and asset management solutions for all process plant requirements. For the most complex new project or the smallest upgrade, from pharmaceuticals to large-scale minerals processing, AVEVA's solutions maximise productivity, extend capability and optimise performance throughout the life of the asset. Based on advanced engineering design and information management technologies, and proven in some of the world's most demanding projects, AVEVA solutions for the process industry enable global collaboration, highly productive project execution, efficient handover and rapid commissioning. AVEVA's 'digital plant' information model facilitates effective long-term asset management.

AVEVA Solutions for the chemical Industries

AVEVA's software solutions for the chemical and process engineering industries have been proven for over 30 years in almost every branch of chemical engineering, from pharmaceuticals to industrial commodities. The first AVEVA chemical plant was a sugar refinery, designed in 1976. Since then, the total value of chemical plants built using AVEVA's engineering and design software exceeds USD60 billion and currently, no fewer than 27 of the top 30 quoted chemical and process companies operate plants designed using AVEVA software solutions, in 50 countries, using over 70 different process technologies.

AVEVA's standards-compliant, integrated engineering, design and information management software supports a limitless variety of business models, working practices, and sizes of project, from the smallest upgrade to new-build plant of unlimited size or complexity. In every application and throughout the entire plant lifecycle, AVEVA software delivers maximum return on investment, maximises competitive advantage and provides long-term

security of your valuable information assets. To this day, the 1976 sugar refinery is being maintained with the latest version of AVEVA's software, and still uses the data created over 30 years ago.

The benefits of adopting AVEVA solutions...

...for Engineering Contractors

Integrated Project Execution

- Minimum cost
- Minimum timescale
- Maximum project quality
- Effective global collaboration

Extensive resource pool

- Readily available skilled professionals
- Wide choice of subcontractors
- Interoperable, standards-compliant software

...for Owner Operators

Rapid return on investment

- Efficient, phased handover
- Rapid commissioning

Wide choice of engineering resources

- Subcontract upgrade projects with confidence

Operations Information Integrity

- Comprehensive information access and management for operations support
- Efficient maintenance planning and execution
- Effective plant optimisation and improvement
- Effective compliance monitoring
- Minimum planned downtime
- Rapid recovery from unplanned downtime
- Effective incident response and recovery.

For further details please contact Martin Bone at Martin.Bone@aveva.com or visit www.aveva.com

ABB ENGINEERING SERVICES



ABB Engineering Services, part of ABB Consulting, provides technical services to improve performance in the areas of compliance, operations and engineering to customers in the chemical and pharmaceutical industries worldwide.

We offer expertise in the following areas: environmental services, industrial energy efficiency, inspection, specialist functional engineering, integrity management, operations improvement, project services, process safety, technical software and technical training.

We work in partnership with clients, transferring knowledge to allow the benefits we deliver to be sustained and increased. We identify and implement pragmatic solutions based on technical excellence and industry expertise.

ABB are having an excellent 2011 and we have won many large contracts across our diverse range of services and are actively recruiting.

Many UK chemical and pharmaceutical companies are performing really well and with ABB's help are striving to achieve operational excellence.

In particular we have seen large growth in the following services:

- Process Design Verification – an independent review of design philosophies and safety processes on new build and existing sites to uncover any underlying safety concerns
- Re-HAZOP and action implementation – a retrospective Hazard and Operability Study (HAZOP) to identify any potential safety risks
- Asset life/ asset ageing studies – to identify where and why deterioration is taking place and what is needed to maintain equipment integrity through its extended life
- Asset closure – assessing the closure options then planning and executing closure projects

ABB is also growing this business globally through ABB Consulting, with new offices in the USA, UAE, China and South Africa opening this year. This means that we have exciting opportunities for a wide range of new recruits into our process safety, asset integrity and project services teams.

To learn more about ABB Engineering Services visit www.abb.com/consulting or contact us on the details below.

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UK CHEMICAL INDUSTRY COULD SAVE UP TO 180k TONNES OF CO2



C-Tech Innovation
...advantage through technology

Britain's £60 billion chemical industry is one of the UK's most intensive energy using industrial sectors, accounting for some 22% of total national industrial energy consumption. This equates to an estimated cost of £4bn annually, meaning that energy is one of the biggest costs. Indeed for the most energy intensive companies it can represent up to 30% of total costs*.

Recent advances in Microwave Chemistry have now made it possible to improve not only the sustainability and carbon footprint of the Chemical Industry, but also the financial performance.

C-Tech Innovation Ltd, in a project funded by the Carbon Trust Applied Research Grant scheme, has been a pioneer in the development of the continuous flow microwave reactor. C-Tech has demonstrated energy savings of up to 90%, coupled with CO2 savings of up to 58%. If implemented and observed across the UK chemical industry this could equate to an annual saving of over 180,000 tonnes of CO2 as well as representing a significant saving in cost and energy, and a reduction in emissions, this would be a crucial step

forward in chemical manufacturing, and could be applied to many areas within the whole of the chemical industry.

The technology developed by C-Tech Innovation uses a continuous flow microwave reactor, which has resulted in significant energy savings when compared to existing conventional processes. These savings primarily come from the reduced reaction times observed - resulting in a lower energy input. Furthermore, these increased yields mean there are downstream energy savings, and also that a lower inventory of raw material is required for the reaction - thereby reducing the chemical load.

C-Tech Innovation is heavily involved in research projects and equipment development that have a positive environmental impact in all industrial sectors and is fully committed to trying to commercialise this technology across the breadth of the chemical industry.

For further information call C-Tech Innovation on 0151 347 2900, or by email darren.kell@ctechinnovation.com

*<http://www.cia.org.uk/policy-issue-details.php?id=6>





ENERGY POLICY DEVELOPMENTS

The Government has highlighted that a staggering £110bn of investment will be required over the next eight years in electricity generation and transmission. This major and costly transition lies ahead as we seek to replace our ageing power generation fleet with low carbon sources such as nuclear, clean coal and renewables. It is clear that major reforms are required if we are to ensure secure, cost reflective energy whilst maintaining climate change goals. Let alone attracting the investment required during the current financial environment.

In light of this challenge the Department for Energy and Climate change (DECC) has recently published its much awaited white paper on Electricity Market Reforms (EMR). Setting out the policy decisions which will drastically change the way the electricity market is run in the future. There are four main aspects to the white paper;

A Carbon Floor Price -designed to top-up the carbon price signal from the EU Emissions Trading Scheme (EU ETS) which also covers generators' emissions.

A Feed in Tariff with Contract for Difference (FiT CfD) - this will replace the current Renewables Obligation scheme, giving investor certainty in low carbon investment by guaranteeing a set electricity price over a set timescale.

A Capacity Mechanism - payments for the back-up capacity for variable renewable energy supplies (subject to further consultation).

An Emissions Performance Standard - resulting from a Coalition Government commitment ensuring that no new coal-fired generation will be built without Carbon Capture and Storage technology.

Of course whilst all of these reforms aim to reduce energy prices in the long term, it is clear that the transition to a low carbon economy could have a detrimental impact to chemical sites which are extremely energy intensive by nature. In fact following lobbying, the Government has finally published its assessment of the cumulative policy impacts which shows that impacts on electricity prices could reach up to 52% by 2020. The Chemical Industries Association believes this assessment understates the costs but nevertheless shows the potential impacts to international competitiveness of the industry. It is clear that significant measures are needed to mitigate these impacts.

If industries like ours are to contribute to the rebalancing of the economy, we hope the next months will offer a good opportunity to decide which additional energy policies are needed and how to alleviate their cumulative impact on exposed sectors. The government's commitment, to a new term of the Climate Change Agreements, as announced in the Budget is a good start, as is the promise to introduce Carbon Floor Price relief for Combined Heat and Power generation. But more needs to be done as these costs are only the tip of the iceberg. The Chemical Industries Association will be working to ensure that the Government's commitment to publish an energy intensive strategy, along with mitigating options for the sectors most exposed, will be fully delivered by the end of the year.

DEMAND SOARS FOR PROCESS SAFETY LEADERSHIP TRAINING

Fifty top-tier COMAH companies have signalled their intention to upskill their Senior Executives and Board Members in the area of Process Safety Leadership, demonstrating their appetite for a quality assured approach to training delivery in the chemical and petrochemical industries.

The National Skills Academy for Process Industries has worked with Cogent, the sector skills council for the science-based industries and a consortium of trade bodies and senior industrialists to set the standards for the Process Safety Leadership for Senior Executives course.

This high level course will provide participants with a detailed understanding of the business case for effective process safety management. It will offer a clear insight into how to promote a positive safety culture throughout the organisation through the effective engagement of the workforce. The one day course is supplemented with a one to one follow up and review of actions taken and lessons learned by the participating organisations, delivered by the course leader.

In the recent past, there have been several attempts by organisations to develop training in the area of process safety leadership and management. Ian Travers, from the Health & Safety Executive (HSE) who sits on the Process Safety Project Board supports the objectives of the project by saying, "The control of major hazard risks requires a structured and systematic approach based on

sound process safety management principles. Provision of an effective process safety management system is a key requirement of the COMAH Regulations and its development, implementation and maintenance requires competent staff at all levels within major hazard organisations but especially at senior management level. This training standard and the underpinning training will help equip senior managers with the understanding and skills needed to ensure major hazard risks are being effectively managed within their organisation."

Designed to support senior executives, the course provides a clear framework for understanding the principles of process safety leadership across an organisation and the methods used to deliver sustainable results.

Courses will be delivered by Academy Accredited Training Providers, who will have undertaken a rigorous quality assurance process and will have had their training delivery and personnel endorsed against the requirements of the nationally agreed training standard for Process Safety Leadership.

Senior executives and managers who are yet to register their organisations interest are encouraged to contact the Skills Academy to arrange their training.

For further details please contact the Skills Academy on 0845 607 0140.



SKILLS FROM THE INSIDE!

Jenny Clucas, former CEO Chemicals Northwest and now Cogent Strategy Director for Chemicals and Petrochemicals, talks about her exciting new role on the skills agenda.

As many of you will know, I joined Cogent in May, having been involved in the organisation's work over the past three years through one of CNW's key priorities – skills.

I'm delighted to be leading on skills development for two strategic industries, working closely with Cogent's employer-led Advisory Councils for Chemicals and Downstream. The new role builds on previous work at CNW and of course I remain closely connected to the Chemical's Northwest network, which is a tremendous bonus in the new role.

Skills development has been a long running theme during my career. Before joining Chemicals Northwest I worked in consulting and training, leading activities on a number of areas including strategy, and leadership and management development. So it's an area about which I'm extremely passionate.

The UK process industries are world-leading and contribute significantly to the infrastructure of our economy and society. Interestingly, it's been calculated (UKCES Ambition 2020) increasing employer investment in skills by 10% in this sector would generate an additional 8% increase in GVA, worth a staggering £3.2bn to the UK economy. So skills is much more than a nice to do!

Cogent's ambition, and one which I'm in place to help realise, is to embed its Gold Standard competency framework as the world class standard for skills in the process industries. I'm working with colleagues across the Cogent group to develop and deliver tools to ensure companies can invest in the skills they need to achieve progress against this employer-endorsed standard.

Other key projects include the roll out of an important new suite of Process Safety Management (PSM) standards for the sector, establishing Gold Standards for management roles and developing a range of products to enhance the safety of contractors working on high hazard COMAH sites.

Sector Skills Councils (SSCs) are expected to lead on the development of skills solutions for their sector – and employer contribution is vital. They must endorse everything we do here at Cogent. I'd be delighted to hear your thoughts on how we can add value to the process industries – please get in touch with me at the email address below.

jenny.clucas@coagent-ssc.com



CHEMICAL INDUSTRIES ASSOCIATION AWARDS SHOWCASE THE NORTHWEST

THE 2011 CHEMICAL INDUSTRIES AWARDS WERE THIS YEAR HELD AT THE GREAT HALL, UNIVERSITY OF BIRMINGHAM ON 23 JUNE. OVER 400 GUESTS GATHERED TO CELEBRATE THE BEST OF THE UK CHEMICAL AND PHARMACEUTICAL INDUSTRY. OF THE 12 AWARDS PRESENTED, 4 WINNERS WERE FROM THE NORTH WEST REGION AND CHEMICAL NORTHWEST MEMBERS, HIGHLIGHTING THE STRENGTH AND CAPABILITIES WITHIN THE REGIONAL CHEMICAL AND SUPPORT SECTOR.

INNOVATION AWARD



(Left to right) Richard Parmenter, GSK, Adisa Azapagic, University of Manchester, Steve Elliott, CIA.

This Award acknowledges the successful use and application of innovation within a business or across a supply chain to achieve tangible business results with clear societal impact. It was sponsored by GSK and won by the CCaLC team at Manchester University, led by Professor Adisa Azapagic with funding from EPSRC, NERC and the Carbon Trust.

CCaLC has been developed in collaboration with over 30 industrial partners and is tailored for industry. One of the main motivations for this was to empower companies and organisations to manage their carbon emissions at minimum costs along the whole supply chains. For that reason, CCaLC has been developed for use by non-specialists and has been made available free of charge. Since the launch in August 2010, it has been downloaded and used by over 2000 organisations both in the UK and across the continents.

CCaLC enables innovation and environmental improvements through:

- Estimations of carbon footprints, water footprints and other environmental impacts along the whole supply chains
- Identification of hotspots
- Identification of improvement opportunities, either in the production process or further up or down the supply chain.

CCaLC allows a modular approach to estimating the carbon footprints, enabling companies to start from their own operations and to gradually include other parts of the supply chain, as data availability allows. To improve the latter, CCaLC contains carbon footprint data for over 5500 different materials, energy, transport, packaging and waste management options.

An example includes the PVC industry, whereby the carbon benefits of PVC recycling became clear for the first time by using CCaLC. It has also helped to identify the benefits of new processing routes (e.g. alternative additives and non-aqueous polymerisation). This has helped the industry to position itself towards improving its sustainability.

Further examples are in bio-based chemicals and food manufacture, respectively, whereby CCaLC has helped to identify hotspots and so aided companies in reducing their environmental impacts. Specific examples include Croda and Kellogg's. In the paint and coatings sector, CCaLC has helped to identify opportunities for optimising the composition of paints as well the role of consumer behaviour in the use of paints. CCaLC is also increasingly used in science and engineering education as well as by individuals. It will soon also be used in chemistry classes in primary and secondary schools as part of an e-learning project sponsored by the Royal Society of Chemistry. For more information see www.ccalc.org.uk

YOUNG AMBASSADOR



(Left to right) Torben Berlin Jensen, BASF, Richard Davies, Shell Oils UK, Steve Elliott, CIA.

The Young Ambassador Award is to recognise an outstanding young person who is demonstrating communication skills and leadership associated with the chemical industry and contributing to its success, the winner was Richard Davies from the Stanlow Refinery and the award was sponsored by BASF.

Richard is currently working as a trainee Mechanical Inspector at Stanlow. At school he found he had an interest in design and how things worked. Richard then completed his first year of A-levels, but wanted a more hands on approach to learning. This is when he enrolled in an apprenticeship scheme.

The apprenticeship that he secured was sponsored by Shell UK; it began with two years broad based training covering all disciplines of the industry, whilst completing a BTEC technical qualification. Richard then specialised in one particular area for the last 18 months of his apprenticeship. He went down the mechanical route. This training took place at the sponsor company's site and during this time he also completed an NVQ Level 3.

During his time on site he was also working to achieve an HNC in Mechanical Engineering on a day release scheme with a local college. Once he had completed his apprenticeship as a qualified Mechanical Technician he then specialised and moved into the Inspection and

Integrity department and began training to become an authorised inspector.

During training Richard has been fortunate enough to be involved in many different experiences, from an exchange project with other trainees to a German Refinery and also being involved in a national HSSE campaign for asbestos. He enjoyed his time as an apprentice and to help those others coming through system he has become an authorised A1 Assessor, so that he is able to help new apprentices through the process.

During his time as the Young Ambassador for the CIA Richard would like to increase awareness of the industry with the younger generation and also the diversity of the jobs that are available under the Chemical Industries Association 'umbrella'. He believes there is a lack of knowledge of what technical jobs are available and what benefits they bring to those who are trained to do them. He would also like to explore all avenues of training, whether that is academic or vocational and increase the knowledge of those looking to train on the avenues that are available.

RESPONSIBLE CARE SPECIAL AWARD FOR PROCESS SAFETY LEADERSHIP

This Award is given to the company or site that best demonstrates excellence in Process Safety Leadership including demonstrable leadership by senior management and engagement of staff at all levels, as well as excellence in process safety performance. It was sponsored by Shell UK and won by INEOS ChlorVinyls, Runcorn.

Runcorn is the second largest Chlor-alkali installation in Europe. It has a chlorine capacity of 700kte and manufactures a range of petrochemical based chlorine derivatives. The hazards on site range from the highly toxic to highly flammable and the site is very close to significant centres of population. Therefore avoidance of major hazard loss is business critical.

The site has a history of delivering a world-class safety performance and, with an ICI heritage, has well developed systems and procedures based on robust hazard analysis. Despite this strong background, management have never been complacent about health and safety and has a history of looking at other major incidents to learn lessons. After studying reports into the BP Texas City incident it became clear to the

Management Team that a major employee engagement programme and the implementation of much improved performance monitoring systems was an urgent requirement for 2008.

In 2009 and 2010 the focus was to enhance the process safety management system to increase its robustness as well as demonstrating real improvement in PSPIs and hence reduced site risk. Leadership was demonstrated from the top with a programme of biannual communication events to all employees. These are led by the site manager with the key messages reinforced by the CEO and Operations Director who attended all of the planned events. The Site Manager is heavily involved in all process safety tasks, including chairing a weekly SHE cascade process that reviews high potential incidents, challenges root cause and cascades key learning through the organisation.

The Runcorn Site benefits from an open culture where incidents and "near-misses" are reported at all levels in the organization and, where appropriate, subjected to extensive root cause analysis. The link between the root cause of major incidents and a range of "near-misses" actually occurring on Runcorn Site are discussed in communication sessions, with evidence to show progressive improvement is being achieved.

Introduced in 2008, PSPIs are reviewed on an annual basis to ensure they remain valid measures of risk control processes. These monthly monitored measures continue to support significant performance improvement, and maintain a high level of awareness. The focus on leading measures has contributed to a year on year marked reduction in SSOW / Process safety incidents. Progressive development will deliver an enhanced set of operator measures for installation during 2011 aimed at further increasing involvement and reducing risk.

(Left to right) Dave Topliffe, Shell Chemicals UK, Paul Daniels, INEOS, Steve Elliott, CIA.



ENVIRONMENTAL LEADERSHIP AWARD



(Left to right) Neil Whitely, Johnson Matthey, Wayne Horsely, Innovia Films, Steve Elliott, CIA.

The Environmental Leadership Award is for the company or operating unit that can demonstrate excellence in environmental leadership through the development or use of innovative clean technology or products that help reduce the environmental footprint of chemical manufacturing. The Award was open to both manufacturing companies and equipment/technology/product suppliers, was sponsored by Johnson Matthey and won by Innovia Films Limited, Wigton.

Innovia Films are a major producer of two lines of speciality products - Biaxially Oriented Polypropylene and cellulose based flexible films. It holds a leading global position in the markets for labels and security films, coated packaging, overwrap and renewable and compostable films. Sold to end users and manufacturers, these films are part of the effective packaging used on some of the world's most popular brands.

The company offers two cellulose based product lines - Cellophane™ (since 1933) and NatureFlex™ (launched in 2003). Throughout this time there has been major investment in the plant to increase performance and provide environmental benefits.

Recent improvements include:

- A Combined Heat and Power (CHP) plant which is very efficient when compared to the national grid as the cellulose plant has a high steam demand and the BOPP plant a high electricity demand -so no wasted energy. This is highlighted by the CHP holding a Quality Assurance certificate
- UK site achieved ISO14001 certification in 2007 which is maintained through regular audits
- The first NatureFlex™ Life Cycle Assessment (LCA) undertaken based on 2006 data. Used primarily for

- internal benchmarking purposes and to ensure that process investments were targeted to maximise the potential environmental benefit
- Since 2008 the Global Warming Potential (GWP) of coated NatureFlex™ films has been offset to negate the effect of NatureFlex™ production. Schemes included reforestation in Cumbria, solar ovens in Africa, energy efficient stoves in Kenya, anaerobic digestion in the Netherlands and contribution towards a renewable energy hydro power project in Asia
- In 2009 at Wigton following a €10M investment, new cellulose production capacity was commissioned, designed and built utilising in-house skills
- Capture and recovery of Carbon Disulphide across all manufacturing lines
- NatureFlex™ films are made from over 90% renewable raw materials
- The most recent NatureFlex™ LCA was based on data from 2010 and has been taken to independent 'peer review' in order to verify the data and methodology used
- In 2011, Innovia Films dedicated their carbon offsetting financial allocation to fund a range of specific projects on their sites, designed to directly reduce product carbon footprint

Positive outcomes through process improvements between 2006 and 2010 have been seen in; abiotic resource depletion potential, acidification potential, eutrophication potential, GWP, photochemical ozone creation potential, primary energy and water balance of between 68% and 96%.

Policies ensure that efficiencies are built into every aspect of processes and that energy saving initiatives are prioritised.

2011: A YEAR OF RECOGNITION AND A FOUNDATION FOR THE FUTURE

This year, 2011, has been officially named by the United Nations as the International Year of Chemistry. The Year has four themes that we have developed:

- Increase the public appreciation and understanding of chemistry in meeting world needs
- Encourage the interest of young people in chemistry
- Generate enthusiasm for the creative future of chemistry
- Celebrate the role of women in chemistry

So far the Chemical Industries Association has worked on all of these issues with more to come before the year closes. The year was officially launched in February with an event held in Parliament.

In March we celebrated international women's day with the launch of a publication on how women have featured

heavily in the contribution of the sector and leading women from today's world.

In June we had our International Year of Chemistry Award, received by Tom Swan OBE for his work across all four strands of the Year but especially for his work with young people and generating enthusiasm for the creative future of chemistry.

Two more key events follow later in the year with our Future Forum Conference on 6 October and, in partnership with the Royal Society of Chemistry, a close out UK event that will help us build a platform for the future. To be involved in any of these please contact Simon Marsh, Employment and Communications Director on

MarshS@CIA.org.uk



(Left to right) Joydip Sanyal, Esther McVey MP, Chair of the Chemical Industry All Party Parliamentary Group, Steve Elliott, Chi Onwurah MP, Shadow Science Minister and former North West MP Lord Hunt.

CNW AWARDS DINNER

As we mentioned in our Spring Newsletter, it is still our intention to hold a regional sector awards event during 2011-2012. At the time of writing the Spring newsletter we thought the dinner would take place in October, however due to timing and a number of other events in the Autumn period we have decided to schedule the dinner for February 2012. This remains in our current membership year and we hope that it will be well supported and as successful as the previous events.

We are still looking for additional support and sponsorship before we formally announce the awards categories and details of the event. If your business is interested in supporting our awards, acknowledging performance within the sector and region whilst promoting your own involvement and business offer, we would be pleased to speak to you.

Please contact Duncan Simcock, duncan.simcock@chemicalsnorthwest.org.uk for further details.

In the meantime please keep the 16th February clear in your diaries and watch out for further updates.



SCIENCE AT WORK WEEK 2011

Following the success of "Science at Work Week" in 2010 Catalyst wanted this year's event to be bigger and better than ever before as part of their International Year of Chemistry celebrations. They were very pleased to say that it was a HUGE success with more organisations exhibiting than ever before and a record number of school pupils taking part throughout the week.

With a very wet pipe rig from United Utilities, explosions in the lab from HSD Loss Prevention, secret writing from Pentagon and demonstrations with "dry water" from the Centre for Materials Discovery, Catalyst had representatives from 21 different organisations over the five days. There was also a presence from the Royal Society of Chemistry young members from both the Liverpool and the Manchester sections, giving young scientists a chance to practice their science communication skills.

Once again, the event was supported by pharmaceuticals company AstraZeneca from Alderley Park in Macclesfield and Catalyst were very grateful for their involvement. Sue Halliday, Catalyst Education Manager said "By supporting this event AstraZeneca made it possible for us to help enthuse and inspire a record number of school pupils about science and open their eyes to the many and varied career paths available to them within the sector. The North West has long been associated with the chemical industry and we hope that by bringing schools and industries together at events like this, we will help to ensure that the North West has the expertise to grow the industry in the future."

The event attracted almost 1000 pupils and teachers, not only from local schools but schools from as far afield as Oswestry,

Rossendale and Bolton. Tony Murray from The Grange School in Runcorn said "Thanks for inviting us to this event. As STEM coordinator I've been very impressed with the range of activities from the industries involved and with the organisation of the day. Everything has run like clockwork and the pupils have had a great day."

AstraZeneca have supported the event for the last two years however, Catalyst are seeking a new sponsor for next year's event which will run from 19th - 22nd June 2012. If you would like an opportunity to enthuse and excite school pupils about science and careers within the sector during Science at Work Week or via some other opportunity, then please contact:

Meryl Jameson on 0151 420 1121 or email meryl@catalyst.org.uk.



MEMBERSHIP

We are now offering reduced membership fees on a pro-rata basis for 2011/12. Contact us for further details.

How all members can benefit:

- Belong to the community of chemistry-using industries in the North West, the leading UK chemical manufacturing region.
- Opportunities to promote and grow your business within the sector and beyond.
- Networking and learning from peers at industry events
- Participate in projects and advocacy for the benefit of your business and the industry as a whole.
- Contribute to the industry's voice in influential forums.
- Workforce development opportunities through the National Skills Academy for the Process Industries.

Membership is valid from 1st April - 31st March (some benefits are date specific and may not be available to companies joining through the year).

Individual Membership (one person businesses) - £140 + VAT

- Free / reduced entry to Chemical Elements - the monthly industry networking event.
- Free website profile to promote your business.
- Feature opportunities in the quarterly Chemicals Northwest newsletter.
- Free entry into the annual Chemicals Northwest

- Sector Directory.
- Support and assistance with regulation and other legislative issues.
- Discounted ticket for the Chemicals Northwest Awards Dinner

Micro Corporate Membership (2 - 9 employees) - *£250 + VAT

*we will hold the price for current members, in 2011/12, at the new individual rate of £140 + VAT

As individual PLUS:

- Free multiple-entry to Chemical Elements - the monthly industry networking event
- Free exhibition opportunities at Chemical Elements.
- Speaker opportunities at Chemicals Northwest and other industry events.
- Discounted ticket/s for the Chemicals Northwest Awards Dinner.

Standard Corporate Membership (10+ employees) - £490 + VAT

As other categories PLUS:

- Discounted rates to attend the Royal Society of Chemistry's Essential Skills Management courses.
- Access to our Members' Buying Club on a no savings, no fee basis.
- Discounts and special rates for professional services, such as recruitment and insurance.

For a comprehensive list of member benefits or to join us, visit: www.chemicalsnorthwest.org.uk/membership or call 01928 515678

CALENDAR SEPTEMBER-NOVEMBER 2011

29TH SEPTEMBER 2011: Breakfast networking event, Heath Business Park.

20TH OCTOBER 2011: CE:103 Strengthen your Exporting Expertise, Full day workshop, Heath Business Park.

8TH NOVEMBER 2011: CE:104 Improving Operational Excellence, Full day workshop, Venue tbc.

24TH NOVEMBER 2011: Breakfast networking event, Heath Business Park.

SEE OUR WEBPAGE FOR FULL DETAILS OF ALL OUR EVENTS WWW.CHEMICALSNORTHWEST.ORG.UK



EVENTS REVIEW

CNW BREAKFAST NETWORKING TAKE TWO!

Our second breakfast networking event took place at the Heath Business Park on 20th July 2011 and was attended by nearly 40 people.

Lee Petts from Remsol provided a brief introduction to the Waste Regulations 2011 and what it will mean for waste producers, especially in the context of the recent Waste Review. Judith Friesl from Lancaster University Management School spoke about the Lancaster University Management School successful track record in the management and delivery of funded business support programmes that have assisted over 1000 regional businesses in recent years. Tricia Francis from UK Trade & Investment presented on how UKTI can offer support to companies wanting to develop and grow their export business. Tricia also gave a brief on the workshop event we are running on 20th October on export at the Heath Business Park.

The event was yet again a great success with extremely

positive feedback including comments such as "a step up on many business breakfast get-togethers" and "it's very helpful having short inputs on key topics from those who know their subject. A good session."

These events are attracting many non-member companies who Chemicals Northwest have not dealt with before, so for those of you who have very little time to spare for events please come along for an hour to the next breakfast event on 29th September and see how beneficial it is for your business.



INNOVATION AND INDUSTRY

Our 101st Chemical Elements event took place on 14th July at Daresbury Science & Innovation Campus; the topic was based around Innovation and Industry.

Prior to the event, we offered a site tour for people to partake in. This incorporated some aspects of the award winning Daresbury Science & Innovation campus, including; Innovations Technology Access Centre, the laboratory based incubator, The Engineering Technology Centre with its world class engineering capabilities and the Virtual Engineering Centre where prototypes can be visualised before production.

Our event, which had over 30 people in attendance featured presentations from Andrew Bennett from STFC who provided an introduction to the Science & Technology Facilities Council and how it is helping high tech SMEs with research and development projects and how to get access to the facilities, expertise and services of the research council. Mike Holmes from The Knowledge Centre for Material Chemistry gave an overview of KCMC current

activity. Adam Chaplin who leads the polymer research team at Victrex spoke about the work that Victrex have been doing with the KCMC. Colin Tattam from Chemistry Innovation and Yvonne Armitage from the Biosciences Knowledge Transfer Network presented on innovation opportunities for the chemistry-using businesses and a case study from the Industrial Biotech sector.

The event was very well received with feedback such as "Excellent event, enjoyed the tour".



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