

S T E E E

WHAT'S THE IMPACT
REGIONAL GROWTH FUND

ENERGY INNOVATION AWARDS
I-TAC WIN 'BEST SERVICE PROVIDER'

NORTH WEST SUCCESS
IN QUEENS AWARDS FOR ENTERPRISE

Chemicals North West Awards Dinner 2011-2012

**1st MARCH
2012**

The Imperial War
Museum North
Salford Quays,
Manchester.

AWARD CATEGORIES 2011-2012

INNOVATION: Innovative Product or Process
SUSTAINABILITY: Manufacturing Excellence
or Environmental Technology

SKILLS: Investor in Training and
Staff Development

IMAGE/HSE: Corporate Social Responsibility
or Responsible Care

INTERNATIONAL TRADE

SERVICE BUSINESS OF THE YEAR

MANUFACTURING BUSINESS OF THE YEAR

VISIT
www.chemicalsnorthwest.org.uk/events/awards
for more information.

Sponsored by:



MEMBERSHIP CONTINUES TO GROW



Welcome to the winter edition and the second of our new look magazine. Again we have several pages highlighting new members and their activity.

This is an indicator and a testimony, that interest in the sector and the need to connect with businesses is still of high value, and this, at a point where we are over half way through our membership year. That said we need to continue to attract new members from all parts of the sector, particularly from the manufacturing and supply areas. We need to do this to remain sustainable as we move into the second membership year with no public funding. So, if you are a large business wanting to support the industry sector or a small business needing to connect with others and gain awareness of issues and impacts please get in touch with us to discuss your interest. If you are already a member company please don't forget to recommend us to other businesses.

Lastly, it is fantastic news that we have now confirmed and formally announced the Chemicals Northwest 2011/12 Awards. We look forward to receiving your nominations for the award categories and hopefully seeing you on the 1st March 2012. See the information in this newsletter for more details, visit our website (<http://www.chemicalsnorthwest.org.uk/events/awards/>) or give us a call on **01928 515678**.

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MEMBERSHIP

WE ARE NOW OFFERING EXTENDED MEMBERSHIP FOR 2012/13. NEW MEMBERS CAN BENEFIT FROM JOINING NOW THROUGH TO MARCH 2013. CONTACT US FOR FURTHER DETAILS

- 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:

- 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 (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.

CORPORATE (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

HAVE THE CLOCKS CHANGED RECENTLY?

Over the last few months you may have noticed that our "Chemical Elements" events have changed times from the norm! Usually the events run from 3.30pm to 6pm, however the last couple of events have been full day sessions with an extended breakfast session planned for our January event. With this in mind, we would value your feedback (from members and non-members) on timings of our future chemical elements events – would you rather they were extended morning sessions, evening sessions (finishing before 5 or after), full day seminars, or maybe even a mixture of them all?

We do appreciate that some of you may not like getting up that extra bit early to come to a breakfast event, or due to family commitments may not want to stay past 5pm

so we would like to hear your thoughts. We do try and take all feedback into account but sometimes it is hard to please everyone, however this feedback would be greatly appreciated as we work towards Chemical Elements future events.

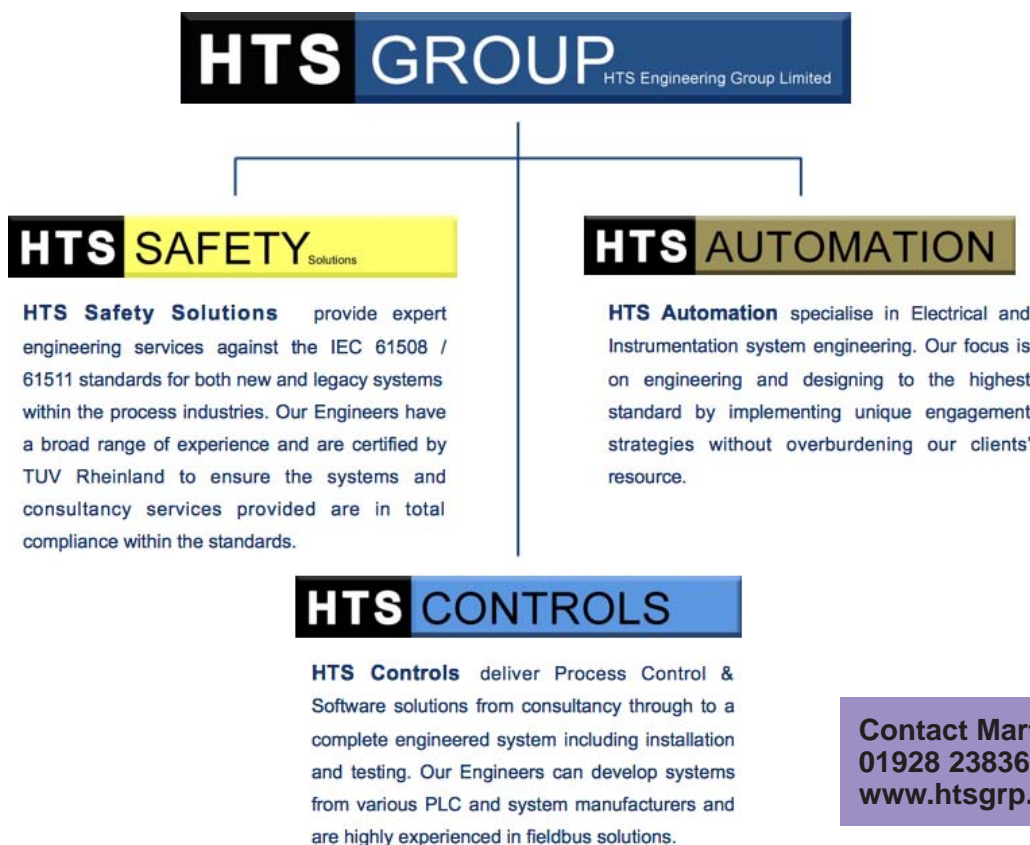
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MEMBER'S SPOTLIGHT

HTS GROUP

HTS Engineering Group specialise in delivering Electrical, Control and Instrumentation (EC&I) systems. Our services are focused on Instrumented Control and Instrumented Safety systems. The group's core skills are rooted within the Instrumentation, Control & Electrical Engineering services sector. HTS Engineering Group is a dynamic company delivering a high level of engineering and expertise combined with cost efficiency.

HTS GROUP operates three key services that can be tailored individually or as one complete solution to suit our clients' requirements. These services cover the key specialist areas of Safety Instrumented System (SIS) Engineering, Process Control & Software Engineering and Contracted Engineering and Design services.



Contact Martin Hold on 01928 238360 or visit www.htsgrp.com.

WIRRAL METROPOLITAN COLLEGE



Wirral Metropolitan College are pleased to announce Heather Aspinwall, Curriculum Leader in Applied Science and Mathematics as winner of a prestigious WISE award for her motivational work inspiring female pupils into Engineering and Science.

Heather received the WISE Advisor Award from Her Royal Highness the Princess Royal at the awards ceremony on 19 October 2011 at London's Institute of Engineering and Technology.

The WISE (Women into Science, Engineering and Construction) Awards, in association with the European Aeronautic Defence and Space Company EADS, celebrate those who inspire young women into the field of science, technology, engineering and mathematics.

Ms Aspinwall, became passionate about promoting Science and Engineering because of her own negative experience.

Speaking at the Awards Ceremony, Heather said "My careers advisor was very dismissive, saying that girls don't and can't do that. I want Wirral Met to be a place where we say, 'Yes you can!' Engineering and Science are creative, exciting and financially rewarding professions, open to everyone. Girls and women can be part of designing and creating the future too".

REACH OUT... IF YOU NEED A HAND!

Regulatory Compliance Services is an independent consulting and service organisation run by Gillian Elwell, a qualified chemist with 30+ years experience in the chemical industry dealing with chemical legislation, management systems and regulation.

We aim to:

- Help industries that manufacture and/or use chemicals to comply with EU chemical regulatory requirements through advice, training, and general support. Main areas of expertise being REACH, CLP and (M)SDS.
- Assist companies who wish to implement ISO management systems to meet the requirements of the standards.

In particular in the area of REACH we have extensive knowledge of the practical aspects of the legislation through having been closely involved with SIEF's, Consortia and acting as lead registrant for more than one substance. This has resulted in a good understanding of what REACH means to business and the problems being faced with implementation.

We also have well proven expertise in authoring safety

As part of our continued dedication to employment through Education, Wirral Met are continuing to fund 16-18 year old and 19+ Apprentices.

Apprenticeships gain the essential skills and the experience employers need to impact on their business, through a balance between on the job training, work experience and assessments.

Apprenticeships include the Intermediate Apprenticeship for Laboratory Technicians, Advanced Apprenticeship for Laboratory Technicians and Process Manufacturing.

We also offer level 4 HNC and level 5 HNDs in Applied Biology or Applied Chemistry through day release.

Wirral Met work with a wide range of employers from Unilever, Superdrug and the NHS to smaller businesses and start ups and has an excellent reputation for delivering high quality, flexible training solutions to businesses across all sectors.

From free training and short courses to degrees and professional qualifications, our opportunities are guaranteed to bring the best out of your people.

Contact employer.services@wmc.ac.uk, call 0151 551 7610 or visit www.wmc.ac.uk.

Gillian Elwell

Regulatory Compliance Services

data sheets in compliance with EU, NAFTA and other country requirements.

In the area of management systems we have a successful track record of designing, implementing, operating and maintaining ISO management systems having been responsible for the introduction of 9001:2000 and 14001:2004 at two sites.

Regulatory Compliance Services is based in the North West of England, well positioned to provide service to industry in the Greater Manchester, Merseyside, Cheshire and Lancashire areas.

The website www.gillianelwell.co.uk contains more information on services offered and personal profile details

If you have any queries concerning REACH, CLP and SDS or if you would be interested in getting a quotation then please get in touch as follows;

**Telephone: +44 (0) 5602187808 (office),
+44 (0) 7917434016 (mobile)
e-mail: gelwell@hotmail.co.uk**

CRA EUROPE LTD



Conestoga-Rovers & Associates (CRA) is an international environmental consultancy, with European operations based in Nottingham. Since the early 1970s, CRA has worked for some of the world's largest multinationals on projects including; global environmental and safety management systems implementation, installation and facility permitting, contaminated land remediation, corporate sustainability report verification and carbon accounting.

The European operations, Conestoga-Rovers & Associates (Europe) Ltd, has its own client base and has been delivering high quality environmental consultancy services since 1995, specialising in:

- Environmental Management Services – EMS, integrated management systems, corporate responsibility, carbon/GHG accounting, compliance auditing, environmental metrics, strategy development, training and EHS auditing;
- Industrial Operations Support – Environmental Permit management, BAT, EIA, air emissions,

water emissions, waste and resource efficiency, noise, odour and energy assessments, health and safety services including COMAH and risk assessment. These extend to include process design, environmental engineering and sustainable manufacturing;

- Property and Land Services – Property transaction advice, site investigations, risk assessment, remediation, geotechnical investigations, and EHS due diligence services including ASTM standard Phase 1 assessments.

Our overall skill sets have also been utilised during plant decommissioning and clearance of facilities including those placed on "care and maintenance".

For further information on the services CRA can offer, please contact the Nottingham office on 0115 965 6700 or info@cra.co.uk.

AON TRADE CREDIT OVERVIEW



Aon Trade Credit is the leading global trade credit broker with seven offices and 100 dedicated specialists in the UK and 500 specialists worldwide. Our team of trade credit experts have an unrivalled track record in providing professional and customised receivables management services to SMEs, major UK corporates and multinational businesses. Whatever your business, we provide innovative **credit risk protection, credit management** and **trade finance** solutions to enhance your commercial strategy and promote sales growth.

Being the biggest does not always mean you're the best, but in Aon's case, we feel that our market position is a clear indicator of our ability to successfully understand and represent our clients' best interests whatever their strategic or business goals. We feel we offer a best in class broking service and pride ourselves on offering clear distinctions from our competition in respect of our people, our products, our market position and our overall performance.

We feel it's imperative that our clients have the right people to support their business, particularly on industry specific issues. Aon's chemical team is highly trained,

technically competent and sector focused ensuring they are ideally placed to find the right receivables management solution for your business. Our experience is evidenced by the fact that we support over 50 clients in the chemical and pharmaceutical sector to protect nearly £2 billion worth of domestic and export trade receivables against commercial and political risk through a range of credit insurance programmes.

Added value from Aon Trade Credit:

- Objective advice and one-stop-shop for credit risk management solutions.
- A dedicated team and a world of resources.
- Industry sector experts to ensure your specific needs are understood and met.
- Unrivalled capabilities through The Hub our online receivables management solution platform.
- Best in class broking teams to negotiate the most competitive terms for cost, cover and service.

To find out more about our proposition and solutions, visit www.thehub.aon.co.uk or email deborah.kelly@aon.co.uk.

INTRODUCING *e*MANSYS

Established in 2008 *e*MANSYS is a consortium of specialist consultants with over 30 years of practical experience in the fields of environmental, health, safety and quality assurance management systems, Corporate Social Responsibility, policy research, project evaluation, event management and training.

The *e*MANSYS team is lead by Stephen Sykes, Principle Consultant. Stephen has worked in the chemical sector in various production, health, safety, environmental and quality management roles (1981 – 1996).

Stephen also gained valuable experience working for the UK's leading environmental regeneration charity Groundwork, leading and developing the business support activities (Groundwork *ebs*) at local, national and international levels as well as working with companies of all sizes and business sectors. (1996 – 2007)

The Team's experience is summed up below.

- Environmental Management Systems (ISO 14001, BS 8555)
- Environmental Awareness Training (CIEH Level 2 Environmental Principals and Best Practice or bespoke)
- Carbon Footprinting (ISO 14064, GHG Reporting Protocol)

MET ENGINEERING LTD

Met Engineering Limited (MetEngUK), the Manchester-based specialists in meteorological and environmental monitoring equipment, provide instrumentation and associated engineering services to professional customers throughout the British Isles.

Chemical and pharmaceutical manufacturers and processors often may need to measure, record or log continuous surface wind data as part of their safety management system, as such information can be invaluable when it becomes necessary to mitigate the effects of a hazardous release to the atmosphere.

MetEngUK has the capacity and expertise to supply and install cost-effective and reliable wind measurement systems designed to meet the exact requirements of specific applications; wind data can be presented in several formats, such as hard-copy printout, direct reading displays, industry-standard current loops, RS-232, RS-485, etc., or any combination of several formats.

Occasionally, certain processing or manufacturing applications make it desirable or necessary to monitor other atmospheric conditions such as air temperature, dew-point temperature or relative humidity; MetEngUK

- Waste Management Applications
- Health and Safety Policies
- Health and Safety Management Systems (OHSAS 18001)
- Risk Assessments and Method Statements
- Health and Safety Training
- Quality Assurance Management Systems (ISO 9001)
- Policy Research
- Project and Programme Evaluations
- Event Organisation
- Corporate Social Responsibility

*e*MANSYS
Sustainable Business Solution



Contact us on <http://www.emansysuk.com/contact.html> today for an informal discussion about your business challenges and how *e*MANSYS can help you turn them into opportunities!

 MetEngUK

can also provide the expertise to select the most suitable instrumentation for these and any other applications where accurate meteorological or atmospheric measurements are needed.

MetEngUK's range of supporting engineering services is available nationwide, and includes: Consultation; site selection and preparation, systems installation and commissioning; routine maintenance; sensor calibration; fault-finding and repair.

To learn more about available instrumentation, systems and services, please contact:

John Redman, Sales Manager

Met Engineering Limited, Unit 3, Mode Wheel Road, Manchester, M5 5DQ.

T: 0161 737 2627

F: 0161 737 2628

E: john@metenguk.com

W: www.metenguk.com

PROTEA LTD: A NORTHWEST-BASED PROCESS MEASUREMENT SOLUTIONS PROVIDER

Protea was founded 15 years ago and pioneered the use of FTIR-based (**Fourier Transform Infrared**) on-line process and emission monitoring in the pharmaceutical, batch and specialty chemicals industries. With a staff background including skills in both process engineering and instrument design, we specialise in delivering bespoke solutions to our customers. This means that each system is tailor-made and engineered to meet the customer's exact requirements.

Protea's strength lies in the combination of the optimal sampling arrangement and measurement principle to meet each process or emissions measurement requirement. At the core of our technology portfolio is the **ProtIR Series** FTIR Analysers. Protea has optimised the deployment of FTIR in gas and liquid process analysis.

Our solutions are based around exceptionally stable, robust spectrometers with Protea's own chemometric software, creating an excellent analytical platform that can be relied upon 24/7 to produce first class results. The **ProtIR's** measurement accuracy is assured as full spectral analysis of each application's sample matrix is always taken into consideration during the design process of a system. We provide an *application-focussed* solution, tailoring the technology hardware and software to the situation, rather than a one analyser fits all approach.

FICHTNER CONSULTING ENGINEERS LTD

Fichtner is an international engineering and project management consultancy employing 2000 people worldwide and offices in over 40 countries. With its head office in Stuttgart, the Company is Germany's largest independent engineering consultancy.

Fichtner is known for its intellectual independence and the unusual depth of technical knowledge that it applies on behalf of its clients.

The Fichtner office in Stockport, Cheshire, was founded in 1991 and employs more than 70 engineering and project management staff and has an annual turnover of around £8 million. The company provides civil, structural, electrical, mechanical, process and chemical engineering design services, including pipe stress analysis. The Company uses the Fichtner group in-house software



Protea

advanced monitoring
process improvement
pollution prevention

Typical **ProtIR** applications include:

- Trace gas impurities in bulk gas production
- Process analysis of common industrial gases such as vinyl chloride, dichloromethane and formaldehyde
- Monitoring of speciated VOC's from thermal oxidisers or carbon bed absorption systems

Protea also uses other analytical and monitoring technologies including:

- Mass spectrometry
- Laser Spectroscopy
- Semi-conductor based sensors

One of our key strengths is our ability to investigate processes using our own mobile equipment, as a precursor to clarifying a custom solution.

Located in the Northwest, we are extremely well placed to offer the chemicals industry the unique combination of being a solutions provider that also has the capability to undertake periodic monitoring studies as well.

Cameron Stathers
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Mobile: 07920 796095
E-Mail: cameron.stathers@protea.ltd.uk

FICHTNER Consulting Engineers Limited

for process simulation and electrical systems analysis and the UK Company is able to undertake numerical modelling and simulation of complex engineering and production systems.

Fichtner provides engineering design and project management services to process industries, public utility companies, waste management companies, developers of renewable energy schemes and financiers. The UK Company is currently project manager for the RDF (Refuse Derived Fuel) fired combined heat and power plant under construction at the works of Ineos Chlor in Runcorn.

Visit www.fichtner.co.uk for more information.

REGIONAL GROWTH FUND -SECTOR IMPACTS

The jury is still out on the Regional Growth fund being the vehicle to help kick start the economy and create jobs. There were concerns about the take up and full sign off of the 45 Round One approvals, as the Round Two successful bids were announced on 31st October.

The second round fund has £950m available which will be shared by the 119 successful bids. However this is not a final number, as there is a due diligence process to complete and even then, there is no guarantee the company or organisation will give a final sign off to the funding they will contribute themselves.

Regionally, the North West and the chemical sector in general are both well represented in the Round 2 successful bids. The region accounts for £227m of the overall fund, spread across 34 projects. The chemical and process sectors have a number of bids related directly to manufacturing and operational business in both the North West and North East Regions, including Chemicals Northwest members: Siemens, Pilkington's and Lucite.

The second round included multiple project or initiative funding bids from organisations and consortia. These make up a large proportion of the overall fund and the Siemens, Manchester bid was part of one of these projects. It is difficult to tell if this type of bid will give support to or have a wider impact on the chemical manufacturing or using sector.

Siemens offered us an overview of their involvement in the process:

The Manchester operation of global engineering and technology company, Siemens plc, received confirmation of £3.5 million funding from the Regional Growth Fund as part of a programme of bids submitted by the Greater Manchester Local Enterprise Partnership.

The grant will be used as part of a wider planned investment of around £30m by Siemens along with development partners in the site at Princess Road, West Didsbury, to expand operations in Siemens' green technology portfolio.

The council-backed scheme for further development of the site includes the construction of an additional new building for use by Siemens, redevelopment of the existing Sir William Siemens House premises into a 'Sustainable Technology Park', as well as a number of joint R&D initiatives with local universities focused on environmental technology.

Juergen Maier, managing director of Siemens Industry in the UK & Ireland, said: "This very positive news is an essential step to fully realising our ambitious plans for developing our Manchester site to take advantage of the emerging opportunities of the green economy and to bring the necessary engineering skills here to the North West.

"Confirmation of the funding through our joint bid with the Greater Manchester Local Enterprise Partnership means that we can now proceed with obtaining final approvals for the development of the site, which we anticipate will create up to 400 positions over the next three years".

As part of its commitment to the North West, Siemens also intends to use the funding to strengthen its partnerships with universities in the Greater Manchester area and to distribute its global portfolio of R&D activities to regional centres. This will provide indirect funding for training and support of undergraduates and post-graduates, enhancing the locally available skills available for rapidly growing technology companies.



For more information about the Round 2 bids visit...

<http://www.bis.gov.uk/policies/economic-development/regional-growth-fund>

LAUNCH OF NEW TECHNICAL APPRENTICESHIP SERVICE FOR SCIENCE BASED INDUSTRIES



Jayne Edwards, newly appointed Managing Director of TAS

The Technical Apprenticeship Service (TAS) is an easy to use recruitment service for employers, providers and apprentices. It was officially launched on 13th October, by Cogent Chairman, Tom Crotty at Cogent SSC's Annual Skills Forum hosted by Wirral West MP, Esther McVey, at the House of Commons.

It is a new subsidiary of Cogent, initially funded from the Department for Business, Innovation and Skills (BIS) Growth and Innovation Fund, but with a longer term remit to be fully self-sustaining.

The newly-formed Technical Apprenticeship Service is an employer-led organisation which attracts, selects and places technical apprentices.

The service aims to increase apprenticeship numbers in the Process Sector by addressing barriers – for example, establishing new provision in areas which have previously lacked specialist technical training. The over-riding aim is finding **“real jobs for real apprentices”** but TAS will support employers who might not be able to employ the apprentice at the outset.

Jayne Edwards, TAS Managing Director said, *“the wide support for TAS demonstrates the importance of science-based apprenticeships to the economy; we look forward to supporting employers, particularly SMEs, in finding the right calibre of people for their business”*.

For further information visit www.the-tas.com.

SKILLS OVERHAUL BOOSTS PRODUCTIVITY AT BASF SITES

At the request of BASF Management, the National Skills Academy for Process Industries (the Skills Academy) was asked to provide a comprehensive Skills Assurance assessment of the level of competence for Operating Staff at its Bradford and Grimsby sites against the independently verified Gold Standard, a competency framework for the process industries.

BASF has a well-established commitment to training and development, but recognised that the Skills Academy could bring an objective approach to its skills and training infrastructure.

In parallel the Academy examined the training infrastructure at BASF sites in Bradford and Grimsby, making a comparison of the training material, standard operating procedures and assessment packs used to develop and maintain competence.

The competence assessment was tackled via a two-pronged approach. Firstly the training infrastructure was analysed using the ASET (Assessment System for Employer Training) tool and at the same time a Training Needs Analysis (TNA) exercise was undertaken.

The TNA involved interviewing selected staff members to



assess their level of competence against the Gold Standard role profiles. The TNA identified a lack of process knowledge and interventions have now been put into place, including several employees receiving BIT (Business Improvement Techniques) Level 2 training, which helped to reduce significant amounts of waste throughout their processes. Several employees have since gone on further to study BIT Level 3 and this has also led to further cost savings. A Shift Manager said, *“We have been really impressed with the training that has been put into practice, the Skills Academy helped to identify funding and they also connected us with an Academy Accredited Training Provider.... Since the BIT training the whole place looks and feels different”*.

BASF has since gone on to recruit a training manager responsible for the management of training at both sites, as recommended by the Skills Academy. As a result of BASF's commitment and dedication to skills and training the company has been named on the Cogent Gold Standard Roll of Honour.

For a no obligation chat with one of our Account Managers about how we can help with your organisation's competence journey, contact us on, 0845 607 0140.

I-TAC SHINES AT ENERGY INNOVATION AWARDS

STFC's Innovations Technology Access Centre (I-TAC) is the proud winner of the 'Best Service Provider Award' at this year's Energy Innovation Awards.

The awards celebrate outstanding achievements of individuals and organisations across the UK currently leading the way in energy innovation and sustainability.

I-TAC is already home to five companies working within the energy sector and won the award for its high-tech innovation research and development facility which aims to maximize the impact of local knowledge, skills and facilities for the benefit of North West energy, environment and biomedical sectors.

Martin Morlidge, I-TAC Manager said: "We are delighted that I-TAC has been recognised at the Energy Innovation Awards for the quality of our service provision. Since we opened our doors last year we have attracted more than 20 cutting-edge companies across a range of sectors that are all developing new technologies and products to compete in a global market. These thriving companies have so far created more than 34 jobs, five new products, two licenses and eight patent applications.

We would also like to congratulate I-TAC tenant Atmos Technologies, who also won the Energy Innovations Award's, New Energy Generation-Energy Innovation category. These awards seal what is a highly successful year for I-TAC.

The Energy Innovation Awards are supported by a host of leading organisations including the Northwest Regional Development Agency (NWDA), European

Regional Development Fund (ERDF), CE Electric, EA Technology Group, Electricity Northwest, Energy Networks Association (ENA), Institute of Engineering & Technology (IET), and The Northwest Fund for Energy & Environmental, ScottishPower Energy Networks, Scottish and Southern Energy and UK Power Networks.

The Energy Innovation Centre, located in Capenhurst, Cheshire, fosters innovation and provides a gateway to accelerate innovative products and technologies to market. I-TAC hopes that these awards inspire further innovation and hope to be a part of more of these awards in the future.



I-TAC receives their Energy Innovation award from Chris Lowsley, MD of EA Technology ISI Ltd

ALTREMIS SUCCESSFUL AT EXCELLENCE AWARDS!



CNW member company, Altremis, scooped the 'Special Award for Lean' at the North of England Excellence Awards 2011. The awards held in November recognise businesses of all sizes from across the North of England who demonstrate good business practice and show a commitment to continual improvement and innovation.

Altremis Limited is a consultancy and training company based in Manchester. Altremis employs a process based approach and methodology to address business priorities such as; competitiveness, growth and quality, ultimately helping clients to improve their processes,

create value and achieve their objectives in the areas such as; Business Continuity, Operational and Quality Management.

Altremis won the award for their work with service company, First Recruitment Group, demonstrating that service companies may have more to gain than they realise from using Lean methodology and Six Sigma's systematic approach to business improvement. The method allows them to revisit processes, get to grips with chronic issues and identify opportunities to better serve customers.

For more information about Altremis and North of England Excellence please visit their respective websites: <http://www.northofenglandexcellence.co.uk/index.asp> and <http://www.altremis.co.uk/>

SUCCESS FOR THE NORTH WEST FROM THE 2011 QUEEN'S AWARDS FOR ENTERPRISE



Earlier in the year two of our member companies were recognised for their achievements in The Queen's Awards for Enterprise. The Awards are highly prestigious, recognising outstanding achievement by UK businesses in the categories of Innovation, International Trade and Sustainable Development. To win the Queen's Award for Enterprise in the category of International Trade, the recipient must show a substantial and sustained increase in overseas earnings over six years, to a level which is outstanding for the products and services concerned, and for the size of the organisation.

Her Majesty The Queen makes the awards on the advice of the Prime Minister, who is assisted by an advisory committee that includes representatives of government, industry, commerce, and the trade unions. The award lasts for a five-year period.

One of the winners, RS Clare & Co, recently acknowledged its achievement by organising a presentation and celebration with its staff.

RS CLARE & CO. LTD

AWARD FOR INTERNATIONAL TRADE.



RS Clare & Co Ltd started trading in Liverpool in 1748. Distillation of turpentine and later tar, created markets in protective coatings, disinfectants and ultimately road maintenance, where it is still a key player. Today the company is also a manufacturer of specialist lubricating greases with leading positions in the upstream oil, railway and shipping industries.

Success with blue chip companies in UK has led to development of niche markets overseas to over 30 countries increasing exports to 50% of turnover and more than doubling in 3 years. New markets include central Africa, Syria, Romania, Gabon and Trinidad and Tobago.

Dame Lorna Muirhead DBE, Lord Lieutenant of Merseyside and Prof Helen Carty High Sheriff visited the company to present Merseyside's only Queen's Award for Enterprise: for International Sales 2011. In marking the Company's success Dame Lorna said she was impressed by the positive atmosphere, the cleanliness of the factory and the enthusiasm which was so apparent.

UNIVERSITY OF MANCHESTER

AWARD FOR INTERNATIONAL TRADE.

The University of Manchester can trace its roots back to 1824, before a merger between the Victoria University of Manchester and UMIST in 2004 created a powerful new force in Higher Education, with a transformational vision and a truly global ambition.

The University wins the Award in the International Trade category for its outstanding achievement in more than doubling annual overseas income during the last six years to £93m in 2010.

Professor Dame Nancy Rothwell, President and Vice-Chancellor of The University of Manchester said: "We are delighted to have won this highly prestigious honour, which recognises the fact that Manchester has a truly global reputation and that international students recognise the quality of education, the value of a Manchester degree and the support and guidance that we are able to offer".

The University of Manchester has developed a new coherent strategy to support international student recruitment, backed up by effective marketing and strong liaison with overseas governments and academic institutions. Manchester has also put increasing emphasis on broadening its international research funding, culminating in the award of the Nobel Prize for Physics to Professors Andre Geim and Konstantin Novoselov last year.

RSC ACKNOWLEDGES HISTORICAL DEVELOPMENT



The Royal Society of Chemistry, the UK Professional Body for chemical scientists, honoured the work of research scientist Charles Suckling by awarding a Chemical Landmark Plaque to Catalyst Science Discovery Centre at a presentation ceremony on Saturday 22nd October.

Whilst working at the ICI General Chemicals Research Laboratories in Widnes, Charles Suckling and his team developed an inhalation anaesthetic called halothane which, between the early 1960s and the 1980s, became the world's most successful and most used anaesthetic.

Members of the RSC, trustees, sponsors, friends and local dignitaries were welcomed to Catalyst by Trustee, Dr Jenny Clucas who said "It is a great honour to accept this award on behalf of Catalyst in this, the International Year of Chemistry and I am delighted that Professor Colin Suckling, son of Charles Suckling, and his family were able to join us on this special occasion. The breakthrough that the team made here in Widnes, helped to revolutionise surgical procedures across the world and Catalyst will be thrilled to display the blue plaque on the front of the building."

Professor Colin Suckling delivered a short presentation about the history of halothane, its development in the research laboratories and the subsequent impact that

it had on him personally and throughout the medical profession. He said that his father was extremely proud that he and his team were being honoured in this way.

Presenting the award, RSC Executive, Professor Paul O'Brien said "Chemical Landmarks are the Royal Society of Chemistry's official recognition of historical sites where important chemical breakthroughs have been made and are an RSC initiative to commemorate, emphasise and awaken public interest in historic developments in the chemical sciences.

Although the actual laboratory where halothane was developed has sadly been demolished the RSC are proud to award the plaque to Catalyst as this building was close to the site and was also used by ICI as the Tower Laboratory."

The plaque was formally unveiled by Professor Colin Suckling and distinguished guest, Professor Martyn Poliakoff from Nottingham University and the Royal Society's Foreign Secretary.

As a tribute to the work undertaken by Charles Suckling and his team, Catalyst has installed a permanent exhibition about anaesthetics, the development of halothane and the impact that it had across the world. To find out more about Catalyst visit the website at www.catalyst.org.uk



CALENDAR JANUARY - MARCH 2012



25th January 2012: Breakfast networking event, Heath Business Park.

1st March 2012: Chemicals North West 2011-12 Awards Dinner, Imperial War Museum North, Manchester.

28th March 2012: CE:106 Subject TBC, Venue TBC.

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

STRENGTHEN YOUR EXPORTING EXPERTISE – PROVES POPULAR!

Our October Chemical Elements was based around Exporting; it was a full day workshop and seminar event which attracted nearly 50 attendees.

The event was aimed at giving delegates a fresh insight into choosing their next export market, researching it effectively and looking at new ways to safeguard their sales income by clever use of INCOTERMS, payment terms and export finance.

Anne Williams from the British Chamber of Commerce started the event with a presentation on how to begin the process of sorting out where/who you can export to. Anthony Griffiths from Strong & Herd spoke about why people want to deal with the UK as a potential export partner and how to use the EU Free Trade Agreement to the UK advantage. Douglas Barrett from

UKTI in Seoul spoke about the exporting potential to South Korea as a target market.

After lunch the event continued with Anne Williams discussing how to go about using market research to secure your potential new customers. Anthony Griffiths followed on with a presentation on INCOTERMS and how to use the coding to reduce the risks to companies in the UK of exporting abroad. Joanne O'Donnell and Martin Wright from HSBC ended the event by discussing ways to reduce the risks related to payments and monetary transactions.

The event was not only full to capacity but feedback was extremely positive with one non-member saying "A very well spent day. Good choice of subject matter. As a non-member, I found this CNW event excellent value." One of our member companies stated "very good event – exactly why I joined CNW. Good speakers who really knew their subjects."

For further details on the Export Hub Group, which Chemicals Northwest are involved in, please contact Duncan Simcock using the details on page 3.

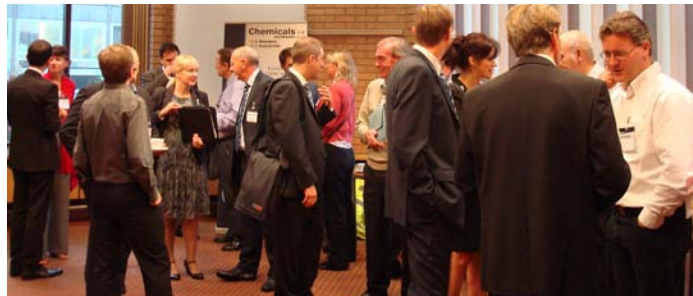


CHEMICAL BREAKFAST

Our 3rd breakfast networking event was held in September and again proved to be a successful format with some positive feedback from the attendees, including: "The breakfast sessions are an excellent mix of networking and learning from a diverse group of businesses. Thanks again for facilitating them" and "you can find people and find some time to chat with them".

In addition to the main purpose of the event, networking, there were 2 short pitches on industry related topics. Gordon Neilson from Optimised Energy Solutions based at Daresbury SIC discussed how best to: manage your energy saving opportunities, the business needs and the fundamentals of energy management. Relating how their

software, training and support packages enable improved results through self management. Karen Hands from Thought into Action Ltd spoke about striking the balance between preparation, action and review when completing tasks, whether you work individually or as a team. Karen also provided food for thought at the end of her pitch by giving the delegates a thought for the day!



REDUCING YOUR WASTE!

Waste Reduction and Re-Use was the topic for our September Chemical Elements event run in conjunction with NISP Northwest. NISP (National Industrial Symbiosis Programme) is a free business opportunity programme that delivers environmental, social and economic benefits and is the first industrial symbiosis initiative in the world to run on a national scale. The event was attended by over 30 people, with a sector perspective from the Environment Agency and insights from NISP and some of their industrial partners.

Paul Nash and David Forster from the Environment Agency gave a view on current issues, legislation, changes to their approach and details on the Chemical Sector regarding waste trends. Ewan Macdonald from NISP spoke about how they work to find solutions by bringing together traditionally separate industries and organisations from all business sectors, with the aim

of improving cross industry resource efficiency and sustainability by using one company's waste as another company's raw material! Pete Barlow from Essar's Stanlow Refinery discussed how NISP introduced them to a company who bought one of their waste products to use in their process, which led to significant cost savings for the refinery. Finally Steve Weston from Costdown Consultancy, who works with businesses in the NISP programme, spoke about plastic recycling trends and what the opportunities are for companies to send material into the re-use and recycle streams. Steve also demonstrated some of the products that are manufactured and benefitting from recycled materials and how this process is producing more efficient and versatile end user products.



OPERATIONAL EXCELLENCE - PROCESS INNOGATEWAY REVIEWED.



The November Chemical Element event again took the form of a full day interactive workshop aimed at improving the operational effectiveness of your organisation and used the data gathered during the Process Innogateway Project programme, as a reference point. The event was run in partnership with ABB Engineering Services with contributions from some of their sector specialist as well as Sarah Grindrod who was the CNW programme manager for the initial project.

In March 2011 a report was produced by Chemicals Northwest that summarised the findings of the programme. The report identified that the North West had some World Class performers. It also suggested that many organisations had invested in continuous improvement but were finding sustainability of that an issue. Similar conclusions were drawn on maintenance and reliability

improvements, energy improvements and other areas of manufacturing and business operation.

The event was specifically aimed at operating companies, the target audience being like minded operations personnel who wanted to network, share good practice and take away new ideas to further improve their business performance. The workshop consisted of a series of interactive sessions to:

- Understand the issues
- Discover the methods utilised to make improvements
- Learn about the tangible benefits to be achieved
- Appreciate how to make improvements sustainable

Each of syndicate sessions considered:

- How do the conclusions of the report reflect what is happening in your business?
- What examples of good practice could be shared so that the other delegates could learn?
- What are the common issues that you still face in embedding continuous improvement?
- What benefits have been realised?

Finally there was an opportunity to discover the help that is available from Chemicals Northwest, ABB and others.

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