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Issue 6

December 2016



North East Automotive Expo 2016 Brings a Stellar Line-up of Industry Big Names

NEAA Celebrates 200 Company Landmark

Members FS Design and Amtech RP Collaborate to Deliver After Market Rear Seat Table for Nissan

Electric Futures:
What Innovations will Revolutionise the Automotive Industry in 2021

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NEAA Membership

As a proactive industry-led cluster group, the North East Automotive Alliance (NEAA) is here to represent and work on behalf of the whole North East automotive sector.

Whether you are a sole trader or a multi-national, the NEAA offers a fantastic opportunity to join a network of North East automotive supply chain companies all working towards the same goal of driving the sustainable economic growth and competitiveness of the region's automotive sector.

Members will immediately benefit from the promotion of the North East automotive sector's capabilities on regional, national and international levels and the network's ability to connect the supply chain to business opportunities.

The NEAA is a not for profit organisation limited by guarantee and membership is restricted to companies and not personal membership. Fees start from as little as £200 +VAT per annum and are based on a company's number of UK employees.

Vision

To support the economic sustainable growth and competitiveness of the North East of England's automotive sector.

Benefits

- Business and collaboration opportunities
- International trade, new business opportunities and supply chain connections
- Business Competitiveness Programmes and sharing of best practice
- Addressing current skill gaps, attracting talent, apprenticeships and links to education
- Insights into latest technologies and stimulating innovation
- Regular networking and knowledge transferring events
- A single unified voice for the North East automotive sector to key stakeholder groups
- Publicity of your business and the regions capabilities on a global level
- Coverage in the quarterly NEAA NETwork magazine
- Monthly NEAA e-newsletter submissions as required
- Detailed company profile on the NEAA Website Supply Chain Directory
- Access to NEAA's exclusive members' area for sharing knowledge, information and business opportunities, plus use of the M2M direct messaging
- Free/ discounted entry to NEAA events
- Discounted Energy and Insurance Schemes
- Access to member to member offers
- Marketing support
- Technical and funding advice
- Industry intelligence

NETwork Editorial & Advertisement Contact Details

Laura Gage | Marketing & PR Manager

Email: lgage@northeastautomotivealliance.com

Tel: 0191 516 4400

Mob: 0770 381 9228

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NEAA Welcomes Nissan's Decision to Build the New Qashqai and X-Trail SUV in Sunderland

The NEAA welcomes the recent news that the new Qashqai and the new X-Trail SUV is to be built at the Nissan Sunderland plant.

Paul Butler, CEO of the NEAA says: "Nissan's announcement is fantastic news for the North East automotive sector and the UK economy as a whole.

"It is testament to the excellence of the Nissan employees and its globally competitive supply chain that the Sunderland plant has been able to secure this investment ahead of increased competition from within the Nissan-Renault Alliance. It certainly re-affirms the regions position as a global centre of excellence for automotive manufacturing."

The UK Government has been able to provide confidence that the UK will remain a globally competitive place to do business and the industrial strategy will provide a clear long term plan for UK manufacturing. This confidence will definitely cascade throughout the supply chain and the wider UK automotive sector; and provide a springboard for future growth and expansion of the sector.

This decision and the planned increase in production to over 600,000 vehicles per annum further strengthens the NEAA's role in supporting the sustainable economic growth and competitiveness of the regions automotive sector.

As an industry led cluster the NEAA provides a cohesive network through it companies take a collaborative approach to support the growth and expansion of the sector.

Butler continued: "Our working groups will continue to engage with industry to collaborate and share information for the benefit of the sector.

"In addition, the NEAA has been able to secure ERDF funding to support over 160 SMEs across the North East region. This funding will not only allow the NEAA to improve SME capability in the existing supply chain but to also increase the breadth of the supply chain by attracting new SMEs into the automotive supply chain."

Alongside this, the automotive sector is facing unprecedented levels of innovation and change. Environmental concerns such as climate change and city air quality, safety and congestion pressures and changing customer tastes and model integration are driving this change.

Hybridisation of engines and electric car market really is taking off. Connected and autonomous vehicles will significantly change the way we interact with our vehicles. Whilst expanding model choices and increased personalisation will bring with it challenges and opportunities for more localised content.

Butler explained: "The UK is well placed to exploit these opportunities and grow the UK automotive sector.

"There is currently a £4 billion re-shore opportunity for the automotive supply chain and across the UK there will be further growth and expansion. Here in the North East we are organised and ready to embrace and maximise the growth opportunities for the region."

Nissan Sunderland Facts

- Manufactured over 8.5 million cars since 1986.
- Accounts for a third of all UK car production.
- Invested £3.7 billion into the development of the facility.
- A car is produced in about 25 hours from materials to a finished product.
- Outputs a new car every 58 seconds.
- Currently producing more than 500,000 cars per year.
- 80% of all vehicles are exported worldwide to more than 130 markets.
- The first UK premium brand - Q30.
- The region's biggest employer, with a headcount of more than 6,800.

Largest Automotive Cluster Speaks at Westminster for a Second Year to Cement the Regions Success

The NEAA has taken to the floor again at the House of Commons during a Reception hosted by Sharon Hodgson, MP for Washington and Sunderland West.

Hot after the announcement that the new Nissan Qashqai and the X-Trail SUV will be built in Sunderland, the NEAA and industry representatives visited Westminster to cement the significant contribution the North East automotive sector makes to UK PLC.

The event was an opportunity to highlight the challenges and opportunities the sector faces and showcase how the industry has taken a collaborative approach to these through the automotive cluster group, NEAA.

Sharon Hodgson, MP for Washington and Sunderland West said: "I was delighted to sponsor a second event with the NEAA, which is testament to the strong and growing automotive manufacturing sector in the North East, which now generates over £11bn of sales and employs over 30,000 people directly.

"In September Nissan celebrated 30 years of automotive manufacturing in Sunderland and with the news of the new Qashqai and X-Trail being built in the region, it certainly re-affirms the North East's position as a global centre of excellence for automotive manufacturing; and provides a springboard for the future growth and expansion of the sector."

Kevin Fitzpatrick, Nissan Divisional Vice President for European Manufacturing & Chair of the NEAA says of the event: "We were delighted to showcase the region's automotive industry to

the rest of the country at a second NEAA Westminster reception.

"We need to ensure that wider stakeholders are fully informed of the activity that takes place in the North East as well as the expertise that has grown here; and this event provided a platform to demonstrate this."

The event featured presentations from key industry figures highlighting the strength of the North East automotive sector.

Mike Matthews MBE, Managing Director at Nifco UK and Vice Chair of the NEAA, who spoke at the reception, said: "The NEAA works to overcome barriers to growth by providing a voice for the sector on regional, national and international platforms and driving the agendas of key issues such as innovation and skills.

"The NEAA is a vital support organisation not only for the North East region, but the industry as a whole, and this is why it was important to ensure Members of Parliament were well informed of this activity."

Paul Butler, CEO of the NEAA further commented: "The NEAA is very much industry-driven, with all our working groups populated by industrialists who work together and share best practice in order to improve regional performance.

"One of the reasons NEAA was formed was to raise awareness and act as the voice of the North East automotive sector. The Westminster Reception was about letting the Government know how the North East industry is driving the region's competitiveness."

Councillor Paul Watson, Leader of Sunderland City Council said: "The alliance has become an important organisation in a very short space of time. This importance is reflected in its growing membership, its activity, and how the automotive sector is a major part of the North East and national economy.

"The NEAA is helping to drive growth and this event was about reminding decision-makers in Westminster how important the North East's automotive sector is to UK PLC."





North East Automotive Expo 2016 Brings a Stellar Line-up of Industry Big Names

Over 350 delegates flocked to the sell-out North East Automotive Expo at Sunderland's Stadium of Light at the end of September.

Now in its second year, the event has grown significantly, and brought a stellar line-up of the industry's big names to the region.

A total of 16 buyers were at the event, including representatives from Nissan, Jaguar Land Rover, Komatsu UK, Cummins UK, Nifco UK, Gestamp Tallent, Calsonic Kansei Europe, Faltec Europe and Faurecia, to make contacts and discover products and services available in the North East.

The event also featured a new Technology Showcase, which gave 16 businesses a platform to display their latest products, services and technologies to an audience of potential buyers and stakeholders.

NEAA CEO Paul Butler said: "We are running a new ACE SME Programme, working with 160 small and medium enterprises over the next two and a half years.

"Part of this is showcasing technologies in SMEs and providing the mechanisms for them to pitch their innovative technology to larger companies."

The Expo, which is all about showing off the strength and depth of the North East's automotive industry and helping firms to win new business, also featured keynote speeches from Nissan's Kevin Fitzpatrick, Vice President for Manufacturing in the UK, and Jaguar Land Rover's Michael Mychajluk, who heads the company's supply chain and external engagement and purchasing. Between them, the two companies are responsible for two-thirds of the UK's vehicle output.

The three exhibition areas were sold out and packed with 70 companies displaying their products and services, plus an

outside demonstration area which displayed vehicles, products and interactive elements from Komatsu, Briggs Equipment, RS Components and Infiniti.

Paul Butler said: "The size and scope of our second expo reflects the fact that the NEAA is now the largest automotive cluster in the UK and one of, if not the, fastest growing clusters in Europe.

"The expo is all about raising the profile of the North East automotive sector and we were delighted that more organisations and VIPs visited the second event from outside the region.

"It's an ideal platform to raise awareness, really push the value being created here in the North East and promote the significant and growing capability that exists here."

The pre-event dinner was also a sell-out success hosting over 140 industry professionals at the National Glass Centre with dinner guest speaker Richard Parry-Jones.

Thank you to the 2016 Expo Sponsors which include Make it Sunderland, South Tyneside Council, North East Local Enterprise Partnership, Briggs Equipment, Evolution MRO, Altec Engineering Group and Horizonworks Marketing.

Companies interested in being a part of the 2017 North East Automotive Expo can now book their stand space, register as a delegate, take a sponsorship position and express interest in delivering a workshop or presenting at the next Technology Showcase where we hope to have an even greater presence of potential investors. Visit the events pages of the NEAA website or contact Laura Gage, Marketing & PR Manager at the NEAA.



North East Automotive
expo2017



Invisible Systems monitoring system

Wireless Energy Monitoring and Control

Invisible Systems Ltd, is helping Teesside-based ElringKlinger GB Ltd, understand it's energy profile with granular energy monitoring across a selection of machines and Gas and Electric incoming supplies.

Following on from a successful energy monitoring installation with Kasai UK Ltd, which provided savings and helped with behavioural change, deputy managing director, Peter Watson invited Invisible Systems to present its wireless monitoring solution to the NEAA in July 2016.

After Managing Director, Pete Thompson's presentation to the members, Invisible Systems received instruction to install a monitoring solution at ElringKlinger's factory in Redcar, Cleveland.

ElringKlinger identified a need to understand energy consumption within its manufacturing process that could be installed quickly, had no interruption on the manufacturing process and provided granular half hourly energy data.

The solution provided by Invisible Systems not only solved those issues but within 48 hours of instruction to install, several RF wireless sensors had been installed and commissioned. The system is monitoring energy from the site incoming gas and electrical supplies, plus a selection of manufacturing machines, and is already helping ElringKlinger identify high energy consumption and influence its targeted energy savings programme.

"The system is already helping ElringKlinger identify high energy consumption and influencing the company's targeted energy savings."

Mr Vahid Tambe, Technical Director Invisible Systems Ltd said: "We have since received further enquiries from Adient (formally Johnson Controls) in Washington and Lear Corporation in Sunderland. We expect to install at Lear in early 2017 but have already completed the installation at Adient".

Invisible Systems is an established company, now in its 14th year,

providing Wireless Energy and Condition Monitoring for many clients such as Greggs, National Grid and Delphi. The system is robust, reliable and has a proven track record of achieving savings in an industrial environment.

The RF wireless system is versatile, not only monitoring utilities such as electric, gas, water and steam, but also reporting on productivity and conditions within the manufacturing or critical environmental areas. Battery powered transmitters are simple to install and are available in various forms such as wireless electric sub-meters or arranged to connect to mains incoming pulse or Modbus meters, plus a wide range of sensors for condition monitoring. A cellular/ internet gateway collects the information and sends data over the mobile network to Realtime Online, a web based reporting and alarm notification platform.

The solution can also provide condition monitoring and reporting for compliance such as water temperatures for Legionella Control and cooling towers, plus HACCP reports for food safety.

For more information:

Vahid Tambe | Technical Director
Email: info@invisible-systems.com
Mob: 07506 710470 | Tel: 01539 722520

www.invisible-systems.com

About ElringKlinger

Teesside-based ElringKlinger GB Ltd is a subsidiary of the multinational company, ElringKlinger AG. Experts in the design and manufacture of speciality gaskets from both soft and hard materials, the company also produces sealing solutions for engine, transmission and exhaust applications, as well as manufacturing heat shields both for engine bay and under body.

invisible systems
DELIVERING INFORMATION

elringklinger



Nick Morton, General Manager at MICC speaking at the ACE SME event in November

NEAA Commences ACE SME Roadshow

The NEAA has commenced the first in a series of ACE SME Roadshows which are aimed at informing SMEs in the North East about the opportunities and benefits that can be gained from the NEAA's ACE SME Programme.

The ERDF funded program, Advancing the Competitiveness of NE Automotive SMEs (ACE SME), aims to support the growth and competitiveness of 160 SMEs over three years, offering a minimum of 12 hours (£1,000) of direct support.

It seeks to:

- Improve the competitiveness of SMEs
- Attract new SMEs into the supply chain
- Provide business and collaboration opportunities
- Support entrepreneurship
- Expand business capability through business excellence and increased trade

The first event was held at the Quadrus Centre, Boldon and welcomed SMEs already on the programme who wanted to gather more detail, as well as those looking to join the programme and find out how to get engaged.

The NEAA was delighted to welcome Nick Morton, General Manager at MICC Ltd, who are an SME based in Washington manufacturing the world's largest range of Mineral Insulated heating, thermoelectric, compensating & Enhanced Fire Survival wiring cables.

He spoke about how MICC has benefitted from the alliance's previous SME Supply Chain Development Programme and how they are currently engaged in the NEAA's ACE SME Programme.

Look out for dates in 2017 when the NEAA's ACE SME Roadshow will be coming to your region.

SMEs already on the ACE SME Programme will undergo a company diagnostic, of which the NEAA has now appointed a number of consultants to carry this out.

If you would like to know more about joining the ACE SME Programme, please email sme@northeastautomotivealliance.com or get in touch with a member of the NEAA Team.

SMEs Benefit from Exposure at Advanced Engineering

In November, the NEAA took a congregation of eight SME companies to Advanced Engineering 2016 at the NEC Birmingham.

Funded through the ERDF ACE SME Programme, SMEs were able to showcase their products and services at the UK's only 100% dedicated show and open conference for automotive body, chassis, powertrain and 'production' supply chain engineering.

SME's included Amtech RP, Workwear Express, Evolution MRO, Gorud Engineering, E-Max Systems, Signal Plastics, Ford Engineering and FS Design.

Amongst the deals being made across the event's 700 exhibiting suppliers and partners, were packed forums hosting popular industry experts from the likes of Airbus, Alstom, Bentley, JLR, Magna and many more.

Overall assessment of the event has proved positive and the SMEs benefitted from having a presence as part of the NEAA stand at a far lower cost than exhibiting on their own.

Sylvia Dickinson, New Business Development Manager at Amtech RP said of the event: "The show for us was excellent. Stand sharing is a great way to experience a show such as Advanced Engineering at the NEC and we would highly recommend it."

Peter Oram, Commercial Director at Evolution MRO said: "It was a great stand, we had a lot of feedback, we had some great customers come and see us and it was really worthwhile."

Mark Thompson, Business Development Manager at Gorud Engineering said: "We came away with a number of good leads and we really appreciated the opportunity to exhibit with the NEAA and put Gorud in front of so many potential clients."

"We thought the stand was very well thought out and appreciated the benefits of being part of the group."

Nick McGladdery, Solutions Sales - UK of E-Max Systems said: "The show was a fantastic opportunity to showcase what we do to customers and potential prospects. We were really please to be invited by the alliance."



Zeynel Badak, Director at E-Max Systems talking with visitors at Advanced Engineering



Looking at Best Practice for Stock Control

The NEAA, working with NEAA member Evolution MRO, is looking at how it can help members transfer existing MRO systems/ approaches to better control stock usage and ultimately save costs.

Often the case in many manufacturing environments, supply chain processes can be complex and siloed. Evolution MRO offers a variety of services aimed at controlling stock and reducing spend on engineering, maintenance and indirect materials for the manufacturing and process industries.

Evolution MRO provide a number of systems including radio frequency identification technology (RFID) and industrial vending machines to control stock throughout any facility. The benefits for customers include greater control of strategic parts, removal of NVA activities and on-going cost down delivery.

Currently, Evolution MRO is working with members Unipres and ZF TRW to deliver their ongoing stock management and cost reduction activity.

Stuart Sanderson, HR Manager at Unipres said of the Evolution MRO system: "Evolution has provided us with an automated RFID stores management and vending solution, facilitating closer controls on spend and usage. This real time data has allowed us to reduce indirect costs along with overall inventory and substantial unit cost savings."

The NEAA is looking at ways this competitive activity can be transferred to other members of the automotive cluster. For further information on this, please contact Stuart McGivern, Project Manager at the NEAA.

Business Excellence Changes to Business Competitiveness

Following the NEAA's last Board Meeting, it was decided that the Business Excellence working group would be renamed to Business Competitiveness because this was deemed a more appropriate name for the activities this working group delivers and fits into the NEAA's long-term goals.

NEAA Works with OEMs and Tier 1s on KPI Calibration

The NEAA is currently working to calibrate KPI's from OEMs and Tier 1 members to support masterclass visits where 'Best in Class' KPIs have been established.

The KPIs look at subjects such as internal rejects, staff turnover and absence levels, customer PPM and right first time.

This process will support the 2017 Best Practice Visits where the focus is concentrated on transferring knowledge to support members' competitiveness. Look out for the 2017 schedule!

Augmented Reality: The Future of Training?

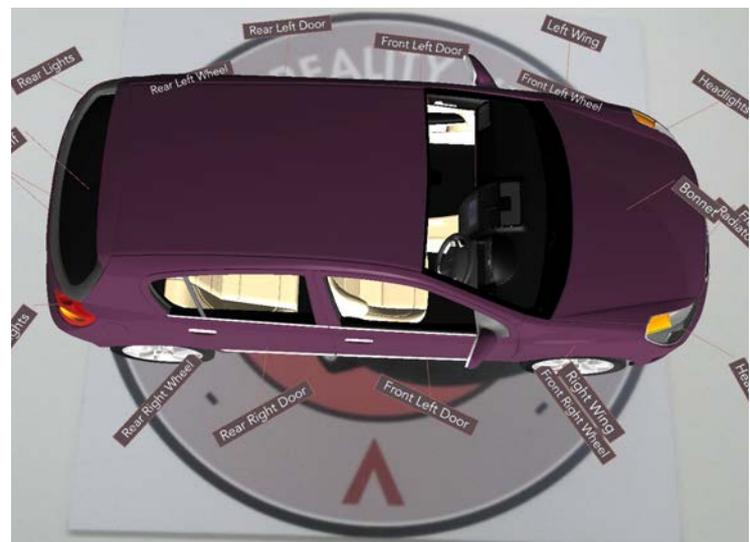
Emerging Technology Agency, Spearhead Interactive has had an initial scoping meeting with Tier 1 supplier, Kasai UK, around the use of augmented reality in their manufacturing process.

Augmented reality is a great tool for visualising training processes and providing valuable feedback to staff and managers to ensure that operations are being performed correctly and safely; improving efficiency, productivity, saving time and reducing waste for companies.

Dan Riley, Managing Director at Spearhead said: "Spearhead Interactive have been developing augmented and virtual reality software specifically designed to replicate, improve and optimise processes for businesses since 2013 and offer best-in-class applications for industry training, including manufacturing, engineering and logistics.

"The tools can provide a fully interactive and user-tracked simulation of the environment; overlaying virtual objects, labels and documentation into the real-world without taking up valuable machine time – providing benefits to employers and employees at a number of levels, from sales and operations, to training and more."

This potential member collaboration is a direct result of the two companies meeting at the North East Automotive Expo 2016.





L to R: Ivan Jepson, Director of Business Development at Gateshead College; Chris Ford, Managing Director of Ford Engineering Group; Chloe Kingsland, Ford Engineering Apprentice & Geoff Ford, Chairman of Ford Engineering Group

NEAA Gets Behind Member Collaborative Skills Partnership

A dynamic partnership which brings together NEAA members, Gateshead College and Ford Engineering Group, is set to keep the region at the top of its game in high technology industries.

Ford Engineering Group has chosen Gateshead College to deliver apprenticeships, workforce development programmes and traineeships as part of its plans to upskill its existing staff and create engineering career opportunities for young people.

The first apprentices have already started, splitting their time between Ford Engineering's sites across the region and the college's Team Valley-based Skills Academy for Automotive, Engineering, Manufacturing and Logistics – a £5.5 million purpose built facility that has seen recent investment of more than £300,000 in state of the art machinery and tooling.

Upskilling programmes for existing staff kicked off in October and will see the traditional day release model changed to on-site training, meaning there is minimal disruption to the daily operations of the business. Traineeships are currently in development and will run from September 2017.

Geoff Ford MBE, chairman at Ford Engineering Group, says: "There continues to be a chronic skills shortage in engineering and it's our place as employers to be proactive in developing and nurturing the next generation of skilled workers.

"I first opened the Ford Engineering Academy back in 2013 with the aim of identifying talented youngsters with the right attitude and a thirst for knowledge who we could train to deliver exceptional levels of performance, service and quality.

"It's now time to refresh our training offer and I'm delighted to have Gateshead College on board as we set out to relaunch it. They quickly got to grips with how we operate and have identified training solutions that will help us to remain competitive while further increasing the capabilities of our talented workforce."

Using its expertise in engineering training provision, the College

is designing and customising a range of programmes aimed at preparing talented youngsters for the world of work, instilling a positive work ethos while equipping them with skills and knowledge in engineering fundamentals.

A workforce development programme will cater for existing staff, providing opportunities for upskilling people working across the factory floor as well as developing the managerial skills of team leaders and other senior employees.

Ivan Jepson, business development director at Gateshead College, adds: "The North East has a reputation for excellence in engineering and Ford in particular is recognised worldwide as one of the major players in the precision engineering industry.

"It's fantastic to be working with such a high calibre company and playing a key role in helping them to maintain their position as a global market leader for manufacturing and engineering."

Founded in 1910, Ford employs around 160 people and comprises Ford Aerospace and Ford Component Manufacturing which, between them, supply the aerospace, automotive and earthmoving equipment markets throughout the world.

Gateshead College has range of training and workforce development solutions which are tailored to individual business needs. Any interested member should contact Eddie Leng, Project Manager at the NEAA, in the first instance.

NEAA Supports Graduate Speed Interviewing Session

The NEAA recently supported Newcastle University at a speed interviewing session aimed at preparing graduates for job interviews.

This is a great initiative for graduates who are final year students seeking Graduate opportunities but lack the confidence and experience required in an interview environment.

Eddie Leng, Project Manager, NEAA said of the event: "Although this is a mock environment, the opportunity to take part in live interviews with real industrialists is invaluable in preparing the Graduates for the real world."

Electric future:
2021
PREDICTIONS



EVERY OTHER CAR ON THE ROAD WILL BE AN EV

E-MOBILITY INTEGRATION WITH PUBLIC TRANSPORT OPTIONS

THE SMART HOME AND THE CAR

WIRELESS CHARGING

FILLING STATIONS OF THE FUTURE

Electric Futures: What Innovations will Revolutionise the Automotive Industry in 2021

North East automotive technology company, Zero Carbon Futures, celebrated its fifth birthday in October.

Since 2011 the electric vehicle consultancy has grown from a locally based business managing the roll-out of electric vehicle charge points to a national project management company overseeing the delivery of a number of charge point infrastructure and battery development projects.

To mark this five year milestone, we asked the team to look ahead to the next five years and tell us their predictions for the industry in 2021.



Every other car on the road will be an EV

This is quite a bold statement since the number of electric cars currently only represents 0.13% of total vehicles licensed. However, we have to have be ambitious if the UK is ever going to meet its Committee on Climate Change (CCC) targets for ULEV uptake.

We hope that by 2021, the idea of electric cars will be a familiar one to every home and choosing an electric car is the default position. But if our electric vehicle prediction does come true, that's 18 million licensed electric cars on the road which will have major implications on the power demand.



Filling stations of the future

Once more models are on the roads, with different battery sizes and therefore different charging times, we're inevitably going

to see variations in charging patterns. More powerful batteries mean that people will need to charge for longer but they will be doing so less frequently.

Urban 7kW charging may no longer be what the masses need and we believe that recharging stations, made up of multiple chargers delivering up to 350kWh of power will be commonplace in Cities and on the highways of the UK.

We'll be seeing the first of these as early as 2017 and we imagine by 2021 we'll have a model that incorporates coffee shops, supermarket chains, amazon collection points and more.



Wireless charging

It may not be commonplace but we will be seeing wireless static at least being trialled on streets by 2021. With almost half of the housing stock in the UK with no off-street parking, this is going to be a vital piece of the jigsaw to remove the barrier to charging for many.

Add autonomous parking into the picture and we could be seeing some phenomenal trials of self-parking / charging cars which are able to move as demand dictates.



The smart home and the car

It's been a long time coming but we're sure that by 2021 we will be seeing the vehicle being fully integrated with the house as part of the energy mix.

Smart logic will be used to decide where energy is coming from in the home - whether that's solar panels or even the car being part of the fuel options available. Newcastle City Futures group are already designing digitally enabled demonstrator homes to explore some of these new technologies.



E-mobility integration with public transport options

From the way we pay for our charging through to smarter travel planning which incorporates route planning and charging intelligence, we anticipate that by 2021 electric cars will be fully integrated into public transport options by 2021.

The concept of Mobility as a Service is already being introduced into Cities and electric cars will be an integral part of the consumer choice through car sharing and ride sharing.

Find out more about the work of Zero Carbon Futures visit:

www.zerocarbonfutures.co.uk



CW Applied Technology manufacture from 10 (or even less) piece prototype volumes up to 5000+ a week

CW Applied Technology: The NEAA's First Irish Member

CW Applied Technology is a dynamic business which offers design, manufacture and commercialisation services to facilitate successful electronic enabled innovations.

The company joined the NEAA back in October 2015, so we caught up with John O'Connell, the Managing Director of the Irish-based company, to learn more about what they do and how they can support the North East automotive sector...

Could you tell us more about CW Applied Technology?

When people ask me what CW Applied Technology do, I usually start with what we don't do! It helps to avoid getting pigeon-holed in people's minds too early in the conversation.

We design products both for ourselves and other people through our contract design services but we are not a classical contract design house. We are not a contract manufacturer as that term is classically understood but we do offer contract manufacturing services!

What we are is first and foremost an engineering company. We offer design services in the electronics area and we work with all manner of companies from start-ups, to SMEs, to multi-nationals. We believe that R&D should be more accurately entitled R,D&D where the second 'D' stands for Demonstration and that is a strength of ours due to our manufacturing capability.

Having said that, we also work with many companies who already have their product design completed and who are looking for manufacturing services. Where we differ here from your standard contract manufacturing service is that we only engage with clients where we believe we can leverage our engineering capability to support a client in making their current product or subsequent products better...either in functionality or

indeed, ease of manufacturing. There are many contract manufacturers competing in the market at present. We distinguish ourselves from the vast majority by our engineering capability and that's our USP.

We came into being as a company following the completion of an MBO on 1 June 2015. Prior to this, we had operated as the European HQ for the US multi-national, Connor Winfield Corporation. Connor Winfield is best known in the world of Telecoms timing.

In our 15 years as Connor Winfield Ltd here in Ireland, we developed a new line in timing components, developing a GPS engine and a range of products based around that engine which were marketed under the title 'Navsync' (a combo-burger of Navigation and Synchronous timing). We also did a good deal of development work in the Internet of Things field (or M2M as it was known when we began).

Now as CW Applied Technology, we offer Internet of Things (IoT) solutions to clients as opposed to just components as we had done previously. Industry 4.0, for example, is of very strong interest to us, both in terms of product development and in partnering with companies anxious to develop solutions.

So we work with different clients across a broad range of different industries including agriculture, automotive, manufacturing, power electronics, consumer products where we can bring our background in product development, particularly in the areas of positioning, timing, communication & sensing. Those skills and experience have opened up opportunities for us in areas we hadn't even considered when we set out on this journey.

What differentiates you as a business in terms of your offering?

The key differentiator is the twin offering of design capability and manufacturing capability. We manufacture from 10 (or even less) piece prototype volumes up to 5000+ a week. We can take an idea from concept straight through to volume production and ship directly to a customer's client if necessary. Partnership is what we want with customers and what we work towards.

What are your key target markets?

Our key target markets are automotive/transport, agriculture and security but we have toes dipped in many other industries thanks to our range of tech. skills. We do a great deal of work with start-ups in areas as diverse as medtech, golf, seniors technology, health & fitness, music, air-conditioning, led lighting etc. So if the challenge interests us from a technical and product perspective, we don't worry too much if it's a 'key target market' or not. We like working with creative people no matter where they come from.

Can your automotive developments be transferred across vehicle ranges?

Yes, without a doubt! In our successes so far in the automotive sector, we have collaborated with other suppliers in order to provide solutions to automotive manufacturers and that's the way I see us continuing to operate. We are ready for TS16949 audit in 2017 but we still don't plan to try to be a standalone tier 1 supplier. Collaboration is the way forward for us and we are going to stick to that strategy.

Do you have a strategy for the off-highway sector?

Collaboration & partnership mark our approach in all industry segments and the off-highway sector is no different. We have collaborated for example with road signage companies in the past. Interestingly, we are currently developing an off-highway product for which we don't have a defined customer in mind. This is a first for us as we usually have a customer already engaged and understand fully what that customer needs. This new product has been developed off the back of a 'bright idea' we had and it's likely now that we will be going in search of collaborators to help us bring that to market.

There is a risk that with all the talk of IoT, the hype can end up doing more damage than good. In our view, a very important approach for helping achieve the anticipated growth in IoT is to take existing 'good' products and add intelligence, making them even better and more useful.

In the off-highway sector, we have a lot of what can be termed 'street furniture'. Can value be added by increasing the intelligence of some of those items, without hampering the function they currently serve? If there is real value and you can avoid adding further street furniture in order to achieve it but rather 'upgrade' what is already there, then that's a win-win in our opinion.

We would very much like to engage with design and manufacturing companies operating in this area and see if we can collaborate on developing a 'more intelligent' product.



One of the high speed SMT lines (40K component placements/hour) which has removed all capacity issues



What was your reason for joining the NEAA?

Membership of the NEAA offers us the opportunity to engage with some of the world's leaders in the engineering sector. We are very interested in working within the broad automotive family but also in the broader engineering/ product development area for which the North East is well known. Having worked at an automotive electronics company supplying into Nissan for much of the 90s, I spent a lot of time in the North East and loved it, so any opportunity to go back is always welcome.

Key in our decision to join was our impression (which has proven to be a fact) that the NEAA is managed and run by great people, with tons of experience, knowledge and excellent connections. Membership is a must in our opinion!

How can you support the NE automotive sector?

We believe our skill set and capabilities are ideal for collaboration with those members of the NEAA who do not currently have options in the areas we are strong in and they would then be able to offer more to their end customers than they currently do.

Collaborate for growth is one of our core 'beliefs'. The fact that we are the first Irish member of the NEAA is interesting. Who knows how BREXIT will pan out but it could be useful for companies in the NE as well as those in Ireland like us to have collaborative ties. It may help us all to continue to serve both the British and EU market and help our respective businesses remain strong and continue to grow.

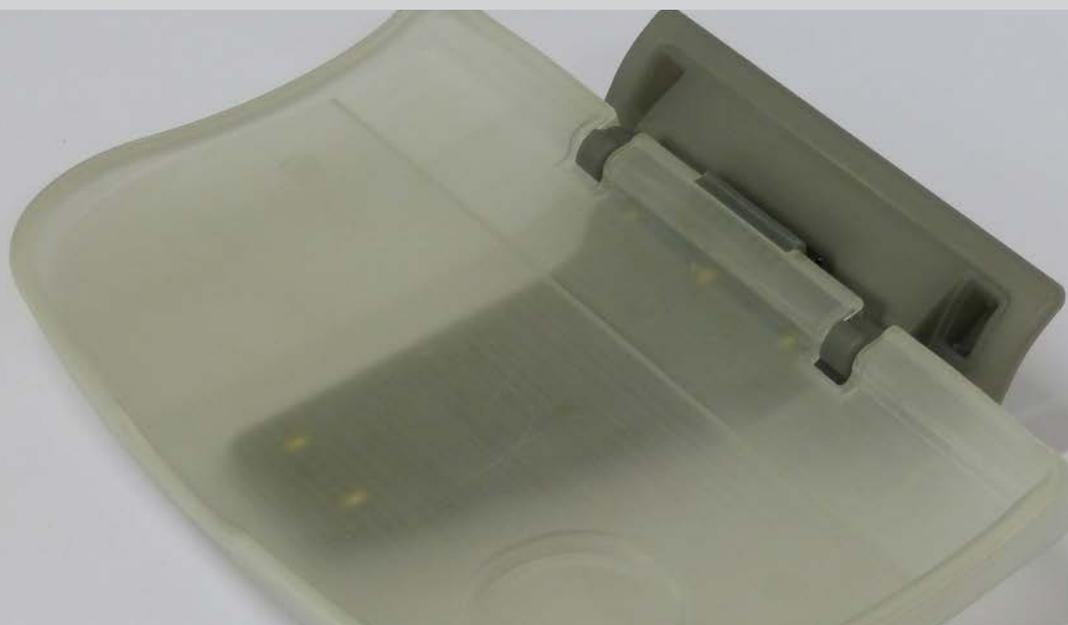
Why would you encourage other companies to join the NEAA?

Anyone who was at the recent NEAA Expo 2016 in the Stadium of Light won't need this question answered! The road to innovation continues for ever with no signs of slowing and the automotive sector is no different and may in fact be about to undergo it's most dramatic period of innovation in many years. The NEAA has membership drawn from the best and brightest companies in the region. Working with those companies can only help your business. Again, to return to our repeated drum beat and which is in fact what the CW in our name stands for...Collaborate to Win.

John O'Connell | Managing Director
Tel: +353876871295

www.cwappliedtechnology.com





FS Design rear seat table prototype

After Market Rear Seat Table for Client Nissan

NEAA members FS Design and Amtech Rapid Prototyping have come together to deliver a rear seat table for Nissan Sunderland.

FS Design Ltd was approached by Nissan to design, test and manufacture a car rear seat table, initially intended for the new Nissan Qashqai, but actually became fully transferable to other models.

Established in 2002, FS Design Ltd is a highly experienced, creative product design and development consultancy based in Sunderland, and has a long standing successful relationship with Nissan NMUK, NETC Cranfield & Paris.

The company operates in complex, high technology environments with the automotive sector at its core. It thrives on supporting clients with initial concepts and delivering innovative solutions; and the Nissan request for a rear seat table was a welcome challenge.

In order to move the project forward and ratify the product concept, fellow NEAA member, Amtech Rapid Prototyping, was commissioned to produce an SLA rapid prototype model.

Amtech is based in South Shields in the North East of England with an impressive team of experienced staff and has long been a preferred supplier of FS Design. Amtech's key services include 3D Printing, Vacuum Casting & Forming, Part Finishing and Model Making.

Working closely together the two companies produced the table, built in one piece using the very accurate Water Clear Ultra resin, which is excellent for part finishing and can be followed by an application of paint if required.

The hinge bracket was made from LV Grey (DSM Somos) resin, which is strong and durable. If you look closely at the picture you can see it has been drilled and tapped with treaded brass inserts attaching the main table.

The North East automotive sector has gained a significant boost following Nissan's recent announcement of new models to be built at the Sunderland plant, and it is particularly gratifying to see North East companies being involved in the company's success.

For further information on FS Design and Amtech Rapid Prototyping, please contact:

Clare Head | Director | FS Design
Tel: 0191 516 6652

www.fsdesign.co.uk

Ian Judd | Managing Director | Amtech Rapid Prototyping
Tel: 0191 454 1900

www.amtech-rp.com



AMTECH 
RAPID PROTOTYPING





39% Turnover Growth Sees Newcastle Law Firm Amongst UK's Fastest Growing

Newcastle-based Square One Law is amongst the fastest growing commercial law firms in the UK after reporting a soaring set of financials. Revealing its results, for the year ending 30th April, the business' turnover grew 39% to £5.3m. This follows year-on-year growth of 36%, averaged over the past three years.

A start-up only five years ago, Square One now boasts 15 partners and says it is working on building long-term, trusted relationships with its clients to continue its success story.

In addition to supporting its clients' organic and strategic growth, the firm has a strong track record in transactional activity. The firm completed 22 corporate transactions of over £500k during 2015/16, with a total value of £290m, whilst it reported 18 transactions each with a value under £500k.

Senior Partner, Ian Gilthorpe, explained: "The growth we have achieved demonstrates the strong position we have carved out for the firm in the market and the level of resource we can offer to our clients.

"We are delighted to be the fastest growing commercial law firm in the country, which is testament to our talented and highly ambitious team and the support we receive from our fantastic clients and business partners.

"It's also particularly impressive as it has happened in such a short space of time. We set out to transform the legal support available to business and business people in the North East, and our service offering has rapidly gained traction with high quality regional, national and international clients."

Chairman, Alan Fletcher, added: "We are understandably keen to let the market know about the growth we have achieved and, of particular importance, the significant level of resource we can offer when compared to our competitors.

"In these uncertain economic times, our business continues to perform well and, at its half year, is slightly ahead of another ambitious budget.

"We are now making major investments in a new Microsoft Dynamics heart to our business as well as expanding our premises to support our future growth."

Successful Launch of Marketing Masterclass

North East manufacturers were given support to boost their marketing regionally, nationally and internationally at a new initiative, launched in October.

The AMF Marketing Club, was launched by the Advanced Manufacturing Forum (AMF), and its marketing partner, Newcastle based business to business marketing company Horizonworks.

The AMF Marketing Club aims to create an environment where marketing expertise within the manufacturing sector is shared and utilised to encourage industry growth.

The inaugural event, 'Navigating through the marketing maze' featured industry experts who provided essential tips for choosing the best marketing approach, generating a marketing budget and the importance of marketing within the manufacturing sector.

Speaking at the first in a series of events was Samantha Davidson, managing director at strategic marketing company Horizonworks, who offered practical advice on getting started with marketing, strategy and implementation, and Julie Skevington, director at Sincero, a business funding and growth solutions provider, who discussed the potential funding options available to companies.

Colin Simpson, business development director at pump distributor & manufacturer Tomlinson Hall and Gill Main, business development manager at marine and engineering company Tyne and Wear Marine, shared their first-hand experience of marketing at national and international levels.

The launch of the AMF Marketing Club follows the success of its quarterly Finance Forum which is held in conjunction with chartered accountants Tait Walker, and its HR Forum held in joint venture with law firm Ward Hadaway.

Jack Hanwell, AMF manufacturing sector development manager, said: "I am delighted that the event was fully booked and that our members were able to tap into the knowledge and experiences of their colleagues throughout the manufacturing sector.

Samantha Davidson, managing director at Horizonworks, said of the AMF Marketing Club: "I am thrilled with the success of the first AMF Marketing Club; the expertise shared by members of the manufacturing industry was invaluable.

The next AMF Marketing Club will be held in January 2017.





Profits Rise 76% at ElingKlinger after Investing in New Technologies

Car parts component maker ElingKlinger (GB) is on target to reach goals for expansion plan after investing in new technologies which have helped to drive up profits by 76%.

The Redcar manufacturer, which makes sealing and shielding modules for brands including Ford, Jaguar Landrover, BMW and Honda, has posted accounts for 2015 which show how sales lifted 6% to £21.64m, and both operating and pre-tax profit rose by 76%, to £3.178m and £3.05m respectively.

The business – the UK arm of a company headquartered in Germany and one of a handful of engineering businesses to grow sales during the economic downturn – said product sales were 11% up against 2014 and profits had risen as new projects came on stream, with more to follow.

Director Ian Malcolm said in an accompanying report: “Due to project delays the full benefits of all the projects will not be seen until 2017.

“The introduction of new technologies to both new and existing customers has allowed the business to develop and grow with some significant new orders already obtained.

“These along with other projects being worked on mean that the company is on target to reach its previously mentioned expansion plans.”

Among the projects won was a deal in December which saw ElingKlinger see off global competition to secure a major contract set to deliver sales of £19.5m. The automotive manufacturer triumphed over its US and European competitors to win the supply contract with Ford, which will secure the eight-figure sales pipeline throughout the project lifetime.

The firm provided a competitive cost solution for Ford and invested more than £2m in a 400-tonne Servo Press at its Teesside site. Staff numbers also rose in tandem with sales and profits, with the workforce headcount jumping by 24% from an average of 192 employees to 239. The business also noted additional income in the form of a £260,000 government grant in relation to construction at the factory and new machinery, as well as a £300,000 feed-in tariff from its wind turbine which became operational in the accounts period.

A New CEO is Appointed to a Key Sunderland Business

Former Membership Director at EEF, the manufacturers' organisation, Andrew Buckley has been appointed as Chief Executive of innovation and technology transfer company, RTC North.

Andrew will take over from RTC North founder, Gordon Ollivere MBE, as Chief Executive on November 1st 2016. With a 30-year track record in marketing, sales, business development and general management, Andrew has been appointed to oversee the growth of the company and develop services to companies across the Northern Powerhouse.

Set up in 1989 in Sunderland, RTC was one of 12 Regional Technology Centres established around the country to help businesses develop new products and services by accessing expertise within regional universities.

Today, the company employs 65 people at offices in Sunderland, Leeds and Daresbury (Cheshire) and delivers a mix of technology transfer, innovation and growth programmes for small business.

The company currently delivers funded business support programmes including Innovate2Succeed, Designing Better Business, Enterprise Europe Network and NHS Innovations North.

RTC also supports the skills agenda and is home to one of a new network of STEM Ambassador Hubs. RTC has recently acquired Service Network, the North East's voice for the professional, creative and technical sectors. In 2016,

Outgoing CEO, Gordon Ollivere MBE, says: “Although our services are very diverse, ‘smarter use of technology’ in business and society remains at the heart of everything we do. Of course I will miss the variety and the stimulus of working with such intelligent people but I am confident that Andrew will lead the company forward to achieve even greater success in the future.”

Andrew Buckley added: “I’m delighted to be joining RTC at an exciting time in the organisation’s development. With a strong portfolio of business support programmes, complemented by a growing range of commercial services, RTC is well placed to help businesses across the Northern Powerhouse to innovate, improve their competitiveness and access new markets”.

RTC is also home to North East Process Industry Cluster (NEPIC), North East Automotive Alliance (NEAA) and Design Network North.





3P and People Gauge Announce a Collaborative Network to Promote People Engagement in the North East

3P and People Gauge have announced the launch of Engage North East, a collaborative network led by the two businesses to bring the Engage for Success movement to North East England. 3P and People Gauge are both official Regional Ambassadors for Engage for Success.

By working in partnership the two companies are combining their skills, experience and networks to bring together and help to educate businesses to build engaged, productive and aligned workforces and to foster cross-sector collaboration and best practice-sharing across North East England.

To celebrate the launch of Engage North East, an event was held at 3P's Head Office in Team Valley on 6th December.

3P (Peak Performance Partnership Ltd) is a Gateshead based business performance consultancy that specialises in talent management, helping businesses to grow their people, grow their talent and grow their business through their life-cycle talent management solution, ASPIRE. Established in 2013, the 3P team have a combined experience of over 100 years of improving business performance in blue chip companies.

Managing Director, Lindsay McGhie, endorses the link between high levels of employee engagement and organisational performance, as referenced in Engage for Success' Nailing the Evidence report (2012); the report also states only a third of UK employees say they are actively engaged at work and it is estimated that 20 million UK workers are not delivering their full capability or realising their potential at work.

People Gauge Ltd provides employee engagement surveys for businesses, organisations and schools who want to really understand how actively engaged their employees, students or parents are. People Gauge is based on the fundamental underlying principles of Maslow's "Hierarchy of Needs" model.

Engage for Success is a voluntary movement which was launched by the government in 2011 with sponsorship from senior chief executives across the private and public sector, specifically to raise awareness and understanding of the positive impact employee engagement can have in the workplace.

Prestigious Industry Award for Reprotect

Reprotect UK Ltd won one of four national awards, and two Reprotec employees were celebrated for their industry achievements, at the FeRFA awards 2016 which took place on Friday 11 November at the Belfry Hotel, West Midlands.

County Durham-based Reprotec in collaboration with Altro, a premium flooring provider, won the award for Small Industrial Project Of The Year for its work with Peterlee-based Walker Snack Foods. The award, which was sponsored by Huntsman Polyurethanes UK Ltd, identified excellence in resin flooring in an industrial project, which covered less than 500m².

The project, saw the company provide Walker Snack Foods with a range of services and expertise from problem identification and site surveying to the installation of Altro Flexi-flow Plus onto vinyl covered mezzanine and Gantry area directly above the production lines. Flexi-flow Plus is a flexible liquid resin floor finish which is a sustainable, anti-slip flooring which spanned 270 sq. metres over three floors.

Reprotect received recognition for its commitment to environmental sustainability during the project, with the methodology taking approximately 50% less time and producing a 40% cost saving when compared to other methods.

In line with a FeRFA initiative for the reduction of waste-to-landfill, Reprotec have achieved an industry first, by diverting 100% of its waste from landfill, with 96% of waste from projects being recycled, and the remainder being used as fuel for power generation, Reprotec halved the volume of materials used in the project and halved the potential waste at the end of the products' life expectancy by overlaying an existing vinyl which becomes sustainable in the years to come.

Also, celebrated at the awards was Stan Howarth, Reprotec's technical director, who has recently retired and was recognised for his invaluable service to the industry which has spanned over four decades.

John Holmes, managing director at Reprotec, commented: "Reprotect is committed to delivering sustainable, high-quality solutions to our customers and our employees are dedicated in the delivery of these services. We are delighted that our expertise and the hard-work and commitment of our employees has been recognised at such a prestigious industry ceremony."



KZN Solutions

Driving Up Productivity with KZN Solutions

You've implemented change, you've engaged with your workforce, you've developed efficient working methods but still there's more! It's relentless and there is no end to it; you will be forever trying to adjust to things like fluctuations in the supply chain or seeking ways to be even more efficient. And then, just as you see a little chink of light... it gets extinguished as in breezes new challenges such as The Levy.

The effectiveness of productive effort in an ever changing market is a never ending process. It could mean slight adjustments or it could mean ongoing business improvement plans. Whatever the solution there is never a one size fits all solution.

KZN Solutions is a specialist consultancy for the automotive industry. We specialise in designing a bespoke commercial approach towards productivity and workplace development. Our job is to carry out a thorough diagnostic of how a business operates and in so doing achieve continuous and sustainable improvements in quality, cost and delivery.

The Apprenticeship Levy and You

As you may already know, in April 2017 the way the government funds apprenticeships in England is changing. Through our specialist consultancy support and specific workforce development initiatives we can get you ahead of the game.

We see this as an opportunity for you to optimise your position and have put a 'Levy Plan' in place whereby we can establish what the impact will be on your organisation. We'll investigate



Mick McGarrell, Director from KZN Solutions who will be carrying out diagnostics with NEAA SMEs

fully funded provisions that you can access prior to the levy taking affect, such as Business Improvement Techniques. We'll match apprenticeship delivery to your business requirements ensuring that you use your quota. We'll feed back on what your ROI will be. We will continue to work with you to assess the implications each financial year.

Michael Bainbridge, managing director of KZN Solutions said: "The future of your business lies in proactively keeping it competitive, profitable and flexible. As an NEAA member we want to continue to add value to the sector by showing members how they how they can adapt to future change."

For more information, contact:

Jeff Thompson | BD Manager
Email: jeff@kznsolutions.co.uk
Mob: 07905298480

www.kznsolutions.co.uk



Hall & Angus

Hall & Angus Ltd is a specialist Workplace Substance & Alcohol Misuse provider dedicated to total management pre, during and post programme implementation.

Partner Trevor Hall previously worked in the automotive industry as part of a three-man global investigation team for the auto parts manufacturer Federal-Mogul, based out of Southfield near Detroit.

Partner Gordon Angus worked for many years in the finance industry specialising in change management and customer service projects.

Their combined experience in this venture provides NEAA members with a 'one stop shop' to a complicated subject area that impacts employers, employees and communities.

We ensure organisations have the best of all options providing them with:

- A defensible Substance & Alcohol Misuse Policy, constantly monitored and modified in line with scientific and legal precedence
- Five CPD accredited training courses which can be bespoke to sector or client specific needs
- A selection of analytical laboratories that are challenged to meet the Service Level Agreement we write, with penalty clauses when they fail to deliver on the SLA or KPI's set
- Intelligent monitoring of substance test results to identify red flag areas or hot spots by drug misused, location, shift and criminality
- Test collection devices across all mediums (urine, saliva, hair & breath) that are proven to work under a variety of regulations



- A dedicated ecommerce support package that allows companies immediate access to their chosen test mediums as required
- Our ability to negotiate reduced premiums or challenge insurance premiums by proof of mitigating risk under the new insurance act guidelines
- Comprehensive risk assessment and independent investigation

For more information, contact:

Email: Info@hallandangus.com

www.hallandangus.com



Texam Limited

Welcome to Texam Limited. We are an engineering company with more than 40 years experience in serving industry. We design, supply and install conveyor systems and other materials handling aids used by many different types of manufacturing industries. One of our key brands that we own and trademark is Connect-A-tube.

Connect-A-tube is a pipe and joint system that allows its users to quickly assemble bespoke storage and materials handling solutions. Typically Connect-A-tube is used to build storage racks, carts and trolleys, workstations and even conveyor systems. Manufacturing companies who are familiar with lean manufacturing techniques will know that a well-managed workspace creates a workflow that allows products to move more efficiently through a production process and reduces handling requirements.

Connect-A-tube facilitates this process by allowing its users to build bespoke pieces of equipment in a very fast and efficient manner that aren't readily available as "off-the-shelf" items. Because each item has been constructed to suit a specific application space saving and workflow goals are instantly being achieved.

Is it expensive?

Connect-A-tube is not an expensive product to buy but it is also worth considering the many other real benefits that the product offers when considering whether or not to use it.

Benefits include the ability to quickly disassemble and rebuild new equipment many times over using the same components. This reduces cost of ownership as the capital write-down and end of life disposal costs can be lower bearing in mind that all the components are being re-used. Other benefits include improvements in company Health & Safety standards by using the product to assemble



equipment that is "solution" based and designed to reduce manual handling requirements etc.

Is it easy to assemble?

Connect-A-tube is a relatively easy product to assemble and requires no special skills. A hacksaw, tape measure and a 5mm Allen Key will get you started. For new or inexperienced users we provide a full design service that makes sure everything you want to build is fit for purpose. If you would prefer complete design and on site assembly of your equipment then that is not a problem. We can easily do that for you.

For more information, contact:

John McGuigan | Managing Director
Email: j.mcguigan@texam.ltd.uk
Tel: 028 92674137



www.texam.co.uk



Improvement Architecture

"Creating Measurable Growth in Processes and People to Improve Business Performance."

We are innovation consultants, who work alongside Managing Directors and senior management to provide a full business review to help them achieve their ambition.

Over the years we have created and developed our own 'tool box'. This tool box includes different business models, training methods, consultancy and accredited coaching techniques, all of which have been benchmarked at world class standard. We use these tools to build your company a bespoke business model to cover the whole business operation working with your people and processes to achieve maximum performance. Everything we deliver is measurable so our work is transparent from start to finish. All we do is ask 7 Simple Questions.

The four main practices of our delivery, namely;

- Strategy Development (Disruptive and aligned)
- Operational Excellence, (Lean Six Sigma and Marginal Gains)
- Supply- Chain Management (Resilience and Improvement through SCOR and IA's tools)
- Talent Development. (Executive Coaching, Change and Transformation).

We are very proud to be partnered with the No. 1 Global Leader Executive Coaching in the world, Marshall Goldsmith Stakeholder Coaching.

Our work achieves high growth results.

- 1000 days + support. Average ROI 12:1
- £10M+ overall implemented proven savings
- £50M revenue opportunities developed.

Our customers have included major private sector organisations like Technip, Deep Ocean, Mainetti, Interplex, CMR Group, Sanofi Aventis through to large public sector organisations including UNOPS and various areas of the NHS. We work closely in partnership with Scottish Manufacturing Advisory Enterprise (SMAS) and we are also members of NOF, and the Entrepreneurs Forum.

We avoid readymade demonstrations and examples that are found in conventional development programmes. Instead we implement our tools to fit with a focused project methodology designed for each organisation which allows a return on investment to be seen at the earliest stage.

www.improvementarchitecture.co.uk



ETL Solutions

Your Automotive Dealership Data, Delivered Your Way

We integrate DMS (dealer management system) data to give you access to the exact information you need. We can connect with any interface, even if you have totally different systems and unique data structures, consolidating your data in an easy-to-use format of your choice.

With more than a decade of experience and with a depth of expertise that is hard to find, our automotive consultants can connect with any interface using our bespoke software and methodology. Companies such as Honda and Jaguar Land Rover trust our DataHub service to integrate DMS data accurately and to their exact specification.

Taking control of your networks can be time-consuming, costly and fraught with risk. Instead, our DataHub service can integrate your data fast and accurately, no matter how your network is structured or how many data sources you have.

We guarantee consistent data in a format you that suits you, including:

- Vehicle sales data: Understand sales patterns immediately with the latest new and used vehicle sales data. Gain added value opportunities by leveraging data on accessories sales too.
- Workshop data: Right now, our DataHub service is collecting service and repair data for our clients to use in marketing campaigns and for service reminders.
- Parts data: DataHub delivers data on parts stock and sales directly into our clients' automated parts replenishment programmes.



- Customer leads: Never miss an opportunity with accurate, up-to-date data on showroom leads and existing customers. DataHub provides you with the information at your fingertips.

DataHub is an end-to-end data consolidation service. It collects and delivers your data to your exact specification. Our consultants implement and manage the proprietary DataHub software, leaving you to focus on using your consolidated data to maximum effect.

Find out how we can help manage your automotive data:

Karl Glenn | Sales Director
Tel: 07736 404080
Email: kg@etlsolutions.com

www.etlsolutions.com

Fenland RP

Fenland RP Ltd (FRP) are an established rapid product development, prototyping and manufacturing consultancy and single point of contact for fast, accurate, cost-effective real parts using a wide variety of materials and manufacturing methods.

FRP's knowledgeable, credible team has a wealth of industry experience, successfully delivering projects from one-off development prototypes to large scale automotive and marine projects as well as high precision assemblies for global design consultancies and pharmaceutical companies.

By focusing on the parts and working closely with the customer to determine exactly what they need them for, FRP is able to develop the best solution for the project, providing fast, real parts, from one-offs to full production volumes and all options in between.

FRP is fiercely technology-independent and works with a focused network of specially selected partners who understand the need for quality parts within a fast turnaround, providing the service that meets the needs of its customers. This has helped the company achieve a reputation for reliability, quality and cost effectiveness.

FRP works in a variety of materials, including plastic, rubber, metal, foam, GRP, glass, PU resin and carbon fibre, using a variety of processes such as injection moulding, forming, casting, composites, subtractive and additive manufacturing. The company is also able to offer a variety of finishes including in-mould texturing and decoration, chrome plating, powder coating, painting, leather wrapping and PVD finishing.

We have years of experience of providing low volume test parts, brackets, under bonnet parts, heatshields, interior trim parts, headlamps, bezels, seat pads, seat belt hooks, build support parts, panels and more for global automotive clients.

For all design, prototyping and manufacturing requirements, FRP helps transform ideas into solutions with full project management support throughout.

www.frpsolutions.co.uk



The Explorer Group Limited

A Leading UK Manufacturer of Leisure Vehicles – Touring Caravans and Motorhomes – Based in Consett, County Durham

The Company produces four brands of touring caravans: Elddis, Compass, Xplore and Buccaneer and builds Elddis coachbuilt motorhomes. The Company has a heritage spanning over 50 years, yet is renowned for industry-leading innovation.

In 2012, The Explorer Group Limited – after several years of intense research and product testing – introduced SoLiD Construction.

Working in partnership with industry-giant Henkel, every one of the touring caravans and motorhomes built by The Explorer Group is structurally bonded, dispensing with outdated construction methods and creating leisure vehicles which are intrinsically stronger, lighter and drier than ever before. Every model comes backed by the Group's 10 Year Water Ingress and Body Integrity Warranty.

The Explorer Group Limited not only leads the field in Construction. Considered design, cutting-edge technology and consumer-driven development have ensured steady growth and commercial success – with a sharp increase in market-share in an otherwise slow-growing market.

The Explorer Group's brands are represented by a Retailer network spanning the UK. Elddis caravans are also represented in the Netherlands and Australia, with Elddis caravans and motorhomes in New Zealand. The latest emerging market is South Korea, which imports both Elddis and Xplore brands to satisfy their growing demand for SoLiD Construction UK-built caravans!



For further information please contact:

Rachel Moncrieff | Marketing & Communications Manager
 Tel: 01207 699 324
 Mobile: 07971 109 627
 Email: rachel.moncrieff@elddis.co.uk



www.elddis.co.uk



Central Employment

Established in 1979, Central Employment is the oldest independent recruiter in the North East with over 37 years of industry expertise. Over the years, we have worked with and recruited for some of the largest businesses and brand names in the North East. Specialising in temporary, contract and permanent recruitment across a broad spectrum of industries through; supplying staff with full UK coverage.

We now operate a multi-million pound business where we are the preferred recruitment partner for some of the region's leading and largest automotive suppliers in the North East.

Now one of the North East's leading recruitment specialists, we started with humble beginnings originally specialising in recruitment to the Industrial, Automotive and Manufacturing sector.

Over the years we have continued to expand and through organic growth we now have a strong client base and expertise within the Office & Professional, Sales & Marketing, Information Technology, Engineering, Construction and Technical sectors.

The foundations were based on team work, exceptional customer service levels, honesty & our relationship orientated approach. To this day these principles are very prominent within the business and are integral to our current core business model.

We have recognised the changing demands on today's workforce and have built up our team to deal with this. Our team is made up of fully experienced consultants who have extensive experience

in handling contract and temporary assignments.

Our philosophy is simple yet effective; we believe that every appointment you make should strengthen your business. We listen to what makes your particular business work to increase our understanding of your workforce, before providing you with outstanding individuals who share your ethos and who suit your requirements perfectly.

Our office is located on St. Mary's Place in Newcastle City Centre and are open Monday – Friday 9.00am to 5.00pm. Please feel free to book an appointment to come and see us.

www.centralemployment.co.uk



Formula Plastics

Investment and Expansion Mark 20th Anniversary

Formula Plastics' 20th anniversary year has been its busiest so far, with growth and expansion designed to take the plastic injection moulding company into its next decade. Based in Newton Aycliffe, the privately owned firm has drawn on its long experience of supplying high quality technical mouldings and has made targeted investments to make it flexible and responsive to the market's changing needs.

2016 has seen investment of over half a million pounds in new machinery to add to the state-of-the-art production facility.

Formula Plastics now offers:

- Increased capacity
- A greater range and type of products for manufacture
- High quality tool commissioning
- New Product Introduction to automotive standards
- Moulding in the 50 to 650T range
- Twinshot moulding for technically demanding products
- Assembly, warehousing and delivery services

Improvements in efficiency and environmental management have led to internationally recognised certification through ISO14001, while the company's strong ethical, social and environmental performance have been recognised by third party assessment. There has also been a continued focus on people, with success in apprenticeship programmes, NVQs for all



staff and a policy of internal promotion.

Formula Plastics is a leading supplier to OEM and Tier 1 automotive manufacturers including Nissan, as well as the lighting and electronic industries. Formula Plastics manages the process from concept, through tooling design, moulding, assembly and supply chain and its skill in developing custom solutions for the most complex manufacturing challenges can help your business to realise its ambitions.

For further information please contact:

James Goodliffe | Managing Director

T: 01325 375 867

E: james.goodliffe@formula-plastics.co.uk

www.formula-plastics.co.uk

Azimuth Design

Azimuth Design Limited is a mechanical design consultancy that has extensive experience in Automotive, Off-Highway, Special Purpose Machinery and Motorsport sectors. We have been operating since 2009, but have a wealth of experience on which to draw upon, with more than 60 years of combined experience.

We have helped many companies overcome a variety of challenges. These challenges can be many and complex in nature, such as:

- Limited design resources for an additional or unforeseen spike in work
- Legacy components without CAD data
- No dedicated design team within an organisation
- Older, incompatible CAD data and its integration with a modern system

Azimuth offers solutions for all these issues. We are adept at running with projects in parallel with design teams utilising the clients preferred CAD system, or as a standalone service.

We have experience with the latest in engineering software and hardware, such as 3D laser scanning, various CAD packages and Finite Element Systems. Our engineers can offer a new perspective on existing designs with a view to redesign for optimisation in weight reduction/ cost down.

A recent example was working with a motorsport client. Their requirement was that of a redesigned steering rack to suit new geometry of the car, whilst reducing weight and addressing issues with a short service life.

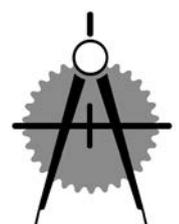


Azimuth used the client's preferred CAD system to design a suitable unit, whilst working with a specialist manufacturer to ensure that the rack met or exceeded the strength requirements and the expected life. We provided prototype build support and were present for test bed trials of the system.

With the final design, the unit was around 18% lighter and has outperformed the original unit in terms of service life by around 10 times.

Please get in touch so we can discuss your requirements.

www.AzimuthDesign.co.uk



**AZIMUTH DESIGN
LTD**

Resource Management Solutions (RMS)

Enriching Lives Through Opportunity... Because People Matter!

Resource Management Solutions (RMS) is a private family owned organisation at the forefront of the automotive sector with over 16 years of expertise in the talent acquisition, executive search and HR managed services fields across 11 sites in the UK.

Our extensive knowledge and understanding of the importance of maintaining the skilled workforce within the automotive industry in finished vehicles, technical, fleet / de-fleet management, and compound management is paramount to the success of our client's and ourselves. The training and development of our employees is a shared responsibility in today's lean management environment ensuring quality control and efficiencies, whilst maintaining flexibility in an ever-evolving, reactive industry.

Today, and over the past 11 years, we are still the partner of choice, working in partnership with many automotive clients, throughout the whole supply chain including global OEM's such as Jaguar Land Rover, BMW, Renault and Volvo, Groupe CAT, Gestamp, Calsonic Kansei, Nifco and NSK Bearings.

We provide a variety of services from permanent, contract and flexi recruitment solutions, to a full HR Managed Service. We also work closely with our clients by strategically engaging with the next generation of workers by providing them with apprenticeship and skilled training opportunities in order to shorten the skill gap and satisfy the demand.

RMS are also a pioneering force in the automotive logistics industry.

We have formed an extremely strong and effective relationship with Groupe CAT who have been regularly recognised and won many awards. Last year Groupe CAT gained recognition at the 2015 Automotive Global Awards evening in London, whereby in partnership with Jaguar Land Rover won the Logistics Quality award. This is something we are very proud of and we felt was testament to our talented employee's hard work and dedication!

For more information please contact:

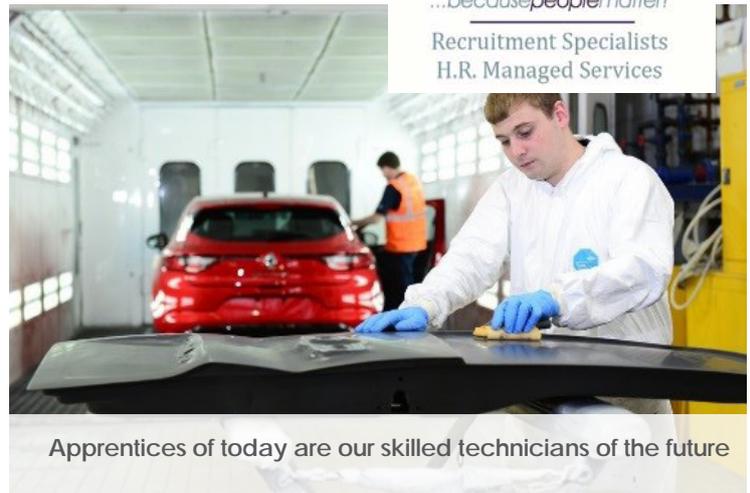
Chris Allinson | Business Development & Marketing Manager
Tel: 01325 389333

www.rms-recruitment.co.uk

RMS

...because people matter!

Recruitment Specialists
H.R. Managed Services



Apprentices of today are our skilled technicians of the future

KUKA Robotics

40 Years Experience

KUKA offer over 40 years of experience as an automated robotic system and solution integrator within the manufacturing industry.

From concept to completion, KUKA will work with you to ensure that we support your business' growth and tailor our systems to the specific needs of your operation, delivering solutions that improve business efficiencies, increase productivity and deliver cost savings through best practice management.

KUKA's solutions are custom built and fully integrated into your application via our dedicated team of engineers, from a single unit to large multiple robot turnkey solutions.

With a proven track record of serving manufacturers across a number of vertical markets, from automotive to pharmaceutical KUKA will always identify a solution with customer satisfaction at the forefront of its design, providing clients with the quickest route to production.

From industrial work alone units to collaborative robots KUKA can tailor a solution that supports business performance improvement within your operation. Our extensive portfolio covers all common payload categories and robot types.

With headquarters in Wednesbury, West Midlands and an office in Dundalk, Ireland, KUKA are able to provide services across the UK, all fully supported through comprehensive after sales support,

including on premise training, customer services and technical support available 24/7.

KUKA are able to provide a non-obligatory systems appraisal and identify where we may be able to develop a solution that supports your business' growth.

Contact us today on:

Tel: 0121 505 9970

Email sales@kuka-robotics.co.uk

www.kuka.com

KUKA



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