

30 Years of Nissan Sunderland: Major Milestones, Plant Investment and the Impact on the Region



Real-time Monitoring System Delivers
Savings to Automotive Supply Chain

North East Automotive Expo Returns for its
Second Year

Reprotec Provides Floor Safety Solutions
to Mecaplast Peterlee:
NEAA member collaboration has kept business
within the North East

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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 a company is making cars or components, working in commercial, off-highway or engine manufacture.

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 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.

Benefits:

- Business and collaboration opportunities
- International trade, new business opportunities and supply chain connections
- Business Excellence 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 (free ½ page editorial and consideration of member news thereafter)
- Monthly NEAA e-newsletter submissions as required
- Free/ discounted entry to NEAA events
- Access to NEAA's exclusive members' area for sharing knowledge, information and business opportunities, plus use of the M2M direct messaging
- Detailed company profile on the NEAA Website Supply Chain Directory
- Discounted Energy and Insurance Schemes
- Infiniti Fleet and Employee Car Scheme - up to 31% off the Infiniti range with Infiniti Centre Newcastle
- Marketing support
- Technical and funding advice
- Industry intelligence

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L to R: Former Sunderland Airfield where Nissan Sunderland is based, the Sunderland Plant today after major investment, 2016

30 Years of Nissan Sunderland

September 2016 marks the 30 year anniversary of Nissan Sunderland.

Nissan's decision to build a facility in Sunderland in 1984 came at a time when the North East was experiencing economic hardship due to the demise of heavy industry.

With a deal agreed, the plant was built on what was the former Sunderland Airfield and the first car, a Nissan Bluebird, rolled off the production line in 1986.

Over the 30 years the car plant has changed dramatically and has more than quadrupled in size. Since opening, the plant has manufactured over 8.5 million cars and the Japanese company has invested a huge £3.7 billion into the development and growth of the manufacturing facility.

Nissan investment was the catalyst for other automotive related investments. Today, we have 28 tier 1 suppliers based in the region - 30 years ago there was only one!

The factory has come a long way since an assembly line for the Nissan Bluebird in 1986. It has evolved into the current two production lines, taking raw materials, even from the point of pressing the steel, through to a finished product in about 25 hours. That evolution continues as the factory has moved into the production of the premium brand, Infiniti, and is now building the Q30.

Most recently the plant is working on a 362,000 sqm extension housing an extra-large press at Sunderland to facilitate ongoing production, whilst a £22m investment is being carried out on Line 2 to support increased production of the Qashqai, the most successful car ever manufactured in the UK.

Over the years, the plant has thrived thanks to important production contract wins, including Micra, which was voted European Car of the Year and Qashqai, a model that has proved phenomenally successful since production began in 2006.

Proud of its reputation of one of Europe's most productive car plants, Nissan Sunderland has some impressive statistics - currently producing more than 500,000 cars per year, the plant outputs a

new car every 58 seconds and accounts for a third of all UK car production. 80% of all vehicles are exported worldwide from the River Tyne to more than 130 markets. Nissan is now the region's biggest employer, with a headcount of more than 6,800 - a stark contrast from its 22 workers in 1986.

The success of the North East automotive sector is unprecedented. Today, the region is renowned as a centre of excellence for automotive manufacturing. The supply chain has grown in line with Nissan's growth and this year also marks 30 years of Calsonic Kansei in Sunderland, a tier 1 supplier to Nissan and also an active member of the NEAA.

The North East accounts for 26% of all Electric Vehicle production across Europe. The Sunderland plant has been at the forefront of Nissan's electric vehicle strategy, producing its popular Leaf model. In May this year, the 50,000th Leaf rolled off the production line at Sunderland - making it the first European carmaker to reach this milestone in EV production.

The region also boasts a significant and growing reputation for investment into research and development and new and emerging technologies such as advanced propulsion and connected and autonomous vehicles.

Nissan recently announced that the refreshed Qashqai will be equipped with Piloted Drive 1.0, a feature that allows cars to drive autonomously in a single lane in heavy traffic.

North East Automotive Facts:

- Over 240 automotive companies
- Generate over £11 billion in sales
- Export over £5.1 billion annually
- Trade surplus of £2.6bn
- Directly employ 30,000 people
- Impacts a further 141,000 jobs across the UK
- 46 projects have delivered £1.6 billion investment into the North East
- North East accounts for 26% of all Electric Vehicle production across Europe

Nissan - 30 Years in Pictures



Nissan Sunderland Opening Ceremony with Margaret Thatcher, 1986



The first car produced in Sunderland - Nissan Bluebird, 1986



Nissan Bluebird, 1986



Infiniti Q30 launched at the Sunderland Plant, 2015



Toshiyuki Shiga, COO at Sunderland Battery Plant Opening Ceremony, 2013



HRH The Prince of Wales visits the Sunderland Plant, 2015

Year of Success for the Infiniti Centre Newcastle

The Infiniti Centre Newcastle is celebrating after a successful year in business, which has seen an increase in sales and the creation of new jobs.

The Silverlink Business Park-based Infiniti Centre has seen a tenfold boost in sales of new vehicles, thanks, in no small part to the addition of the Sunderland-built Infiniti Q30, which has been a hit with both critics and consumers alike. Sales of used vehicles has seen a smaller, yet still impressive, 50 percent increase in sales.

New models due to be launched later in the year are expected to continue this success.

Jeff Aynsley, general manager of The Infiniti Centre Newcastle, said: "The Infiniti Q30 is affordable luxury. It offers the extravagance and stylishness that people in the market for an executive model seek.

"The fact that we're able to offer competitive finance packages, and can also offer discounts to Nissan employees and members of the North East Automotive Alliance, means that more people are seeing Infiniti as a solid option when looking for something a bit out of the ordinary."

The increased sales at the dealership has allowed it to expand its team, with the recruitment of an aftersales colleague, who is responsible for looking after customers once they leave the

showroom, booking service appointments and ensuring that any subsequent enquiries are dealt with swiftly and professionally.

There are also plans to expand the sales team, with the dealership actively searching for experienced motor retail sales professionals who can help continue its sales expansion, whilst maintaining its excellent reputation for customer service, which has seen 98 percent of customers say they would recommend the dealership to a friend or family member.

The Newcastle dealership's success has not gone unnoticed by Infiniti UK, which has chosen it to represent its network of 14 UK Infiniti Centres at the European Dealer Board, which provides the manufacturer with feedback on products and sales.

Jeff added: "It's an exciting time for the Infiniti brand. The QX30, which is a crossover version of the Q30, is beginning to make waves. I also expect we'll see a lot of people who drive German premium models making the switch to the Q60 coupe, which is a beast of a vehicle with a 400 BHP twin turbo engine and is coming out on general release this summer.

"It has been a record-breaking period for us at Infiniti Centre Newcastle. We are now aiming to build on our success; continue to increase sales and maintain our impeccable customer satisfaction scores."

Infiniti Centre Newcastle | Middle Engine Lane | Silverlink Business Park | Newcastle | NE28 9NZ
Tel: 0191 295 2686

www.infinitinewcastle.com



The new Infiniti Q30

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Born to Challenge

With its sleek and unique design and assistive technologies, discover how the new Infiniti Q30 stands out.

PCP Representative example: Infiniti Q30 1.5 DCI SE

36 monthly payments	On the road cash price	Customer deposit	Deposit contribution	Total amount of credit	Duration of agreement	Optional final payment	Total amount payable	Rate of interest P.A. (Fixed)	APR Representative
£249	£17,061	£249	£4,439	£16,812	36 months	£10,147	£19,396	5.73%	5.73%

Based on 8,000 miles per annum

infiniti.co.uk
#BornToChallenge

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Middle Engine Lane,
Silverlink Business Park,
Newcastle, Tyne and Wear
NE28 9NZ
Phone: 0191 295 8686
www.infinitinewcastle.com

Official fuel economy figures for the model shown in mpg (l/100 km): combined 42.2 (6.7) to 68.9 (4.1). CO2 emission: 156 to 108 g/km.

We are a credit broker, and we are not a lender. Finance provided by Infiniti Financial Services, Eagle House, 78 St Albans Road, Watford, Hertfordshire WD17 1AF. Subject to status. Guarantees and indemnities may be required. You must be at least 18 and a UK resident (excluding the Isle of Man and Channel Islands). Offer valid until 30th June 2016 at participating dealers only and subject to vehicle availability. Terms and conditions apply, please visit your local dealer for full details. Offer based on 8,000 miles per annum, excess mileage 8p per mile. Offers not available in conjunction with any schemes or other offers. Vehicle price includes first registration fee and 12 months' road fund licence and delivery costs. Infiniti Europe Division of Nissan International SA, Zone d'Activités La Pièce 12, 1180 Rolle, Switzerland. Terms and conditions apply. Finance subject to status. All vehicles are available at the time of going to press. CO2/MPG figures based on EU regulated laboratory testing, and may not represent real-life driving results (which vary depending on driving behaviour, conditions and other factors).

*Model shown is an Infiniti Q30 1.6 SE FWD OTR price £20,550. Prices exclude optional glass roof at £500, metallic paint at £670 and 19" alloy wheels at £700.



North East Automotive expo2016

North East Automotive Expo Returns for its Second Year

The North East Automotive expo 2016 takes place in Sunderland again this September supported by big name sponsors and will provide numerous opportunities for automotive suppliers and associated service companies to showcase their products and services.

MAKE it Sunderland will take Headline Sponsor for the second year running, whilst NE Local Enterprise Partnership is the Partner Sponsor.

As well as excellent networking opportunities and a packed agenda hosted at the Stadium of Light on 22 September, delegates will hear keynote speeches from Nissan's Kevin Fitzpatrick, Vice President for Manufacturing in the UK and Jaguar Land Rover's Michael Mychajluk, Supply Chain & External Engagement Manager. Between the two companies, they account for two thirds of all vehicle output in the UK.

Briggs Equipment is this year's Meet the Buyer Sponsor, which facilitated 140 one-to-one meetings at last year's event and has gained commitment from Nissan, Komatsu, Calsonic Kansei, Jaguar Land Rover, Faltec Europe, Nifco, Gestamp Tallent and Faurecia this year.

The North East Automotive expo 2016 will also bring new concepts and showcases to support the strong presence of the innovative and growing automotive sector. New for this year is a Technology Showcase, sponsored by Evolution MRO, giving companies a platform to showcase latest technologies or expand existing applications into the automotive sector.

Paul Butler, CEO said, "We are delighted to be bringing the expo back for its second year following the success of the inaugural event. We are committed to keeping the expo industry focussed and are delighted to be supported by a number of sponsors as well as world-class automotive companies.

"We decided to launch the Technology Showcase this year to enable companies the opportunity to promote their product or process innovation as part of an initiative to support the automotive industry with business prospects. We are confident this year's event will provide even more opportunities for our members, SMEs and the wider automotive sector."

Thank You to the Sponsors:

- Make it Sunderland - Main Sponsor
- North East Local Enterprise Partnership - Partner Sponsor
- South Tyneside Council - Dinner Sponsor
- Altec Engineering Group - Drinks Reception Sponsor
- Briggs Equipment - Meet the Buyer Sponsor
- Evolution MRO - Technology Showcase Sponsor
- Horizonworks Marketing - Event Guide Sponsor

Expo 2016 Features:

- Meet the Buyer including Nissan, Komatsu, Calsonic Kansei, Jaguar Land Rover, Faltec Europe, Nifco, Gestamp Tallent and Faurecia.
- Keynote Speakers from Nissan and Jaguar Land Rover.
- Technology Showcase with over 10 technology pitches.
- Over 65 exhibitors across 3 exhibition halls.
- Technical workshops including how TS16949 Automotive Quality Management System is changing, funding opportunities for innovation, how to divert 100% of your waste from landfill, international marketing tools and much more...
- Outside demonstrations from Komatsu, Briggs Equipment, Infiniti and RS Components.





L-R: John Holmes, managing director at Reprotect; David Cann, general manager UK at Mecaplast; Nick Megson, commercial director at Reprotect

Reprotect Provides Floor Safety Solutions to Mecaplast

Mecaplast, a leading European automotive equipment supplier introduced a new company health and safety policy which required them to appoint a company that could provide floor marking in order to identify safe pathways and to separate people from hazards.

After hearing about repair and protection specialists Reprotect through the NEAA, Mecaplast approached the firm to find out more about the floor safety solutions it provides and how this could be applied to its UK site in Peterlee.

Approach and Solution

Reprotect's commercial director Nick Megson carried out a full site survey and worked closely with the team at Mecaplast to understand their corporate identity plan. It was important that the visual aspect of the solutions matched exactly what had been outlined as this would be implemented across all sites world-wide.

Reprotect applied pedestrian safety walkways and pedestrian crossways which were marked yellow with black footprints across the factory. They also applied floor hatching to prevent fire exits from being blocked and causing a safety hazard.

In order to allow for production to continue as normal, Reprotect completed the work over three weekends.

Outcome

- Reprotect provided floor safety solutions to meet Mecaplast's exact specifications.
- Reprotect have completed phase 1 of the project.
- Reprotect worked around production times to ensure no disruption to the factory output.
- This work could be the start of a long-standing business relationship between two member companies initiated through the NEAA.

Nick Megson, commercial director at Reprotect said: "Without both companies being NEAA members, we potentially wouldn't have worked together."

"Mecaplast had considered using a company in Scotland, so this collaboration has kept business within the North East, which is fantastic for both companies and the region."

David Cann, general manager UK at Mecaplast said: "Mecaplast is a worldwide tier 1 supplier of injection moulded parts for Automotive OEM's. Our plant in Peterlee, County Durham, runs 24 hours 5 days per week and required some renovation work."

"Through a meeting at the NEAA Expo in September 2015, Reprotect became known as a supplier of high quality floor finishes."

"With this in mind, it became clear through the tendering process that Reprotect were able to engage with our vision, which is a "one world standard" for all of our plants, to replicate that standard in reality, and due to their close proximity were able to provide a solution and implementation plan which suited our requirements exactly."

About Reprotect

Reprotect specialises in providing cost effective, environmentally-friendly repair and protection solutions, using resin-based products to protect the fabric of buildings.

www.reprotectuk.co.uk





Best practice visits form part of the SME Programme delivery

Supporting Growth in North East SMEs

The NEAA is delighted to announce the new ERDF funded program, Advancing the Competitiveness of NE Automotive SMEs (ACE SME), is gathering momentum.

Confirmation of the £1.3m programme, which aims to support the growth and competitiveness of 160 SMEs over three years, has been officially awarded.

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

This will improve regional competitiveness, the investor readiness of SMEs and ultimately increase the ratio of local content.

The NEAA is now able to positively progress with the programme and will be in touch with companies who have not already received support from the alliance.

The programme will enable SMEs to access a comprehensive package of support provided by the NEAA, senior industry leaders and appropriate business support programmes linked via the North East Growth Hub.

Eligible SMEs will undergo an initial diagnostic from which specific needs will be identified and an action plan is tailored to meet their individual needs.

The NEAA has developed a revised SME diagnostic tool, which builds upon the highly successful NEAA ERDF Supply Chain Development programme, which ended 30 September 2015. The enhanced diagnostic now includes procurement and marketing criteria in addition to the standard productivity KPI's.

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.

NEAA Delivers 5S Training at MICC

The NEAA has supported MICC, the UK's only manufacturer of the full range of mineral insulated cable products, with an introduction to 5S. The 5S activities took place in MICC's Test Area within their manufacturing site in Washington.

Stuart McGivern, Project Manager, NEAA explains 5S in more detail: "5S is the foundation of continuous improvement. It aims to make the workplace robust and stable so a process can be carried out safely and repeatedly to enable the achievement of the required Quality, Cost and Delivery."

An audit approach was carried out with an introduction to red tagging and maintenance of the work area. This approach is then integrated into the day to day management structure to understand and sustain improvement gains.

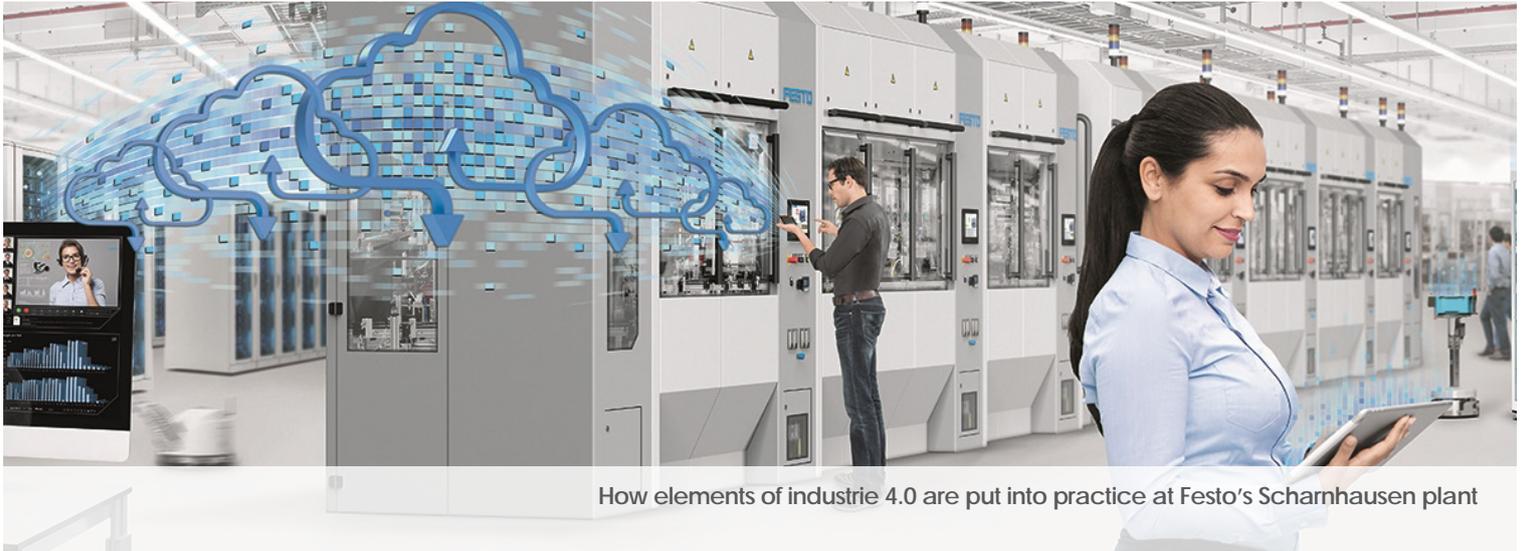
MICC has appointed an in-house Lean Coordinator and is now looking at the next area of deployment.

The training has been provided as part of the ACE SME Programme, which has been actively supported by MICC's top management.

Nick Morton, general manager & director at MICC said: "Stuart's structured approach and fervent enthusiasm for 5S has motivated management & shop floor teams to make a success of this implementation & to make it part of the company culture long term."

If you have joined the NEAA ACE SME Programme and think your company would benefit from receiving further information on 5S training, then please contact Stuart McGivern in the first instance.





How elements of industrie 4.0 are put into practice at Festo's Scharnhausen plant

Industrie 4.0 Tour to Stuttgart

Representatives from the NEAA, Johnson Controls and Nissan visited Stuttgart in June of this year to see how Festo, a German industrial control and automation company, is implementing their approach to Industrie 4.0.

Industrie 4.0, the 4th industrial revolution, was coined as a phrase and introduced as a concept in Germany, trying to integrate manufacturing and support systems using the 'internet of things' and common communications protocol: planning systems can talk to manufacturing, suppliers, machines and support services.

Industrie 4.0 holds huge potential. Smart factories allow individual

customer requirements to be met and mean that even one-off items can be manufactured profitably.

During the tour, the team observed an example of man and robot working together in an assembly environment, intelligent lighting to manage human serotonin levels and advanced maintenance techniques supporting a productive philosophy to maintenance.

Festo is a chosen German Government partner in the development of their Industrie 4.0 approach and are willing to discuss their experiences with fellow NEAA members who wish to fine tune their own approaches to this subject.

For further information on Industrie 4.0, please contact Stuart McGivern, project manager at the NEAA.

Real-time Monitoring System Delivers Savings to Automotive Supply Chain

New NEAA member, Invisible Systems, has successfully supported Tier 1 supplier, Kasai UK, in their Energy Management Strategy, leading to significant returns on investment.

The Invisible Systems (IS) product is a real-time monitoring system that can be installed at a relatively low cost and is very easy to expand. It requires no hard wiring and can monitor multiple plants remotely.

Peter Watson, deputy managing director at Kasai UK says: "In 2015 we launched an aggressive campaign to reduce our energy costs by 6%. This was to be achieved mainly by behavioural change by improving the awareness of all our production staff.

"The IS system is exactly what it says, in as much as it is incredibly easy to install with no hard wiring. The system has also proven to be very flexible and is able to be moved around to closely monitor factory 'energy hot-spots'.

"It has provided the unique benefit of being able to display, for all to see on the shop floor, live consumption data for each factory as well as providing our Managers and Supervisors with a

useful tool to ensure the minimum load is achieved when closing the factory at a weekend."

It was through this successful year-long partnership, that Kasai UK then introduced Invisible Systems to the NEAA Energy Focus Group, which is led by Paul Blanchard, production director at Komatsu.

The Energy Focus Group felt this was an opportunity to share Energy Best Practice for the benefit of other members. In June, a small energy workshop was delivered by the NEAA.

As a direct result of this event, a system was installed less than 48 hours later into another Tier 1 supplier, demonstrating both the value recognised from this system and how easily this technology can be adopted.

Pete Thompson, managing director at Invisible Systems said: "Invisible Systems are a turnkey, wireless energy and condition monitoring and control systems manufacturer with over 25,000 monitoring points around the world. The system is simple to install with minimal experience and versatile for many applications. We pride ourselves by having a robust and reliable product and customer retention since the business was formed nearly 13 years ago."

If you would like further information on the benefits that can be seen from energy monitoring and control tools, please contact Stuart McGivern, project manager at the NEAA, in the first instance.

NEAA Supports Work Discovery Week

Sunderland's innovative programme which helps improve the employability of the city's young people took place in July for the fourth time.

Work Discovery Week saw more than 1,000 pupils from across 19 schools taking part in a whole host of activities, involving many of the region's major businesses.

The event, at the Stadium of Light, had a packed programme of activities which included:

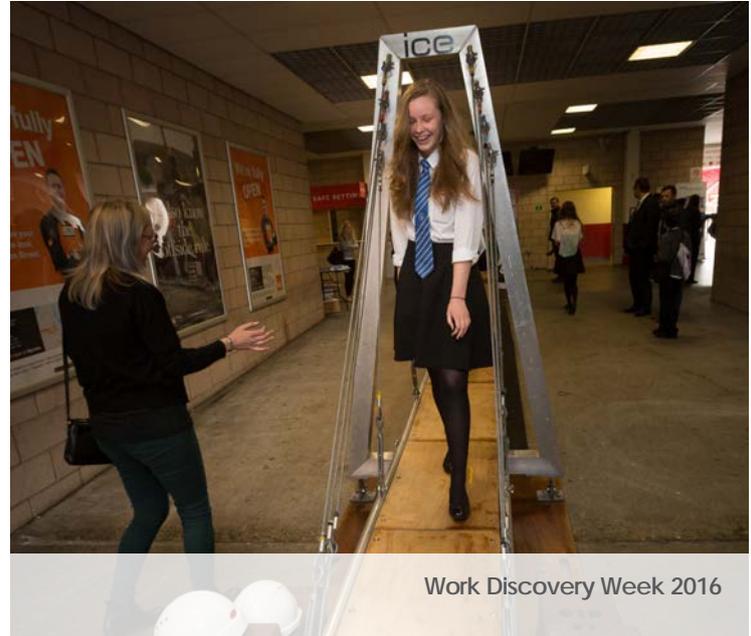
- Students helping to construct a 13m bridge which they then walked across to teach them about civil engineering.
- Competition to fit wheels and a steering wheel to a car.
- Coding with Lego robots.
- Helping to create a computer game.
- Performances by Titan the Robot and Make My Day Events who carried out a dance routine to showcase various careers.

Young people were also be given the opportunity to visit a careers fair and take part in a range of business led workshops to help them improve their CV writing and interview skills.

The NEAA was delighted to support the event in conjunction with STEMNET and IMechE, who delivered the Enrichment and

Enhancement Programme utilising the Greenpower Challenge.

To get involved in any future Work Discovery Sunderland initiatives, please contact Stephanie Rose, Sunderland City Council on stephanie.rose@sunderland.gov.uk



Work Discovery Week 2016

NEAA Joins Judging Panel at Primary Engineer Celebration

Primary Engineer, a not-for-profit organisation with the vision to inspire, discover and educate the future generations of Engineers, held a South Tyneside Celebration Event in July.

Eddie Leng, project manager at the NEAA, along with Matt Boyle, president & CEO of Sevcon & chair of the NEAA Skills Strategy Group were both part of the judging panel which welcomed around 100 children during the day.

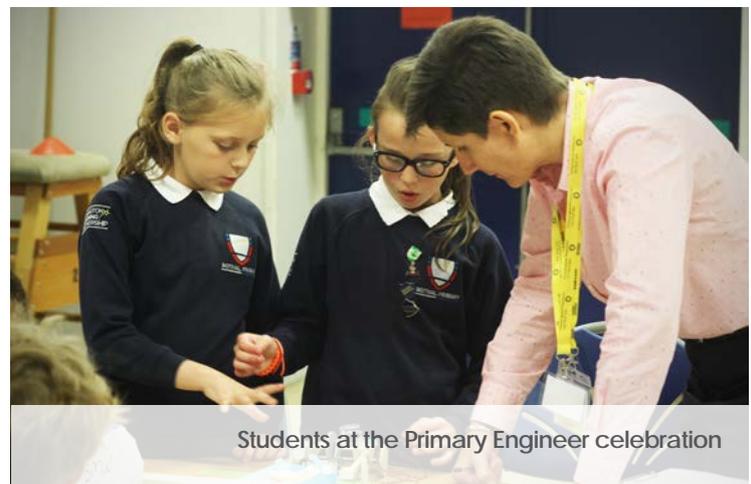
As part of the South Tyneside celebration, the children took part in practical tests of their vehicle models and also spent time speaking with the engineer judges. The event offered the students a forum to show off all their new-found engineering knowledge. Feedback on the day from teachers, both written and spoken, suggests that the South Tyneside celebration was a success.

The Primary Engineer programme is about bringing engineering into the school curriculum inspiring pupil's about engineering, up-skilling them with the skill sets associated with engineering and engaging them with learning at an early age.

Primary Engineer is now 10 years old. It started with Primary Schools, but over a decade the programme has expanded its reach into Secondary Schools and Early Years classrooms.

NEAA members currently working with Primary Engineer include ElingKlinger, Nissan, Sevcon and Quick Hydraulics.

Primary Engineer is fully supported and endorsed by the NEAA. Anyone interested in this programme, please contact Eddie Leng, project manager at the NEAA.



Students at the Primary Engineer celebration

Postgraduate Helps Out at the NEAA

The NEAA is delighted to be working with Durham University Business School as part of their Masters Business Project scheme.

The alliance has spent four months working with Elias Koenig from Durham University, who is a Masters student in Marketing. His research project has been focused on NEAA's communications strategy and how the alliance is benchmarked against other automotive clusters and clusters outside of the automotive sector.

As part of the project, Elias developed a membership satisfaction survey to help both the NEAA understand member needs and current satisfaction, as well as enable Elias to complete his academic dissertation.

Thank you NEAA members who contributed to the survey. The alliance would be happy to share results as requested.

Innovate UK Supports Global Cooperation with Funding

Innovate UK is to invest up to £1.2 million to support innovative UK SMEs in carrying out short international cooperation feasibility studies.

These studies should build international business networks. The aim is to enable commercial research and innovation partnerships, and future collaboration.

Innovate UK will fund projects with eligible costs of up to £30,000 for each project. Businesses may receive funding of up to 70% of their total project costs and projects should last up to 4 months.

The funding will enable SMEs to undertake short feasibility studies and spend time abroad. You can use the funding for activities such as travel and subsistence costs. This is to develop international partnerships and gain a better understanding of collaborative opportunities. Companies can explore ideas in the context of future cooperation.

A UK SME must lead the project to build international partnerships. You can carry out the project on your own or in collaboration with other UK partners, but only UK SMEs will receive funding.

You must register before noon on 21 September 2016 via www.gov.uk and apply before noon on 28 September 2016.

£35m Connected & Autonomous Vehicles Competition

The Centre for Connected & Autonomous Vehicles (CCAV) is to invest up to £30 million, and Innovate UK £5 million, in industry-led research and development projects on connected and autonomous vehicles.

Projects need to come up with technical solutions that provide real-world benefits to users. This includes how these vehicles will work as part of a wider transport system.

This competition is in 4 streams:

- Stream 1 will fund a large-scale challenge to develop and demonstrate a vehicle operating at SAE level 4 automation.
- Streams 2, 3 and 4 will fund feasibility studies and industrial research and development projects on connected and autonomous vehicles.

Funders expect projects to range in size from total costs of £250,000 to £5 million and these should last between 12 and 30 months.

You must register before noon on 2 November 2016 via www.gov.uk and apply before noon on 9 November 2016.

Innovate UK
Technology Strategy Board

£24m Low Emission Freight & Logistics Trial Competition

The aim of this competition is to trial or develop low emission vehicles in the freight, logistics, utilities and emergency industries. Innovate UK has allocated up to £24 million to fund innovation projects in this competition.

The competition has 2 streams:

- Stream 1 will fund industry-led research trials of innovative vehicles or on-vehicle technologies. These must reduce real-world emissions compared with MY16 (model year 2016) series production vehicles.
- Stream 2 is for projects to develop innovative and disruptive on-vehicle technology, off-vehicle systems or new business models. These must reduce emissions.

You must register before noon on 12 October 2016 via www.gov.uk and apply before noon on 19 October 2016.

13th Edition of Integrated Delivery Programme is Launched

The Office for Low Emission Vehicles (OLEV), the Department for Business, Energy and Industrial Strategy (BEIS), and Innovate UK have launched further funding in support of innovation, research and development in the Automotive Industry.

The 13th edition of the Integrated Delivery Programme (IDP13) was launched in September. The focus of the funding is to enable industry-led research into vehicle technology to deliver real world emissions savings.

The IDP series of competitions have been running for 9 years and have supported nearly 200 projects with over £175m of grant to date. Analysis has shown a strong return on investment through this impact study.

The competition briefing will take place on Tuesday, 20 September 2016 at The National Conference Centre, Coventry Road, Bickenhill, B92 0EJ and you can access details via [Eventbrite](#).





The EV Works team, including Elm EV Commercial Director, Dan Martin (front left centre) and Zero Carbon Futures Managing Director, Dr Colin Herron (front right centre)

EV Work Launches Through NEAA Member Collaboration

Two North East based companies have joined forces to take their automotive expertise internationally.

Electric vehicle consultancy, Zero Carbon Futures and charge point company, ELM EV are using their vast experience in the electric vehicle sector to set up EV Works – a new collaboration which will see the companies use their knowledge to benefit other regions of the UK and Europe to increase the number of electric cars on the road.

The NEAA catches up with both teams to talk about their plans in greater detail...

Can you explain how EV Works came about?

Both Zero Carbon Futures (ZCF) and Elm EV had been working together on a number of projects and we recognised that there was a natural synergy between us. ZCF is a project management company and we've been developing electric vehicle charging networks across the UK whilst Elm EV provides the installation, maintenance and aftercare – so together we can offer the full service.

We're also neighbours – we both work out of the Future Technology Centre in Washington, and it's fair to say this also posed as an advantage when considering the collaboration.

What is the main objective of EV Works?

Launched in June 2016, EV Works is committed to delivering a full package of EV network services from strategy development and project management through to installation, maintenance and aftercare.

The business is segmented into three core areas which covers Consultancy, Workshops and Training. EV Works gives us a platform to tender for work together, whilst another arm of the business will focus on developing workshops which we are holding around the country to help people understand the EV World better.

Since ZCF is a subsidiary of Gateshead College, we can also access training support and intend to look at delivering EV accredited training in the future.

What is EV Works' USP and what sets you aside from other companies??

We believe that there's nobody out there offering such a service. Other parts of the UK are only just starting to develop EV charging networks and are looking for organisations to support them and we offer an end-to-end solution which is not tied to any one charge point supplier.

Why is the North East a good base for your operations?

The North East is a leader in the electric vehicle industry. We are advanced in terms of EV charging networks and have been fortunate enough to acquire various funding since 2010 to support such developments. Of course the all-electric Nissan LEAF is manufactured here on our doorstep and that's had a knock-on effect on the supply chain and other new companies.

ZCF grew in the North East and gained all of its industry knowledge from this base. The same can be said for Elm EV, although most of our current business now comes from outside of the North East. So it's perfect for us to develop EV Works here.

We're taking the knowledge and services gained here to benefit other regions who are not quite as advanced.

What progress have you made to date?

EV Works is fairly new having only launched in June this year. So far we have secured a date for our pilot one-day EV workshop, which will take place in Bristol on 23 September.

We have decided to launch our first workshop in the South West as it's an environment which is really open to EV having recently secured Government funding through their Go Ultra Low City Scheme.

A further reason to hold the workshop in Bristol is down to Elm EV opening a satellite office in the city to support the vast amount of customers we currently have there.

The workshop in September is designed to provide practical skills and knowledge to help delegates walk away with a solid understanding of the sector and what steps you can put in place to help your organisation get EV-ready.

Do you hope that the formation of EV Works will also help your individual companies prosper?

In short – yes.

We hope that EV Works will open up more opportunities jointly rather than as individual companies, although we will look at each project openly. We hope in time, should EV Works be a success, to recruit further people into the team or our respective companies.

With your expertise, how do you see the future of electric cars developing?

The electric car market really is taking off however we're certainly not there yet. The future is all about developing the range of the vehicles so drivers can drive further and charge faster.

Bigger batteries are coming and faster charging is under development. Being able to drive 150 miles and then charge in 10 minutes – that's the future.



L to R: Zero Carbon Futures Managing Director, Dr Colin Herron & Elm EV Commercial Director, Dan Martin



The Future Technology Centre in Washington where Elm EV and Zero Carbon Futures are based

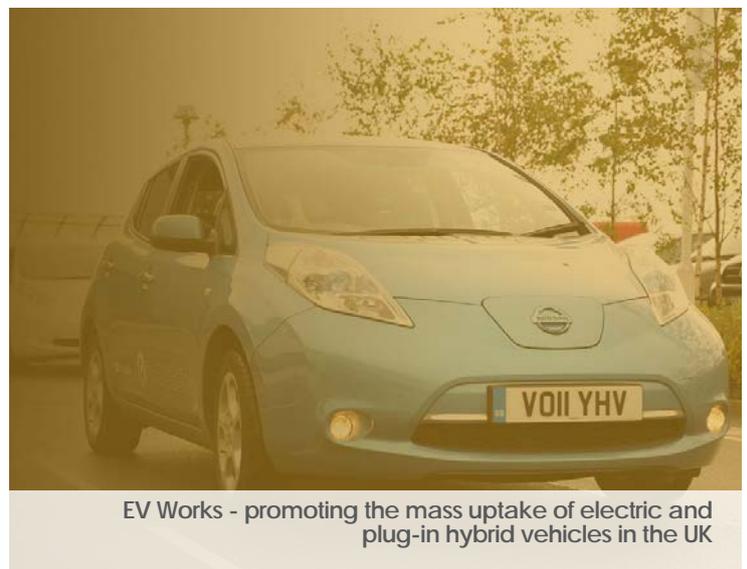
How can member companies engage with EV Works?

Our main market is local authorities and larger employers with multiple sites who are looking to roll out a large-scale EV network.

However, given our expertise we are also happy to talk to any NEAA member who is interested in how they can switch to an electric vehicle. We're also looking to roll-out our EV Workshop in the North East later in the year.

Please get in touch with a member of the team through our website at www.evworks.co.uk

evWORKS
Making EV Work for You.



EV Works - promoting the mass uptake of electric and plug-in hybrid vehicles in the UK



Narrative at Komatsu's Continuous Improvement Masterclass

Narrative Extracts Advice from Komatsu

An integrated communications agency with ambitious plans for growth has benefitted from a continuous improvement masterclass at one of the UK's leading manufacturing giants.

Narrative Integrated Communications, based in Sunderland, visited Komatsu UK's Birtley factory to learn about the Komatsu Way, a best practice approach of the organisation's commitment to quality circle management.

Established in 1921 as a small repair shop for mining machinery in Komatsu City, Japan, Komatsu has since grown to become a global giant, boasting a group of 144 companies worldwide that employ over 47,000 people and operate 40 manufacturing plants.

The excavator manufacturer, which employs nearly 400 staff at its Birtley operation, sells hydraulic excavators, manufactured under licence from its parent company and is an active member of the North East Automotive Alliance.

Narrative, a full service marketing agency, is expert in PR, creative, advertising, digital media and strategic marketing, and has recently seen its team grow from 13 to 18 in under a year.

The team visit was facilitated by managing director, Kieron Goldsbrough who was impressed by Komatsu's work ethic when he initially visited the factory as part of the Entrepreneur's Forum earlier in the year.

Kieron said: "Komatsu is an international brand and has what I believe to be the right culture to take a business forward.

"The visit was a great opportunity for the team to take a behind-the-scenes look at how the whole workforce engage in continuous improvement activities including safety circles, quality circles and skills competitions in the form of a Komatsu Olympics."

Komatsu's operating system is all to do with Dantotsu, says John

Lawson, UK public relations officer, reveals the word translates from Japanese to mean unique and unrivalled.

John, who ran the masterclass alongside Derek Wilson, Quality Circle Facilitator, said: "As a global company, we're committed to supporting smaller companies in the region and we were delighted to offer Narrative an exclusive on-site visit to witness the culture that makes Komatsu so successful.

"Best practice ensures companies remain competitive and sustain growth within their industry and I'm thrilled to see Narrative has plans to implement Komatsu's best practice approach to help the company evolve."

Following the factory visit, Narrative, which is a member of North East Automotive Alliance has plans to drive a number of best practice ideas in relation to quality and improvement within the workforce, after seeing first-hand how production staff are an integral part to the company's philosophy.

Kieron added: "It was inspiring to see shopfloor workers are not simply statistics which are allocated manufacturing roles; they are encouraged to learn about other parts of production and the company itself. There is a commitment from staff to work together and push the business further forward and that's exactly what we are aiming for at Narrative.

"We already have robust systems in place to ensure we're operating in the most effective and efficient way and it was refreshing to learn that we're on the right lines with a number of our practices as we position the business for strategic growth."

For more information on Narrative Integrated Communications and its services, visit www.narrativecommunications.co.uk

For more information on Komatsu UK in Birtley, visit www.komatsu-kuk.com



Team Leaders at Unipres being congratulated for their achievements

Putting the Employer in the Driving Seat

An employer-led Team Leading Apprenticeship programme steers staff at Unipres on the road to success.

A successful partnership between NEAA members, Unipres UK Ltd and NAC Group, along with Derwentside College, has enabled 80 members of staff in Unipres' Washington plant, to achieve a highly recommended qualification, bringing an invaluable range of skills to enhance its knowledge in the area of 'Team Leading'.

The benefits of investment

The decision to invest in this group of staff within Unipres was challenging given the complexity of integrating the training into the different shift patterns, along with the general increase on workload. This was achieved and the results are already showing. There has been an increase in motivated staff; key skills developed during the course have been used to communicate effectively with individual teams and in some cases, issues have been resolved informally at 'team level', creating a positive impact in the workplace.

It's all about the Design

NAC Group, an innovative and fast-growing service provider, employs highly experienced Facilitators, who designed a unique delivery model for the Team Leader training. This was based around an employer/ learner centric model. The contextualized classroom sessions enhanced the understanding of the principles of team leading.

Derwentside College said: "We want to ensure our learners have access to outstanding opportunities to secure employment and maximise their career potential. We are delighted that this successful partnership with NAC and Unipres is providing employees with the qualifications and experience they need."

In the heart of it

To maximize a greater level of understanding, as well as

develop the programme to relate to the constraints of a typical Team Leader, NAC's Facilitators based themselves in the heart of 'Production'. They were able to carry out work-based assessment activities mapped to Unit Amplification, which incorporated the full cycle of assessment for learning.

This allowed Facilitators to not only observe, but also experience first-hand, the day-to-day duties of the Team Leaders and sample the environment for themselves.

Frank Kitcher, facilitator at NAC Group said: "It was never about new initiatives, it was always about making better use of what is already there and giving credit for experience and knowledge, and enhancing the potential for career progression."

A positive outcome

With an extremely satisfying 98% success rate, Unipres has already identified a group who could potentially be its next cohort of aspiring Team Leaders.

Some quotes from the learners:

"All tutors in this apprenticeship provided excellent teaching techniques and made it an excellent course to attend."

"Enjoyed the course and have taken away some new skills to use in the work place. Tutors were very good, I enjoyed the classroom sessions with Frank and picked up a few pointers about team management and was able to apply."

NAC is delighted with such positive feedback in relation to its learners and has no doubt that the 80 successful Team Leaders will share the benefits they have experienced whilst on the year-long programme with the next cohort.

For more information, visit www.nac-group.co.uk and www.unipres.co.jp/en/





Year in Industry Placement at Wilde Analysis a Great Success

Engineering undergraduate Ross Gardner has found his Year in Industry (YINI) placement at Wilde Analysis a valuable insight into the professional engineering world and has gained many career-boosting benefits along the way.

After a busy and productive year, a highly successful placement at Wilde Analysis, an advanced engineering analysis solutions company, is drawing to a close for engineering undergraduate Ross Gardner.

Currently studying Mechanical Engineering at Cardiff University, Ross arrived at Cheshire-based Wilde Analysis in August 2015, as part of the popular Year in Industry (YINI) scheme, organised in this case by Symmons Madge Associates Ltd.

As part of his placement, Ross has received training in leading engineering software including ANSYS, Autodesk Moldflow and DEFORM, allowing him to become actively involved with multiple projects during his time at Wilde. The projects in which he has participated range from hyperelastic seal modelling to buckling analysis of large scale anaerobic digester tanks, as well as a wide range of other challenging projects.

Working as part of the Wilde team, Ross has been able to gain technical knowledge as well as business-related skills through working directly with Wilde's experienced engineers and clients on a day-to-day basis.

Ross comments: "I have thoroughly enjoyed working at Wilde during my placement year and have gained so much knowledge in the process, not only about simulation analysis but also on a wide range of industries through the projects I have worked on.

"My colleagues have been extremely friendly and welcoming throughout the year, making sure I get the most out of my time here. I believe the skills and experiences I have gained at Wilde will benefit me greatly in my University studies as well as providing me a strong starting point for my career."

John Dennis, Wilde's Technical Director - FEA, reflects: "Ross has worked exceptionally well within our engineering team here at Wilde. His ability to quickly grasp engineering concepts, coupled with his enthusiasm, and his natural team-working mentality has led to a very successful placement. In return for his commitment, Ross has received excellent support and encouragement from our team which will give him a head start when he commences his professional engineering career."

A First for the North East as Seta Achieves New International Accreditation

Washington-based Seta's commitment to quality has seen it become the first training provider in the North East to be awarded the prestigious ISO 9001:2015 accreditation.

Seta, which offers apprenticeships and commercial training courses, received the internationally-recognised accreditation following a rigorous assessment process that examined the organisation's processes and systems.

By achieving ISO 9001:2015 certification, an organisation must have implemented quality management system requirements for all areas of the business including development, sales, staff, training delivery and facilities.

The ISO 9001:2015 accreditation, awarded to Seta by the British Standards Institute (BSI), is the very latest revision to the ISO 9001 quality management services standard and was developed to reflect the changing business environment, with more emphasis on aligning quality with wider business strategy.

Seta delivers apprenticeships across a range of engineering disciplines, as well as in business administration and customer service, and offers courses in subjects such as electrical engineering, mechanical engineering, maintenance engineering, machining, welding, programmable logic control and health and safety.

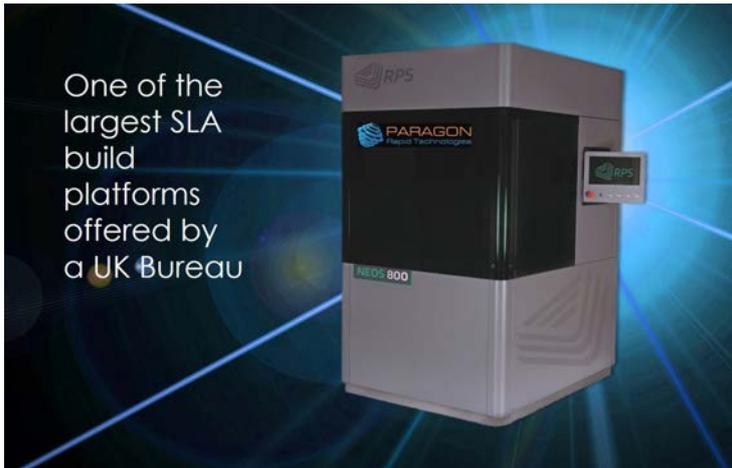
Seta provides accredited, industry recognised training to an advanced level and works with companies including National Oilwell Varco, Gestamp, Northern Rail, Rolls Royce and Nissan, as well as many regional SMEs and sole traders.

Robin Lockwood, chief executive of Seta, said: "We are delighted to be the first training provider in the North East to have been awarded the ISO 9001:2015 certificate and this is a significant development for Seta.

"The accreditation acknowledges our on-going efforts to refine and improve our systems and processes for the benefit of the employers, course delegates and apprentices we work with.

"It's important that learners and businesses have full confidence in their training providers, and ISO 9001:2015 – which is widely recognised as a hallmark of quality in the manufacturing and engineering sectors – plays an important part in reinforcing this."





One of the largest SLA build platforms offered by a UK Bureau

Paragon GO LARGE with 800mm High Definition 3D Printing Solution

Until recently UK manufacturers have been limited to smaller Stereolithography (SLA) build platforms for their 3D printing applications and the only way to produce big prototypes was by section and bond methods.

However Paragon has taken the plunge and invested in a large frame SLA machine with a build platform of 800mm x 800mm x 600mm – one of the largest offered by a 3D Print Bureau in the UK.

The NEOS 800 machine was designed and manufactured in the UK by RP Support using next generation software and laser technology, building in rapid HD format to reduce finishing and delivery times significantly.

The new machine will run WaterShed® 11122, which produces nearly colourless parts that look more like true, clear engineered plastic components.

In addition, this resin has been formulated with the DSM Somos Oxetane Advantage™— an advanced chemistry platform that produces parts with outstanding water resistance and high dimensional stability.

Paragon's new Commercial Director Ian Jobling said, "The 3D printing market is becoming saturated with small printers and start-up companies offering models, but very few RP organisations have the size and investment capital to go large.

"I am delighted that Paragon have both and this means we can now offer the market rapid HD SLA printing on a big scale for the first time.

"Our new machine caters for customers who want to build models up to 1m in length in one single piece. We have already seen significant interest in this new solution and delivered a number of exciting projects to National and International clients."

Visitors to Stand E31 at this year's Advanced Engineering Show between 2-3 November 2016 at the NEC in Birmingham will have the opportunity to see some printed samples from the new machine.

Get Involved in Plans to Shape the Future of Sunderland and South Tyneside

Sunderland and South Tyneside Councils are urging residents and businesses to put forward opinions on a joint venture which is said to have the potential to transform the economic fortunes of the areas for generations to come.

Seeking public opinion on the proposed International Advanced Manufacturing Park (IAMP), an initiative which would provide a world-class environment for high tech industries and advanced manufacturing businesses, the councils are this month opening up a series of consultations.

It is anticipated that the scheme can create more than 5,200 new jobs by 2027 in innovative industries and drive economic growth by attracting more than £300m of private investment.

The two councils have launched a consultation on a draft Area Action Plan (AAP). This document provides a policy framework guiding the cross-boundary development for the next 15 years. It follows previous consultations on the vision, including consultation on three location options in early 2016.

Councillor Paul Watson, Leader of Sunderland City Council, said: "The IAMP is a once-in-a-generation opportunity to transform the Sunderland and South Tyneside economies, bringing with it a wealth of possibilities for our communities.

"We are encouraging future generations to aspire to high-quality and skilled jobs and creating compelling reasons for them to stay in the North East. With the industries and investment the IAMP will attract, it will be a game-changer for our current and future workforce.

"We'd encourage everyone, from residents, to students and businesses, to get involved in this consultation and have their say for the future."

Councillor Iain Malcolm, Leader of South Tyneside Council, said: "Our economies are built on the skills, determination and dedication of our workforce. IAMP will build on this foundation and provide an energetic setting that will put us on the world stage for advanced manufacturing in the automotive industry.

"Input from the community has been invaluable to date."



Mathys & Squire

Intellectual Assets - IP in the Automotive Sector

IP rights are a valuable asset and should not be treated as an afterthought. Too many businesses fail to recognise the IP risk and IP opportunity hidden in many transactions. As a result they lose value, miss opportunities, and run unnecessary risks.

Have an Effective IP Strategy

An effective IP strategy is crucial – and it does not have to be complex or costly. The risk of inaction is very significant. Can you prove you really own your own core technology? Do open-ended indemnities or poorly worded agreements present a risk to investors? What if a key business relationship is disrupted? What if you are sued for infringement? An effective IP strategy deals with these risks and helps you realise the value in opportunities you might otherwise miss. It can be simple, practical, and cost-effective.

IP as a Strategic Tool

The days of giving narrow legal advice are over. IP assets are a strategic management tool and must be dealt with from a commercial perspective rather than a narrow legal one. We have a proven track record of helping companies in the North East achieve funding, licensing deals and further growth. We work as if we are your own in-house counsel.

We Understand your Business

IP management is not a luxury solely reserved for international



technology giants. It is an essential necessity. Whatever the size of your business, you need a patent attorney who doesn't just understand the automotive sector, but also works alongside you in every small deal and development so that they come to understand you. With a track record of working with other members of the North East Automotive Alliance, we make it our business to understand the commercial drivers of your business.

For more information, please contact:

Andrew White | Associate

Email: AJWhite@mathys-squire.com

www.mathys-squire.com



Sunderland College

For generations, Sunderland College has been at the forefront of educating some of the brightest lights in manufacturing and engineering.

With a pedigree in the industry that goes back to the 70s, when it was known as Wearside College, the College's new City Campus will play a leading role in supporting the growth and development of the automotive sector.

The £29m facility, which is in the heart of the city centre, includes a specifically designed space for advanced manufacturing and engineering and enables the College to deliver a host of new programmes for the automotive industry.

Those who study at Sunderland College achieve higher grades than any other college in the area for vocational courses and as one of the largest A Level providers in the North East with strong progression for learners into higher, the College support not only the skills of the shop floor, but back office teams, covering areas like business administration and accountancy.

Sunderland College also has an envied reputation for quality employer training across the North East and works with over 400 businesses, ranging from SME to large employers, supporting their recruitment and training strategies.

The College offers innovative education and training solutions to increase the knowledge, skills and contribution of a workforce that will make a real and measurable difference to both individual and business performance. The College's education services range from national qualifications, to training that can be tailored to meet a company's exact needs.

As one of the largest Apprenticeship training providers in the region, Sunderland College has an extensive team of specialist staff with industry experience. At present the College offers over 40 Apprenticeship frameworks and the quality of their apprenticeship programmes are reflected in the fact that 92% of Sunderland College apprentices remain employed at the end of their apprenticeship.

To find out how Sunderland College can make a difference to your business:

Tel: 0191 511 6484

Email: employers@sunderlandcollege.ac.uk

www.sunderlandcollege.ac.uk



Dontyne Systems

Dontyne Systems and Dontyne Gears close the Gap Between Gear System Design and Manufacturing for Optimum Production and Performance

Gear and gearbox manufacturers are under a lot of pressure to meet stringent demands in gear quality, efficiency and conformance to exacting design standards. In 2006, Dr. David Palmer and Dr. Mike Fish established Dontyne Systems and set out to develop and globally market intuitively designed, user-friendly gear software with a heavy focus on making it easier for gear manufacturers to achieve the exacting standards required across a vast scope of industries and applications.

The Gear Production Suite software now has over 150 installations in 15 countries with UK, Japan, and USA the biggest markets.

The real power of the software system is the direct link of the gear design and loaded tooth contact analysis tools to automate tool design and simulations of hobbing, grinding, shaping, and shaving processes that ensure options for machining geometric accuracy and accurate performance characteristics such as strength, stress, and noise can all be assessed before cutting metal.

Users can also make choices based on priority for production such as minimum machine time, maximum strength, or power and tool life. The system promises dramatic saving in production time and cost.

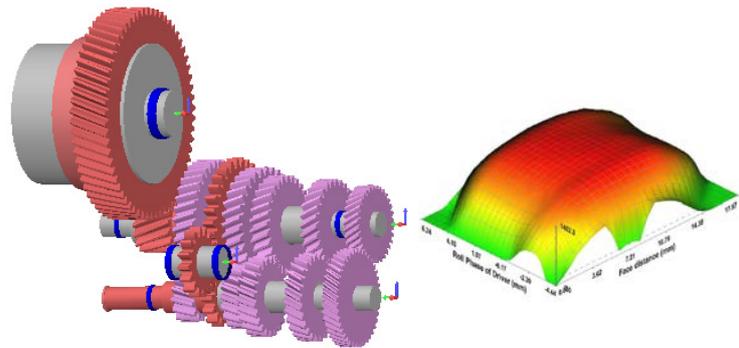
Dontyne is to further close the gap in gear manufacture by offering a viable, flexible alternative to dedicated gear equipment that enables multi-axis CNCs to be used for small to medium batch, R&D or one-off gears that may be cost and space prohibitive to justify large capital investment in dedicated equipment.

The owners of Dontyne Systems formed Dontyne Gears in 2013 as a prototyping and testing company to expand ideas and concepts to evaluating optimum manufacturing techniques for efficient production and optimum operation, often utilising the latest developments in hardware.

Their effective collaboration efforts with industry big-hitters has enabled gear manufacturers to take a fresh look at how gears are designed-analysed-made-measured. With this blue-sky approach it is possible to design, analyse, and prove new gear forms such as the Convoloid® which can, in certain applications, give 10-50% better power density. Dontyne Systems has world exclusive rights to the software to design and manufacture this type of gearing.

Both Dontyne Systems and Dontyne Gears are based in the North East. For more information, DEMO and Free Trial Install, contact:
Email: mikef@dontynesystems.com
Tel: 0191 206 4636

www.dontynesystems.com



Flowstore Systems

Flowstore Systems design, manufacture and supply lean materials handling and visual management solutions. FlowTube consists of Steel or Aluminium tubes, rapidly assembled joints, roller tracks and a vast range of components and accessories.

To complement our lean materials handling products, we also have Safe Walk And Signs, a range of visual management solutions, from floor marking tapes, safety signs, and display boards through to ergonomic mats and LED lighting.

Flowstore systems has over 25 years' experience in the Automotive industry, supplying custom made solutions from line-side racks and conveyors, to work stations, trolleys, parts storage and many more applications.

Our customers include, Nissan, Calsonic, Lear, Jaguar Land Rover, Delphi, General Motors, Rolls Royce, Toyota, Antolin, Decoma and many more.

The UK manufacturing site holds over £1 million worth of stock so we can supply your solution quickly. Our technical solutions team can attend site to help with on site design requirements.

From custom design and assembly, through to supply of stock FlowTube components for Kaizen teams we can help you improve material flow and reduce waste from line-side through to Good's inward and throughout your supply chain.



We will of course be at the NEAA expo and happy to answer any questions or alternatively please contact:

Simon Bolton | FlowTube Sales Manager
Email: simon.bolton@flowstore.co.uk
Tel: 0208 756 4585

www.flowstore.co.uk



Grorud Engineering

Sixty Years in Business, New Owners, New Employees and a Complete Turnaround!

2016 represents a milestone for Grorud Engineering based in Consett, County Durham. Having provided engineering and coating services for the automotive and healthcare sectors for over 60 years in the local and European markets, things are moving up a gear and following a buyout of the company in 2015 major changes have been made.

The buyout provided the much needed opportunity for a shakeup of the company and what a difference it's made!

In the last twelve months after a restructure of the management team, new operating practices have been adopted in the factory. This has resulted in a 100% increase in efficiency in the Electrophoretic (EP) coating department and a 74% increase across the whole factory providing increased capacity and the potential for new opportunities. These improvements translate into the financials with an £800,000 profit turnaround in the last twelve months alone.

Developments on the shop floor don't stop there as the company is about to embark on a major investment in the machinery and tool room parts of the business, with investment in the purchase of new press tools and machine upgrades to facilitate new developments which will create scope for further new business opportunities.

Michael Brooks, Operations Manager for Grorud Engineering commented "The Company has come a long way in the last 12 months but this investment will ensure we maintain the efficiency and quality of service our clients recognise from our work."

Our multi-national clients in the automotive and healthcare



sectors have noted significant developments and have praised the improvements and awarded new work based on the increased performance and improved quality levels.

These developments and increased available capacity have led the company to expand taking on new employees with five new recruits in the last six months (not including apprentices).

The investment and reform can be seen throughout the company and all involved from the shop floor upwards are preparing the way for Grorud to continue as a key force within engineering in the North East for the next sixty years.

For more information, please contact:

Mark Thompson | Business Development Manager
Tel: 07966 371967 | E-mail: mark.thompson@gorud.com

www.gorud.com

Nine Software

Nine Software are a local business helping to create some positive business impact within the regions' engineering and manufacturing base.

We have a unique approach to implementing tailor-made software, delivering solutions that Companies can't find in the open market, because they either don't exist, are too costly or don't support integration.

More recently we have:

- Designed and developed bespoke mobile apps for Nissan to help simplify their production processes and increase operational effectiveness.
- Been the team behind the software that manages Proctor & Gamble's changeover routines which has reduced operational spend and increased their production quota.
- Implemented digital dashboards for Grundfos to eliminate their paper trail, deliver real-time reporting and enable management by exception.

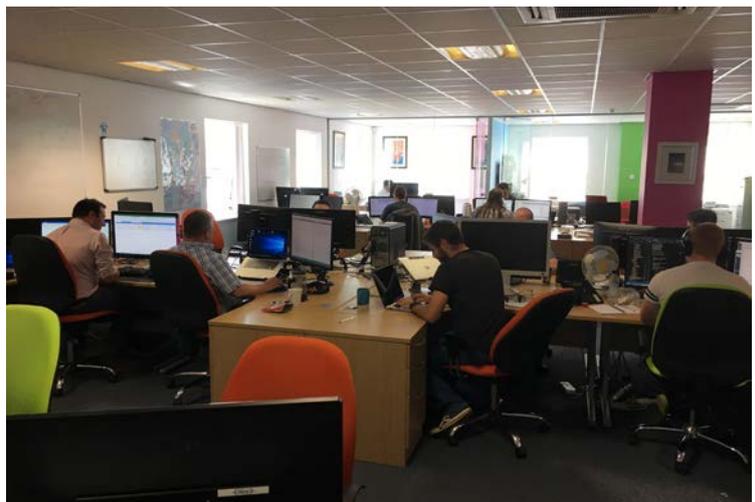


Our growing portfolio of clients includes Rolls Royce, P&G, Nissan, Cenelec, SESS and many more.

If you'd like to discover how we can support your business we'll welcome the opportunity to meet. Please contact:

Matt Atkinson | Commercial Director
Tel: 07860 952 046
Email: matt@nineworks.co.uk

www.nineworks.co.uk



TR Fastenings

TR is a major component supplier to the automotive sector. Our aim is to be seen as the vendor of choice for the Tier 1's who support global OEM's, with our comprehensive product offering.

With our manufacturing capabilities and global sourcing expertise, we can supply almost every fastener required for a vehicle assembly.

TR's manufacturing sites in Asia are accredited to TS16949. We supply Japanese and Malaysian OEM's with multi-stage cold forgings for engine, powertrain, braking systems and marriage bolts for seating and safety critical components. These products are also produced to support Tier 1's through TR's automotive distribution locations.

Global Footprint

Positioned close to the major automotive clusters, our 26 locations enable us to support both technical and logistics personnel locally.

Increasingly platform builds are international. TR is positioned to assist in the efficient transfer of management information throughout the process.

Approved product and PPAP's are immediately available for line trials, eliminating an additional product approval process reducing the time required for production to begin. Replicating the service we provide on one continent ensures we have a consistent approach to the Tiered supply chain.

End-2-End Support

We provide product that is used in 80% of car brands across the world.

As a Full Service Provider (FSP), we meet the increasing demands of the OEM by supporting Tier 1 and 2 supply chains, from the design stage through to the finished product. Involving our own

manufacturing base, supported by key suppliers, we provide a cost effective fastener solution whilst adopting a diligent attitude to safety critical applications.

Contact our local TR Fastenings Automotive Team at our Newton Aycliffe operation:

Chris Black | Global Automotive Business Development Director
Email: christopherb@trfastenings.com
Malcolm Hildyard | Automotive Sales Manager
Email: malcolmhi@trfastenings.com

TR Fastenings | 6 Angels Close | Aycliffe Industrial Estate | Newton Aycliffe | County Durham | DL5 6BG
Tel: 01325 300888

www.trfastenings.com



Manufacturer & Distributor of Industrial Fastenings



Special Parts | Marriage Bolts | Airbag Fasteners | Spring Steel Clips | Washers | Rubber Bumpstop, Damper Grommets | Bushings | Spring Staples & Hog Rings | Plastic Clips & Rivets | Plastic Components

sales@trfastenings.com | www.trfastenings.com

Lean Deployment Solutions

As a highly motivated and goal-driven Business Improvement Specialist, I have a wealth of experience in all aspects of business operations and development. From engineering and manufacturing to project management and strategic development, my strong business acumen, leadership skills, and self-propelled enthusiasm for embracing new challenges continues to drive me toward personal and professional improvement.

As a result, I have maintained a consistent record for generating savings by streamlining operations, reducing costs and waste, and improving overall quality control and compliance throughout my career.

During my tenure with Lean Deployment Solutions Ltd, I have excelled as a strong leader, as well as a dynamic team player. I have demonstrated exceptional analytical and critical thinking skills, as well as a strong sense of initiative and in depth knowledge of key performance indicators. My core competencies include Quality Assurance, Risk Assessment, Performance Enhancement, Root Cause Analysis, Project Management, Budget Management, Client Relations, Team Leadership, and Networking.

I am now interested in bringing my experience to a team of professionals who believe that innovation is the cure for stagnation and value advocating for the customer experience.

If this sounds like your organisation, and you are seeking a confident and dedicated team player with a keen eye for detail, please feel free to contact me. I look forward to hearing from you.

For more information, please contact:

Mark Wood | Senior Consultant
Email: markwood20@gmail.com

<https://uk.linkedin.com/in/mark-wood-7089b72a>



Motorclips Direct

Automotive Clips and Fasteners

Based in the North East, Motorclips Direct has an extensive range of plastic and metal automotive fasteners for many makes of vehicles.

Apart from fasteners, our inventory also includes cable ties, cable accessories, hose clamps and pop rivets.

Plastic Fasteners

Trim buttons, fir tree, drive rivets, push rivets, screw rivets, panel clips, moulding clips, hole plugs etc.

Metal Fasteners

Speed nuts, exhaust nuts, chimney nuts, quarter turn quick release fasteners, cage nuts, blind trim fasteners, oil drain plugs and screws etc.

We also offer bespoke packaging and kitting of various components.

To complement our fastener range we offer a variety of workshop/ retail solutions to help your business run smoothly and more profitably. These include storage bays with parts bins, revolving tilt bins, wall mounted tilt bins and louvre panels with bins.

With over 10 years of experience and ever expanding we have



grown to be a leading supplier of automotive fasteners in the UK, but our vast range is also used by customers and repair centres all over the world.

Motorclips Direct is certified to ISO 9001:2015 and is a member of the NEAA and NECC.

For more information, please contact:

Motorclips Ltd | Unit F3 Morton Park Way | Darlington | DL1 4PQ
Tel: 0781 5033 463

www.motorclipsdirect.co.uk



Workwear Express

Workwear Express Ltd provide everything you could possibly need to supply your workforce with an attractive and practical uniform solution – we understand that managing and purchasing a working wardrobe can be a daunting task without the right support.

Our aim is to make the management of your company clothing as simple and hassle-free as possible.

For over 25 years Workwear Express have been providing uniforms to companies across multiple market sectors in the UK, Europe and Worldwide.

Our expert Managed Accounts team have a wealth of industry experience in producing inspirational corporate wear, workwear and staff uniforms – they are on hand to support you from initial concept and design through to production and distribution – ongoing support is provided through a dedicated account manager.

Our design, sales and production teams are all based in our head office in Durham where we have onsite customisation and tailoring capabilities within our 25,000 square foot office and production facility.

This is home to our state of the art embroidery and printing equipment ensuring consistency and quality of garments supplied within industry leading turnaround times.

Our clients are at the centre of everything we do, as we strive to deliver practical workwear and uniforms that combine wearer comfort and usability with commercial common sense.



TRUST US WITH YOUR NAME

Wardrobe Management System

Our wardrobe management system MyWorkwearExpress is the perfect solution for managing uniform supply to multiple wearers across multiple sites.

It allows you to have full budgetary control over your uniform spend while alleviating administrative pressures. Ordering of the uniform can be done by any approved individual within the business, whilst ensuring pre-set uniform allocations are not exceeded.

For further information please contact:

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Nusafe

How Vending Machines Simplify Workplace Safety

Nusafe's Guide to the Safety Benefits of Vending

As health and safety professionals express increased interest in vending machines – and with a significant rise in the implementation of vending for PPE and consumables – we have put together a simple guide showcasing exactly how these systems help our clients to improve their safety on a daily basis:

1. Ensuring Equipment Availability

On-site, automated vending machines means replenishments are communicated to and performed by the suppliers ensuring managers will not run out of products. This mitigates risks of operational delays while ensuring employees have access to legally required protection at all times.

2. Driving Compliance

The use of unique identification cards for each employee creates a live record of who is taking what and when. This can be used by management to track usage patterns and monitor employees products use. Access to this information gives context for identifying training requirements, addressing non-compliant workers, and encouraging employees to be accountable for their safety.

3. Empowering Employees

By giving employees instant access to the equipment they require throughout their shift, they're empowered to be responsible for

their own safety. This fosters a stronger safety culture through engagement of the end-user, demonstrating the company's trust in them and commitment to their safety, resulting in a more positive safety culture across the workforce.

4. Reducing Administration Work

With an automated system, management can rest assured they have the equipment they need without processing authorisations, freeing up time to focus on other safety responsibilities.

5. Reduces Costs without Compromise

In addition to enhancing shop-floor safety, vending machines allow companies to reduce cost by identifying items that are being overused and addressing consumption issues.



Want to know more? Get in touch:
Tel: 08453371698

www.nusafe.co.uk

NUSAFE
Look to us.

PD Ports

PD Ports Making Waves by Investing in Growth

PD Ports is an award-winning UK business offering end-to-end supply chain solutions.

Based in the North-East, it owns a major deep water facility at Teesport and operates at many key UK ports and logistics centres with 1,200 employees nationwide.

Teesport is the UK's fifth largest port by volume and second largest container port in the North, handling 36 million tonnes of cargo and 4,600 vessels each year as the UK's best connected feeder port.

With two container terminals PD Ports is also a dominant player in the bulk cargo industry with diverse customers ranging from animal feed to fertilisers.

Teesport is also making a name for itself as a UK energy hub having attracted international customers in the renewables sector.

It has welcomed one of the biggest wind farm installation vessels in the world, Pacific Orca, and preparatory work has started to build £650 million biomass power station using imported wood pellets which will generate enough electricity for 600,000 homes.

The company also has facilities at Billingham, Hartlepool and the Isle of Wight with a strong presence on the Humber. It owns

Groveport, Howden and Keadby with operations at the Port of Immingham and in Scunthorpe.

PD Ports is also a market leader in portcentric logistics attracting the investment of two of the UK's largest retailers, Tesco and Asda to Teesport Logistics Park. It offers bespoke supply chain solutions at sites across the UK from the Tees to the Thames and beyond and owns the single largest warehousing facility at the Port of Felixstowe.

For more information, please contact:
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www.pdports.co.uk

PD PORTS



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