

IMAGE INNOVATION SUSTAINABLE DEVELOPMENT SKILLS IMAGE INNOVATION SUSTAINABLE DEVELOPMENT SKILLS

## Facing uncertainty from a position of strength

Welcome to the Spring issue of the Chemicals Northwest newsletter. With a general election looming and the certainty that, whatever the outcome, public sector funding will be reduced, we must all continue to make the economic and sustainability case for the importance of the chemical sector, both nationally and here in the North West.

Regionally, the sector is important because of its economic size (boasting £10.1bn turnover, high "Gross Value Added", and UK-leading export levels); the highly skilled and well paid jobs it directly and indirectly supports (over 50,000 people in direct employment); and the fact it supplies the raw materials for the rest of manufacturing.

In fact, chemicals underpin many of the priorities and strategies recently published by the UK government, such as New Industry New Jobs, Advanced Manufacturing (through industrial biotechnology, composites and plastic electronics) and the UK Low Carbon Transition Plan.

Chemicals Northwest and the other chemical clusters are supporting the Chemicals Industries Association (CIA) in promoting the importance of the sector, but we all need to play our part in securing the support our sector deserves from senior politician level down to our local communities.

From a Chemicals Northwest viewpoint, we are delighted to be delivering the ENWORKS Resource Efficiency Programme to the sector

(see page 11). This programme is designed to help companies identify and realise savings in areas such as energy, water and waste.

In addition, we are starting a manufacturing improvement pilot project, "Process Innogateway", which we hope will provide the evidence for a major project for the chemicals industry in the future. We will be contacting companies directly about involvement in the project and update you as its progresses.

In the meantime, if you are interested in finding out more about either of these exciting programmes please do not hesitate to contact us.

**Jenny Clucas, CEO, March 2010**

## Awards 2010

20th May 2010, The Midland, Manchester

## Excitement grows as the 2010 Awards approach

Chemicals Northwest is delighted to announce that there has already been a tremendous response to the call for entries for this year's Awards. The Awards, which take place on 20th May at The Midland Hotel Manchester, have sparked interest from companies across the region following a widespread and highly successful regional PR campaign.

The Awards have also attracted the backing of a number of high profile sponsors, including Business Link Northwest, Cogent, Envirolink

Northwest, The Manufacturing Institute, Search Consultancy, Solvay and UK Trade & Investment. Chemicals Northwest would like to thank all our sponsors for their commitment to ensuring the success of this year's event.

The call for entries is still open to members and non-members, and all the entry forms are available to download from our website. Entrants are eligible to apply for more than one category, providing they meet the category criteria in each case.



To reserve your place at this event, contact Alex Heys on **01928 515 678** or email [alex.heys@chemicalsnorthwest.org.uk](mailto:alex.heys@chemicalsnorthwest.org.uk)

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## Chemicals Northwest

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Chemicals Northwest is an industry-led organisation driving strategic and sustainable development for the 'chemistry using industries' in England's Northwest. Chemicals Northwest is a non-profit organisation funded by industry and the Northwest Regional Development Agency (NWRDA).

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## Students pass on positive perceptions of industry

A recent Collaboration of Schools and Industry (CoSI) project gave ten students from Wirral Grammar School for Girls a real taste of what it's like to work in industry when they were invited to visit Stopford Projects Limited in Ellesmere Port.

The visit, which was funded by the Institution of Engineering Technology (IET), was organised by Business Education Matters Ltd (BEM), the company that manages the highly popular CoSI (P2I) Programme on behalf of Chemicals Northwest.

Following the visit, the post-16 students were full of enthusiasm about how it had changed their perceptions of industry. They were particularly impressed with the varied and flexible nature of engineering jobs at Stopford, the company's emphasis on Health & Safety and the enthusiasm of the engineers for their work.

Back at school, the students were then tasked with passing on the changes in their perceptions of industry to their fellow students who had not participated in the company

visit. The 'multiplier effect' achieved by this activity is one of the unique selling points of the CoSI programme. Moreover, it also engages very powerfully with the perception building processes of young people and leads to a very big increase in the positive perceptions of younger students.

With support from BEM, the post-16 students gave special "lessons" to 122 Year 9 students which resulted in improved perceptions via a greater appreciation of topics, such as the effort and expenditure put into reducing pollution, and the important role played by engineers in the production of essential materials for our everyday lives.

However, the biggest changes in perception achieved through the project resulted in the students' realisation that working in the chemicals industry is far less dangerous than they had previously imagined.

For your opportunity to enhance perceptions of the chemical industry among future generations, contact Jane Gamble (see details opposite).

## Tune into Chemicals Northwest



Chemicals Northwest now has its own channel on YouTube.

To see footage from some of the events we've been involved with recently, such as Kickstart Your Career and Skills Northwest,



visit [www.youtube.com](http://www.youtube.com) and search for ChemicalsNorthwest.

We will be adding to the channel in future so why not subscribe and keep up-to-date with our activities?

# Catalyst welcomes New Chairman of Trustees

Catalyst has announced the appointment of Bryan Davies as Chairman of its Trustee Board, following the retirement of Dr Tony Bastock OBE after six years of service.

Bryan, a graduate of UMIST, brings a wealth of experience to Catalyst having held senior positions within the chemical industry over a career spanning more than 44 years. In addition to being a Trustee of Catalyst since 2006 he has held his current position of Commercial Director for Thomas Swan & Co for the past 18 years, actively participating with the Chemical Industries Association.

Bryan said "I am very honoured to be appointed as Chairman of the Board of Trustees at Catalyst. The previous Chairman, Dr Tony Bastock, has given outstanding service and commitment and enabled Catalyst to establish itself as a leading science centre with a focus on the Chemical and allied industries."

Outgoing Chairman, Dr Tony Bastock OBE, said "I applaud the election of Bryan Davies; his experience and knowledge will help Catalyst grow and prosper."



# CCI takes local MP back to school



The CCI project continues to attract attention from schools, industry and even MPs! A recent article in the Northwich Guardian featuring CCI's 'Water for Industry' work in a Northwich school caught the eye of local MP Mike Hall.

Mike was so fascinated by the idea of primary children helping industry to solve real problems, such as filtering incoming water or preventing pipelines from leaking, that he wrote to the school requesting a visit to see for himself the work being done by the children.

During the visit, the children eagerly demonstrated their ideas for cooling water, mending leaky pipes using various sealants and filtering muddy water.

Our CCI advisory teacher has also been working recently with a class of eager pupil scientists in a school near Burnley. The children thoroughly enjoyed learning about the importance of recipes in industry; simple activities in class, such as dissecting mince pies, investigating the best bubble mixture and making soap, were followed by a carefully planned visit to Robert McBride in Burnley. On site, the pupils had great fun using their scientific skills to follow a recipe. After measuring various ingredients, they produced and bottled their own cleansing product!

Michael Mashiter, Assistant Headteacher, Simonstone St Peters Primary School, Lancashire praised the CCI project saying, "In my ten years of teaching, this was without doubt the best lesson/workshop that has been delivered by an outside agency.

"The lesson was thoroughly planned, the children were on task throughout and they responded with great excitement to the practical activities on offer. I would recommend the workshop to any school interested as I know that all children will gain a great deal from it – we most certainly did."

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# MEMBERS SPOTLIGHT

## Are you struggling to get paid on time?



If you don't know when – or if – payments are coming in, you can't plan for next week let alone the next six months. Even more seriously, if you don't make sure you get paid on time, you're putting your own business at risk.

There is an easy way to protect your business from the worry of unpaid bills – and you don't need to divert staff from other priorities or recruit additional staff.

At Query Management, we provide professional outsourced credit management services for businesses determined not to become victims of poor cashflow.

Our clients get paid sooner, because we combine streamlined credit control procedures with regular human contact. We work to develop positive relationships, and you can be confident we will treat your customers as the important people they are.

We have a flexible approach, so you can decide exactly what elements of your credit management you would like to outsource.

We can:

- Take over your whole sales ledger, or just selected accounts
- Pursue immediate bad debts now.
- Provide full credit checks on new and existing customers.

With a background of 20 years in the plastics and chemical industry, we understand your business area.

For further details, visit:

[www.querymanagement.co.uk/](http://www.querymanagement.co.uk/)

**query** outsourced credit control  
**management**

## Birthday Celebrations at France Line

Manchester based France Line International Transport Ltd is celebrating 30 years of experience and expertise.

The dynamic and successful trailer operator and freight forwarder that specialises in road haulage from the UK to France, was set up in 1980 by four French medium-sized and family run hauliers, with the primary aim of back-loading their trailers into France.

However, the all-female company quickly developed a freight forwarding activity and established long standing partnerships with a number of carefully selected and monitored French, English and European hauliers, in order to service its expanding customer base.

Today, with its network of contacts, depots and agents, the French road freight specialist provides door-to-door full loads and part loads services into any areas of France for any retail, commercial and industrial cargo.

The company's loyal client base comprises mainly English and French

manufacturing companies who recognise that the tangible commercial benefits and added values provided by France Line help them increase their competitiveness. France Line also works with a number of larger and pan-European freight forwarders who use its services to diversify and strengthen their own services to France.

### Customer service: a philosophy

On its conception, the company adopted the mission statement "On time with France Line, every time". According to Marie Boyer, Manager of France Line for the past 10 years, it is as true today as when it began trading.

As Boyer explains: "We built our reputation by providing a reliable and professional service, at a competitive price and with a smile.

"Problems can and will sometimes

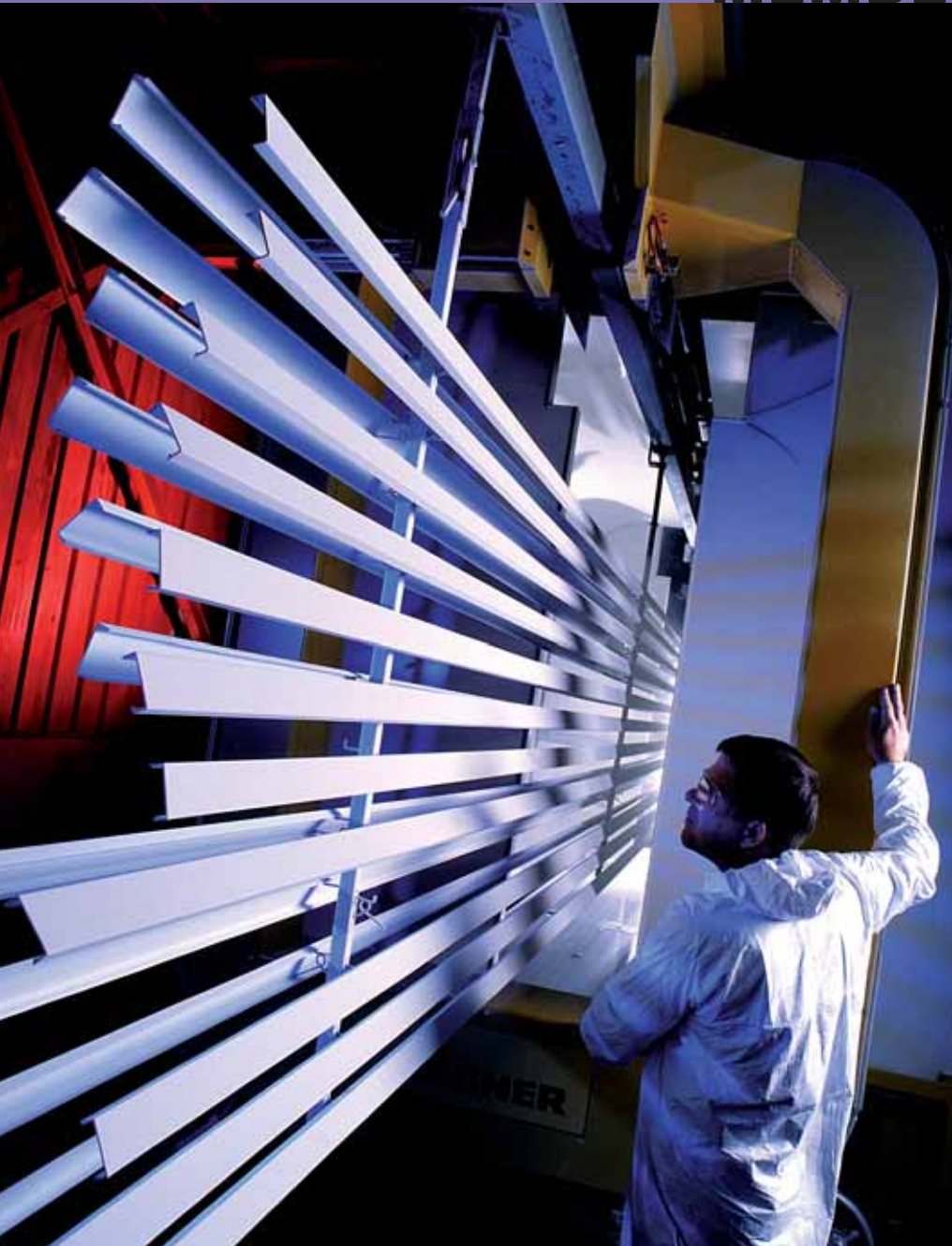


happen, but we deal with them quickly and efficiently, and keep everyone involved informed and satisfied.

"Good communication and employing a bilingual team committed to customer service are the key to our success and longevity."

For further information, contact Marie Boyer or Flore Fortuyn at France Line on **0161 746 8339** or email: [marie@francelinetransport.co.uk/](mailto:marie@francelinetransport.co.uk) [flore@francelinetransport.co.uk](mailto:flore@francelinetransport.co.uk)

# MEMBERS SPOTLIGHT



Photography for Industry is run by Adrian Waine. Adrian originally started his career photographing furniture for Littlewoods in 1985 and was later recruited by Saudi ARAMCO to work as part of their photographic unit in Dhahran.

The promotion gave Adrian an opportunity to travel throughout the Kingdom and exposure to all the activities of the world's biggest oil producer, including drilling, surveying, construction, petrochemicals, shipping, medical, power generation, aviation, pipelines and above all engaging with a multinational workforce of 40, 000 people.

By 1995, it was time to come home and Adrian set up his own business offering professional photography services to business and industry. The main market sectors he served included manufacturing, process industries, automotive, power, metals, the NHS, construction, engineering, transport, waste processing and pharmaceuticals. His new business kicked off with a commission from Rolls-Royce Industrial Power with a requirement to capture two substations in The Arabian Desert.

Fifteen years on and Adrian's client base has diversified somewhat with the expansion of the nuclear industry and the production of energy from waste. Manufacturing still needs a leg up and the construction boom has come and gone. However, what remains constant is Adrian's ability to create great photographs from everyday work situations which assist in the representation of companies through the pages of annual reports, presentation materials, exhibition displays and corporate spaces.

## Photography for Industry

### Promotional & Application Photography

Email: [adrianwaine@btopenworld.com](mailto:adrianwaine@btopenworld.com)

Tel: 0151 356 3855

[www.photographyforindustry.com](http://www.photographyforindustry.com)



Adrian's aim is to visually represent companies to a high standard, enhancing their corporate image and credibility and helping to win further orders and contracts. No matter what size of business you are, Photography for Industry can serve you well.



## MEMBERS SPOTLIGHT

# Syntor Fine Chemicals triumphs at the Greater China Awards 2010

Runcorn-based Syntor Fine Chemicals won the Greater China Rising Star Award, announced at the Greater China Awards and dinner on Friday 12th February at the Lowry Theatre, Salford. A Stockport company specialising in business-to-business market research, B2B International Ltd, was named as the runner up.

The North West England Greater China Business Award is organised by UK Trade & Investment North West and the Northwest Development Agency, and rewards the company or organisation that has made the most significant contribution to developing business or network links with Greater China, including bi-lateral trade or investment. The Rising Star award celebrates the companies who have achieved the most in the market despite having only 3 years' experience or less in the region.

Winner Syntor specialises in the development and supply of fine chemicals to the pharmaceutical, agrochemical, aroma and electronic industries. When the company's R&D laboratory at the Runcorn site was at full capacity, it invested in an R&D laboratory in China, a country with whom they had already established robust business links. Syntor China has been in operation in Hangzhou since February 2008 and has been a huge success.

Philomena Chen, Head of Asia Pacific Development for UK Trade & Investment said, "There was an outstanding level of entries for the North West region, and the winners are the companies who have showed the most evidence of a

commitment to the market and who have successfully expanded their business in mainland China, Hong Kong or Taiwan.

"Syntor is an impressive winner, who has integrated at every level with China from management, R&D to production. It has been very successful at using its UK/China bases to multiply sales in both locations."

Clive Drinkwater, International Trade Director for UK Trade & Investment North West, said: "Greater China continues to be of major importance on the global stage and we are sure our winning companies will be able to enjoy long term rewards and success in return for the time and finances they have invested in furthering their business interests there.

"NW exports to China have been rising steadily over recent years as the Chinese economy becomes an increasingly important world player. From 2007 to 2008, NW exports to China rose by 32%, from £471m to £623m.

"This year's North West England Greater China Awards are a great celebration of those businesses which have done the most to strengthen the links between our two economies."



Clive Drinkwater (International Trade Director, UKTI NW), Philomena Chen (Head of Asia Pacific Development, UKTI NW), Mireia Romeo (Syntor QSHE manager), Samantha Hughes (Syntor Commercial Manager), Robert Hough (Chairman NWDA)

Robert Hough, Chairman of the Northwest Regional Development Agency (NWDA), said: "The North West of England Greater China Business Awards recognise and reward the companies and organisations that have made the most significant contribution to developing business or network links with Greater China. The NWDA is delighted to work with UKTI to ensure these achievements are recognised and celebrated."

The winners were announced at the Greater China Achievement in International Trade Awards and Chinese New Year Dinner on Friday 12 February at the Lowry Theatre in Salford. The awards were also supported by Finnair, which provided flights as a prize for the winning company.



## Early bird discount on 2010 membership renewals

1st April marks the start of the new membership year for Chemicals Northwest. In early April, we will be issuing new invoices to all our members to renew membership for another year unless we receive written confirmation from you that you do not wish to renew.

As announced last month, the membership fees for 2010-11 have increased slightly to: £130 +VAT for Individual Members and £470 +VAT for Corporate Members. However, an early bird discount will be applied to all payments received before the end of April, meaning fees will be charged at the 2009-10 rates of £100 and £400 respectively.

Once your membership has been renewed, your new membership certificate will be issued and you can continue to benefit from being part of the community of chemistry-using industries in the North West.



# BIS Industrial Services

Effective from the 1st January 2010, BIS O'Hare and its sister company, BIS Salamis, have merged to trade under the new brand, BIS Industrial Services Limited. This is an exciting development for both organisations which will ensure that the business maintains its position at the forefront of providing a unique range of bespoke outsourced solutions to the onshore refinery, chemical, power and process distribution markets.

From its Axis House Head Office located at Manor Park, Runcorn, this move is a

natural progression for the organisation which will enable it to increase the synergies, share best practice and maximise opportunities to ensure that the business delivers services at the highest possible standards to its customers.

By merging the two organisations, BIS Industrial Services is able to offer a truly comprehensive delivery capability including mechanical, electrical and structural services as well as key support services such as access solutions, scaffolding, insulation and painting.

Although customers will be able to continue using its services independently, BIS Industrial Services is keen to promote the combined service provision, which has the potential to drive down costs by 20% through economies of scale, cross discipline working and planning for alternative access.

To learn more about the services offered by BIS Industrial Services Limited, please visit [www.bis-is.co.uk](http://www.bis-is.co.uk) or alternatively contact the Head Office: **01928 530000**

## Baytouch Announces Online Contract and Billing as part of REACHsuite

A leading provider of REACH Management IT solutions has developed the first ever online service for invoicing and contract formation for REACH SIEFs that meets legal guidelines.

Baytouch, a global leader in the provision of REACH Management IT solutions, has unveiled new technology which enables contract development, billing and document and dossier distribution to SIEF members to take place electronically.

Other enhancements include improved taskforce management facilities for consortia, IUCLID integration and the secure handling of proprietary data.

The technology will allow thousands of SIEF members to sign online and download documents required for registration – without resorting to lengthy paper processes.

This will be of considerable benefit to hard-pressed SIEF managers who have thousands of contracts to manage.

Baytouch MD Malcolm Pollard said: "It's great to demonstrate our leadership in the field with these new developments.

"We can offer all our customers a reliable, cost efficient and paperless solution to the contract generation and document distribution process."

REACH places responsibilities on all European manufacturers and EU importers to identify and manage the risks that their substances pose to humans.

The formation of the SIEF (Substance Information Exchange Forum) is central to the REACH process allowing SIEF members to share their toxicological data and prevent further animal testing.

Effective IT solutions are needed to manage this and reduce the significant admin overhead.

Mike Neal, of Petkonsept Polymer Consulting Ltd and a REACHsuite customer, said: "REACHsuite has been an excellent primary tool for communication between all the members of the SIEFs I manage.

"REACHsuite has flexibility and features that no other tool has, and is the ideal medium for carrying out this important and complex role.

"It is a drivable system that can help any new lead registrant and its SIEF members along the difficult path to successful registration."



Baytouch MD, Malcolm Pollard, says "REACHsuite software will drive the registration process forward safely, securely and on time."

There is more information available about REACHsuite at [www.REACHsuite.com](http://www.REACHsuite.com)



## IP NET – the first free-to-all technology trading platform makes a strong start

Although only three months old, IP Net, the world's first free-to-all technology marketing system has made a very strong start, with over 25 universities and 60 multinationals already subscribed. Led by The University of Manchester Intellectual Property Limited (UMIP), IP Net brings together technology providers and seekers internationally. The platform – [www.theintellectualproperty.net](http://www.theintellectualproperty.net) – enables organisations for the first time to directly market innovations using a new and very simple marketing format. It is supported by industry sponsors including BAE Systems and Unilever.

As well as a free tool for marketing technology, the IP Net platform allows technology seekers to advertise for technologies that they are looking for.

UMIP's Head of Market Development Mark Thompson said: "The feedback we have had from users has been excellent, as the whole system is designed to be extremely simple and easy to use, and it delivers high quality information in a very digestible format". Although take-up by large technology companies has been very strong, this is also the first system which is particularly suitable for SMEs.

BAE Systems' Director for Technology and Engineering Services James Baker said: "The ability to engage with and access the innovation and know-how within the academic and SME communities is key to enabling BAE Systems to deliver world-leading capability to the armed forces. The approach piloted by UMIP provided us with easy, timely access to available technologies from many universities."

He continues: "Any technology professional in any country can use the system and, as there are no costs and no intermediaries taking a percentage, it removes all barriers. Once they have registered, users simply upload their information using a web form in straightforward industry language. More



Mark Thompson – UMIP's Head of Market Development

importantly, this makes all the data easy and interesting to browse. Once a user identifies a potential match the two parties can directly contact each other."

For further information please contact [mark.thompson@umip.com](mailto:mark.thompson@umip.com)/0161 606 7242



THE **IP** NET  
Making technology connections

January saw the launch of this year's Merseyside Innovation Awards which aim to recognise and reward the use of innovation by businesses as a means of boosting growth and profitability.

The Awards are open to individuals or companies with less than 50 employees who are based within Merseyside. They will be eligible to win £10,000 in cash, £4,000 worth of legal, business, accounting or design consultancy; support from some of the region's leading business advisors; and publicity for the idea.

Chair of the judging panel, Brian McCann, of Vanguard said: "Over the last few years the number of applications has soared. Merseyside is a breeding ground

**Merseyside** *innovation*  
**Awards**  
**2010**

for many world-class innovations and the next few months will be an exciting time as we examine all the entries and select the shortlist. I would urge anyone with a great idea or product to fill in an application form and see what happens."

Each month from now until May a winner will be selected to join the shortlist before the grand final in July where three finalists

showcase their products before an audience of entrepreneurs and other leading figures in the business community.

For more information on how to enter the awards, visit – [www.merseysideinnovationawards.co.uk](http://www.merseysideinnovationawards.co.uk)



## Envirolink Northwest invites the world to join forces for environmental research

Envirolink Northwest has opened the door to a world of research possibilities in the area of recycling and waste by establishing an international research network to encourage interaction and to share ideas and resources.

The International Collaborative Research Network (ICR) was founded by Envirolink Northwest following a visit from representatives of the University of Hiroshima in January 2009. Its founding members include a group of North West universities and businesses along with international organisations such as Hiroshima University of Japan and Aachen University.

Dr Hifzi Naji of Envirolink Northwest is leading on the project and pursued a vision to establish a group that would widen global research capabilities, generate new research ideas, extend a collective knowledge base and open the international market in the North West. The result was the creation of the ICR, which had its first meeting in October 2009 with ten founding members, including all research universities

in the region, United Utilities as well as Hiroshima (Japan) and Aachen (Germany) Universities.

Benefits of the network are vast and include opening up opportunities for regional businesses on a global scale, establishing good links between universities and the international research and development community, accessing the research and development facilities of member universities and businesses worldwide, and progressing technologies with input from a wide pool of international research and development institutions.

Dr Naji says: "The creation of this international research group means that there will be almost limitless research facilities for member organisations and the opportunities for development are hugely increased by pooling our resources and knowledge.

"We hope to develop this concept further by showcasing a successful project that has been the result of the network as we're confident this will prove a tremendous

benefit to the North West and will eventually bring inward investment and provide export opportunities for companies in the region.

"The group is open to any organisation willing to actively support the network and we welcome new members to expand the existing possibilities".

Envirolink Northwest will manage the network in the first year, group status and management will be decided by the steering group thereafter. Network membership is open to all research institutes and businesses worldwide who are willing to actively support the network and engage in collaborative research in environmental technology.

For more information or to join the network, please contact Dr Hifzi Naji on **01925 856038/h.naji@envirolinknorthwest.co.uk**



## Northwest Eco-Innovation Programme

The North West of England aims to be one of the leaders in changing attitudes to environmental issues and the Northwest Eco-Innovation Programme forms part of that initiative.

Designed by Lancaster University and delivered in partnership with C-Tech Innovation, the unique programme aims to help SMEs bring about improvements in products, processes and systems that will benefit the environment as well as contributing to a company's growth.

Footprint International is just one of the North West companies benefiting from the free support offered by the programme; in partnership with Expac they are in the process of launching a series of innovative products with an emphasis on sustainable consumption.

At the Eco-Innovation Launch, Gemma Clarke, founder of Footprint International, spoke of her enthusiasm for the programme

and how she envisages the assistance will prove invaluable in helping the breakthrough product Sponge Spa reach the marketplace – a product that looks to help remove the high water content from cleaning products, thus significantly reducing transport volumes and product "footprints".

For more details on how the Eco-Innovation Programme can help your business visit

[www.businesslink.gov.uk/northwest/eco-innovation](http://www.businesslink.gov.uk/northwest/eco-innovation) or call C-Tech on **0800 107 8276**



**C-Tech Innovation**  
...advantage through technology

## Mentoring programme available to NW Chemical Businesses

Leaders and senior managers of small to medium sized chemical businesses in the Northwest can access free mentoring to help them develop their leadership skills, following the launch of the Northwest Regional Development Agency's (NWDA) new business mentoring programme in September 2009.

Chemical businesses that are more than 12 months old with a turnover of less than £2m will be eligible to take advantage of the scheme, which is designed to assist them in growing their business through the acquisition of strong leadership and management skills.

The NWDA has launched 'Mentoring' as a result of research which shows that significant gaps exist in leadership and management skills in Northwest businesses.

Part of the Government's 'Solutions for Business' portfolio, the scheme is the largest of its kind dedicated specifically to meeting the needs of small businesses in the region and will deliver high quality mentoring in accordance with a regional quality framework. It will work by matching leaders and senior managers of small businesses with suitable mentors who will provide support by sharing their experiences, knowledge and wisdom.

Steven Broomhead, Chief Executive, NWDA comments:

"Strong leadership and management skills are vital to the future success of businesses within England's Northwest and to the sustained economic success of the region as a whole, and the chemicals industry has been identified as a sector with significant potential for growth.

"This programme aims to establish a whole new mentoring culture across England's Northwest focusing specifically on the development of leaders and senior managers in SMEs, which will help them to build on their current business success and nurture strategies to achieve their aims and objectives."

Lis Merrick, mentoring consultant who has worked with the NWDA to develop the programme, adds:

"One-to-one mentoring is an incredibly useful tool to support small business leaders in developing skills to manage their workforce, build their organisations, grow their innovation and entrepreneurial behaviours and lead their company more effectively. Each mentoring relationship will be skilfully matched to ensure the most advantageous learning partnership is created for the client."

Business leaders and senior managers who work in the chemicals industry and wish to apply for one to one Mentoring and experienced business people who are interested in becoming mentors should contact Business Link Northwest on **0845 00 66 888** or at [www.businesslinknw.co.uk/mentoring](http://www.businesslinknw.co.uk/mentoring)



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## A Skilled Approach to Safety – update

Following the popular Skilled Approach to Safety event that took place in January, six companies took up the opportunity to place members of their staff on the new NEBOSH accredited Safety Gold Standard program.

In the North West, the pilot program is being run by Wirral Metropolitan College. Training commenced in the week commencing 15th February and is expected to be completed by mid March. Learners are required to complete four modules: the first two are delivered by

e-learning with tutor support, as appropriate. The second two modules, available from April, will enable candidates to progress into the Process Safety arena with additional tutor support.

This program is a cost-effective option for those who do not require the full NEBOSH qualification but who still need employees to have a strong and accredited understanding of the issues relevant to Health & Safety in their companies. It is also an excellent start towards the full NEBOSH



qualifications and can be counted towards that development.

If you require any further information on this or any other organisational development issues contact Roger Langford of the National Skills Academy Process Industries on **07894 483 695** or [r.langford@process.nsacademy.co.uk](mailto:r.langford@process.nsacademy.co.uk)

## Resources to help your Resource Efficiency!

Chemicals Northwest is delighted to announce that we are launching a new two-year programme to help sites improve their Resource Efficiency. Whether you've got potential to improve your energy, water or raw material usage, or you think you'd like to send less waste to landfill, but you're not sure how, this programme has the potential to help you make those savings.

Thanks to generous funding from the Northwest Development Agency and the European Regional Development fund, we can offer this support as free-to-access for chemical sector businesses in the region. Help will be provided through initial engagement with our new Chemicals

Northwest programme manager to assess your site's potential for improvement and then delivered through chemical sector specialists arranged through ENWORKS. Please be assured, this is not about just telling you to turn off lights when you

leave the office at night or leaving you with a few suggestions of things you might want to look at, we're setting out to help you through the process of identifying and then implementing improvements on your sites.

## ENWORKS

If you're interested in seeing if your site resource efficiency can be improved through this programme, please get in touch with the Chemicals Northwest team through

[resource.efficiency@chemicalsnorthwest.org.uk](mailto:resource.efficiency@chemicalsnorthwest.org.uk)

**As an indicator of how the ENWORKS specialists can help companies deliver savings, this case study from Crown Paints should provide some inspiration for you:**

Darwen-based **Crown Paints Ltd** specialises in the manufacture of paint for the UK Decorative Coatings and Trade Paints market, producing over 60 million litres a year.

After figures revealed that in 2008 more than 300,000 litres of waste was generated at a cost of approximately £250,000 from its oil paints production line, Crown Paints set a challenge to eliminate all waste from this line by the end of 2009.

The company set up a series of employee groups to help identify ways waste could be reduced and resource efficiency and operational costs improved.

Mixed paint waste was one of the first areas to be addressed as the Company sent out over 25,000 litres as waste in 2008. The result of the improvements has meant that Crown has completely eliminated all liquid paint waste from the filling section of the oil paints production line. So far this year over 12,000 litres of paint has been returned to the finishing tanks or used to produce dark grey overcoats.

Another area that is being tackled is the 240,000 litres of solvents Crown Paints used annually for cleaning down

production lines between paint batches.

Following research undertaken by one of the employee groups, a new tank was installed that has significantly reduced the amount of solvents needed for cleaning down and has reduced the time the process takes from 30 minutes to 10 minutes. This new installation, accompanied by staff awareness training to improve cleaning techniques and production planning and the reuse of some solvent waste in other processes, has resulted in an 87% reduction in solvent waste so far. This is not the end of the project though and further improvements and ideas are being trialled to see if all solvent waste can be totally eradicated.

Crown Paints has also found that involving employees in the development of waste reduction initiatives, recycling cardboard, plastic, glass bottles and cans has become a firm part of workplace culture.

Crown Paint's HSE Manager John Maynard said "Elimination of these waste streams benefits our environment through reduction in emissions of solvents and also reduced

usage of solvent and other raw materials. This reflects Crown Paint's absolute commitment to economic, social and environmental sustainability."





# SUSTAINABLE DEVELOPMENT



## CRCEE and The Chemical Sector

### CRCEE Affects Chemicals

Contrary to popular belief, the forthcoming Carbon Reduction Commitment Energy Efficiency scheme (CRCEE) will affect many companies in the chemical sector even though they are in EU ETS – the European Union Emissions Trading Scheme. Chris Stubbs, director for global energy and carbon management services at WSP Environment and Energy, explains.

### UK Carbon Trading and Major Industry

The UK pioneered carbon emissions trading through the introduction of Climate Change Agreements (CCAs) in tandem with the Climate Change Levy – the carbon tax on all non-domestic energy supplies (electricity and all fossil fuels such as gas, oil, etc...). Emissions trading was pioneered in the United States in response to acid rain in the North Eastern states – which makes it intriguing that US firms look to the UK and Europe for experience of operating in an emissions-constrained world. One of the sectors allowed to establish CCAs was the chemicals industry or more accurately those operating chemical processes as defined in Part 1 of Schedule 1 to the Pollution Prevention and Control (England and Wales) Regulations 2000 (SI 2000 No.1973). The Chemical Industries Association has been the vehicle for sector-wide climate change agreements since the early days of CCAs and the emissions trading that resulted from the thousands of sites that were involved in CCAs was part of the UK Emissions Trading Scheme (UK ETS)

Following the success of the UK ETS, the European Union established the EU Emissions Trading Scheme (EU ETS) which again focussed on large scale emitters and included chemical companies by virtue of the sector they comprise and the size of their operations. However, the key difference between EU ETS and CCAs is that whilst CCAs apply to all energy emissions – both direct, on-site combustion and off-site emissions from the generation of electricity

used at the site – the EU ETS only considers the emissions from on-site combustion processes such as boiler plant, CHP, COGEN, flaring and thermal oxidisers.

CRCEE is widely reported as affecting the next tier down on emissions sources and emissions intensity. Whilst that is to a large extent true, it is also the case that large sites that operate with EU ETS licences for their combustion plant also use large amounts of electricity – in many cases imported from 3rd party generation or the grid. That electricity is currently 'un-regulated' from a carbon emissions perspective unless the facility also has a

CCA. Furthermore, if an organisation had a qualifying electricity supply in 2008, even if that electricity supply is exempted because the organisation has sufficient emissions covered by a CCA, it still has to make a submission to the CRCEE administrator and exempt itself on the grounds of CCA inclusion.

### Don't Get Caught Out

If a company had a half hourly meter (HHM) which was settled on the half hourly (HH) market during the calendar year 2008 then it is affected by CRCEE. This is new news to many. See the table below to find out what you need to do.

	INFORMATION DISCLOSURE				FULL REGISTRATION
	List all HHMs	Detail MPAN/MPRNs	Provide contact details	Disclose total HHM supply in 2008	
No HHM settled on HH market in 2008	Do nothing – your organisation is not affected by CRCEE				
HHM on HH market, < 3,000 MWh in 2008	✓	✓	✓		
HHM on HH market, 3,000 - 6,000 MWh in 2008	✓	✓	✓	✓	
HHM on HH market, > 6,000 MWh in 2008	✓	✓	✓	✓	✓

If you have to make a full registration you can subsequently exempt the emissions sources that are covered by EU ETS or your whole organisation if you meet the CCA rules. WSP's message is "Don't get caught out".

### Deadlines are very tight

Holding companies can decide to disaggregate subsidiaries, so long as specific rules are met. If they wish to do so they must complete registration of the whole group by 30th June 2010. Registration will take an estimated 4 weeks to complete, meaning they must start their registration submission process by 31st May 2010. Only if they meet the 30th June deadline will their subsidiaries be allowed to disaggregate. All other registrations must be completed by 30th September 2010.

For more information contact [chris.stubbs@wspgroup.com](mailto:chris.stubbs@wspgroup.com)



## Renewable Heat Incentive: what you need to know

In this article, Envirolink Northwest's Nigel Blandford, Senior Sector Development Manager – Biomass, explains all you need to know about the Renewable Heat Incentive.

### What is the Renewable Heat Incentive (RHI)?

A scheme which pays for the amount of heat you generate from renewable sources and that of course includes biomass.

### Who is eligible?

Individuals, community groups and businesses.

### I like the idea. When does it start?

It should kick off in April 2011 but there is a consultation period before then when details and prices will be finalised. However, if you have had an installation commissioned since July 2009 you could be eligible from that time.

### How much could I be paid?

That depends on the size of your installation. See the table below.

### What is deemed?

This is basically a set payment based on the size of the equipment and the type of property you have. A calculation has been made as to how much heat you will produce over the year. There is no obligation to have a heat meter unless you have you a large installation.

### What's a heat meter?

Something that measures heat used rather than heat produced. You can get one that meets the relevant standard from NW company, meters uk Ltd.

<http://bit.ly/cnwbio1>

### So I'll just get an annual payment?

You'll have to prove that the equipment is still operating and being maintained, but essentially yes. If you have a heat meter, payment will be based on the meter reading. You'll get the payments for a set number of years, currently it's looking like 15 years.

### I like the idea of annual cheques but the capital cost of biomass equipment is more than fossil fuel boilers.

The rate has been calculated to provide a quick payback period and it should be easy to borrow the money from banks if you go for this scheme. If you are still worried then energy / heat businesses are likely to develop schemes where they pay for the capital cost, fuel and service the installation but take some / all of the RHI payment.

Size of installation	Price (pence per kilowatt hour - pkWh)	Calculation by
Less than 45kW	9p	Deeming
45kW-500kW	6.5p	Deeming or metering
Over 500kW	1.6p - 2.5p	metering

### Can I install one tomorrow in advance of scheme finalisation?

You could but you'll have to use an installer registered under the Microgeneration Certification Scheme (MCS), see – <http://bit.ly/cnwbio2>, or equivalent for schemes under 45kW. For larger schemes, it's a bit vague at present but will be finalised before the scheme starts.

### Can I claim RHI as well as Renewable Obligation Certificates (ROCs) – <http://bit.ly/cnwbio5>, Feed In Tariffs (FITs) – <http://bit.ly/cnwbio6>, or Bioenergy Capital Grant Schemes (BECGSs) – <http://bit.ly/cnwbio7>?

I was afraid you were going to ask this and the answer isn't straightforward. With regards to ROCs you can, but you'll only get ROCs at the standard rate, no uplift is allowed. You can claim RHI and FITs. With regards BECGS, there is no answer as yet.

### Is Energy from Waste fuels (SRF / RDF) eligible?

Yes, but only on the biomass element of the fuel, which will be around 50% of it.

### Can I get paid for using my wood stove at home?

Sorry, folks – wood burning stoves, air heaters and open fires are excluded. They are often used as a secondary heating source and not necessarily biomass dedicated.

### Are there any devils in the detail?

Someone will always find something that doesn't suit their individual circumstances in the consultation document.

<http://bit.ly/cnwbio3>

### I've got some issues with the details of the scheme. What can I do?

We are in a consultation period on the scheme at the moment and the Department of Energy and Climate Change want your views.

You can respond directly to [rfi@decc.gsi.gov.uk](mailto:rfi@decc.gsi.gov.uk), or via trade / industry bodies.

The consultation deadline is Monday 26th April 2010.

### Nigel Blandford

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## Dragons come to Catalyst

Last November, schools from around the North West came to Catalyst to take part in National Enterprise Week.

As ever, the team at Catalyst put their own twist on an Enterprise challenge with a science theme of sustainability. After watching a 3D interactive film "The End of the World Show" teams were challenged to create a "gizmo" to save the planet!

The brief was to come up

with an idea, create a model, explore the market potential and finally pitch their idea to a group of their own peers and a panel of "dragons".

Chemicals Northwest staff were among the dragons, who were all volunteers from industry and commerce in the Halton area. They included chemists, researchers, health and safety experts and a few marketing folk thrown in for good measure.

After each presentation the dragons quizzed the team about their invention – some dragons certainly lived up to their name! This year there were some very creative "gizmos" including a jacket with solar panels to recharge a small electrical appliance such as your phone; an ingenious way to recycle waste water; a shopping trolley with a built in



dynamo and the very popular flip flop that stored kinetic energy and then transformed it into electrical energy.

Some of the ideas were doomed to fail but as the dragons commented there were a few that one day may be in our shops. In fact Catalyst's older Saturday Science Club are using some of the Enterprise Challenge ideas to see if they can really work..... you never know!



## North West Children are bubbling with enthusiasm about science

The inaugural North West Science Schools Competition in November had mini-scientists from across the North West bubbling with enthusiasm about science.

More than 50 Year Seven and Eight pupils entered the essay competition – with eleven finalists being selected to present their essays to a panel of judges from industry, business and education at the Catalyst Science Discovery Centre.

Eleven-year-old Joe Hosie from Ysgol Clywedog, in Wrexham, was crowned the overall winner in the North Wales category for his essay on why he wants to become a marine biologist.

All winners were presented with an iPod Touch by competition organiser Geoffrey Piper, chief executive of the North West Business Leadership Team (NWBLT), while the runners-up received special certificates.



Mr Piper said: "The first ever North West Schools Science Competition has been really exciting. It was launched by the NWBLT in conjunction with Catalyst, to encourage young people in the region to think about what they are going to do in life and especially to encourage them to consider science as a career."

Julie Burgess-Wilson, Catalyst director, said: "Some of these children's essays are inspirational. I am really heartened that our young people in the North West see science as a positive thing and are excited about pursuing a career in science and industry."

## Just starting out in your career in the chemical industry?

## Chemicals Northwest needs you!

Chemicals Northwest supports the regional careers magazine, Way2Go, which is delivered to all secondary schools and colleges in the region. It is full of articles and advice for students embarking on the next stage of life such as higher education, apprenticeships or working life.

We feature individuals from the chemical industry in each edition and try to reflect the various career paths open to young people. Our case studies are also an opportunity for you to promote your business to a young audience.

If you have any young people in your organisation who have something to offer their younger peers on routes into the industry and what they have learnt on the way then we want to hear from you, contact Jo Spragg (details on page 3)



# Amy inspires school girls to create tomorrow's world

Amy Peace, Industrial Development Manager at Chemicals North West is encouraging other females to join the sector and contribute to finding tomorrow's solutions to global challenges.

Addressing the audience at a Challenging Stereotypes event in Manchester earlier this year, Amy joined other women from the world of science, manufacturing, engineering and construction to show 100 schoolgirls from the Manchester Creative and Media Academy the exciting career opportunities available in sectors traditionally dominated by males.

Amy said: "If kids care about saving the world and creating the products of tomorrow, then subjects like chemistry and chemical engineering can provide many of the answers."

The Challenging Stereotypes event was designed to raise aspirations of the girls by

introducing them to positive female role models from a variety of industrial careers. It was run by The Manufacturing Institute, a charity dedicated to promoting manufacturing excellence, and Education Business Solutions.

Nicola Eagleton-Crowther, Make It campaign manager for The Manufacturing Institute, said: "Our speakers demonstrated the fantastic opportunities available to women in modern industry – not just on the technical side, but in business support areas such as marketing, sales and design. The government has recently stated that the UK's top future jobs



will come from a renaissance in manufacturing and the expansion of knowledge-based industries, such as engineering, so we want girls to have an equal opportunity to access the best jobs."

## Students are inspired at the Make it in Manufacturing stand

In February, Chemicals Northwest once again had a presence on The Manufacturing Institute's Make it in Manufacturing stand at Skills Northwest, the region's largest interactive skills and careers fair for 14-19 year olds.

Over the course of 3 days, thousands of young people from all over the North West headed to the Bolton Arena to talk to a range of exhibitors about their career choices and find out how they could achieve their career goals.

The Make it in Manufacturing area was one of the most popular and interactive stands at the show. A variety of partners were brought together under the Make It umbrella to provide students with hands-on interactive demonstrations and advice on careers in manufacturing.

The team at Chemicals Northwest helped to promote a positive image of the chemical industry by giving visitors the chance to make their own keyring from a smart polymer known as

caprolactone – kindly donated by Chemicals Northwest member, Perstorp UK.

Students gained an understanding from the demonstration of the uses of caprolactone in everyday life which helped them to relate to the fact that chemicals are present in every part of our daily lives.

Special thanks goes to Karin Bengtsson from Perstorp, Matthew Kenny and Scott

Highley from Victrex and George Oliver from Solvay who all helped man the stand over the course of the event.

If anyone has an interest in being part of the action for 2011 please contact Nicola Crowther at the Manufacturing Institute on [NicolaC@manufacturinginstitute.co.uk](mailto:NicolaC@manufacturinginstitute.co.uk)





## Not currently a member of Chemicals Northwest?

Why not join us and add your voice to the community of chemistry-using industries in the North West, the UK's largest chemical manufacturing region?

### How you will benefit:

- Opportunities to promote and grow your business within the sector and beyond.
- Networking and learning from peers at industry events.
- Participate in strategic regional projects and advocacy for the benefit of your business and the industry as a whole.
- Contribute to the industry's voice in influential forums.
- Workforce development opportunities through the National Skills Academy for the Process Industries.

Membership rates for the year 1st April 2010 – 31st March 2011 are: £130 +VAT for Individual Members and £470 +VAT for Corporate Members.

For a comprehensive list of member benefits\* or to join us, visit: [www.chemicalsnorthwest.org.uk](http://www.chemicalsnorthwest.org.uk) or call 01928 515 678.

*\*Please note that some benefits are date specific and may not be applicable to companies joining throughout the year.*

### Hazards XXI

In November, Chemicals Northwest held a workshop in conjunction with The Reach Centre as part of the Hazards XXI conference in Manchester. Various presentations and workshops took place throughout the three day event. The joint workshop was on Classification, Labelling and Packaging (CLP) and Substances of Very High Concern (SVHC). There were over 50 attendees who found the subject and updates very useful.

### Climate Change – Behind the Headlines

Our 87th Chemical Elements in November was on climate change. Kevin Anderson, Director of the Tyndall Centre for Climate Change Research was the main presenter at this event. He gave an overview of what we can expect if Climate Change does not become the main focus of the world. Tim Daley from the Northwest Climate Change Partnership gave an overview on what chemical companies in the North West can do to help lower their emissions and help to combat climate change. The event was very well received and certainly an "eye opener" for most there ahead of the Copenhagen talks which took place in December.



### A Skilled Approach to Process Safety

2010 was kicked off in January with our 89th Chemical Elements event which was on the topic of Process Safety. Over 60 people attended the event to hear case studies from Brian Burns from Shell and Andy Thomas from Pentagon on how they overcame the barriers of plant safety. Roger Langford from NSAPI gave an overview of where the Academy is at 2 years down the line, this led into an interactive presentation from Walter Williamson from Cogent on safety barrier management. Ken Gellion from Wirral College and James Murdock from Cogent presented the new Gold Standard safety standard and the pilot course being run, and Brian Richardson from Business Link closed the event with his presentation on what funding is available to help companies train staff in

process safety and through the courses on offer. Some comments from delegates after the event included: "very professional", "a varied and useful event" and "time well spent".

### Brine Leas School Careers Day

Jenny Clucas and Alex Heys from Chemicals Northwest both attended the Brine Leas school careers day in Nantwich in late January. The event was attended by Year 11 pupils looking for the "next step" onto the career ladder and Year 9 pupils who are debating which GCSEs to take. CNW showcased the Cogent careers pathway to help the pupils examine their options.



### Kickstart your Career

Our 90th Chemical Elements was held in conjunction with SCI (Society of Chemical Industry) at the University of Liverpool. Over 120 students from Liverpool, Manchester and Bangor universities attended to hear presentations from individuals in the chemical sector on their career pathways, the choices they have made along the way and the options this can lead to in the chemical sector. For a taster of this event, watch a short video trailer on the CNW Blog pages of our website.

## EVENTS CALENDAR

<b>Date:</b>	<b>15th April 2010</b>
<b>Event:</b>	Industry-Academia Collaboration: Adding Value to your Business
<b>Venue:</b>	Daresbury Science & Innovation Campus
<b>Date:</b>	<b>20th April 2010</b>
<b>Event:</b>	REACH Clinic
<b>Venue:</b>	Various (see Chemicals Northwest website under CNW Events)
<b>Date:</b>	<b>12th May 2010</b>
<b>Event:</b>	REACH Clinic
<b>Venue:</b>	Various (see Chemicals Northwest website under CNW Events)
<b>Date:</b>	<b>20th May 2010</b>
<b>Event:</b>	Chemicals Northwest Awards Dinner 2010
<b>Venue:</b>	The Midland Hotel, Manchester

For an updated list of events please see [www.chemicalsnorthwest.org.uk](http://www.chemicalsnorthwest.org.uk)