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elements

In this issue:

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2018 CNW awards – the winners!

Knowing your value proposition

REACH and enforcement

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elements is published by
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2co Limited

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CIA | Chemical Industries Association

Chemicals Northwest is part of the
Chemical Industries Association

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Membership 2018-2019

Would your company benefit from joining an organisation that supports and promotes the chemistry-using sector in the Northwest? Do you want to understand more, and contribute to, the industry issues within the region?

If you are a manufacturer, chemical user or offer products and services to the sector, why not join us today? See over for details or please contact:

Alex Abraitis - Member services and events manager
alex.abraitis@chemicalsnorthwest.org.uk or visit:

www.chemicalsnorthwest.org.uk/membership/membership_benefits/

2018-2019 Rates

Micro corporate membership	(1 - 10 employees)	£423+VAT
Standard corporate membership	(11-100 employees)	£735+VAT
Large corporate membership	(100+ employees)	£936+VAT

Welcome

The first quarter of 2018 has indeed been very busy for CNW. Hundreds of people have come along to meetings and events which included our re-visit to cyber security and the imminent GDPR regulations. An impressive list of speakers at the January event provided insightful views and guidance for businesses and individuals to take heed.

New CNW member Vision Consulting Group hosted a marketing workshop last month with delegates coming away with useful tips on how to write effective marketing strategies.

Elements magazine continues to develop at a pace! The transition from a separate sector directory into a simpler integrated listing within the magazine gets its first airing in this edition. Considering our supplier and service providers initially, a listing by primary nature of business has been compiled. Thanks to those members who met the challenge to write a 50-word entry for these pages. All are welcome to make changes at any time to your entry, making this approach a more accurate survey of CNW membership and of course an easier to use buying guide for others. Viewers will be directed to the CNW website so that follow up to individual websites can be made.

Don't forget, articles and news for elements are always welcomed and as a member you can now benefit from attractive advertising rates in the publication, with many flexible options already being taken up.

Finally CNW's return from hibernation is complete as our twittering is gathering speed! We would like to hear from members with news for re-tweeting accordingly. In addition to following CNW on twitter, please take a look at the CNW LinkedIn group.

John Roche
Chemicals Northwest

About us...

Chemicals Northwest is an established business network wholly owned by the Chemical Industries Association.

With over 160 members we actively promote this important regional sector and help support membership to grow through;

- **facilitating** networking events, common interest groups and interactive workshops, all aimed at covering topical industry issues.
- **supporting** projects and programmes that identify and enhance business performance and generally support continuous improvement across the sector.
- **promoting** science and engineering based skills, helping to address the region's future needs.
- **improving** the image of the industry overall, including generating a positive reputation, through communicating achievements and success.
- **contributing** to the industry's strategic voice and the national growth agenda aligned to the work of the Chemical Industries Association.
- **connecting** the community of chemistry-using businesses and the vital supply chains here in the Northwest.



Events - Chemicals Northwest continues to host, sponsor and participate in a number of industry-related seminars, workshops and networking events throughout the year, for the benefit of the cluster and the region. We actively encourage all those connected with the chemistry-using industry to come along to these events for an opportunity to hear about key issues relating to the sector and network with others.

Annual Awards Dinner - During the annual CNW awards programme we are privileged to witness the many achievements made in our local sector. Culminating in a great night of celebration each year's awards are a fantastic way your company can support the region's chemicals sector and help raise your own profile. Up to 300 guests from across the industry gather on the night and everyone can see for themselves the amazing achievements made by our people and organisations.

"Focus 50" - This recently named series of seminars and networking events is becoming ever more popular.

Over the years CNW has focused on a range of highly topical and relevant business issues. Technical, regulatory and operational insights have been delivered by experts in their fields. These events ensure good practices are shared and all gain new knowledge. As businesses get to grips with the changing landscape there will always be new issues for members to analyse.



Networking - Chemicals Northwest really does bring people together! It is an essential feature of successful networking strategies used by many organisations. We coordinate a range of meetings and events to enable 'face to face' networking for the benefit of all members.

Breakfast Networking - Chemicals Northwest is gaining a growing reputation for high quality breakfast networking events. With no specific theme, delegates are encouraged to make new contacts and some will make short pitches about their company, its products and services plus news announcements! The breakfast meetings have proved to be very popular and currently run on a 2 monthly basis attracting an average of 40 people each time. New contacts can lead to new opportunities and new business. All are welcome.

Common Interest Groups - Chemicals Northwest's REACH group has followed closely the developments within this complex and long term piece of legislation. The initiative allows the sharing of experience, best practice and knowledge between manufacturing, supply chain and support service providers, all with a keen interest in REACH. The group meets three times a year and now has a membership of over 50 companies.

CNW started the **Brexit** user group straight after the referendum in 2016 and it is gaining more and more support from membership. Whilst there is still uncertainty, many businesses will be looking to the future impacts, so we are enabling all interested parties to meet and discuss in more detail their common issues and concerns. Up to date information, insights and reports form the basis of each agenda, which will run parallel to the national work carried out by CIA.



Communications - Every successful business networking organisation will need effective communications channels. As a result of gradual development over recent years, getting messages across, promoting member companies and reporting news, Chemical Northwest has reached new levels of topicality and quality.

Elements magazine - CNW produces an informative quarterly magazine called Elements which contains the latest round up of member news, specialist features on topical chemical industry issues and 'spotlights' on new member companies. This is a great opportunity to establish an association with those sector issues by contributing free editorial and press releases. Companies who do business in the chemicals sector may also wish to look at advertising options. The sector directory is now integrated into Elements.

Website - Visits to the CNW website have almost doubled in the past 12 months. The website is regularly updated with industry news and the events programme. Companies are increasingly using it for enquiries and advertising. There is an efficient "e-shot" function which allows companies to reach many thousands of contacts on our database. Viewers of the directory pages can search the whole of our supply chain providers to find where to buy products and services.

LinkedIn - The Chemicals Northwest LinkedIn group was created in the latter half of 2010 and has an ever increasing membership, with over 1300 members now connected. The group provides the opportunity for chemical industry professionals to share ideas and knowledge. It was created in order to encourage collaboration and provide even more opportunities for individuals to network. Why not join us and see how it can benefit you and your business.

Twitter - The CNW Twitter account is growing, so to hear about the latest news from CNW and the wider sector, why not follow us. In addition we'd be happy to re-tweet any news or updates that members themselves tweet.

European chemical industry calls for continued UK engagement in ECHA after Brexit

The European Chemical Industry Council (Cefic) and the UK Chemical Industries Association (CIA) have taken note of the idea advanced in Theresa May's Mansion House speech of 2 March 2018 for the UK to remain part of EU agencies, including ECHA, possibly in the form of associate membership. However, when the EU issued its draft guidelines for the negotiations of the future EU-UK relationship on 7 March 2018, expected to be approved at the European Council of 22-23 March, 2018, the draft text did not include any mention of associate membership of EU agencies.

While understanding that this should be seen in the context of the overall EU negotiating position, this omission gives us considerable cause for concern. We would like to highlight that the continued involvement of the UK in ECHA, is not only in the interest of the chemical industry and downstream user industries on both sides of the Channel, but also in the interest of the public at large.

Indeed, the implementation of REACH and associated legislation has benefitted from UK involvement and it would be in our mutual interest for this to continue. Losing UK expertise would only weaken the significant progress made in the evaluation and regulation of chemicals.

With a focus on ensuring protection of human health and the environment in Europe from chemicals, REACH is fast becoming an international reference standard in chemicals management. Establishing a separate UK agency would take years to achieve, and at significant cost threaten to waste a decade's worth of investment into chemical safety by government and industry. A continued partnership between the UK and ECHA would avoid duplicate testing and related costs under REACH, as well as assuring continuity of supply to key customer industries such as aerospace, automotive and pharmaceuticals, all of whom rely upon access to chemicals from both sides of the channel.

It is the view of Cefic and the CIA, that the best way forward, the one presenting least risk to trade, investment and supply chains, would be for the EU-27 and UK to jointly examine models for continued collaboration and regulatory consistency.

Helping members achieve sustainable healthy workplaces

Following on from the successful Sustainable Health Metrics Indicator tool, CIA has recently launched an updated version which includes more examples of good practice and case studies. The tool focuses upon health leadership systems across the following key areas; culture, organisation, hazards and exposure control, exposure monitoring, performance and well-being.

A Plan-Do-Check-Act approach to each feature is accompanied by a useful checklist aimed at identifying good health leadership.



Chemistry Growth Partnership

– enhancing connections to the regions

The chemical industry exports dwarf those of aerospace and are 25% higher than automotive. It employs 50% more people than aerospace and has just under the total number of automotive employees. At £4.3 billion, business investment exceeds that in those other sectors (automotive 3.7 and aerospace 2.8). Since its launch in 2013, The Chemistry Growth Partnership has had much success in highlighting the importance of the sector to Government, stakeholders and many of the downstream industries that use its products. A recent review, carried out by the SCI, into the work of the CGP has led to the following recommendations:

- Strengthen CGP by increasing the number of CEOs representing other UK based businesses.
- Enhance the connections to the regions and regional clusters through a regional representative.
- Continue to build relationship with the other sector councils through the Supply Chain and Innovation working groups.
- Develop new terms of reference for transparency, including an annual review process and rotation of roles as required.

- Establish a small nomination/oversight committee to ensure best practice in governance is followed.
- Review and publish an updated CGP strategy over the next 3-6 months.
- Strengthen the governance and engagement of the Innovation programme by establishing a new Innovation working group with Society of Chemical Industry to review, update and drive forward the Innovation strategy. Composition to include the heads of Innovation/R&D from all of the CGP companies.
- Establish a Competitiveness group within CGP to identify the activities that will have most significant impact on the industry in the UK.
- Seek to bring a new 'sector deal' with a significant funding requirement to government in Q2 2018.
- Consider renaming CGP or developing a strapline to explain the industries covered by CGP.
- Develop a marketing strategy to run alongside the re-launch of the CGP strategy to include a launch conference and a series of webinar communications to improve engagement and inclusion.

The Supply Chains working group met in March to start work on the review, outlining the short and medium term steps for its on-going programme. CNW represents the northwest as the group develops connections between the regional clusters, reflecting the "place" objectives set out in the Government's new Industrial Strategy.



Solvents Industry Association launches latest safety film

All companies involved in the solvents industry know the importance of being vigilant when it comes to handling these potentially dangerous materials. Even in a sector as safety conscious as the chemical industry, a gentle reminder from time to time never does any harm, which is why the UK-based Solvents Industry Association (SIA) has collaborated with the European Solvents Industry Group (ESIG) to produce the latest in their series of solvent-related safety films.

Entitled 'Safe Loading and Transportation of Bulk Solvents by Road', the short film is designed to support hauliers, drivers and site operators who routinely handle solvents on the move. This fifth safety film that the organisations have produced encourages best practice in the safe transportation and bulk transfer of solvents between vehicles and storage vessels. Topics covered in the latest offering include:

- The hazards associated with solvents and solvent-based materials
- Pre-delivery inspection

- Arrival on site and induction
- Adherence to site rules and understanding emergency procedures
- Using the correct personal protective equipment (PPE)
- Safe connection to loading gantries and storage vessels
- Communication between site operators and drivers
- Safeguards against static discharge and spills
- ADR requirements for vehicles and drivers

Available in five languages, English, French, German, Italian and Spanish, the latest film accompanies previous productions from the SIA and ESIG, which include, 'Safe Use of Solvents', 'Solvents and IBCs', 'Solvents and Static Electricity' and 'Solvents and the Safe Use of Gloves'.

Established in 1973, the SIA has sought from its inception to support the UK solvents industry and consumers by promoting the safe and responsible use of solvent materials. Its mission is to work to ensure that the UK's regulatory framework relevant to the manufacture, storage, distribution and use of solvents is based on sound science and best practice.

Solvents Industry Association

Tel: 07758 118675

E-mail: info@solvents.org.uk

Website: www.solvents.org.uk

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Croda opens Centre of Innovation for Formulation Science

Croda International Plc who create, make and sell innovative and sustainable speciality chemicals, has announced the opening of their Centre of Innovation for Formulation Science at the University of Liverpool's new Materials Innovation Factory (MIF). The investment in a permanent laboratory facility at the MIF will enable Croda to utilise state-of-the-art automated technologies to further enhance their formulation science knowledge and capability across all their market sectors.

The capabilities available at the MIF will allow Croda to gain a more detailed understanding of ingredient interactions, actives delivery and optimised formulation development for any given application, through design of experiment, faster robotic formulating platforms, high-throughput analytical testing and advanced data analysis. This will also allow

them to better exploit the functionality of existing and new products in a wider range of formulation systems, giving their customers greater choice of innovative formulations.

Dr Surinder Chahal, global vice president long term innovation for personal care at Croda said: "This is a hugely exciting time for us; access to the cutting-edge capability at the MIF will allow us to further enhance our reputation in innovative formulation by adopting high-throughput technologies and computer aided materials science to fully realise the potential of our existing and future products, as well as enabling us to develop new ways to meet consumer needs in fast moving marketplaces."

The MIF is a unique facility that has been supported through a public/private partnership between the University of Liverpool, Unilever, and the Higher Education Funding Council for England, as part of the UK Government's Research Partnership Investment Fund. For more information, please use our online contact form.

[https:// www.croda.com/en-gb/contact/contact-us](https://www.croda.com/en-gb/contact/contact-us)

STEM engagement on the menu at Business of Science dinner

With the Business of Science 2018 Conference in Liverpool just weeks away, business leaders from around the North West got together at an exclusive dinner hosted by Business of Science founder, Steve Bennett.

Richard Carter, managing director, BASF UK & Ireland, headline sponsor of Business of Science 2018, welcomed guests to BASF UK's Cheadle headquarters for a relaxed and lively discussion on the topics at the top of the agenda for the business of science in the region and beyond. Productivity, Brexit, the Northern Powerhouse, innovation, scaling up and strategic collaboration were among the talking points that were keenly debated by employers including BASF UK, PZ Cussons, Victrex, RSK and Grant Thornton, and think tanks IPPR North and the North West Business Leadership Team.

A key theme that emerged at several points during the evening was the perceived image problem of the science-based industries – in particular, the chemicals industry – and how this should be addressed if we are to attract the next generation of talent to the industry. While the North West chemicals cluster is recognised nationally as a strength and has a key role to play in the Government's modern industrial strategy, the perception around the table was that it is still behind other science-based sectors, such as automotive, aerospace, pharmaceutical and personal care, when it comes to a positive public image.

Rebalancing this situation requires greater STEM engagement between employers and local schools. Not just at pupil level but with teaching staff too since teachers are hugely influential in ensuring that the next generation continue to study STEM-related subjects.

The shared view from guests was that teachers can be better supported with insights and experience to educate pupils on what the business of science looks like in the region today, opening their eyes to what career opportunities it offers. This is knowledge that too often sits with employers and is not shared well enough.

The opportunity for industry, therefore, is for employers to ramp up their educational outreach activity. The evening's hosts, BASF, outlined their extensive work with the Great Science Share, The Big Bang, KidsLab and SEERIH, noting that if we can get this right, it could be game-changing for the future of the business of science in the North West and beyond.

Book your place at #BoSC18

This year's Business of Science Conference takes place in Liverpool on Thursday 17th May and features thought leaders and influencers including Professor Dame Janet Beer DBE, Metro Mayor of the Liverpool City Region, Steve Rotherham, Dr Jonathan Hague from Unilever, Andrew Peters from Siemens and Victrex's John Grasmeyer.

For an opportunity to network with them and over 200 attendees from across the science-related sector, book your tickets now at www.businessofscience.co.uk.

Risk tolerability targets; misconceived, misunderstood and misapplied

Following on from the assessment of individual and societal risk, the next step in an assessment for high hazard sites is to compare the results to a set of risk tolerability criteria to demonstrate that risk is tolerable and As Low As Reasonably Practicable (ALARP), or determine what more could be done. Only when both types of risk are demonstrated to be tolerable and ALARP can the duty of the operator be considered met.

This requirement brings in the need to define, justify and then apply risk tolerability targets at an organisational level. These however can vary dramatically across the industry and our experience shows that they can easily be misconceived, misunderstood and misapplied, the consequences of which can be incredibly costly; protection measures can end up in the wrong places. In this article we touch on the obstacles to setting appropriate risk tolerability targets and suggest that three key factors should be taken into account; which criteria to use, where to aim, and how to account for other risks.

In setting targets it is important to understand how they will be used for given situations; tolerability criteria are for the whole site, or all risks, but they must be adapted when organisations want to scrutinise a single event, for example when performing LOPA. It is in calibrating targets for scenario risk that we often see mistakes being made and it has become a focus point for us, writing papers and presenting at conferences to try and remove the confusion across the industry.

An understanding of the intricacies between the types of risk to be well understood by the organisation is also required. Individual risk is calculated as the risk of fatality to a specific individual per year, whereas societal risk is calculated based on the frequency of an event per year and the potential number of people affected by it. There are pre-defined boundaries out there for tolerability for risk to an individual, but the guidance on societal risk is less definite. Considering the nature of the risks present at high hazard and COMAH sites, and the potential for widespread consequences, it is generally societal risk that is used as a driver for decision making. It is therefore particularly important that targets are well considered and justified. Should organisations aim for broadly acceptable or somewhere in the tolerable if ALARP region? The exact point on the tolerability scale where establishments aim varies widely between organisations but careful



consideration should be given, as the most appropriate target could depend on the circumstance of the establishment. For existing establishments with legacy systems, it might not be practicable to meet broadly acceptable levels of risk, and therefore showing tolerable risk and giving an accompanying demonstration of ALARP would be considered acceptable. For new establishments, broadly acceptable levels of risk are potentially within reach when taken into consideration in early design. Aiming for broadly acceptable might therefore be considered, which would have the benefit of reducing the onus on demonstrating that the risk is ALARP. The key point to include in all assessments is a transparent description of the method used and why.

Targets should also be adapted to make allowances for other risks as in assessing the risk from one scenario, neither individual nor societal risk can be fully assessed. Individual risk tolerability must include all risks that the individual is exposed to, not just one scenario, and societal risk must be aggregated for the whole site. It is generally accepted across the industry that it is appropriate to reduce the risk target by one order of magnitude to account for these other risks.

Both the levels of risk to an individual and to society must be shown to be tolerable and ALARP for the duties under health and safety law to be considered met, however risk tolerability criteria are not used consistently, and are often inappropriate or incorrect. This results in difficulty for both the regulator and the establishment to demonstrate that risk is being managed to the correct level, something that is becoming increasingly evident as the general understanding of risk and rigour of regulation increases. With careful consideration and clear justification of the type of criteria, where the target is set and how other risks have been factored in, however, better judgements can be made and risk effectively managed.

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Gexcon UK gets ready to celebrate 10 years

Safety and risk management specialist Gexcon UK is preparing to celebrate 10 years of growth as it looks to an exciting future. The consultancy is part of Gexcon AS, world leaders in advanced dispersion, explosion and fire modelling, and has enjoyed sustained growth during the last decade.

Launched in 2008 by managing director Dave Price, principal engineer and Gexcon UK president, the business has grown to a team of 14 offering a wide range of expertise across the UK and Europe. The anniversary celebrations come as Gexcon announced its new partnership with Shell to bring Shell's hazard and risk software models to market.

Dave Price said exciting times lay ahead. "I'm delighted to announce our 10 year anniversary which is an excellent opportunity to reflect on how much we have grown, from a team of one to 14! "Thanks to the diverse backgrounds of our consultants, we can offer advice on all aspects of safety and risk no matter how complex a project might be."

Last year Gexcon UK welcomed project engineers Louise Black, Mathew Ellison and David Watts while Hannah Travis started an apprenticeship in business administration. For the past four years Louise Black has been working as a high hazard risk consultant specialising in COMAH and ALARP. She also has experience in safety and environmental risk assessments.

Mathew started his career as an apprentice and worked his way up the career ladder to NACE Level 2 inspector and quality engineer.

David, the newest recruit, worked in Germany for two years as an energy consultant where he was responsible for leading a variety of major projects involving the optimisation of ammonia fridge plants and CHP feasibility studies.

Dave Price added: "I have always strived to build a consultancy around a group of superb colleagues who work as a team and share the same values. It gives me immense pleasure to be able to recruit and

retain the highest quality staff. Creating a sustainable and balanced workforce is vital to the success of the business with everyone motivated to participate in strategy, innovation and continual improvement."

"Transferring knowledge and continual development will ensure we can successfully meet the needs of clients and expand into new sectors. Our vision is to be the UK's leading provider of advanced fire, explosion, dispersion and high hazard risk and safety management services."

Gexcon's partnership with Shell Global Solutions will allow it to expand their software offering by making Shell's consequence modelling tools FRED, Shepherd and PIPA available to the global market. Along with exclusive license rights, Gexcon will also provide comprehensive training courses for each product to ensure users are able to take full advantage of the features the software tools offer.

Joining forces with Gexcon's very own industry recognised CFD Modelling Tool FLACS, the new suite of software products will continue to challenge and influence practices in the safety industry, preventing large, devastating accidents in the workplace and making the world a safer place.

Picture: (Back L-R) project engineer David Watts, Gexcon UK managing director Dave Price, project engineer Mathew Ellison. Front (L-R) business administration apprentice Hannah Travis and project engineer Louise Black



Process Safety

Process safety is a vital part of any operation but the knowledge and expertise to achieve it may not always be available in house. At Kindlow Safety Services your process safety is our number one priority. We understand that it is necessary to control hazards and potential hazards such as dust explosions, thermal decomposition and runaway chemical reactions in order to achieve safe operating conditions. Our dedicated team have decades of experience originating from industry and can provide expert knowledge and advice to support you in achieving your safe working parameters; whilst our fully equipped laboratory can provide the test data required to meet legislation.



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Celebrating 40 Years of ReAgent



Four decades. 14,600 days. 350,400 hours. Whichever way you look at it, 40 years is a significant amount of time that ReAgent Chemical Services finds itself reflecting on, and celebrating. This is the first part of a feature which will later focus on the site move.

Just over 40 years ago, ReAgent was a small team of six passionate chemists who were eager to bring high quality products to market. Founded by the current managing director's grandparents, ReAgent is now one of the leading chemical manufacturers in the UK, employing over 40 members of staff and supplying quality-approved products to businesses worldwide. Lucy Bell-Young, marketing copywriter tells the story of the company's journey.

As our company expands, so must our premises. We are currently in the process of moving into a new factory that boasts nearly triple the amount of manufacturing space. With the move now underway, we look back on our history and the factory that has housed our budding success for over 40 years.

A Step Back in Time

Our journey began in 1977, when a man named Derek Millard had the bold decision to set up a business that would supply a range of high quality chemical products in an efficient way. Derek had spent many years working as a physicist at what was then the UK's largest chemical manufacturer, Imperial Chemical Industries (ICI).

Concerned over the increasing job cuts caused by the 1970 recession, Derek knew it was time for a change. It was over coffee in Liverpool that Derek and his wife, Norma Millard, decided that they would take the bull by the horns and start up their own business that focussed on quality products and providing long-term employment for workers.

Together with just four staff members, Derek and Norma began trading from our current factory on 18 Astonfields Road, Runcorn. But it wasn't all smooth sailing from the get-go. Derek and Norma battled through setback after setback in order to establish ReAgent as a force in the industry. Derek even used to deliver product batches in a small, hand-painted delivery van during times of widespread discontent, and would risk crossing the picket lines to get orders to valuable clients.

Generations of Success

But the hard work put in by our founders soon paid off, and paved the way for future generations of success. In 1989,

Derek and Norma passed the reigns over to their daughter and son-in-law, Barbara and Steve Hudson.

The years to follow saw ReAgent achieve an 'Investors In People' award, go through an entire rebranding, and build their client-base massively. We were even one of the first companies in the UK to be accredited to the BS 5750, the forefather to the ISO 9001:2008 quality standard. These milestones were a watershed in ReAgent history.

In 2009, ReAgent entered its third generation as Steve and Barbara's son, Richard Hudson, took over as managing director. With a background in marketing, Richard brought an air of modernity to an otherwise traditional industry.

By focussing on digital marketing strategies, search engine optimisation and web development, Richard helped propel ReAgent's online presence into the foreground. With a dedicated in-house marketing team and the introduction of an online chemical store, ReAgent began to grow exponentially.

Our services and products also expanded. In our early years, the product list consisted of 239 laboratory reagents and standard solutions. Today, we offer thousands of quality tested chemical products. We also have the capacity to mix, package and deliver bespoke blends to a range of industry sectors worldwide.

A Step into the Future

Without Derek and Norma's determination, ReAgent wouldn't be where we are today. We have been lucky enough to manufacture and blend bespoke formulas for a blue chip automotive company; to supply top grade deionised water to the world's first supersonic car; and to be involved in bringing a new dynamic seal generation to Europe.

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People Plant Process Productivity

Charity brings lasting change

Last year The Outward Bound Trust challenged ourselves to become bigger, better, stronger and bolder than we have ever been. After all, it asks the young people who take part in its residential programmes to seek challenges and push themselves outside their own comfort zones, so it's only fitting and correct that it does the same as an organisation and as individuals.



John McCarthy says "If you work with apprentices and graduates you might know me as your client relationship manager, but you might not know that I started at Outward Bound as an instructor. I still challenge myself to get out and deliver our courses in the

wild places of the UK and wholeheartedly support the challenge our charity faces to work with as many young people as possible."

The challenges facing young people today

Young people growing up in the UK today face multiple barriers to living healthy, happy and successful lives. One in five young people over the age of 16 are likely to experience a mental health problem at some point this year and one in ten aged 16-24 are NEET (not in education, employment or training). Four out of five employers rate attitude to work and character as one of their three most important considerations when hiring new staff, but around half report weaknesses in school leavers' communication and resilience, and almost two fifths are not satisfied with their attitude towards work.

Summer adventures with Outward Bound

As a leading educational charity, we've been using the outdoors to help develop young people from all walks of life since 1941. We provide adventurous learning courses for young people to develop their social and emotional skills. These skills last a lifetime and help them realise that they can accomplish anything they put their mind to. As well as our courses for early careers talent and schools, did you know that we also offer a series of open enrolment programmes in the summer? The pinnacle of these is our Skills for Life Award, engaging participants in significant levels of adventure resulting in often life changing development of personal and interpersonal skills and confidence.

Cara, aged 17 completed her Skills for Life Award in 2017. At the end of her course she told me: "three weeks ago I was absolutely terrified to come here. I came here with

little confidence thinking 'oh what if I'm stuck with people I don't like or what if I don't fit in'. Outward Bound has created so many memories and has allowed me to bring out the best version of me. Being here has really just made me realise that I can now go in to any scenario and I can be myself and be accepted for that, and that everyone is different and that that's a good thing to be. It has made me a stronger and more independent and better person, in which I now feel comfortable to face any challenges that might lay ahead."

Proven lasting impact

In spring 2017 Outward Bound released our fourth Social Impact Report (outwardbound.org.uk/SIR). Within the report evidence of the impact of the Skills for Life Award was gathered and analysed using rigorous statistical methods by an external research company called Get the Data. Participants completed questionnaires before and after their Skills for Life Award and twice again six and 12 months afterwards. Those taking part recorded sustained improvements in resilience, time management, leadership and communication 12 months on, and female participants also recorded sustained improvements in emotional control and confidence 12 months on.

Our offer to Chemicals Northwest members

To celebrate the fact that Outward Bound was a finalist in the Chemicals Northwest charity of the year award – we're offering all CNW members 10% off the purchase of any of our 7 or 19-day summer adventures.

- an opportunity for your child (aged 11-19) to experience a life shaping experience, packed full of adventure fun and challenge
- 10% off your purchase
- an all-inclusive experience with a coach transfer from a local transport hub, food, accommodation, insurance, bedding, kit and equipment provided
- additional charitable funding available through our Adventure Fund
- your child will leave feeling more confident, more determined and better prepared for whatever life may throw at them.

To claim email enquiries@outwardbound.org.uk or call 01931 7400 00 (option 2) and quote 'Chemicals Northwest or 'CNW' during the online checkout stage of your purchase.

**To browse dates, prices and locations visit:
www.outwardbound.org.uk/summeradventures**



TSCA tips for European chemical stakeholders

Changes to the Toxic Substances Control Act (TSCA) occasioned by enactment of the Frank R. Lautenberg Chemical Safety for the 21st Century Act have fundamentally changed the way the US Environmental Protection Agency (EPA) reviews new and assesses existing chemical substances in surprising and subtle ways. Our 26-professionals TSCA practice in Washington, D.C. has been “doing TSCA” for a very long time. We offer our European colleagues practical insights into the new law and EPA’s implementation efforts. As we represent many European companies that have business interests in the U.S., our views are offered from a practical perspective.

Be familiar with new TSCA’s term - Just as US stakeholders familiarized themselves in 2007 with the Registration, Evaluation, Authorization and Restriction of Chemicals (REACH) regulation, it is important to know and understand new TSCA. Yes, the new law retains core elements of old TSCA, but much has changed. Importantly, new terms, including “reasonably foreseeable,” “conditions of use,” and “potentially exposed or susceptible subpopulation,” are now part of TSCA parlance. These terms are placeholders for new concepts, the application of which profoundly affects the commercialisation of new and existing chemicals. TSCA stakeholders, including European entities, need to be familiar with the law to understand the contextual relevance of these terms, the mischief that can arise from their application, and the real-world implications of their interpretation by EPA. Informed decision-making demands no less.

Expect new chemical review delays - New chemical review is dramatically different. This fact is catching many businesses off guard, and is equally surprising to European entities submitting new chemical notifications. Gone are the days when the 90-day clock was a reliable estimate of the time between new chemical notification and commercialisation. Europeans need to embrace the new normal -- 180 days and quite possibly longer. The best strategy is to seek expert assistance with preparing a notification carefully, thoughtfully, and strategically, and to base commercialisation plans on a conservative estimate that assumes the worst. This is not to say every notification will take an indeterminate period of time to process. Many chemical notifications are, however, proving challenging and the absence of a predictable process for commencing commercialisation will continue to confound the business

community. We have written much on this topic and sponsored a one-day work shop on how best to prepare Section 5 notifications under new TSCA, the materials of which are available upon request.

Work with your supply chain - Changes in the law make it imperative that European entities work closely with their U.S. processors, distributors, and customers to ensure all parties are aligned regarding chemical uses, applications, and markets. European chemical manufacturers and the US importers of record are considered “manufacturers” for TSCA purposes and are responsible for complying with TSCA. Recent changes regarding TSCA Inventory notification, changes in what can be claimed “confidential,” and new requirements regarding substantiating confidentiality claims are especially important. It is essential that foreign companies understand these changes and prepare accordingly.

Be prepared for more testing - We have stated many times that chemical data are the new currency of the 21st century. New chemical notifications need data to rebut inferences that EPA can be expected to make in its decision-making process. Data may not be available on a new substance, but submitters should identify or provide data on suitable analogs. While the chemical may ultimately be commercialised, the absence of data can result in diminished market opportunities and enhanced customer use restrictions that invite commercial complications and diminished market potential. Similarly, EPA has new authority under TSCA Section 4 unilaterally to issue testing orders compelling the development of data. Unlike REACH, under TSCA there is no specific data set that is required. It is important to understand what the key data gaps are for a new substance before embarking on testing. Certain chemical classes can be expected to invite testing orders and it is important to know what those are and who will be subject to testing before investing heavily in new products destined for U.S. commercialization.

Bottom Line
New TSCA is extremely consequential. Knowing its terms, monitoring its implementation, and strategically preparing for changes under new TSCA offer the greatest opportunity for commercial success.

Author: Lynn L. Bergeson,
managing partner of Bergeson &
Campbell, P.C., Washington D.C.



It is two years since Chemicals Northwest focused on data protection, business fraud and cyber crime, much has happened since. A full room heard of the latest developments during a Focus 50 seminar at Sci-Tech Daresbury on 17 January 2018.

Dr Lee Speakman chaired this revisit event which kicked off with an overview on the imminent General Data Protection Regulations which come into force on 25 May 2018. Johnathan Caldwell and John Gollaglee of **DLA Piper LLP** outlined the key definitions and key concepts of the new framework. One step change is the inclusion of substantial sanctions which include fines up to 4% of global turnover. The definition of personal data is important and companies should be aware of what data you hold? why you have it? And what you are doing with it?

There has been a significant increase in data protection infringements recorded during 2016-17, a record number of self-reports and 21 criminal convictions.

In scope data under GDPR covers: personal data: (e.g. name, identification number, location data, online identifier or one or more factors specific to the physical, physiological, genetic, mental, economic, cultural or social identity of that person and special category data (purpose of uniquely identifying a natural person) and criminal record data.

Entities processing personal Information will need to be clear about the definitions of each role and need to establish whether they act as a controller or processor under GDPR, which imposes distinct requirements depending on the role.

Data Controller: person or body which alone or jointly with others determines the purposes and means of the processing of personal data. GDPR requires controllers to demonstrate compliance with data protection principles.

Data Processor: person or body which processes personal data on behalf of the controller.

Key changes

Data processors will be required to (amongst other things) maintain adequate documentation, appoint a Data Protection Officer and carry out impact assessments They will be directly liable to sanctions and claims from individuals. The obligation to appoint a DPO will be new requirement for many organisations as a result of GDPR. DPOs must have "expert knowledge" and must be involved "properly and in a timely manner in all issues which relate to the protection of personal data". They will be able to prove and demonstrate that the organisation is doing the right thing.

Every organisation is likely to be impacted differently so understanding the effect of fundamental changes will be key.

Priority actions should be:-

- set up a clear and responsive governance structure
- risk based analysis of personal data processed; what is in scope, data mapping/data inventory, where are you vulnerable? impact assessments for high risk processing
- review current systems, policies, processes and procedures; are they geared for GDPR-compliance?
- transparency and communications with data subjects; are you clear with individuals about how you use their data?
- contracts; is remediation required?
- comprehensive records; demonstrate compliance of the decision-making process, processing operations and data breaches

In terms of enforcement, the Information Commissioners Office (ICO) does have significantly increased power to impose higher fines. But ICO is keen to dispel the myth that the biggest threat to organisations from GDPR is massive, crippling fines. Whilst the initial approach will be to encourage good practice and compliance, ICO will not shy away from taking formal regulatory action.

It is committed to guiding, advising and educating organisations - "We have always preferred the carrot to the stick". Fines under the GDPR will not simply be a scale up of penalties that ICO has/can issue under the current law they will be proportionate and not issued in case of every infringement.

There are many other aspects of this legislation so the best advice to companies is to be GDPR-ready in advance. It will be no longer simply a case of doing the right thing – organisations need to be able to prove that they have done the right thing both to regulators and data subjects. Ensure your organisational behaviours are GDPR compliant and the right Internal governance is in place.

The **Chemical Industries Association** is working closely with HSE on developing their cyber-security guide, with particular attention to data theft and protection of our Industrial Automated Control Systems. In 2016 the chemicals sector was added to the Critical National Infrastructure sectors, with BEIS as the lead government department. CIA is positioned between government and chemical sites on CNI and its focus is on resilience, subject to government and security services scrutiny.

CIA's Phil Scott gave an update on the association's focus on helping businesses understand security risks and resilience. The Current UK security threat level is set at Severe ("an attack is highly likely") based on intelligence most people don't see. It doesn't mean an attack on the chemicals industry is necessarily highly likely ...but we can't be too careful! A proportionate (to the risk) and pragmatic approach is needed to help businesses understand the risk/resilience equation and develop clear expectations/standards for

industry. “We’re trying to influence a better joining up between different stakeholders and promotion of security leadership. What does good leadership look like? We are keen to raise awareness, provide guidance, share best practices and encourage a culture shift for business.”

Communications with CNI member sites include Issues for the rest of the chemicals sector – especially at COMAH operations. A new Chemical Sector Resilience Liaison Group has been formed, chaired by a CIA member company, with CIA as secretariat and including BEIS, CIA and CNI member companies. In addition there is a representative from industry seconded to BEIS providing a ‘reality check’ on government proposals and making the appropriate industry response.

Cyber security in high hazard sectors is an important issue because more programmable systems are being used to control processes, including electronic components of management systems e.g. e-permits and building management. There is also more connectivity between control systems and business technologies such as cloud services and remote access. Sarabjit Purewal of the **Health & Safety Executive** says the likelihood of an attack is also increasing as more hacking hardware is available and there are more criminals. Risk assessments didn’t previously consider multiple failings or malicious intent.

Hence it should be assumed that there is an increased risk of an accident resulting from the breakdown of a control system with the loss of the safety system designed to protect it. Other risks include loss of data, intellectual property and potential impacts on the national infrastructure through major losses of utilities and power.

Sarabjit added; cyber attacks should be taken very seriously, controls should be proportionate ensuring that all risks are assessed and those assessments should consider multiple failures.

HSE is running trial inspections in the chemicals sector during the winter and spring. The output should lead to an update of their operational guidance which is available on their website. The guidance points to various features that could be included in a cyber security management system including;

governance, asset management, competence, incident management and recovery.

Looking to the future it is expected that companies should have security integrity as well as safety integrity designed in system software, incorporating the latest and most effective products available. Management should be putting security requirements into project scopes and being an “intelligent customer”.

“Digitalisation changes everything” says Paul Hingley of **Siemens**. Digitising of many industries has already happened (e.g. media, trade and mobility) and the more complex industries will be next; e.g. process industries, energy. Industry has to be efficient in handling data, but how do you do it and where should you start to invest?

By 2020 it is forecasted that 50bn devices will be connected around the world. The global volume of data generated in 2012 was 7.4 zettabytes, in 2020 this figure will rise to 45 zettabytes.

According to the UK Government cyber security breaches survey 2016; the proportion of UK businesses hit by cyber attacks in the last year was 66%, with a quarter of those which employ more than 250 workers were hit by a breach at least once a month. The average attack cost to the business per breach was £36,500 and the largest single cost to a business was £3m. Manufacturing is second to healthcare in the industries to record cyber attacks.

Siemens has developed a cloud-based open IoT operating system called “MindSphere”. It enables companies to send their process control data to a secure and reliable storage platform for processing? One key element is its hardened and holistic security concept. It understands the needs of the process industries and the importance of keeping data secure. It conforms to stringent industry standards on security and confidentiality.

The Police believe cyber crimes are massively unreported. One in four businesses have reported a cyber breach in the last 12 months, but it is also believed that up to 80% of those can be prevented by taking some simple, non-technical steps.

The following websites are useful references;

- Action Fraud - <http://www.actionfraud.police.uk/>
- Get Safe Online - <https://www.getsafeonline.org/>
- National Cyber Security Centre - <https://www.ncsc.gov.uk/>
- Cyber Aware (was cyber streetwise) - <http://www.cyberaware.gov.uk/>
- Cyber Essentials - <https://www.cyberaware.gov.uk/cyberessentials/>
- National Crime Agency - <http://www.nationalcrimeagency.gov.uk/crime-threats/cyber-crime>
- Take Five (Fraud Advice) - <https://takefive-stopfraud.org.uk/>
- Cyber First - <https://www.ncsc.gov.uk/new-talent>
- Cyber security Challenge UK - <https://www.cybersecuritychallenge.org.uk/>
- Cyber Security Challenge (Games) - <https://www.cybergamesuk.com/>
- YouthFed - <http://www.youthfed.org.uk/cyber-safety/>



Matt Hull of **Cheshire Police** urged everyone to use strong passwords in all cyber activities, helping ensure that you manage your digital footprint and digital shadow. People can be the strongest link in cyber security – install security software and keep updated operating systems, apps and web browsers. The important advice from the Police is to make sure that you report a cybercrime.

The Police Force is very active in raising awareness of cyber security with businesses and on an individual level. There are many sources of information including the National Police Chiefs Council's publication; "Stay secure online 2017 - a review of the privacy options currently available to users".

It is not widely known in commerce that there are insurance options available to help businesses deal with cybercrime. Jonathan Moss of insurance provider **Pen Underwriting** told us more about cyber insurance. In assessing the risk of an attack against your systems you should consider: immediacy, understanding, and relevance.

So what would you be covered for;

- hackers accessing data and demanding a ransom not to release it
- viruses that paralyse systems – and cover for the income lost while they are being restored
- third party providers interrupting a business because they themselves are paralyzed
- the accidental loss of data – followed by legal action by customers
- theft of funds
- the fines and penalties that businesses will incur if they are assessed as non-compliant on data protection or privacy laws – GDPR
- Cyber insurance can also cover against the costs of putting your client's organisation back together...

The main features of typical policies include: a single point of contact to manage your support if a breach happens, legal assistance, forensic services to determine causes and fixes, public relations cover, restoration and recovery services, plus other associated services as required by circumstances. There is also likely to be a component to cover you for lawsuits, fines, penalties that may arise.

Dr Lee Speakman leads the **University of Chester's** cybersecurity programme and he provided a forensic analysis of how a cyber attack against business takes place.

There are several stages identified in describing a cyber attack. There is the initial connection which will lead to the initial exploit. "Back-dooring" is the name given to 'persistence' stage, when the software continues to hack the victim's system.

Lee explained how the attack tends to work using a simple network design. How once through a firewall the virus or Trojan or worms can make its way to internal servers, e-mails, websites and client accounts. Attacks can be targeted e.g. the

Hacking Team case or untargeted e.g. mass-phishing emails or automated probing.

Cyber exploitation can be difficult but it is becoming easier with more tools and more automation. However protection of software, systems and networks is even more difficult.

In terms of defences, it will pay to do a risk assessment and then to have a plan, with well thought policies and procedures. Keep them realistic and enforceable. Pay particular attention to your employees where their data may have been compromised. Or conversely they may be carrying out the crime? Secure your network and software at all levels and have an incident response plan in place. If you are really not hackable, what happens if you are hacked?

Ian Hudson of **Hudson Hill Consulting Ltd** concentrated on smaller businesses and how they should go about managing cyber security. Advice was delivered through three key aspects;

Technology and the use of boundary firewalls and internet gateways: secure your configuration, control access, install malware protection and understand your vulnerabilities.

People and pre-employment vetting: training, testing of training, post-employment processes, develop a cyber culture and lead by example.

Access and having a security policy/risk assessment: define rules for handling customer data, implement an Incident reporting mechanism, restrict employee access to data, have a full back up plan and monitoring.



(L-R) Dr Lee Speakman, Jonathan Moss, Ian Hudson, Sarabjit Purewal, Phil Scott, Matt Hull



(L-R) Jonathan Caldwell, John Gollaglee, Paul Hingley

Chemicals Northwest Awards 2018...


another brilliant evening!

The eighth Chemicals Northwest Award dinner took place on the 22 March 2018 at The Point, Lancashire County Cricket Club, Old Trafford in Manchester. The annual awards programme is open to all organisations and once again we had a fantastic response with some excellent entries from around the region. Our highly entertaining host was broadcaster and author; Mark Radcliffe.

Stephen Elliott CEO of Chemical Industries Association and chair of Chemicals Northwest welcomed all guests to the event and in his speech he highlighted that the understanding and appreciation of the importance of the industry to the country with Government, is now at its highest level since the days of ICI. He added, "Most recently, I was pleased that in the Prime Minister's March speech on Brexit, she highlighted our sector and proposed the continued links to the European Chemicals Agency, to help secure continued EU market access for all UK businesses complying with REACH. I hope the European Council meeting today and tomorrow will not block this proposal just because it is new and bespoke – and I am optimistic following this week's agreement on the transition".

"Our continued priorities for the best possible outcome from the Brexit negotiations are: tariff-free access to the single market, regulatory continuity and consistency and access to appropriately skilled people".

"The task in front of us now – as a country and as an industry – is huge. If we are to realise the ambition and opportunity for new independent trade deals around the world, then our sector must do everything within its power to support our Brexit negotiators in delivering, first and foremost, that best possible trade relationship with our most important trading partner".



Steve then shared some numbers. "The work you do for chemical and pharmaceutical manufacturing adds £4.2 billion each year to the economy of the North West, with a combined turnover of £13 billion. The North West delivers nearly a third of the value added by UK chemical and pharmaceutical manufacturing, making you the largest chemical and pharmaceutical production region in the UK.

The North West on its own delivers 10% of the value added by the whole UK economy and, most crucially, the value added per employee in the North West chemical industry is around 50% higher than the contribution by the average manufacturing worker in the North West. I am conscious that these are not just numbers that are plucked from the air but ones that represent the hard work and achievement of the women and men who lead and work in our great industry".





Mark Radcliffe has been one of national radio's most respected and distinctive voices for more than two decades. One half of BBC Radio 1's semi-legendary Mark And Lard, he hosted the Breakfast Show, after which he presented the afternoon programme for almost seven years. He won a Sony Gold Award for "Music Broadcaster of the Year" in 2009 and has published his debut novel "Northern Sky" released in 2005. His memoir, "Showbusiness – The Diary of a Rock'n'Roll Nobody" was a massive seller in 2002.

During his speech Mark gave his take on our awards event, inserting eighteen (it is 2018) chemical elements into his speech:

"Welcome to a chemical evening with all the right **ELEMENTS**:

Ok – this may not be the London **PALLADIUM** – ok keep score now – but what a great venue and anyone who says otherwise is a **SILLI CON** artist.

No this is a marvellous event bringing the **OXYGEN** of publicity to the industry in these trying times for international trade as we work out the details of leaving the **EUROPIUM** union.

So tonight – nothing difficult or taxing – it's not the **KRYPTON** factor – you'll enjoy a first rate meal though you may pile the **CARB ON** – and then the awards themselves: some of you will win **GOLD**, some **SILVER** – if you do win and get up to make a speech – don't feel you have to entertain – we're not expecting you to be Freddie **MERCURY** – but don't **BORE ON** and on – that'll go down like a **LEAD** balloon and people will chuck stuff so you'll need your **TIN** hat on.

But that's all later so for now you will need an **IRON** will until your name is read out like a **COBALT** from the blue – and if you don't win – well awards aren't worth a **NICKEL** are they so don't mount a **RAID ON** the prizes or we'll ask you to **SODIUM** off or be escorted from the premises by a **COPPER**.

The ceremony proceeded with the winners announced as follows:

The **Manufacturing company of the year award**, sponsored by **Oranmore Environmental Services Ltd** was won by **Vertellus Specialties**, Halebank. The award was for gaining business advantage through yield and throughput improvements. Site director Carl Baker said; *"We've had a very challenging year and winning this award is a whole team effort"*. The company also scooped the **Operational excellence award** sponsored by **Siemens**.



SI Group, Four Ashes was the winner of the **Health & safety award**, sponsored by **FMC Chemicals Ltd**. The company had developed a comprehensive employee wellbeing programme and greater ownership of safety.

The **International trade award** recognises a company that has developed their business in new overseas markets

or achieved an outstanding international trading record. It was presented in association with Department for International Trade – Northwest to

Ames Goldsmith UK, Liverpool, whose site director Rob Garnett commented; *"Very gratifying and nice to get recognition"*.



Chemicals Northwest sponsored the **Young talent in the chemical industry award**, which because of the very high calibre of nominations was given to two candidates. Jennifer Peake of **William Blythe Ltd**, Accrington won the award for the commercialisation of graphene oxide: *"I'm very surprised it's so exciting – thanks to all of my colleagues"*..... and Elliot Pryce, **Syntor Fine Chemicals Ltd**, Runcorn, for his contribution to new product introduction and supply chain improvements. *"It means a tremendous amount to be recognised and thanks to my colleagues"*. In this category there was also a 'highly commended' award for Nicole Thompson of **Holchem Laboratories Ltd**, Bury.



The winning recipient of the very popular **Innovation award**, sponsored by **Marks & Clerk LLP** would be able to demonstrate how they have successfully invested in the research and development of a commercially viable new product, or enhancement to an existing product, or designed/modified and implemented a process that delivers demonstrable benefits to the business. This year it went to **Contract Chemicals Ltd**, Liverpool for creative chemical reaction engineering and plant design to secure new business. *"It's inspirational to be recognised. Innovation is central to keeping the industry going"* explained Mike Holding, managing director.



The **Charity of the year 2018** was sponsored by **Valtris Specialty Chemicals** and was won by **Science and Engineering Education Research & Innovation Hub**, Manchester. SEERIH stages 'The Great Science Share for Schools', which encourages young students to share their science learnings. Director Lynne Bianchi said; *"It's great to be recognised and this award is fundamental in what we are trying to achieve with the project"*. There was also a 'highly commended' entry from Chemistry with Cabbage.

FMC Chemicals Ltd, Bromborough was awarded the **Sustainability award**, which was sponsored by INOVYN.



The company had demonstrated improvements in environment, safety and people performance leading to economic benefit. Site director Phil Hardwick said; *"This award is testament to the hard work of the team who deserve the recognition"*.



Engineering firm of the year, sponsored by **PM PROJEN** was won by **Studley Engineering & Electrical Ltd**, Liverpool. *"Brilliant news! It's fantastic and means a lot to us to win"*, Mike Morris.

The national trade body representing the UK chemical and pharmaceutical manufacturers, **Chemical Industries Association**, sponsored the final two awards. Firstly **Recruitment supplier to the chemical industry award**, which was presented to **Science Recruitment Group**, Manchester. Alison Jones, operations manager simply said *"What a fantastic result!"*



Then **Actikem Ltd**, Warrington picked up the **Supplier to the chemical industry award**. Trevor Gleave, technical director said; *"The award is a great achievement for us particularly as we are such a small team. We're over the moon!"*



The evening's award trophies were once again the result of collaboration between Chemicals Northwest and academic member, **Wirral Metropolitan College**. For the past



six years the BA Fine Art students at the college, had been invited to design and make the trophies for the Chemicals Northwest Annual Awards. Special thanks also go to **Solvay Interlox Ltd** who sponsored the award trophies. We would also like to thank **Hosokawa Micron Ltd** for sponsorship of the drinks reception and **MannTek AB** for once again sponsoring the Awards dinner brochure for the evening.

Finally Chemicals Northwest wishes to thank all of the award entrants, sponsors and guests who attended the event for helping to make the 2018 awards dinner one of the best ever!



HOSOKAWA MICRON LTD





Dura-ID Solutions is a leading chemical labelling solutions provider and UK manufacturer of specialist application tags and labels. With over 30 years of experience in the chemical industry we have the best placed solution for your business. Our expert chemicals team can assist you in sourcing the solution to suit your application.

WHAT IS COMBINATION LABELLING?

Are you currently placing your hazard warning diamonds, safety data and IMDG transport diamonds on to your chemical drums or IBCs separately, increasing production time and slowing down your team?

If this is the case we recommend investing in a combination labelling solution. This means you can print a single, large format label in full colour on-site which contains all this information and looks professional.

THE BENEFITS OF COMBINATION LABELLING

- Eliminate pre-printed stock
- Provide multi-lingual labels with high resolution printing
- Reduce labelling time significantly

- Make GHS compliance easy
- Continuous form printing with the Neuralog printing systems
- Increase staff productivity

COMBINATION LABELLING PRINTING SYSTEMS

Neuralabel 300x



The 300x is the solution for your business if faster print speeds of up to 20 inches per second are required. Even at those speeds the high print resolution is not compromised and the 2400 x 1200 dpi quality makes it ideal for multilingual or pictorial labels. This system also accepts variable labels widths down to 1.5 inches so is perfect for a business which prints lots of different sized labels.

Neuralabel 500e



This system is ideal if you need to produce one specific sized label as standard. The laser technology means that when the printer is used with Dura's Polyolefin media it is BS5609 Approved. The high-yield combination toner and drum cartridges offering long-term savings particularly when printing larger runs. Media output options means labels are always presented in a format to suit your operations be that fan-folded, cut sheets or rolls.

Organising your business in readiness for Brexit

In January Minister Claire Perry said that she expects that agreement of transition period arrangements will provide clarity for EU ETS operators at least for the remainder of Phase III and UK membership of EU ETS to continue. This was one of several political and economic developments reviewed during the 8 March 2018 CNW Brexit group meeting at Sci-Tech Daresbury.

Chemical Industries Association delivered evidence to the House of Commons Parliamentary Committee on the Taxation (cross-Border Trade) Bill. It will allow Government to create a functioning customs, VAT and excise regime for UK after Brexit. It also contains trade defence measures to protect against unfair competition from abroad. The industry wants to avoid unfavourable tariff regimes, inward processing and import duties. It's in the long term interests of producers and customers that international trade was fair at all stages.

In February Olivier Guersent, Director General of the Commission's financial services directorate said it was 'perfectly fair' that the UK has decided to diverge from the EU, but "as a third country, you're dealt with as a third country - treated no worse, no better".

A leaked Government report showed that UK industry will face significantly higher costs as a result of the imposition of non-tariff barriers when UK leaves the EU. The analysis suggested that non-tariff trading costs for companies in the UK chemical sector could increase by up to 12%.

The Chemical Industry All-Party Parliamentary Group congratulated CIA on its positioning of the sector. CEO Stephen Elliott said the hard work had only just started and CIA remained ready to assist Government ministers, officials, MPs and House of Lords with information relating to the impact of potential negotiations.

In March the Prime Minister referenced the chemical sector in relation to the concept of 'associate membership' of agencies such as the European Chemicals Agency and the European Medicines Agency. "...it is the only way to meet our objective of ensuring that these products only need to undergo one series of approvals, in one country". CIA said: avoiding duplicate testing and related costs under REACH would also help protect a decade's worth of investment in REACH by UK chemical businesses.

Earlier in the month, CIA published a report: "Making Brexit Work for the Chemical Industry", outlining the key priorities for the industry, such as; chemicals regulation, the Industrial Emissions Directive, energy and climate change and skills.

Gal Maller is group head of strategy & corporate development at CNW member company; 2M Holdings Ltd. The company distributes chemicals across the world and as no-one can control what happens with regards to Brexit, they believe the challenge for business is to know how much planning to do?

For instance with many complicated supply chain, cross-border transactions, how will Brexit impact on raw material supplies and product sales? It is important to be aware of the impacts on the operations of your suppliers and customers' businesses too. Furthermore there will be a need to assess the impact of specific tariff changes in each transaction and then rate those risks for each aspect of the business.

The role of "Brexit Champion" has been created with key duties being to coordinate the external developments and disseminate them across the appropriate functions within the company. This will then include management of the 'Brexit' actions that arise.

For chemical companies who haven't began to do anything about Brexit yet, Gal's advice is to get started. It will basically come down to leadership caring enough, realising its importance and doing something to give the business the best chance of being ready. Identify the worst case scenarios, make sure you are fit and resilient and take whatever actions you can now. Also be prepared for any potential opportunities that come later.



Gal Maller, 2M Holdings Ltd

Investing in your future

smart ways to fund digital opportunities

Author: Ian Elsby, Chemical Sales Manager



If successful, the adoption of industrial digitalisation solutions could, within 10 years, boost UK manufacturing by £455bn, drive sector growth by 3% and create 175,000 new jobs. This is according to the recently published, 'Made Smarter' industrial digitalisation review, which aims to set out a roadmap on how best UK companies can adopt digital technologies.

Digitalisation is the technology focus behind Industry 4.0. However, if the chemicals sector is to benefit from its widespread take up, a number of challenges must be overcome. If they are, it opens up opportunities for enhancements in a number of key areas such as increased competitiveness, better operational efficiency and flexibility, enhanced productivity performance, improved plant availability, and the analytic use of intelligent plant data to inform current and future strategic decision-making.

New digital technologies can drive many areas of day-to-day chemical plant operation, including tackling the high energy levels prevalent in the sector, allowing energy consumption in the face of ever-rising utility costs to be measured, monitored and, ultimately, controlled for bottom

line benefit. Likewise, efforts to connect, optimise and integrate plant wide control and automation systems at all levels from raw material intake to process stages, as well as provide process visualisation and scheduling can be positively influenced by the adoption of digital tools.

They will enhance performance efficiencies, provide data-driven business insight and enable operational assets to be maintained safely and securely. Indeed, issues of operational safety and cyber security threats remain top priorities for the sector and digitalisation offers many proven solutions.

Finance the future

Whilst the various challenges of undertaking a digital 'culture change' within organisations, sourcing experienced technology partners and up skilling employees within what is a traditionally conservative sector must be recognised, a primary concern for many looking to embark on a digital journey is that of finance!

Should they invest? How best to invest? What are the options available?

For those chemical companies already preparing for a digital future, it is clear that many have strong ROI expectations when it comes to investment payback. According to recent research, 48% of chemical companies expect to see digitalisation-linked ROI of two years or less, while just 10% forecast a ROI timeframe of over 5 years.

Benefits of working with Siemens Financial Services for Manufacturers

Geographic footprint

Customer proximity with a 'thinking globally, acting locally' approach.

Global reach and capabilities exceeding most competitors.



Trusted brand

Siemens has a strong heritage in manufacturing and finance.

Increased customer convenience through integrated equipment and finance value propositions.

Long term commitment and relationships with customers.



Committed to the manufacturing sector

Manufacturing dedicated teams, with specialist knowledge.

Understanding of customer value drivers – based on a spectrum of organizational type, size and key stakeholders.

Proven experience in the manufacturing market delivering 'ease and speed' of customer experience.

Flexibility to adapt to changing needs.

Knowledge of manufacturing equipment & technology

Tailored finance solutions resulting from extensive knowledge of the manufacturing market.

Deep understanding of asset use, as basis of Residual Value and other product tailoring calculations.

Range of offerings across the globe – e.g. finance lease, operating lease, loans, service inclusive agreements – tailored to customer requirements.



Finance that makes manufacturing affordable

Finance from Siemens enables manufacturers to afford next-generation equipment and technology to support their business goals.

Whether manufacturers are trying to increase productivity, reduce time to market or enhance production flexibility, Siemens has tailored financial services that enables manufacturers to acquire the technology they need to remain competitive.



This emphasises the need not only to partner with a trusted and long term technology vendor, but also to ensure that chemical companies seek out the right kind of smart financing solution that matches their particular need and secures the best option to underpin significant and far-reaching digital aspirations going forward. By doing so, it also removes the immediate need for large capital outlay and increases the availability of CAPEX funds for other much-needed expenditures.

Some current and innovative financing options to suit a wide range of situations, include:

Performance-based (outcome) financing - investment in new or upgraded technology and equipment can be made on the basis that it will deliver defined and measurable business benefits such as improved profit and productivity, energy savings or efficiency improvements. This emerging solution allows a company to align its payments according to a defined set of business ‘outcomes’, rather than paying to use technology regardless of what it achieves for the organisation. ‘Performance contracts’ enable payments to be predicted on the basis of expected levels of business benefit.

Financing total cost of ownership (TCO) – this is already a well-known solution in the manufacturing sector. It is designed to embrace the full costs of using technology, not just its acquisition. It satisfies demands for financial agreements to encompass service, software, maintenance and consumables, as well as the simple technology acquisition. For digitalisation strategies, it provides a financially reliable package ensuring that running costs will not escalate unpredictably over the lifespan of the technology.

Financing aligned to operational use – on occasions a manufacturer needs to acquire innovative technology that either takes time to install, delivers accelerating revenue or cost-saving benefits over time, or only produces commercial advantages on a seasonal basis. Financing arrangements can be made where the flow of payments is matched to the expected patterns of use.

Financing energy efficiency – as an energy intensive sector, eliminating waste is a key concern for chemical companies. There is a broad range of technology solutions that can cut energy consumption and, with it, cost. But often access to affordable finance to invest in energy-efficiency initiatives is problematic, especially for SMEs. Today schemes can match the financing period and the level of monthly payments to the projected energy savings. This makes the investment effectively zero cost for the business.

Financing for future needs – digital technology change is accelerating rapidly and developments around the Internet of Things, big data analytics, predictive modelling and automation are refining process, resource and supply chain management. Financing arrangements can be made with built-in points of technology refreshment if the company wishes.

The digital revolution is an exciting time for the UK’s chemical industry as it looks to compete on a global stage. It is the technology foundation that will enable the chemical sector to plan asset and plant management more intelligently, link together disparate elements of plant processing operation to maximum effect, and support ambitions to gain a technology and commercial edge over the competition. Those that fail to invest in their digital futures risk being left behind.

No longer do chemical companies have to fear the finance barrier when it comes to implementing digitalisation strategies alongside a trusted technology partner. The range of flexible financing options now available means that the largest operator to the smallest SME can specify the right financing package for them, safe in the knowledge they will be investing smartly in their future.

Report says people are happier with digitalisation

The Global Energy Talent Index (GETI) is a comprehensive annual report produced by Airswift and Energy Jobline. Over 20,000 respondents from 163 countries and 151 nationalities completed the 38-question survey, which focused on one of the key trends shaping the energy workforce: digitalisation.

The report reveals digitalisation is instilling optimism into the attitudes, ambitions and overall contentment of the energy workforce. Today’s talent pool is energised, hopeful and keen to be a part of the march towards a digital future:

- people are happier – for the most part, respondents report that the quality and contentment of their working lives has increased. Better opportunities for progression, alongside digitally-enabled trends, such as flexible working, have played a large part.
- scepticism is waning – the vast majority of respondents see technology as an enabler, not a hindrance. Excitement abounds around the potential for automation to enhance productivity and efficiency.
- more focus on retention – companies are doing more to ensure their existing workers grow into the new roles created through digitalisation. New training and development programmes are essential.
- pay is on the rise – compensation is growing. Where sectors are behind on digitalisation, pay is being used to help bridge gaps.

Download the full report here:

<https://www.getireport.com/download-report/>

Airswift

For over 35 years, Airswift has been transforming lives through the provision of international workforce solutions to the energy, process and infrastructure industries. Today, we are a team of 6,500 passionate people from 70 nations working with the world's leading supermajors, EPCs, equipment, consulting, life sciences, chemical and technology companies.

What makes us different from our competitors is our true passion to transform lives through the workforce solutions that we provide. Placing a candidate into their ideal role; rehiring a contractor from one project to the next; mobilising people around the world quicker; searching and selecting a senior executive to fill a key position; or implementing an agile workforce strategy are all examples of what we do daily to award winning standards.

Driven by three corporate hubs in Houston, Manchester and Singapore supporting 50 regional offices, we have a truly global approach and a reach that is unparalleled. Airswift has worked with the world's leading chemical employers delivering efficiency and innovation in safety-focused environments. Airswift provides full talent acquisition, global employment, managed solutions, and consultancy services to our chemical clients.

To understand more, please view our website, our testimonials, and get in touch to hear more about our case studies and capabilities.



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Thornton Science Park - bringing industry and academia together

Businesses have the opportunity to join our thriving community of companies, drawing on active support and collaboration from the University of Chester's Faculty of Science and Engineering located on site.

Enterprise Zone status at Thornton offers innovative and growing businesses in the energy, environmental, automotive and advanced manufacturing sectors the possibility to build a cost-effective corporate headquarters on site. These include all functions such as research and development, and manufacturing capabilities; or to move into an existing office and fully equipped laboratory or workshop space.

The adjacent Protos development by Peel Environmental is a strategic hub for energy production, innovation and industry. It offers opportunities to embed research and development and pilot activities in the innovative and collaborative environment at Thornton, whilst planning grow-on and larger

scale production and energy facilities at Protos.

Ambitious large scale projects such as the Energy Centre at Thornton, offer companies unrivalled possibilities to innovate, interact with clients and supply chain partners, and to use a state-of-the-art building for energy technology development and testing.

Business support

Along with dedicated business support functions, the unique benefits to companies based at the Thornton include:

- opportunity to forge close collaborative research and development relationships with academic experts
- access to students on placements for short-term projects
- ability to recruit undergraduate talent emerging from the University's science and engineering courses.

Location

Located in the North West of England with excellent motorway access to M56 and M53. Cities Chester, Liverpool and Manchester are all within easy reach, allowing businesses located here the opportunity to draw upon a large local workforce.



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Grant Thornton UK LLP

Grant Thornton UK LLP is part of the world's leading organisations of independent advisory, tax and audit firms. We help dynamic organisations unlock their potential for growth by providing meaningful, forward looking advice.

With 27 offices nationwide – including a significant presence in the North West – we provide assurance, tax and advisory services to over 20,000 privately held businesses, public interest entities and individuals nationwide. In the North West, we have 13 partners and over 450 people, all providing a variety of services to our broad range of dynamic and entrepreneurial clients.

We also have a dedicated Innovation practice that has an enviable track record of working with successful and dynamic companies at all stages of their life cycle, to realise their ambitions for growth.



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Dron & Dickson Ltd

Electrical and electronic equipment such as lighting, switches, motors, generators, transformers, circuit breakers and relays produce significant amounts of heat, arcing and sparking during normal and abnormal operation, which could pose a substantial risk of fire or even explosion in facilities where chemicals are manufactured, processed or utilized. To minimize the risk of fires or explosions that could result in hazardous (classified) locations, it is critically important that special electrical/electronic equipment be installed.

Dron & Dickson Ltd are recognised market leaders in the supply and maintenance of hazardous area, industrial and marine electrical equipment.

What makes us unique

- Rapid response
- Experienced CompEx sales team
- Diverse/extensive product range
- Lifecycle solutions
- Extensive stock holding

- Next-day UK deliver on stock items
- In-house technical authority
- Comprehensive reporting capabilities

Key service offering

- Certified junction box assembly
- LED lighting
- Control station assembly
- Cable containment stock holding
- CompEx training centres
- Engineering services management division
- IRITA accredited rope access

Over 90 years of experience and exceptional customer service sets us apart from our competitors. Our objective is to exceed our clients' expectations, by providing services that are innovative; cost effective and based on quality, experience and diligence.



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Stone cold success for Ellesmere Port photographer

A gifted Ellesmere Port photographer has snapped up a national photography prize. Adrian Waine, aged 54, beat off fierce competition to carry off the specialist EEF National Manufacturing Photography Award.

He was named best professional photographer at the final of EEF's manufacturing photography competition held in the House of Commons in London. As well as the title Adrian walked away with a share of £5,000 in prizes. A professional photographer for 33 years he runs his own company Photography for Industry in the town. The EEF, which describes itself as the voice of British manufacturing, says Adrian wowed judges with his eye-catching image Stone Slab Cutting taken at Natural Stone Surfaces' 25,000 sq ft state of the art plant in Derby.

It captures the use of diamond tooling and Atlas Copco compressed air equipment to cut through marble slabs to



make worktops for kitchens. The competition, now in its eighth year, seeks creative images that capture the essence of modern manufacturing. Photographs can portray any stage of manufacturing from design, process and technology in action through to the finished product and can cover traditional or high-tech sectors.

"It has been an honour seeing my work on display again in the House of Commons alongside so many other fantastic images of modern manufacturing." Stephen Phipson, chief executive officer at EEF, commented: "Adrian and all the other talented photographers shortlisted this year are to be congratulated on their incredible images that brilliantly reflect the innovation and dynamism of our sector." Last year Adrian was runner-up having twice previously been shortlisted for his images.

PROJEN acquired by PM Group



(L-R) Martin Seabrook (PM PROJEN MD),
Dave Murphy (PM Group CEO),
John O'Connell (PM Group operations director)

A 100-person multi-disciplinary engineering business based in the UK, with offices near Manchester and in Edinburgh has joined PM Group as PM PROJEN.

"We are very proud to commence working with PM Group as PM PROJEN. Our common commitment to excellence and our aligned company cultures make this a great match. PM Group is a 100% employee-owned company, which is very attractive to all the team at PM PROJEN who have a similar focus on great client relationships and excellent service," said Martin Seabrook, managing director of PM PROJEN.

PM PROJEN provides multidisciplinary engineering and project management services in the chemical, petrochemical, advanced manufacturing technology and energy sectors. For the full news story, please visit our website: www.projen.co.uk

2M expands in Germany

2M Holdings Ltd is delighted to announce that, following its recent acquisition of Dusseldorf based company CE-O2 GmbH, it has now acquired Franken-Kosmetik-Chemiehandel GmbH & Co. KG, a privately held, distributor of specialty chemicals, based in Nuremberg, Germany.

Mottie Kessler MBE, chairman & CEO of 2M said: "2M is seeking opportunities to expand its footprint into mainland Europe. The acquisition of FrankenChemie represents such an event. It's dedicated and experienced team, the ability to support customers with an application laboratory and **just in time** deliveries in the right pack size are FrankenChemie's strengths. 2M will now build on these strengths and invest to provide customers and suppliers an even better offering. We are therefore very excited about this acquisition."

The market sector focus and product range of FrankenChemie is highly aligned with that of Surfachem one of 2M's largest companies which is already present in the UK, Scandinavia, Poland and Brazil. Indeed, the major supplier to FrankenChemie -Evonik Industries AG – is also one of the UK key suppliers. Surfachem's ability to provide technical support and formulation advice to producers of personal care and hygiene products is one of its strengths.

Joerg Prante, key account manager & manager sales Central Europe, Sub-Saharan Africa, Evonik said: "Having a long history with 2M and Surfachem, we are delighted to see 2M and FrankenChemie come together." With its prime location in Nuremberg and its excellent reputation, FrankenChemie is a perfect fit to support 2M's continued growth in Europe. The company distributes specialty chemicals, primarily into the personal care, home care and food ingredients sectors, in Germany and other EU counties.



Responsible Care

A combined approach to managing human integrity



The first Mid Cheshire and Manchester Responsible Care cell meeting of the year took place at Solvay Interlox, Warrington on 16 January 2018. Most companies present reported good progress with initiatives and safety performance and there was some great feedback during recent corporate audits with recommendations for maintenance management and success with a new contractor safety forum. Working at height around tankers, or on flat bed trailers (plus associated unloading activities and process safety); and managing fatigue, an ageing workforce and succession planning, also featured.

Russell Page, principal consultant at HFL Consulting, gave a thought provoking presentation on human integrity, giving the group the connections between SOPs, PSPIs, competence, and human factors. He explained the benefit of a combined approach, and instead of treating each topic individually, showed how these topics interrelate to each other. Russell also indicated how to approach the management systems and documentation to deliver synergies between the topics, and delivering benefits beyond process safety.

The Health & Safety Executive updated on intervention planning; consultation on workplace exposure limits; the new Ionising Radiation Regulations (IRR 17) and noted the predominance of musculoskeletal injuries currently being reported. The Environment Agency reported on its current COMAH focus and the strategic review of charges consultation.

Meanwhile the North Wales and Merseyside cell met on 7 March 2018 at CF Fertilisers, Ince. Members reported on organisational changes, with at least four sites having new site management; engineers or HSE professionals. There has been lots of activity with off-site plans, and successfully executed desktop and full exercises. Sites had positive feedback from intervention visits, and a number of five-year

safety reports were submitted on schedule. There was sharing of PPE good practices, particularly with respect to specific goggles to use when required for mandatory wear. The group also shared their behavioural based safety programmes; what worked well; top tips and the need for constant focus, leadership and rejuvenation.

The Environment Agency gave an update on the BREF process and the discussions between regulators and government departments about the use of BREFs and other technical guidance post-Brexit. The Chemical and Downstream Oil Industries Forum (CDOIF) has published "Preparing for a Flood: Guidance and Best Practice". CIA Responsible Care executive Aila Bursnall highlighted the two new guidance documents launched by the association; Drug and Alcohol Policies and Health Best Practices.



For further information please contact Aila at BursnallA@cia.org.uk



Marketing - The Fundamentals

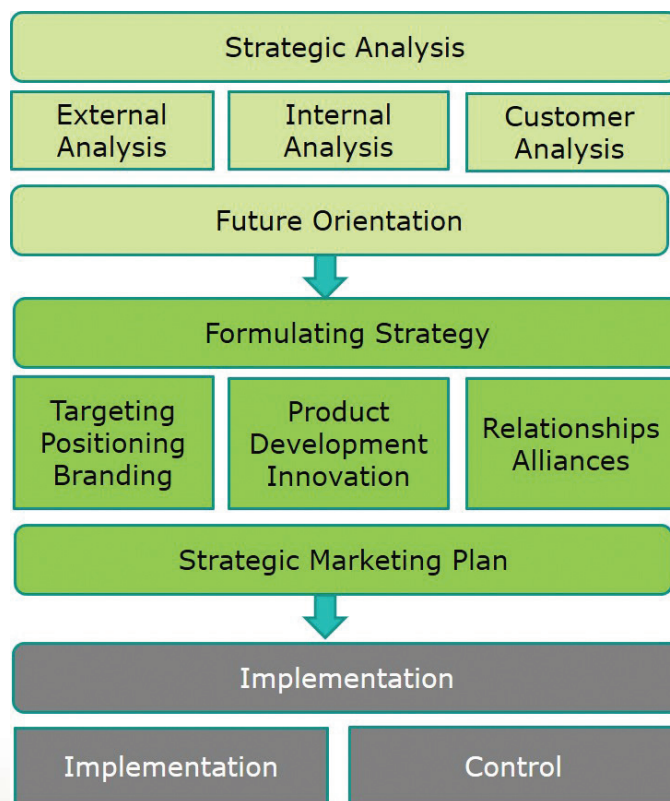
Marketing is an essential management tool in any business operating in any sector. Stephen Lloyd, a CNW member from **Vision Consulting Group** hosted an interactive CNW workshop at Sci-Tech Daresbury on 22 February 2018, to outline the key elements that make up a strategic marketing plan.

Stephen kicked off the session by referencing the Chartered Institute of Marketing definition of this key discipline as; “the management process responsible for identifying, anticipating and satisfying customer requirements profitably”. After contextualising key phrases within this definition Stephen set the tone for the workshop by quoting the co-founder of Hewlett Packard, David Packard who stated; “Marketing is too important to be left to the marketing department, it reaches every part of the business”. The inference being that brand values should be delivered consistently across all aspects of the business. Whereby staff understand the Vision – Mission – Values of your organisation and use them as a standard to work towards, ultimately becoming brand advocates.



The group of 25+ CNW members from, a mix of service of service providers and chemical manufacturing companies collaborated to complete practical exercises designed to explore a variety of tools and models. Including PESTLE, Ansoff’s Matrix and the Boston Consulting Group method of managing product or service portfolio’s. The purpose was to illustrate to the group the value of taking a step back from the day to day of your business and considering the macro environment, in order to devise robust strategies for growth.

Stephen emphasised the importance of understanding your market, by conducting research into market size, trends and your competition. The workshop was centred around how do you answer the strategic questions; Where are we now? Where do we want to be? How do we get there? and How do we ensure success? Starting with the situation analysis (Where are we now?) Stephen encouraged members to assess their current Strengths Weakness Opportunities and Threats using the Value Chain model. Which typically results in projects targeting improvement and Unique Selling Points that promote the strength and points of differentiation within your business. A brand identity should develop and identify the gaps in the market your product or service can exploit. Positioning your business within your market whilst considering the competition and your space within it, is crucial. Stephen encouraged members to promote their core strengths through a consistent set of values or standards. Day in, day out, companies that achieve this build strong brands.



In our industry, innovation and new product development are critical to achieving differentiation so Stephen described the value in maintaining a conveyor belt of customer driven innovations. Indeed, it is this appetite for innovation or adaptation that feeds the marketing machine. The marketer’s skill is identifying the market potential and developing strong value propositions designed to influence, educate and engage your target audience. Again, putting this into the context for our industry Stephen explained the importance of developing a ‘value proposition’ that explains how your product/service solves a problem rather than promoting a set of generic USP’s.

The final leg of the workshop focused on ‘Implementation and Control’. Exploring how the high-level market research and strategic objectives can be delivered in a tactical way. Stephen explained the value of an integrated approach to marketing communications is both targeted and cost effective. However, with a plethora of channels available and a finite budget it is recommended to test and importantly measure campaigns on a quarterly basis. Refining your messages, creative and marketing mix based on results tracking and not a hunch.

Stephen listed several tools and tactics that are available to monitor progress including best practice reporting and analysis however the session admittedly introduced an express version of the generic planning process. Members are invited to field any questions about strategic planning or the design and execution of marketing campaigns to Stephen directly at: s.lloyd@v-c-g.co.uk

Senior appointment for process engineering firm



BPE has brought Andrew Stevenson on board as biochemical engineering senior consultant as the company celebrates more than a year since opening the doors to its second office in Cheshire.

The leading process engineering firm, which specialises in the chemical and life sciences sectors, launched its North West office at Daresbury Innovation Centre in November 2017.

Now, after more than a year of helping manufacturers in the North make their processes safer and more efficient, it has expanded its team in Cheshire. Andrew Stevenson will be responsible for helping BPE's clients on a wide range of projects, from front end design and manufacturing strategy to safety and simulation. Andrew started his working life as a development scientist with Smith & Nephew as a graduate from UCL. During his enviable career in process engineering, which spans some 25 years, he has led on projects for the likes of Unilever, BP, Pfizer and Novartis Vaccines. Most recently he was head of secondary programmes at Seqirus.

He said: "For me the most rewarding part of the job is finding

a technical solution to clients' challenges and I'm looking forward to doing that with BPE. Having seen how the company is growing and making a real difference, I wanted to be part of the team. The company has a real variety of clients and projects, which I'm looking forward to working on."

Managing director Mike Brown said: "The North West has been a great strategic move for us and we are now engaging with many of the local sites of some of the biggest names in the world of manufacturing. With an increased demand for our services, we identified the need to add to our growing team in Daresbury and in Andrew we have found an engineer whose specialist knowledge and experience is unrivalled. We know it will be of huge benefit to our clients."

Last year BPE celebrated its 20th year in business. The company, headquarters in Hampshire, has been helping chemical manufacturers implement new and optimise existing facilities since 1997. It offers a full range of process engineering services, including process modelling, process safety, project management and process development/scale-up support. It counts some of the UK's biggest blue-chip manufacturers among its clients. BPE has seen several highlights since opening its North West office. They include picking up awards from Chemicals Northwest and BioNow.

New and existing member pitches over breakfast

The first CNW breakfast networking meeting of the 'new year' took place at Sci-Tech Daresbury on 1 February 2018.

INOVYN has launched a regeneration plan for the chemical producing complex at Runcorn. UK country manager Frank Rourke spoke about a key feature of the plan called Rocksavage International. This represents a major investment by the company aimed at attracting third party companies to relocate to the UK, or UK based companies seeking to expand and grow. With existing upper tier COMAH status, the highly integrated site provides an extensive range of site services and utilities

Jon Lowe and Simon Downing representing **RPS Group**, a risk management consultancy, explained how the use of Unmanned Aerial Systems (UAS) in high building surveys is saving time and money in addition to reducing fall risks. Approved drones were successfully employed during fire compartmentation surveying, saving the client high scaffolding costs and keeping all personnel's feet on the ground. The company also provides; hazard identification, risk assessment/analysis, fire & explosion engineering, bowtie analysis, legionella risk assessment, asbestos management services.

Miltec Digital Ltd is a results-driven business growth marketing agency with a background in website design and search engine marketing. Bruce Gorniak, director of

sales & marketing told delegates how the company takes a holistic view in marketing planning and strategy, looking at all elements of the marketing promotional mix that deliver the best value to the client. "We want to add value and we are confident we can make a difference to a chemical company's business strategies".

Trevor Gauntlett of **Trevor Gauntlett Consulting** has many years of experience in the chemical industry and he poses the question; "how secure is your supply chain?" From war and natural disaster to poor paperwork and industrial action the chemical supply chain is vulnerable at all points. "What does your risk matrix look like and does your contingency plan give priority to the correct customers?"

For over 35 years, **Airswift** has been a provider of global workforce solutions in the process and oil & gas sectors, specialising in engineering, technical and automation and control disciplines. Business development manager for Europe and Africa, Sarah Churchill outlined the support given to international organisations particularly in difficult locations, for example talent search and in-house mobilisation of international staff and contractors.

Enforcement and REACH after Brexit

The CNW REACH Group met most recently at Sci-Tech Daresbury on 24 January 2018 and early discussion surrounded CIA's REACH conference which focused on Brexit. Important comments were made by Government department, DEFRA. The chemicals sector is a priority for the Government, being one of the largest manufacturing export sectors by value (£9.94bn GVA), with annual turnover of £30bn and exports of £24.9bn.

There are several key issues for Government as the UK prepares to leave the EU which include the need to protect human health and the environment, the complexity of the supply chains in the industry where cross-border trade is important and the complex relationships within the current regulatory regime, which extends beyond REACH. The Government recognises the costs that industry has already invested to comply with EU legislation and the status of existing or future REACH registrations made by UK-based companies are a key consideration. DEFRA also referred to the Government's Article 50 position on the availability of goods on the market as it makes explicit reference to chemicals as an example where businesses that have undertaken compliance activities prior to exit, they should not be required to duplicate them.

Can the UK stay in EU REACH?

REACH is a single market measure. Any company wanting to place products on the EU market will still have to use REACH, whatever the UK's future relationship with the EU. Government officials stated the UK intends to achieve a satisfactory outcome for the UK and EU chemicals sector on registration, regulation, trade and the future of chemicals regulations in the UK. Many participants took the opportunity to share their concerns with DEFRA about the current level of uncertainty and the negative impact and challenges Brexit may bring to UK businesses in the area of chemical policy, especially in the context of data sharing and potential duplications of costs.

Is Government looking into those parts of REACH that are not working so well?

REACH would need to be converted into UK regulation first. The Government will use the EU Withdrawal Bill to convert EU law into UK law and use the powers to make technical changes to REACH, as well as other related chemicals regulation such as CLP and the BPR to make them work properly in the UK. This means that, through

the Withdrawal Bill, UK companies would still be subject to the same requirements under national law on exit day and after.

During a transition period, would everything remain the same?

We still don't know. In the recent Florence speech, the Prime Minister confirmed the intention of the UK government to seek an implementation period of around two years. According to the speech, during this transition, market access should continue on current terms and the framework would expect to be under "the current structure of EU rules and regulations". However, this proposal is subject to the EU27's approval and still needs to be agreed upon.

Mike Potts, HM Inspector, CRD Enforcement at the Health & Safety Executive provided an enforcement update as we approach the 31 May 2018 deadline. The REACH Registration 2018 Initiative aims to ensure a high level of market compliance with the forthcoming registration deadline, while minimising the burden on UK businesses specifically targeting support for SMEs. It aims to minimise late Registration and reduce the risk of disruption to supply chains. It also aims to minimise the use of animal testing. Within the Chemicals Regulation Division (CRD) – REACH, CLP, Biocides and Pesticides experts are working together with Enforcement.

HSE has been raising awareness through supply chains, guidance, events and working with trade associations and other stakeholder groups. In the near future there will be targeted communication towards "vulnerable" pre-registrants, mainly SMEs with no prior registration experience. They will act on intelligence gained from the helpdesk work with downstream users with potential registration duties.

The regulator will identify priority duties for enforcement and provide guidance and help on the UK enforcement regime. It will be addressing risk, securing compliance and holding duty holders to account. There will be proportionate solutions designed to move companies back into compliance. The regulator will differentiate between wilful non-compliance and those that have tried to comply. The enforcement issues of Registration post June include; lack of testing laboratory space, SIEF lethargy, new companies to the process and LR's not fulfilling their duties. The advice is to document your actions, submit and be proactive.

- **Helpdesk – UKREACHCA@HSE.GOV.UK**
- **Enforcement – CRDCOMPLIANCE@HSE.GOV.UK**

Increasing environmental penalties – a loss of momentum?

Environmental sentencing guidelines which came into force in 2014 have increased the level of fines imposed by the courts in some pollution cases. The judicial message has been that fines should be at a level that will ensure directors and shareholders understand the need for environmental compliance, most notably in a 2015 Court of Appeal judgement involving Thames Water: the court indicated that fines up to 100% of pre-tax net profits could be appropriate for serious offences committed by very large organisations, even if that means fines of £100 million.

Despite this, the upward trajectory of fines may be slowing and is perhaps becoming more intermittent. On recent form, one might have expected an escape of raw sewage that led to the death of hundreds of fish to be dealt with harshly, especially when the offender is a very large,

well-resourced company with a history of water pollution incidents. However, Yorkshire Water received a £45,000 fine (with costs of almost £25,000) from Sheffield Crown Court last December for its permit breach at a Doncaster pumping station. The Environment Agency (prosecuting) could presumably have appealed the level of fine if it considered it too low, but no such appeal was brought.

Not all environmental offences are prosecuted, and the Agency's scope for enforcement options other than prosecution has broadened in recent years to include the imposition of civil sanctions. The intention is that these are not to be a soft option. A recent list of the enforcement undertakings agreed between regulator and offender includes several household name companies. Thames Water, Northumbrian Water, Anglian Water and United Utilities make up the water industry's contingent with eight undertakings between them, involving in total payments of £862,000. Such payments are probably lower than a fine would be for serial offenders, and certainly carry less reputational damage.

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Supplying to the Chemical Industry

Knowing your local supply chains is important, and suppliers of expertise, solutions and great products are right here in the northwest. CNW members have a strong association with and many years of experience supplying to the chemical industry.

The companies listed in this directory cover a wide range of products and services. They have established customers in the sector, with proven track records. Many will be well known, long-standing firms and there will also be new and innovative businesses that you may not have heard about. Effective supply partnerships, delivering success for all!

For more details, the websites for the listed companies and organisations can be found at:

<https://www.cia.org.uk/chemicalsnorthwest/Membership/Our-Members/>

Distribution, logistics & chemical handling

2M Holdings Ltd

Chemical distribution and related services of sample management, storage and blending. Provision of AdBlue, Samsol products, packed chlorine and TRIKLONE & PERKLONE chlorinated solvents. Markets served include: automotive, precision cleaning, coating, oilfield & refineries, flavours, fragrances, surfactants for personal care, household and industrial cleaning and pharmaceuticals.

Actikem Ltd

An ISO9001 certified business, specialising in a range of chemical processes and manufacturing services, including mixing, storage and re-packaging. We provide toll and custom manufacturing services for SMEs as well as blue-chip organisations, and supply customers with on-tap production facilities, offering them potential cost-savings and greater flexibility.

BakerCorp UK Ltd

Provision of rental products for transfer, storage and treatment of liquids. Specialising in liquid management solutions for demanding operations, with focus on the tank, pump and filtration product lines. From a single-product storage project to setting up an integrated multi-product solution. Initial chemical compatibility checks, 'job walks', CAD drawings and rigorous equipment maintenance schedules.

Brenntag UK & Ireland

Connects chemical manufacturers and chemical users in a value-adding partnership through tailor-made distribution solutions. Offers specific application technology, extensive technical support and value-added services (i.e. just-in-time delivery, product mixing, formulation, repackaging, inventory management and drum return handling). High safety standards and strives to make served industries sustainable.

Delta Containers (Manchester) Ltd

Supply of UN IBCs and stainless steel tanks. New, reconditioned or re-bottled IBCs on steel, wooden or plastic pallets. 1000L, 820L or 640L sizes and ancillary products and spare parts.

Hosokawa Micron Ltd

Integrated powder processing technologies including: size reduction, air classification, mixing, drying, containment equipment such as glove boxes and downflow booths. Contract processing services for 1kg to multi-tonne lots. Remote monitoring solutions that include: condition monitoring, analytics for improving product quality and energy efficiency and on-line diagnostics for predictive maintenance and improved plant availability.

Innovative Packaging Solutions Ltd

A top tier COMAH operation offering many handling services: re-packaging of any class liquid chemicals from bulk isotankers, road tankers, IBCs and drums. Decanting, dosing and sampling. Packaging: HT pallets, strapping and shrink wrapping. Labelling of receipts and despatches. Storage services including: inside, outside or temperature controlled.

Ital Logistics Ltd

Road freight services throughout Europe with emphasis on Italy, Spain, Portugal, Greece, France and Gibraltar. Carriage of dangerous goods on all services and benefiting from two DGAs and ADR and IMDG compliant services. Warehousing capability of 16000 ft² in a secure facility.

Kanon Liquid Handling Ltd

Design and manufacture of drum, IBC and container filling systems ranging from fully automated robotic systems to simple manual machines. Full range of marine, road and rail tanker loading/unloading and safe access equipment. Distributor for Mann-Tek couplings, with repair facility and a 'return to base' option.

Rain for Rent International UK

Temporary liquid handling solutions including newly designed storage tanks, filtration units and spill containment. Combining a storage tank with E-Contain Spillguards, Spillguard Hose Bridges and SolidGround Traction mats will provide a complete containment system protecting your workforce, project and the environment.

SampleRite UK Ltd

Offering a complete global solution to sample management. From decanting, packing and delivery, through to bespoke marketing campaigns and reporting. SampleRite works closely with its clients to ensure fast and effective sampling from its sites in the UK and China.

Warrant Group Ltd

Freight and logistics services and a founder member of EURTEAM, a dynamic, chemicals network specialising in international supply chain solutions for the chemical sector. CDI accredited and hold AEO status. Customer service staff hold hazard familiarisation certificates. Diverse chemical sector client portfolio, each with different complexities and a bespoke solutions requirement.

Education, training & skills

All About STEM

Lots of different projects to bring exciting Science, Technology, Engineering and Mathematics to schools across the region, linking

them with business and industry expert volunteers inspiring the next generation of STEM specialists. Building and maintaining relationships with our schools, businesses, industry, colleges and universities so that we can strategically match-make opportunities with need.

Catalyst Science Discovery Centre

An independent charitable trust playing a pivotal role in promoting science across the Northwest. Catalyst works in conjunction with industry partners to excite young people about all STEM subjects and careers available within the science sector. Companies can also sponsor a local school to visit and attend industry days.

Centre for Industry Education Collaboration

CIEC supports companies in making credible and sustainable links with primary schools, in order to inspire the next generation of scientists and engineers. We train STEM professionals to improve their communication skills, and develop industry-focused activities for use directly by teachers or by ambassadors visiting schools.

Chemistry with Cabbage

We work with students of all ages, demonstrating through practical experiments, the relevance of chemistry in solving problems. Research shows that children make career choices very early on, so capturing their imagination early is important. Chemical companies are welcome to support our hands on work in primary schools.

EngineeringUK

Not-for-profit organisation promoting the contribution made by engineers to society. We partner business and industry, government and the wider science & engineering community, producing evidence of the state of engineering. Sharing of knowledge and inspiring young people to choose a career in engineering.

Manchester Metropolitan University

Vocational training and applied research. The Division of Chemistry and Environmental Sciences trains undergraduate and postgraduate students in chemical, environmental, pharmaceutical and polymer science and technologies. Continuous professional development, consultation services and contract research facilities.

SEERIH

The Science & Engineering Education Research and Innovation Hub positively influences the experience of young people in science and engineering. Expertise in curriculum and teacher development, applied research and creation of innovative projects related to primary science and associated STEM disciplines. Inspiring excellence in teaching and learning in science education.

The Academy of Joint Integrity

Accredited /certified training courses in flange assembly and sealing technology. E-learning and

CBT units are available for staff and contractors to learn about the latest industry best practice in mechanical joint integrity. Courses are COMAH compliant and accredited by ECITB and the Energy Institute.

The ATACC Group

Provision of clinical governance, casualty care & rescue training courses. Fully integrated trauma programmes from modern first aid through to advanced level care. Accredited medical & rescue training supported by robust clinical governance solutions. Course mapped against Pre-Hospital Emergency Medicine guidelines and meets the recommendations for Emergency Service Personnel.

The Outward Bound Trust

An educational charity that uses the outdoors to help develop young people. Experts in the development of early talent and specialising in providing experiential learning and development programmes for apprentices and graduates. Identification, development and change of people behaviours in line with organisational needs.

TTE Training Ltd

Engineering training and apprenticeships focused on whole person development and bridging the sector's skills gap. The learning environment will be one which is welcoming, safe and inspiring, appropriate to the subjects and responsive to the needs of the learner.

University of Chester

Faculty of Science & Engineering offers new degrees in chemical engineering, electronic & electrical engineering, mechanical engineering, natural sciences alongside established degrees in mathematics and computer science. Close links to local chemical companies with student placements and collaborative research projects.

Wirral Met College

Provision of education and training, supporting innovation and development. The College is pioneering SIP traineeship programmes with local employers, preparing young people for science apprenticeships. New STEM Centre opened in 2016.

Engineering products & services



Cape plc

Delivering innovative, value-driven construction and maintenance solutions to support our customers' assets. Scaffolding, elevated work platforms and rope access. Cryogenic, thermal and acoustic insulation. Painting & specialist coatings, passive fireproofing and thermally sprayed aluminium. Refractory lining and provision of engineering equipment, trades and pressure testing. Asset integrity, bulk storage tank design & inspection and environment services.

Chem Resist Group Ltd

Design, manufacture and installation of corrosion resistant process plant. A wide portfolio of thermoplastic process plant, an extensive range of pumps and ancillaries and complete pipework installations, upgrades and repairs. Aggressive and corrosive applications for pumps (1m³/hr to 1000m³/hr, heads to 100m) valves and level controls.

CRANE ChemPharma & Energy

A global manufacturing and sales organisation supplying a wide range of process equipment and fittings, including DEPA air operated diaphragm pumps and ELRO peristaltic pumps.

Croft Filters Ltd

Manufacturer of customer specific filters, in any shape or size and popular styles such as; cones, cylinders, baskets and screens. Materials include: wire mesh, perforated plate or expanded metal with production varying from "one-offs" to larger repeat orders. Perforated plate which can be custom punched to precise specifications.

DHD Cooling Limited

Design, installation and maintenance solutions for industrial cooling. Our service extends to cooling system inspection, testing, service, maintenance and new equipment capability. Regulatory and reliability assessments, thermal performance improvements, turnkey projects and carbon footprint reduction.

Dron & Dickson Ltd

The supply and maintenance of hazardous area electrical equipment. Working together with clients, our Engineering Services Management and Wholesale divisions are able to offer bespoke solutions incorporating the very latest industry standard and safety legislation. From initial concept, incorporating the latest products from the leading manufacturers with tailored maintenance solutions.

Elaflex Ltd

Production of technical rubber hoses and assemblies with exceptional handling characteristics and service life. Colour-coded and for media compatibility and marked to current standards. Also supply of ERV rubber expansion joints, Mann-Tek dry disconnect couplings and breakaways, ZVA nozzles. Also on-site hose inspection and testing.

HTS Engineering Group Ltd

Process safety and safety instrumented systems, delivered with a high level of engineering and expertise with cost efficiency. Four key engineering services that can be tailored individually or as one complete solution: process control & software engineering, engineering & design, site installation and inspection services.

ICAM Engineering Ltd

Enviably track record in producing high quality, safety critical products and services, which include; orbital welding, manual TIG & MIG welding, machining both CNC & manual, electro-polishing, installation/modification of gas & fluid handling systems, instrumentation cabinets & panel assembly and 3D engineering design.

Lokring Northern (UK)

Special mechanical fitting system that produces a permanent weld equivalent pipe connection, eliminating the need for hot work, NDT and associated health and safety issues. Lokring fittings are code qualified to ASME B31.1, B31.3 and other industry standards. A proven cost saver compared to traditional welding and fabrication methods.

MannTek AB

Supply of safety dry disconnect and safety breakaway couplings. Comprehensive range of specialist dry quick release couplings to suit 99% of known chemical applications. Bespoke solutions with a size range of ¾" to 8" nb. Dry

disconnect couplings are made to NATO standard Stanag 3756.

Oranmore Environmental Services Ltd

Full turnkey solution for above and below ground infrastructure, ranging from structural surveys to full repair and maintenance of drainage systems, chambers, sumps, pipes, tanks and associated assets. Minimum downtime and disruption for our clients.

Perry Process Equipment Ltd

Buying and selling of high quality used processing plant and equipment. Savings of up to 70% on the cost of process equipment, full mechanical and electrical refurbishment and equipment immediately available from stock. Centrifuges, dryers, evaporators, filters, heat exchangers, mills, mixers, reactors, separators, tanks.

SPX Cooling Technologies Ltd

Cooling system manufacture, service and maintenance. One-stop partner to help optimise your cooling plant, including; condition monitoring, repair and complete refurbishments, L8 compliance cleans & disinfections, endoscopic surveys, structural inspections, thermal efficiency studies, film packing, drift eliminators, fans, gearboxes, etc. Turnkey new build.

Swagelok Manchester

Fluid system solutions, products, training and services. Supply of over 7000 fluid system components including; fittings, hoses, tubing, regulators, equipment servicing and custom fabricated solutions. Provision of practical information, know-how, tools and speciality services needed to purchase, manage and apply them successfully.

Engineering project management



Bouygues E&S Contracting Ltd

Specialist lifecycle solutions partner offering consultancy. Multi-disciplinary services include: design, architectural, civil & fit-out, construction, mechanical engineering, HVAC & building services, electrical engineering, commissioning, integrated system test and facility management.

Fichtner Consulting Engineers Ltd

International engineering and project management. Provision of mechanical, electrical, process and chemical engineering design services. Strong focus on thermal combustion and full range of processes associated with power applications. Recent growth in renewable energy sources such as: solar, anaerobic digestion and onshore wind projects.

PM PROJEN

A multi-disciplined engineering, design and project management business working across a range of market sectors for a diverse mix of clients from SMEs to multinational blue-chip companies. Part of PM Group, a 2,200 strong, employee owned company operating across Europe, Asia and the USA.

Know your supply chains

Engineering, IT & process consultants

ABB Consulting

Technical and engineering services to help companies in the global process industries achieve operational excellence. Expertise in inspection, integrity management, operations improvement, process safety, project services, site and asset regeneration, technical engineering, software and training and competency. Pragmatic solutions based on technical excellence and industry expertise.

BPE Design and Support Ltd

Progressive and innovative process engineering consultancy. Extensive process development and scale-up experience and process modelling and simulation is a core expertise. Early stage concept and feasibility studies as well as subsequent design, commissioning and qualification stages. Independent HAZOP chairing, ATEX/DSEAR assessments and SIL/LOPA studies.

Gexcon UK Ltd

Safety and risk management and advanced dispersion, explosion and fire modelling. Unique expertise and shared knowledge on how to prevent explosion accidents. Carrying out accident investigations and dedicated facilities for physical testing. Ventilation and dispersion modelling also available. Hazardous area classification and quantitative and qualitative risk analysis and assessment.

HFL Consulting Ltd

A unique blend of leadership, management, consulting, engineering and training services is offered to the chemicals industry. A forerunner in sustainable process safety management combined with proven business improvement capabilities enables delivery of practical solutions to promote safety and efficiency in design, operation and maintenance of complex hazardous facilities.

Peak42 Ltd

Process control, industrial automation systems and manufacturing analytics. A unique combination of automation projects, consultancy, and performance improvement services delivered by experienced teams. FEED, process control projects, legacy asset replacements, control room and operational technology, modern manufacturing analytics solutions.

PSW Integrity Ltd

Optimisation of operations and asset management throughout the full life cycle. Highly successful asset management programmes, driven by failure modes, planning/scheduling and condition monitoring (Asset Health model).

Reliable Manufacturing

Reliability-based change management consultancy. A pragmatic approach delivers improved asset availability, reduced operating costs, improved HSE performance and increased employee motivation and satisfaction. Support with implementation of operations and

maintenance best practices which facilitate organisational cultural change. A unique range of effective workshops, tools and masterclasses, help get the messages over.

Siemens Digital Factory & Process Industries and Drives

Productivity and efficiency requirements continuously increase in the field of process automation. A comprehensive range of process automation and Drives products as well as an award-winning range of training and support services.

Spiro Control Ltd

Advanced control solutions for industrial automation and industrial internet of things. Services range from fully installed solutions to process control trouble shooting, control system design and implementation. Factory optimisation solution that can improve a manufacturer's process performance and lower costs.

Terrington Data Management

Provision of mobile computing and software systems that enable users to implement effective maintenance and Ex inspection strategies. Software helps users demonstrate compliance with increasing legislation such as DSEAR/ATEX 137. Use of rugged PDAs, android devices and RFID in collection of management of safety critical data, provides an auditable asset history.

Environment, health & safety risk management

BakerRisk Europe Ltd

Dedicated to help predict, prevent and mitigate hazards and explosions, fires and toxic releases. Specialising in process safety and risk management, we help clients understand their risks and offer cost-effective risk management solutions. Success is delivered through proven knowledge and experience, innovative research and unique engineering capabilities.

Chemical and Industrial Consultants Association

An association of independent consultants with extensive experience, many having worked in the chemical industry, across various fields. Provision of technical and business advice on almost every aspect of chemical manufacture, development, marketing and management.

Haztech Consultants Ltd

Integrated solutions in process safety management, hazard identification, risk assessment, regulatory compliance support & training. A 6-stage Hazard Study process, safety cases, human factors studies, basis of safety criteria, occupied buildings studies and SIL assessments. Compliance training for COMAH, ATEX & DSEAR, EPR and SED.

HSD Safety Ltd

Valued experience in providing accurate analysis of hazards, identification and assessment of controls and pragmatic advice for further improvements. Services include: hazard identification (PHA, FTA, FEMA, HAZOP, LOPA/SIL, QRA), fire risk assessments, COMAH/Seveso support, bespoke training and legal representation.

RAS Ltd

Expertise that covers the full range of risk assessment and management services across; safety risk, business risk and environmental risk. Carry out Quantitative risk Assessments and Predictive & consequence modelling, through 'softer' risks affecting an organisation's reputation.

RPS Group

Provision of specialist consultancy to help those with responsibility for health and safety achieve compliance. With particular expertise in the chemicals sector, we provide support from plant development through to operation. Core services include: ATEX/DSEAR, asbestos, BowTie analysis, CDM, COMAH support, fire safety engineering, functional safety, hazard identification, Legionella, occupation health and risk assessment/analysis.

Facilities, finance and other business services

ChemQuest Ltd

Sourcing and procurement solutions for research and development. Expertise in biochemical, chemical, nanotechnology, cell cultures, equipment, consumables and sundries. Streamlining and simplification of importing and purchasing processes.

Deloitte UK

Provision of the full range of financial and business services including: auditing & assurance, mergers & acquisitions, global business tax and strategic capital and human consulting. Expert risk advice is available in the areas of finance, operations, cyber security, regulatory and reputation.

Department for International Trade – Northwest

Operational support for British exports as well as facilitating inward and outward investment activity. Support is given to first-time exporters or established exporters requiring more help with accessing more difficult markets or putting strategic alliances in place. Access to expert advice, trade services, training and events.

Falck Fire Services UK

A leading, global and dedicated emergency services provider and fire-fighting specialist to high risk industries. Tailored outsourcing contracts and a high quality integrated fire protection system. Incident fire training courses for emergency response teams, including practical scenarios. Consulting services specialising in fire and explosion hazard management.

Grant Thornton UK LLP

One of the world's leading organisations of independent advisory, tax and audit firms. We help dynamic organisations unlock their potential for growth by providing meaningful, forward looking advice. Provision of assurance, tax and advisory services. A dedicated Innovation practice that has an enviable track record of working with successful and dynamic companies to realise their ambitions for growth.

Halton Borough Council

World renowned research facilities such as Sci-Tech Daresbury and The Heath alongside many companies at the cutting edge of science, technology and advanced manufacturing. We oversee capacity in terms of land, buildings, people and business support creating a world class location.

MCP Consulting Group

Management consulting and business improvement training services. Provision of added value services for technical and continuous improvement training. Assessment of business operation and scope for improvement. Organisation engagement to deliver positive outcomes and demonstrating sustainable performance improvement throughout the business.

Miltec Digital Ltd

Bespoke marketing solutions that support lead generation, brand awareness and customer retention. Web development that highlights your brand to potential customers, search engine marketing to increase visibility, digital marketing and design & branding to showcase your products and services. Cutting edge platforms and state of the art marketing strategies.

Pen Underwriting incorporating OAMPS

Specialist Insurance services to high hazard manufacturing and haulage industries. Motor fleets, property, liability and transit policies. We help clients minimise risk through proactive risk management and a range of training and response services to assist companies in planning for and dealing with incidents and emergencies.

Photography for Industry

Top quality imagery to support process industries, manufacturing, technologies, general business, transport, metals, pharmaceuticals and minerals. High quality professional images portray a high quality professional business. Supporting your brand and brand values by capturing the right images of YOUR business and YOUR people. Great images are a worthy investment not an unnecessary expense.

Sci-Tech Daresbury

We are a national science and innovation campus, and enterprise zone providing a range of office, laboratory and workshop accommodation for technology companies (from a desk to large laboratory and office units). Companies have access to a range of facilities covering material analysis, virtual design & simulation, and rapid prototyping.

STFC Innovations Technology Access Centre

A unique, fully equipped space for innovation, research and development. Providing flexible access to laboratory space, "hot labs" and scientific equipment. Ideally suited to start-up companies, smaller and medium size enterprises and R&D team from established companies.

Thornton Science Park

Enterprise Zone status offers cost effective corporate headquarters including research & development and manufacturing capabilities. Office space available plus fully equipped laboratory or workshop space. Innovation in energy, environment, automation and advanced materials. Business support through access to academic experts and student resource for short term projects or placements.

TW Languages Ltd

Provision of a professional and reliable multi-lingual translation service delivering high quality translations. We specialise in business, technical and scientific translations into 250+ language combinations. We provide certified translations for legal purposes. We are full members of the ATC & EUATC and ISO 17100 Translation Services certified.

Vision Consulting Group

Full service marketing consultancy focusing on strategic planning, tactical marketing and creative skills. Support in branding, CRM, research campaigns and proposition development. Direct marketing, public relations and event management. Expertise to help with copywriting, graphic design, website development and creative briefs.

Laboratory products, testing and services

Alfa Aesar

Manufacturer and supplier of chemicals, metals and life science products for research and development. 38,000 products in stock, ranging from gram-scale catalogue items to semi-bulk and bulk production quantities. Custom manufacturing capabilities with product quality as paramount importance. Much emphasis is attached to best product availability and correct packaging and delivery.

BioReliance

A leading global contract services company in the area of product safety. We specialise in genetic toxicology screening and GLP assays. Whether requiring pre-clinical toxicology for hazard assessment for REACH registrations or other regulatory studies; BioReliance has all the expertise needed to design and execute your genetic toxicology.

Chilworth Technology Ltd

Process safety testing services aimed at helping companies avoid major incidents such as fire, explosion or loss of containment. Combining process safety engineering and management expertise with the use of test data allows us to help clients achieve the most effective and practical approaches to safe and efficient processes.

Explosion Hazard Testing Ltd

Determining the explosion properties of industrial materials from dust/powders to liquids and vapours/gases. The provision of test facilities to loss prevention consultancies.

Kindlow Safety Services

Provision of process safety testing and consultancy. Understanding of needs to control hazards such as dust explosions, thermal decomposition and runaway chemical reactions. Fully equipped laboratory and experienced team help achieve your safe operating conditions. Other services include: HAZOP, aerosol safety, REACH testing and process safety training.

Labtex Ltd

Suppliers of leading laboratory products and process scale-up equipment. The list includes: HUBER liquid temperature control systems,

DIEHM glass reactors to 100 l, PREMEX and AMAR high pressure autoclaves, POPE wiped film or short path evaporation and distillation, Nutsche filter dryers and many more.

LP Chemicals Ltd

Manufacture and distribution of laboratory and veterinary chemicals. Production to a customised specification basis and with full product traceability is available. Excellent customer service in finding non-standard product solutions, both in the UK and worldwide.

Metrohm UK Ltd

Quality instrumentation and support. Tailor-made applications to safe-guard product quality, optimise processes and ensure compliance with regulations. Provision of instruments for the following: titration, Karl Fischer, spectroscopy, electrochemistry, ion chromatography, pH/ion measurement, stability measurement and on-line & process analysers. After care services, application support and a training academy.

Scientific and Medical Products Ltd

Distributor of laboratory and process equipment with sales, service and support of innovative and world class products to customers in industry and academia. Applications laboratory for sample trials and product demonstrations along with a test facility for equipment assembly, service and repair.

Smithers Viscient

Environmental testing and regulatory services, carrying out environmental, consumer safety contract research and regulatory services. Plant metabolism, aquatic ecotoxicology, avian toxicology, environmental fate, honeybee and pollinator testing, endocrine disruptor testing, residue, analytical and product chemistry.

XCellIR8 Ltd

A world leader in animal-free testing. Our GLP accredited laboratory provides groundbreaking in vitro safety tests for the chemical and personal care industries. We are passionate about delivering testing strategies that are both scientifically advanced and ethically sound. Our award-winning work is recognised at a regulatory level by the OECD and ECHA.

Legal & patents

Appleyard Lees LLP

Patent and trademark attorneys. Aim to obtain the best possible patent protection for clients. Experience of product clearance against competitor patents and in due diligence for mergers and acquisitions. Advice on licensing issues and collaboration agreements relating to IP.

Bawden and Associates

A legal firm providing professional services across all IP matters. Drafting and prosecution of patent applications, handling opposition and appeals in the EPO and in litigation in UK and international courts. Business led and strategic approach to generate assets of real commercial value.

DLA Piper UK LLP

A global law firm located in more than 40 countries throughout the Americas, Europe, the

Know your supply chains

Legal & patents cont'd...

Middle East, Africa and Asia Pacific, positioning us to help clients with their legal needs wherever these choose to do business.

E3 employment Law LLP

Specialising in employment law. The resolution of the full range of employment law and industrial relations issues to suit individual businesses. Delivering employment law advice which provides outstanding commercial value.

Eversheds LLP

Full spectrum of legal and business support ranging from regulation (including REACH), environmental, product liability, commercial/corporate, IP, competition, employment and litigation.

Marks & Clerk LLP

Intellectual property services, advising start-ups, SMEs and multi-nationals with large global IP portfolios. Comprehensive range of IP services covering patents, trade marks, designs and copyright. Obtaining protection worldwide, portfolio management, strategic and commercial advice, licensing, enforcement, due diligence, valuations and litigation.

RW Legal Ltd

Provision of pragmatic legal advice to companies in the chemical sector. Particular expertise in drafting and negotiating commercial contracts. Managing legal risk through early involvement to save time and resources in the long run. Competitive rates and flexible fees without sacrificing quality.

Squire Patton Boggs (UK) LLP

Global legal company providing legal, regulatory and advocacy assistance to the chemical and performance material industries. Expertise that emphasises areas that mean the most to industry such as environmental, mergers and acquisitions, commercial finance, construction, litigation, IP, public policy and international expansion.

Symmetry Law

Specialist law practice structured to provide "partner" level experts at "junior" level prices, with a focus on the 'high consequence' end of the spectrum. Legal services include: environmental, safety, regulatory, contracts, tax, construction, green incentives, litigation.

Withers & Rogers LLP

A leading UK and European intellectual property law firm with five offices including London and Munich. We offer a range of IP services including obtaining UK, European and worldwide patent or trade mark protection, the handling of contentious matters, advice surrounding licensing arrangements and issues including validity of patents and "freedom to operate".

Womble Bond Dickinson (UK) LLP

A strong strategic focus on the chemicals sector, understanding the market, the structure and the legal and regulatory regime in which our clients operate. Assistance on day-to-day issues to major multi-national corporations and rapidly growing SMEs operating in the sector.

WP Thompson

Intellectual property attorneys providing high quality advice to start-ups, SMEs or FTSE 100 companies. Team of experienced IP attorneys specializing in chemistry and life sciences, with first degrees and PhDs in these fields. Securing the most appropriate, cost effective and commercially valuable protection for your intellectual investment and innovation.

REACH and chemicals services

Baytouch Ltd

Internet-accessed subscription based services that support regulatory compliance in the global chemical industry. Solutions include: ProductTraQ – substance volume tracking and supply chain management, PSMonitor – workplace safety management software for high hazard facilities, ReachSuite – SIEF management and other REACH compliance features. Innovative software-as-a-service solutions.

Dr Knoell Consult Ltd

An independent service provider for the chemical and related industries. Globally the Knoell group has over 450 employees covering all aspects of regulatory compliance for industrial chemicals, agrochemicals and biocides: e.g., strategic planning, dossier preparation, exposure assessment, SDS preparation, and from REACH to K-REACH!

GlobalMSDS

A complete safety data sheet/literature and regulatory service for your entire product communications in any language, style and format required. HazMix® is a new 'pay as you go' web-browser product that is setting a new standard in SDS authoring. A Solutions service that also provides technical advice.

Intertek Regulatory Services

Health, environmental and regulatory services for implementation of chemicals management. Worldwide registration of chemicals, food contact compliance and notification, global chemicals compliance, design/optimisation of toxicological and eco-toxicological studies, hazardous substance management, EU cosmetic and biocidal products compliance, classification & labelling, SDS consulting.

SIAM (Soluciones Informaticas Ambientales)

Information technology and software solutions. Includes the software for the generation of SDSs, labels and transport documents in relation to European legislation. Assisting companies in compliance with regards REACH, CLP, GHS, etc.

Stewardship Solutions Ltd

Provision of chemicals regulatory services to organisations across many industry sectors and throughout the world. REACH and CLP compliance is a primary focus, and REACH registrations programmes are a core strength. The company has achieved significant savings in the costs of REACH compliance on behalf of many of its SME clients. Stewardship Solutions is a REACHReady-approved service provider.

The ACTA Group

Assisting companies with complex compliance issues under multiple regulatory schemes, including N American, EU, S American, Asian and Pacific rim regulatory programmes. Expertise in product approvals, product review and REACH compliance. Provision of REACH registration dossier submission, lead and joint registrations.

Recruitment

Airswift

Provision of international workforce solutions to the energy, process and infrastructure industries. Placing candidates into their ideal role; rehiring a contractor from one project to the next; mobilising people around the world quicker; searching and selecting a senior executive to fill a key position; or implementing an agile workforce strategy.

Hybrid Search

A search firm that can achieve outstanding results across commercial, engineering, operations, supply chain and procurement disciplines. Consulting practice delivering: team assessments using competency based assessment and psychometric testing, career transition workshops that provide guidance and job market intelligence and talent mapping & pipelining for future talent planning.

RMG Group

A specialist search and selection business for the chemicals industry, an award-winning, values-based headhunting consultancy, based in Cheshire. We appoint exceptional managers and leaders, across all functional disciplines, nationally and internationally, who add value and make a lasting difference to our clients' businesses.

Science Recruitment Group

Experts in the recruitment of scientific, regulatory, quality, engineering and technical professional across all areas of the industry. Support in recruiting temporary, contract or permanent staff for your team.

TransitionPlus Ltd

Executive search for science based organisations, talent development, outplacement and career transition support. Experienced chair, NED, coach and business development consultancy. The "Plus" is to ensure that considerable attention and investment is given both before and after the recruitment to ensure that company culture and "fit" are clearly understood.

Waste management services

Avanti Environmental Group Ltd

Hazardous waste treatment and transfer and plastics recycling. Other industrial services offered include: site cleaning and decommissioning, tank cleaning and emergency response, oily sludge recovery and disposal (R code) and lab smalls disposal. Free site surveys to assess the most cost effective method of handling your waste.



SIEMENS

Ingenuity for life

Driving Competitiveness and Sustainability

The biggest challenge is remaining competitive. And the key to this: better operational efficiency and flexibility, enhanced productivity, improved plant availability, and the analytic use of intelligent plant data to enable current and future strategic decision-making.

The future is bright - especially when it's not overshadowed by limitations to brownfield sites.

[siemens.co.uk/chemical](https://www.siemens.co.uk/chemical)

Helping members to manage their **Climate Change Agreements**



CIABATA

Key elements of CIABATA's role include:

- Helping new entrants to join the chemical sector CCA
- Working with participants to support their compliance with CCA obligations including collecting and reporting data on performance against targets to EA
- Negotiating with Department for Business, Energy and Industrial Strategy (BEIS) to agree CCA targets for the sector and its participants
- Helping members to manage their Climate Change Agreements and save on energy tax

www.cia.org.uk

CIABATA is the subsidiary company of the Chemical Industries Association, which manages and administers the chemical sector climate change agreement (CCA) with the Department for Business, Energy and Industrial Strategy (BEIS) and the Environment Agency (EA) on behalf of participating members.