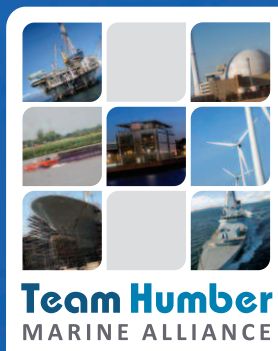
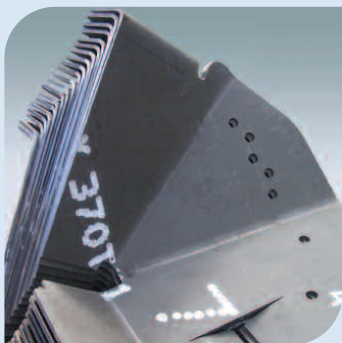


Are you  
part of it?





# Helping members in the quest for major contracts

Team Humber Marine Alliance is like an extra marketing arm for your business.

The Alliance has been successful in helping member companies secure high value contracts and in promoting their wide-ranging capabilities to national and international audiences.

Under the recognised THMA brand, members are able to compete at the top table in several sectors, including renewables, oil and gas, defence and security, commercial shipping and inland waterways.

The Alliance has enjoyed a rapid rise in membership and now acts on behalf of around 100 companies involved in, or associated with, marine engineering. Its role includes identifying opportunities and assisting with collaborative or individual bids.

Its strength in numbers brings the collective ability to take on major contracts that otherwise would be

out of reach. Some bids have involved as many as 15 member companies working together under one contract and providing high quality, responsive and integrated products and services in a seamless supply chain.

For customers, the Alliance acts as a single access point to the broad range of skills available in the region, which is home to the UK's largest ports complex.

As the voice of the Humber marine industry, the Alliance harnesses the strength of its members who have all gained individual respect in their respective fields.

Through focusing and channelling their combined skills, THMA can provide a compelling business case.

# How THMA can help you

Team Humber Marine Alliance is proactive in identifying opportunities for members at home and internationally. This includes representing members at key marine exhibitions and seminars.

The Alliance's sector champions, who have worked in senior positions and are experts in their respective fields, have represented members at major conferences relating to renewables, Ministry of Defence, nuclear and commercial shipping.

The champions' focus is on helping the Humber region to gain business. They can advise member companies by identifying potential opportunities, accessing funding streams and on the basics, such as successful bid writing and accreditation requirements.

Keeping its finger on the pulse, the Alliance ensures members gain serious consideration for major projects.

It also does the groundwork in promoting the Humber region.

With the Humber being in the vanguard of the wind power revolution, a three-man trade mission to Denmark promoted the Alliance's ability to support the operation and maintenance of onshore and offshore wind farms – just one example of proactive working on behalf of members.

## The skills factor

Skill levels have increased substantially in the Humber region since the Alliance came together in 1993.

Its initial remit was training and it secured national funding, not available to individual companies, for apprenticeships and pilot schemes.

The benefits are clear today in raised standards of competence that are continuing to support the growth of the marine sector and its ability to secure major contracts.

The Alliance continues to organise seminars and networking events that will bring new skills and knowledge to the membership.




'Membership of Team Humber Marine Alliance has been invaluable to CDS. We have been introduced to many new business opportunities, all of which have been very relevant and specific to either the fabrication or recruitment arms of our business. The Alliance has been proactive in alerting us to relevant events and has constantly looked out for us'

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Caroline Woollen  
Business Development Manager  
CDS (Oil and Gas Services) Ltd

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CDS serves the mechanical installation and fabrication requirements of the oil, gas and petrochemical industries.



'The Humber region has a wealth of maritime skills and experience, and Team Humber Marine Alliance proves what can be done when all sectors of the industry work together'

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Kurt Christensen  
Managing Director  
Wind Power Support Ltd  
Grimsby

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Wind Power Support Ltd operates Grimsby's first specialist support vessel for North Sea wind turbine development and believes renewables offer the town huge potential.

# Sectors where members' skills are in demand

## Renewables

Alliance members provide a comprehensive supply chain offer to the renewable energy industry.

Wind powder is leading the way and members are advantaged due to the proximity of North Sea wind turbine development sites.

But it is the skills and services that members provide that count most of all and the Alliance is working with them so that they stand every chance of being at the hub of renewables development over the coming years.

Services available from Alliance members include fabrication, assembly, maintenance and management of turbines and the provision of logistical services, all equally applicable to developments on land.

Additionally, two significant tidal and wave technology prototypes are taking place on the Humber, which is also one of the UK's largest centres for biomass, biofuel and biowaste electricity production.

## Defence and security

With the UK capturing 20 per cent of the global defence and security market, the opportunities are numerous and varied, and the Alliance provides a comprehensive offering on behalf of members that stands every chance of being successful.

Members have gained contracts to provide laser-cut and fabricated armour for military vehicles, supply lifting and testing equipment for aircraft carriers, supply nuclear, biological and chemical-proof dampers to the French Navy and valves to the Ministry of Defence.

## Oil and gas

Members are superbly placed to work in the North Sea oil and gas fields, being experienced providers to the sector, with true understanding of its specific needs and problems.

They have shown themselves to be adept at finding solutions to complex problems and be responsive and flexible.

The Alliance is promoting its services to companies working on the North Sea grounds and also seeking opportunities from the wider oil and gas community, for which Humber companies are eminently qualified.

# Sectors where members' skills are in demand

## Commercial shipping

The Humber region leads the way in the commercial shipping sector, with the Grimsby and Immingham ports combined providing the largest throughput by tonnage of any port in the UK.

The pre-eminence of the Humber ports is set to continue in spite of the immediate impact of the recession. Large volumes of bulk traffic should be maintained across a broad range of sectors, including oil, coal, mineral products, agricultural products and timber. Unit load (Ro-Ro, containers and cars) also feature very strongly.

THMA will support members' shipbuilding, maintenance, repair and servicing activities in the commercial shipping sector.

## Inland waterways

There is a growing focus on the region's inland waterways, which include the Trent down to Gainsborough, the Aire-Calder canal to Leeds, the Ouse to Selby and the River Hull up to Beverley.

Current interest includes the movement of biomass, waste and containers.

As with commercial shipping, the challenge for THMA members is to compete with Continental suppliers and keep pace with the development of freight operations on the inland waterways network.




'For us, one of the most important aspects of the Alliance is its success in raising awareness of the supply chain capability in the region. We've had more opportunities to tender for contracts through our membership and this has helped our own profile in all sectors'

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Jonathan Rollison, left, and  
Steve Norton  
Directors  
Point Engineering

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Point Marine designs and manufactures watertight and fire resistant equipment for land, marine and offshore sectors, supplied worldwide. Point Industrial provides engineering services in the UK and Europe.



'Winning a contract with the Aircraft Alliance demonstrates the esteem in which Team Humber Marine Alliance members are held by defence industry professionals'

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Chris Towne  
Managing Director  
Towne Lifting and Testing  
Hull

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Towne Lifting and Testing provides expertise in a wide range of lifting equipment products and associated services to all sectors of industry in the UK and internationally.

## **Team Humber Marine Alliance membership fees**

In return for your annual subscription, you will be part of an organisation that:

**Is perfectly placed to deliver high quality projects**

**Is the voice of Humber companies, enabling members, through the THMA brand, to compete for major contracts at national and international level, collectively and individually**

**Promotes the skills and experience of Humber firms and represents members at the key industry events**

**Has sector champions who are available to help you achieve your targets**

**Sources funding streams**

**Provides skills training**

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# Strength in numbers

