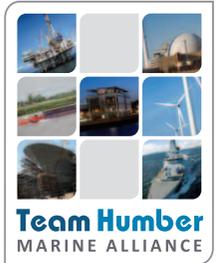


ISSUE 1 APRIL 2010

# THMAIL

NEWS AND VIEWS FROM TEAM HUMBER MARINE ALLIANCE

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**Member moves  
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**Getting out there**  
Graham Billany on raising our profile

**Going global**  
Meetings, meetings, meetings

**Armour plated**  
Alliance member in German deal

**Four champions**  
Focus on the sectors

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# Spreading the words

There's certainly plenty to say about the Alliance's progress as we have had an extraordinarily busy eight months since, with the help of Home Secretary Alan Johnson, we secured our Yorkshire Forward funding.

A piece of important news, only just signed off, is an agreement to extend the funding by a further six months, which means that the marketing and promotional work that has been so successful will now continue to September 2011. The media is being supportive of our efforts to promote

the Humber region and I've no doubt that our profile-raising activities have contributed significantly to our membership doubling to more than 90 – its highest so far.

Our four sector champions are providing strong business support for Alliance companies and our intention is to appoint two more, for commercial and inland waterways. Plus we have started production of a family of brochures for the different sectors.



This issue of THMAil provides a strong flavour of the vibrant Humber environment. The range of skills and experience that our member companies provide, individually and collectively, is impressive and our strength in numbers makes us well placed to benefit from the many opportunities open to us.

THMAil's role is to keep you informed of the Alliance's progress and also offer you the chance to tell other members about your business. Keep sending us your news, we will be delighted to hear from you.

## Graham Billany

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# World of opportunities

THMA is working for the prosperity of the marine sector and has been involved in a number of events that have highlighted the potentially lucrative opportunities available and the ability of member companies to handle them....

## Commander offers strong support

Commander Wayne Shirley RN unveiled a world of opportunity at the recent two-day defence and security sector event organised by THMA with UK Trade and Investment.

Commander Shirley, maritime security adviser to the Defence and Security Organisation, part of UKTI, said there would be strong support for potential exporters.

He led detailed briefing sessions, held one-to-one meetings at World Trade Centre Hull & Humber and also visited THMA members' premises.

"It was a very successful visit that gave members an invaluable insight into the global defence and security marketplace and also identified important marketing opportunities for this year," said Simon Bacon, of THMA.

"The visit also reflected the progress of members in becoming an integral part of the supply chain to the UK and the global defence and security markets."



Tony Nicholson of Fairburns Group, above right, with Commander Wayne Shirley of UK Trade and Investment's Defence and Security Organisation

➔ A THMA renewables seminar at Grimsby Europarc saw 120 delegates hear about business opportunities in the offshore wind sector.

The seminar featured representatives from the Humber Renewables Network, Mainstream, Siemens, THMA and Yorkshire Forward's inward investment team.

➔ A three-man trade mission to Billund, Denmark, in February brought the Humber region to the attention of more than 40 delegates from Danish renewable energy companies and organisations.

The mission promoted THMA's ability to support the operation and maintenance of onshore and offshore wind farms.

Sam Pick, sector champion for renewables, said: "We made immediate contacts and are now working with the Danes on a reciprocal visit to the UK."

Sam attended the event with Kurt Christensen, managing director of THMA member Wind Power Support in Grimsby, and Enterprise Europe Yorkshire consultant, Tim Barraclough.



Delegates listen in at Scunthorpe

## Wind of change

More than 80 delegates at the Humber Gateway awareness event in Scunthorpe in January heard about possible supply chain opportunities if the 83-turbine offshore wind farm gains planning permission. The event was organised in conjunction with offshore wind farm developer E.ON and Yorkshire Forward.

Attendees also heard details of the potential offshore wind contract and employment figures connected with the Hornsea and Dogger Bank sections of Round 3 development sites.

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## WEIGHING IN FOR SUPPORT VESSELS

➔ North Sea Winches is to supply anchor machinery to a fleet of new support vessels for the offshore wind farm market.

The aluminium vessels are being built by South Boats on the Isle of Wight for Turbine Transfers Ltd, of Holyhead.

“The expansion of offshore wind farms has resulted in a boom in the building of support vessels,” said Ray Milner, North Sea Winches’ sales manager.

“As these vessels tend to be in aluminium the winches are designed with weight in mind, so a radial piston motor drive was selected to remove the need for heavy gearing.”

The Scarborough-based company says it has also had successes in the tug market and has designs on the board for 60 and 80-tonne AHTS winches.

“These new products are primarily for Holyhead Towing Company, but are also intended to cement our position as a leading supplier of deck machinery for the type and size of tug which is increasingly being used in ports and harbours, both in the UK and worldwide,” Ray explained.

# Abnormal service for boring machine

A link with Hull may not seem obvious in the transport of 533 tonnes of tunnelling equipment from Canada to Argentina.

But the company that moved the earth to make it happen was THMA member Abnormal Load Services International Ltd.

From its east Hull base, ALS masterminded land transport and shipping of a 7.8m diameter tunnel-boring machine and back-up system for a flood relief scheme in Buenos Aries, on behalf of Caterpillar subsidiary Lovat Inc of Toronto.

The shipment comprised 13 break-bulk items (non- containerised), with a maximum unit weight of 86 tonnes and width of 502cm, and 40 open top container loads.

Canadian laws allowed road haulage of the oversized and other break-bulk items

from Lovat’s factory only to the nearest railhead, 12 miles away, from which the cargo travelled around 1,150 miles to Halifax, Nova Scotia, on flatbed railcars.

For the long voyage to Buenos Aries ALS employed a chartered heavy lift vessel. The company ensured all local regulations were complied with in the two countries.

Jill Peacock, ALS’s group marketing manager, said the contract had arisen through the firm building a strong international reputation over many years and its relationship with Herrenknecht, the German tunnelling manufacturer.



On the way to Immingham: The turbine is lifted in

➔ An abnormal load of a 315-tonne generator and 230-tonne gas turbine, brought from Japan to the Humber, was discharged at Immingham in early March and taken by road to South Humber power station at Killingholme.

ALS’s sea freight and operations team in the Netherlands and their colleagues in Hull arranged the shipment.

## Ghost forest on the move

➔ ALS set up a trunk route with a difference when asked to move an art installation called Ghost Forest from Tilbury docks to Trafalgar Square in November and onwards to Denmark for the UN Climate Change conference.

The work by Angela Palmer comprised 10 rain forest tree stumps sourced from Ghana. The Oxford-based artist said her work represented the removal of the world’s ‘lungs’ through continued deforestation.

The stumps, with the largest being 22ft high and weighing 20 tonnes, were transported on semi low and low loaders. From Trafalgar Square, they were brought up to Hull for shipping to Esberg and a road journey across Denmark to Copenhagen city centre.

Now they are back with ALS awaiting their next journey, which will be to Oxford University.



Root and branch service: Marie Hussey of ALS with one of the giant tree trunks

# 4 FOR THE HUMBER

Our sector champions tell THMAil about their hopes for business gains

## Brian Bullock says the Humber has a growing appeal to the oil and gas sector...

"This industry, like many others, can be cyclical, but before the banking crisis it was enjoying unprecedented growth, driven by the demand for hydrocarbons worldwide and a rising oil price. There was a slowdown across nearly all sectors of the industry and we are only now seeing signs of recovery, driven partly by the substantial fall in offshore charter rates for construction vessels and drilling rigs. The general view is that the market will return to more normal levels in the second half of 2010.

The Humber, with its maritime history and expertise, is well equipped to meet the industry's exacting demands. My role is to seek out these opportunities from the wider UK oil and gas community.

The rapidly increasing membership of THMA will only strengthen its appeal to the sector."

## Charles Dent says the nuclear industry can generate long-term business...

"Nuclear power is in the mix as a vital part of the strategy to secure Britain's energy requirements.

The government has proposed 10 locations for new power stations and a planning commission has been appointed to decide which ones will be developed. Some power stations could be fast-tracked and open by 2018.

All this means new business opportunities for those with the skills and experience, including THMA members operating in such fields as machining, hydraulics, electronics, fabrication and many others.

The wide-ranging skills within THMA will be a selling point to the nuclear industry even though its main development programme is in the west.

There is of course another side to the nuclear story – the extensive decommissioning programme that will continue into the foreseeable future and therefore with the potential to provide long-term work."

## Steve Munday sees a world of opportunity in the defence sector...

"The UK is a major international player, capturing 20 per cent of the global market, and the opportunities for THMA members therefore are numerous and varied. These include further participation in procurement contracts such as the Royal Navy's Aircraft Carrier Alliance and the Army's Future Rapid Effects System. There are many ways in which Alliance companies can support prime contractors, including fabrication, armoured vehicles, cable harnesses and ancillaries. As the champion for this sector, and having been involved with the Ministry of Defence in maritime, land and aerospace environments, I can identify business opportunities in both the public and private sectors and can add value by matching the capabilities of THMA members to each specific opportunity. Working together, we can provide a comprehensive offering that will stand every chance of success."

## Sam Pick says the wind is blowing in the Humber's favour...

"Ten years ago you didn't hear a lot about renewables, but now the sector is on an upwards spiral. The energy independence argument is gaining momentum and is being won. Energy developers are increasingly looking at renewables as a key part of the energy mix and this is driving growth in the sector.

Wind power is leading the way on the Humber as we start to grasp the opportunity afforded by our skills and being closest to the North Sea development grounds. We are working with companies on getting them into the renewables sector, supporting them and helping them to win business and stand every chance of being at the hub of renewable energy development over the coming years.

There is a wide breadth of skills and experience within THMA covering the fabrication, assembly and maintenance of turbines for which we have the port infrastructure and ability to meet the logistical challenges."



Brian Bullock is a chartered engineer with an MBA and a background in mechanical engineering. He was most recently managing director of SRD (subsea sonar equipment & services) for seven years.

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left to right: Martin Overfield of Smailes Goldie accountants, Keith Johnson, managing director of JW O'Pray & Sons, Andy Svenson of Pearson and Curtiss and James Mortimore of Absolute Invoice Finance

## Buy out for a bigger lift

Pearson and Curtiss, the Hull-based lifting equipment specialist, has bought out another city firm, JW O'Pray & Sons for £1m.

The combined business will have an annual turnover of £2m, employ 19 staff at two sites in Hull and specialise in testing, making and supplying lifting and height safety equipment.

Andy Svenson, director of Pearson and Curtiss, said: "The transaction will enable the two businesses to benefit from a broader customer base, economies of scale and greater financial security."

Keith Johnson, the managing director of JW O'Pray, said the business had been sold after the owners decided to retire.

## A day at the Vanguard

Broady Flow Controls' commitment to the Royal Navy submarine fleet was underlined with a recent directors' visit to view HMS Vigilant in her Portsmouth dock.

HMS Vigilant is third of the Vanguard Class ballistic nuclear submarines. Part of the UK's strategic nuclear deterrent, she is capable of circumnavigating the globe with a 146-man crew.

The submarine valve manufacturer's managing director, Rob Moulds, and production director, Paul Liddle, were invited to view HMS Vigilant as part of a Navy industry day.

Rob said: "Broady is rightly proud of its work for the Navy's submarine fleet and over many decades has developed quality systems to be able to support the Royal Navy during build and refit programmes."

# MTL show their metal

**MTL Group, a global supplier of armour steel, has become the first company in the UK to be awarded 'TL approval' from the German Army, the BWB.**

The Sheffield-based THMA member passed an audit on its systems and capabilities first time and is now an official supplier to the force.

This feather in the company's cap is partly a result of heavy investment in the latest processing equipment.

Dr Henry Shirman, managing director, said exports had become an essential part of MTL Group's growth over the past two years and that this was a massive step in developing relationships with European providers of armoured vehicles to the BWB."

MTL processes about 2,000 tonnes of armour annually including blast and ballistic grade armour components.

MTL also stocks and processes other grades of material including high strength, abrasive resistant and standard steel grades, and supplies components to Europe, the Middle East, North Africa and North America.

Further recognition for MTL came with first place in the Westfield Health national business growth

sector at the EEF Future Manufacturing Awards at the Dorchester Hotel, London, in February.

The award reflects the company's investment in marketing, machinery and skills, which have doubled sales in the last three years and driven exports up by 700 per cent.



Dr Henry Shirman, centre, receives the firm's EEF award from Westfield Health's Jill Davies and Declan Curry, of the BBC



**Tough stuff: MTL produces about 2,000 tonnes of armour a year**

# Building ships and relationships with Chinese port

Qingdao, which was a stop-off for the Clipper Round the World Yacht Race and the venue for the sailing events at the 2008 Olympic Games, is of more than passing interest to THMA member OSD-IMT.

Eight 57-metre anchor handling tug supply vessels that the York-based company has designed for Swire Pacific Offshore, of Singapore, are being built in the Chinese city, with the first two coming down the slipway this April and the remaining six due for completion by September next year.

All told, OSD-IMT is nearing the finishing line on contracts for the design of 18 working vessels for Swire Pacific Offshore, including a 10-ship series of larger 66m tug supply vessels being built at Dry Docks World in Batam, Indonesia.

These vessels are for rig support work, towage and anchor handling and have sufficient deadweight capacity of more than 2,400 tonnes and adequate deck space to ensure they are also efficient in supply mode.

Seven are now in service and the final three are due for delivery before this August.

With both contracts being managed from the York office, OSD-IMT's technical manager, Stuart Reasbeck,

has made several visits to the yards in Batam and Qingdao.

"Despite the language barrier and cultural differences we have built strong relationships with both," he said.

"In our experience, provided the owner puts a strong supervision team in place, there is no reason why they should not get a good final product in the Far East."

OSD-IMT is part of Offshore Ship Designers, a privately owned group of companies offering ship design, naval architecture and marine engineering consultancy services.

"We have the skills, capacity and ideas to tackle innovative projects and can bring true independence to the table rather than being biased towards particular suppliers," said Stuart.

Current European projects include those at Balenciaga shipyard in northern Spain, which is about to deliver an OSD IMT-designed anchor handling tug that can also take



**Eastern link: Stuart Reasbeck, right, with, from the left, Benny Wu, Yan Shi An and Yin Xiao Zhou, of Qingdao Shipyard planning department**

onboard up to 300 survivors in standby rescue mode. The yard is also due to start fabrication of four more of the successful IMT 948 series of standby rescue vessels, of which seven are already in North Sea service.

During the last year, OSD-IMT has completed three major design and

documentation projects for Ulstein Sea of Solutions, of the Netherlands, on ships being built in China and Singapore and a contract for naval architecture and design consultancy of a 90m classic 1930s motor yacht.

The company is also developing its interests in renewables and currently working with Neptune Renewable Energy on the tidal energy project for the Humber.

With the economy showing signs of recovery and not withstanding an oversupply of standard supply vessels and anchor handling tugs, Stuart is hopeful of an upturn in shipbuilding, especially in view of the trend for larger and more sophisticated vessels for deepwater oil and gas exploration.

"We intend to be at the forefront of developments in this sector," he said.

**'There is no reason why owners should not get a good final product in the Far East'**

## VALVE FIRM GO TO MARKETS

➔ Shipham Valves, which specialises in providing corrosion-proof equipment, recently targeted two of its key oil and gas markets at conferences in Australia and China.

The Hull company, part of Flow Group Ltd, first attended the China International Petroleum and Petrochemical Technology and Equipment Exhibition in Beijing from March 22-24.

Trevor Fairhurst, sales and marketing director, and his team then hotfooted it to Australasian Oil and Gas, in Perth, from March 24-26.

Trevor said: "We have a well developed client base in China and there are growing opportunities in the offshore and liquefied natural gas sectors in Australasia."

■ The Ministry of Defence has awarded Shipham Valves a single source contract for the supply and repair of OEM non-first level valves.



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# Maritime showcase docks in Hull

Members of THMA are being urged to attend the World Maritime Showcase 2010 when it comes to the Humber for the first time at the University of Hull Business School on May 17.

The showcase will provide briefings on business opportunities in Libya, Mexico, Vietnam and the Nordics and there will be an opportunity for one-to-one meetings with UK Trade and Investment maritime specialists.

Graham Billany, THMA project manager, said: "This is a very prestigious event and we encourage members to attend if they possibly can to meet some highly respected and authoritative UKTI consultants."

"The specific countries chosen for Hull are mainly those with which THMA members already have

business connections, including Denmark, with wind power, and Norway with shipping."

The city's inclusion in the showcase schedule follows a visit last year by a delegation of UKTI ports experts to World Trade Centre Hull & Humber.

Jason Castelino, deputy head, ports, UKTI, said: "The showcase is focused on any business that supplies expertise, products or services to the marine, ports or shipping industry and is intended for experienced exporters, or those new to exporting, but who are looking to develop their business."

The showcase moves on from Hull to Liverpool on May 19 and London on the 20th.

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

## Backing hunt for entrepreneurs

THMA is a major sponsor of Industry Challenge 2010 organised by Hull Training to spot the region's future entrepreneurs.

The challenge, to be held at the Guildhall, Hull, on May 11 and 12, will see school teams delivering a Dragons' Den-style pitch to a panel of representatives from local industry.

The competition, part of Hull Training's 30th anniversary celebrations, will focus on green energy and recycling and entrants will have to make a business case for their ideas, including how they would use the dragons' investment, if forthcoming.

The Alliance has contributed half the £2,000 cost of the first prize of an interactive smart board for the winning school.



➔ Neptune Sonar is a THMA member benefiting from attendance at a major show. Building on a record 2009 for sales of its underwater transducer technology, the company exhibited at Oceanology International at the London Excel, where it experienced strong domestic and foreign demand, particularly from North America.

Alex Wood, managing director, said: "Business continues to be good and the Oceanology show has been very successful for us with our monolithic composite acoustic ceramic products experiencing a high level of interest and demand."

## Backing hunt for entrepreneurs

THMA has secured an important partnership agreement with IMarEST, the Institute of Marine Engineering, Science and Technology.

With an extensive network of 50 international branches, plus affiliations with major marine societies around the world, IMarEST is one of the country's most significant industry organisations

"Not only is IMarEST very active in promoting the industry, it provides many services for members, such as technical support and opportunities for professional development," says Graham Billany, THMA project

manager. "It carries a great deal of weight at home and abroad."

The agreement includes an offer of free attendance at workshops and waiving of the £60 annual membership fee. The deal also brings marketing opportunities on [www.imarest.org](http://www.imarest.org)

➔ THMA has struck up a reciprocal membership agreement with the National Metals Technology Centre and a partnership agreement with the Sector Skills Council for Science, Engineering and Manufacturing Technologies.

## Alliance on show

THMA is exhibiting at the following exhibitions:

**European Wind Energy Conference**

**Warsaw – April 20-23**

**All Energy**

**Aberdeen – May 19-20**

**Seawork**

**Southampton – June 15-17**

**Defence Vehicle Dynamics**

**Millbrook – June 23-24**

**BWEA Offshore Wind '10**

**Liverpool – June 29-30**

If you haven't already registered your place, please get in touch with Mary Green on (01482) 485271 or [admin@thma.co.uk](mailto:admin@thma.co.uk)

In addition, sector champions will be representing members at:

**Offshore Wind and Transmission Europe, Hamburg, March 30-31**

**Nuclear Decommissioning Supply Chain Conference, Manchester, April 12-13**

**Sellafield Nuclear Development Forum, Scotch Corner, May 18**

