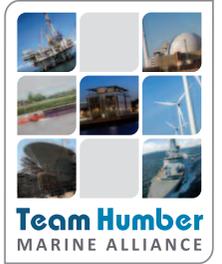


ISSUE 2 JULY 2010

# THMAIL

NEWS AND VIEWS FROM TEAM HUMBER MARINE ALLIANCE

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## Couplings at the double

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## Three figures

Membership passes 100

## Proteus move

Tidal power in the Humber

## House work

Eco homes from containers

## Viewpoint

Shipping and inland waterways

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# Hitting a century

With our membership rising to more than 100 for the first time 2010 is turning into a landmark year.

This good news and growth can be seen in our members' successes, which continue across all sectors. This second issue of THMAil shows some of these impressive activities.

As an organisation, we exist purely to promote members' interests, to gain members more contracts and to help raise the Humber region's business profile nationally and internationally.



The last three months have been a busy season of shows and exhibitions, business development and hard work by everyone involved in the Alliance. In particular, I would like to thank the sector champions for their efforts.

Despite all this positive news, there have been plenty of challenges, and the main story that won't go away is the new coalition government's cutbacks.

The Alliance is determined to continue to follow its path of growth, with the network side of the project being funded until March 2011 and discussions

ongoing with Yorkshire Forward regarding the option to extend the duration of the project until September 2011.

If we are to be successful in the new climate, we will need to work together more than ever, which is why we will begin to levy a small membership fee for the first time in our 15 years' existence.

The levy will be pro rata according to the number of employees, and we hope you will agree that it will be worth every penny – we will certainly do our very best to ensure it is.

## Graham Billany

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**Wave power:**  
The Pelamis P2, left,  
and Steve Norton, above

## Watertight deal

### East Hull firm wins contract with Pelamis Wave Power

Point Engineering (Hull) Ltd has won a contract to manufacture watertight closures for a Pelamis P2 wave power machine.

The engineering specialist based in East Hull, won the contract with Pelamis Wave Power Ltd through its Point Marine division, which designs and manufactures watertight and fire resistant equipment for the land, marine and offshore sectors and has a worldwide customer base.

It is supplying a number of internal bulkhead doors, internal manholes and external hatches for personnel and machinery.

The Pelamis P2 (pictured) measures 180 metres, weighs 1,300 tonnes and provides sufficient power to meet the annual electricity demand of around 500 homes. Future commercial projects would see multiples of machines interlinked on a single offshore project.

Steve Norton, managing director at Point

Engineering, which is also involved in industrial projects for a European and worldwide customer base, said that the contract had been awarded due to Point Marine's track record and expertise.

"It is the third time we have worked with Pelamis and we are very pleased to be part of the fast growing renewables sector."

The P2 is the second generation wave power machine developed by Pelamis. It successfully completed its first set of trials in the outer reaches of the Firth of Forth in June.

Pelamis is actively looking to expand its order book by working with project developers and electricity generators in numerous markets around the world. The objective is to develop, construct and operate pioneering power projects that harness renewable wave energy and generate low carbon electricity. It has a number of machines in operation located in Scotland and Portugal.

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## ANT goes German

➔ From Broadway to the Bahamas will be an easy stretch following Advanced New Technologies becoming part of German company Funia International.

ANT, a Hull-based THMA member, has 22 years' experience in designing and installing communications systems for shipyards, yacht owners and property developers.

Steve Puckering, ANT's chief executive, said: "This joint approach makes us capable of integrating and delivering an expanded array of technologies to the cruise ship and super yacht industries.

"We can provide everything from West End and Broadway-calibre theatre installations, to the most modern lighting, safety and communications systems available."

The new organisation will now include 200 staff in 10 offices located in eight countries.

## Grimsby names the future

➔ In a sure sign of the times, Grimsby Fish Docks have been re-branded Port of Grimsby East as the town stakes its claim for a new future based on renewable energy.

Roger Smith, marine operations and business development manager, says the port is ready to grasp the opportunities presented by offshore wind farm development.

These include potential operations and maintenance contracts for Siemens and E.ON, which are looking to develop their already established presence in the region.

Grimsby Fish Dock Enterprises still owns and operates Grimsby Fish Market.

## Oil on the turbines

➔ Lincol Oil has now begun marketing a range of Shell lubricants to the wind turbine industry.

"We have spent a lot of time researching this relatively new industry, and with a reliable distribution system in place we can offer a complete professional package to the engineers," said Michael Harrington, managing director.

Lincol, based at Stallingborough, near Grimsby, was formed in 1907.

# Italians just the job

## Broady Flow Control taken over by Valvitalia

One hundred years of independent ownership for Broady Flow Control has come to an end following the Hull company's takeover by the Italian valve engineering group, Valvitalia.

Broady will continue to manufacture and supply valves and associated products to the UK, Scandinavian, European and international markets.

Founded in 1902 by Hull coppersmith William Broady, the company is well established in a number of industry sectors, including defence, where it has been a supplier to the Royal Navy since 1938.

Originally a large proportion of the company's work came from the installation and repair of marine pipe work on the local trawler fleet.

Tony Derrick, outgoing owner, said: "After putting 50 years' hard work into building this business, it is a source of great satisfaction to be handing it over in such a healthy state.

"I am delighted that I have found in Valvitalia an organisation committed to maintaining and developing the company on its present site in Hull."

Rob Moulds, who will remain as managing director under Italian ownership, said: "The synergy between the two organisations is remarkable, and together we will achieve a level of long-term growth unimaginable while we were independent."

Another THMA member, Andrew Jackson Solicitors, was legal adviser on the deal.

**Satisfaction: Tony Derrick, right, reaches agreement with Salvatore Ruggeri, Valvitalia's chairman**



Big in Germany: Project Crystal

## BEST SERVICE ON BOARD

➔ Best Service Europe has received confirmation for two satellite TV projects worth a combined £100,000.

The deal will see the company supply satellite TV equipment for the six-deck, 124m mega yacht Project Crystal.

Bremen shipbuilders Lürssen has invested around £1m in the yacht's entertainment systems and Best Service Europe is supplying English subscription services, which run alongside those in Arabic and French.

The second project involves TV service upgrades on four LNG tankers in the Arabian Gulf to allow them to receive more channels.

Best Service Europe, based at Goulton Street, Hull, is run by Frank Butterfield and his wife Carole and employs eight staff.

Frank says that the firm has benefited from a Train to Gain leadership and management training course, accessed through Business Link. "It really has made a difference and has changed the way I view our company and how I want it to operate," he said.



# Tide is turning

The long-awaited Neptune Proteus tidal stream power station has come closer to reality with the assistance of two THMA members.

The £1m tidal prototype tidal stream demonstrator, manufactured in Sunderland for Neptune Renewable Energy, is being installed on the north bank of the Humber and will provide electricity to The Deep.

The SMS Towage tug Welshman took MMS Ship Repairs' Asne pontoon to Wearside on which to bring back the 160-tonne unit to Hull's Albert Dock, delivering on July 3.

"The Alliance has been responsible for placing two of its members together to secure this prestigious contract against stiff competition from outside the region," said THMA project manager Graham Billany.

Nigel Petrie, chairman, Neptune Renewable Energy, said: 'We believe

that the future for Proteus is extremely bright, given the renewed focus by government on renewable power generation. We are confident that this technology can be successfully applied at other sites in the UK and, potentially, worldwide."

The demonstrator will undergo three months of river trials while generating power for The Deep, after which the company plans to deploy the world's first tidal stream power array, consisting of several advanced generators strung together.

SMS has also been involved in transporting wide turbine section from Esbjerg to Harwich.



➔ Pulse Tidal, of Sheffield, has been awarded an €8m EU grant to develop its tidal renewable energy project. The company has a 100-kilowatt test rig on the south bank of the Humber estuary currently feeding power into a chemicals company.

It expects to develop a 1.2-megawatt generator, to be commissioned in 2012, to provide electricity for up to 1,000 homes on the Isle of Skye.

## Dedicated to renewables

➔ Cosalt has set up a dedicated renewable energy division to operate alongside its existing marine and offshore businesses.

The company can supply marine safety, lifting equipment, tooling and height safety products that are directly applicable to the renewables sector, particularly offshore wind farms, from its bases in Grimsby, Lowestoft and Birkenhead.

Winston Phillips, who has been appointed chief executive of the new division, says it is the intention to expand market share through a mix of organic growth and strategic acquisition.

Cosalt, which has been supplying safety equipment to the marine and offshore industries for 135 years, is relocating its Grimsby head office from Fish Dock Road to new premises on the town's Europarc development.

## Light work

➔ Dunston (Ship Repairs) and MMS Ship Repair and Dry Dock Co, both of Hull, have won tenders for painting and general maintenance of two lightvessels in contracts with a combined value of more than £450,000.

MMS will carry out work on Lightvessel 19, which last served on the Seven Stones station between Land's End and the Isles of Scilly, and Dunston will prepare Lightvessel 24, which was last in the English Channel, for her return to sea.

The lighthouse authority, Trinity House, sends the lightvessels into dry dock every 10 years.

## Containers transformed into eco-home

➔ With an interesting twist on the concept of recycling, Yorkshire Marine Containers has jointly developed low cost, environmentally friendly modular housing using ex-stock containers.

A prototype made from four surplus steel containers is due to be installed at a site at Nottingham University.

YMC, working with its parent company Eco Modular Living, says customers are showing interest following recent shows and exhibitions.

Ian Stubbs, YMC's safety manager, said: "When the recession hit, a customer decided that they didn't want the four containers, and we were left wondering what to do with them."

Together, YMC and Eco Modular Living came up with the idea of a 'green' modular house, including efficient insulation, heating with



photovoltaic solar cells and a heat pump, plus low voltage lighting.

Ian added: "We have already had many enquiries from a variety of organisations including housing associations, councils, colleges and universities and disaster relief organisations."

Taking 21 days to build, the two-storey, two-bedroom homes are fully fitted out and can be delivered to site ready to be fixed to foundations and connected to utilities.

Costing about £60,000 or rented for £150 a week, they comply with building regulations and come with a 10-year NHBC certificate.

## Experts on the right side of the law

➔ New THMA member Myton Law, founded in January this year by Scott Yates and John Habergham has hosted a day-long seminar on marine hull insurance at their offices in The Deep Business Centre in Hull.

Neil Henderson and James Shirley, from Stone Chambers, of London, gave presentations. Myton Law specialises in all aspects of transport, insurance and shipping law.

# Jobs boost as coupling production moves to UK

## Shand Engineering to open second factory in North Lincolnshire

Shand Engineering is to create 20 to 25 new jobs when it opens its second factory in North East Lincolnshire this August after deciding to switch production of Fulcrum-branded dry break couplings from South Africa.

The THMA member's new 7,000 sq ft facility at Stallingborough will make the couplings for the petrochemicals and liquid logistics industries once machinery from the South African site, now being shipped and due to arrive on August 1, is commissioned.

Jim Hughes, sales and marketing manager, says the company is planning to launch its own brand of dry break coupling in 2011 with a view to putting the Shand name in the world's top two with Swedish manufacturer Todo.

Shand, which recently exhibited at the Offshore Technology Conference in Texas for the first time, has signed a



**Breaking news: Shand managing director Brian Purchon, left, and Jim Hughes. Two dry break couplings are also pictured**

major North and Central America distribution agreement for its products with APG in Houston.

The conference coincided with news of the Gulf of Mexico oil spill, bringing increased interest in products that prevent leakages in the event of hose disconnection.

Shand, part of the Sturrock and Robson Group, won the Queen's Award for Enterprise in 2009 and was the Yorkshire and Humber winner of the 2009 International Trade Awards.



# Belting idea takes prize

## THMA backs youngsters in 2010 Industry Challenge

The winners of Industry Challenge 2010's first prize were a team of two from South Hunsley School, Melton.

The Dragons' Den-style competition for local students, sponsored by THMA, saw 12 teams of pupils from five schools pitch their ideas to a panel of representatives from local industry.

The £2,000 educational 'smart board', provided by THMA and Hull Training, was awarded to the school after Emily Haythorne and Emilie Hayes, both 14, devised a unique seatbelt safety attachment they called Mr Clippi.

The safety device functions by sliding across vehicle seatbelt clips to stop children from unclipping themselves.

Graham Billany, THMA project manager and one of the dragons, said: "They gave an excellent presentation which was well researched and showed a high level of product innovation combined with health and safety features."

Cheryl Sedgwick, workplace development team leader at Hull Training, said: "The winners showed just what this project has been all about, and that is schools and industry working together to help the students develop their own ideas and their own career paths."

A second prize competition with an environmental focus, saw a laptop computer, provided by the EAL awarding body, go to the Eco Warrior team of St Mary's College, Hull.



**On the button: Emily Haythorne with the winning idea**

## Raising our profile in renewables

➔ A Humber Business Week event on the renewables sector provided a good profile-raising opportunity for THMA members.

Empowering the Humber: The Renewables Revolution, organised by Humber Chemical Focus at the Forest

Pines Hotel, Broughton, attracted experts from private and public sectors, including E.ON, the Energy Technologies Institute, Humber Renewables Network, PriceWaterhouseCoopers and Yorkshire Forward.

## 50 new jobs as MTL Group moves to new factory

➔ Specialist steel company MTL Group is to create 50 jobs when it moves to its 300,000 sq ft advanced manufacturing factory in Rotherham, secured partly through a Yorkshire Forward grant.

The jobs boost follows MTL winning its biggest export contract so far, worth £4m, to supply armour to a German military vehicle manufacturer.

MTL, which already employs 250 staff, has invested more than £6m in world-class equipment over the last four years.

A further £5m is to be invested in the infrastructure of the new site to provide a high efficiency, low energy facility.

Managing director Dr Henry Shirman (pictured) said: "We have expanded rapidly into new sectors and will more than double in size at the new site."

The company also worked with Creative Sheffield and Rotherham Investment and Development Office on its relocation.



## Flood defenders win award

➔ Consulting engineers Mason Clark Associates has won an award for flood prevention work in East Yorkshire.

The Hull firm's success in being highly commended in the Institution of Civil Engineers' Yorkshire and Humber Awards follows its work for East Riding of Yorkshire Council, involving the design and hydraulic modelling for 10 individual schemes in the council's jurisdiction.

As well as minimising the risk of the 2007 floods happening again, the firm was asked to achieve sustainable methods of protection across the county, including the creation of a lagoon at Arram to improve watercourse flow.

## Immingham digs deep to go big

The three-month consultation on the Port of Immingham master plan 2010-2030 closed on June 25, ahead of approval of the final document due this autumn.

The plan is expected to allow Immingham to handle nearly 50 per cent more trade and focuses on renewable energy, including wind, clean coal and biomass.

The most immediate plans, all of which are subject to planning and customer demand, include dredging the deep water channels of the Humber from nine to 11 metres to permit larger vessels into the port, at a cost of £10m, and a renewable fuels terminal to support anticipated growth in biomass from 114,000 tonnes two years ago to 7.5 million tonnes in 2030.

In all, 13 major capital projects have been unveiled, including a third berth for the Humber International Terminal to extend the deep-sea bulk facility that handles coal for power stations by 150 per cent.

The plan also includes a fourth berth for roll-on roll-off traffic, a deep-water container berth and a further deep water jetty to the far west of the ports complex.

The Port of Immingham master plan 2010-2030 consultation document is on [www.abports.co.uk/imminghamconsultation/](http://www.abports.co.uk/imminghamconsultation/)



John Fitzgerald, ABP port director for Grimsby and Immingham, stressed the importance of the low carbon economy to the new plans.

“Offshore wind is going to be major business stream for all the Humber ports,” he said. “The scale of the developments will bring a need for a cluster arrangement, with different ports offering different facilities.

“It is not just turbines, it is bases, the aggregates for bases, the sails and the cable-laying equipment. This is really big business for the whole length of the master plan.

“Round Three dwarfs what has been done before. We have had tens of turbines, we are going to have hundreds, eventually thousands.”

Peter Baker, THMA's fifth sector champion, tells THMAil about the prospects for commercial shipping and inland waterways.....

## Humber leads the way



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 in the UK.

I expect that pre-eminence to continue. 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 at Immingham, Killingholme (HST), Hull, Grimsby and Goole.

In addition to the Humber ports there are also significant operations at Howdendyke and on the Trent wharves for handling coaster-type vessels.

There is also a growing focus on the use of the region's inland waterways for the movement of freight, including the River Trent to Gainsborough, the Aire-Calder canal to Leeds, the River Ouse to Selby and the River Hull to Beverley.

For THMA it will be a case of providing members involved in serving the commercial shipping and inland waterways sectors with increased support and business lead generation for their shipbuilding, maintenance, repair and servicing activities.

The challenge is to make inroads into serving the commercial shipping sector and competing with Continental suppliers and keeping pace with and working alongside the development of freight operations.

This includes the movement of biomass, waste and containers on the inland waterways.

Peter Baker is a business analyst and accountant who has run his own shipping and transport consultancy, PAB Associates Ltd, since 1998.

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## Energised by potential leads

➔ Going to May's All Energy show proved to be a runaway success for the Alliance.

With a focus on renewable energy, the event at Aberdeen on May 19 and 20 generated plenty of interest in THMA, which was one of 450 exhibitors.

"A healthy number of potential business leads were generated," said Graham Billany, project manager.

"Members feedback has been excellent, and the quantity and quality of visitors was higher than last year."

Sam Pick, sector champion for renewables, said the response was hugely positive with real interest shown in working with Humber-based businesses.

It was the 10th All Energy show for companies actively involved in various renewable energy systems, including wind, solar, tidal and biofuels.

The Alliance also exhibited at BWEA Offshore Wind 10 in London at the end of June.

## Dynamic in the defence industry

➔ The Defence Vehicle Dynamics show on June 23 and 24 gave Simon Bacon, THMA sector champion for defence, a chance to show off members' abilities. Simon, right, is pictured with Tim Otter, business development manager for Marshall Land Systems at the company's stand, reviewing the new THMA defence and security brochure.

Marshall is a prime UK defence contractor and recently purchased Slingsby Advanced Composites, of York, now Marshall Slingsby.

THMA members at DVD, held on the Millbrook

Proving Ground, Bedfordshire, included Hi-Tek Electronic Materials, MTL and Phoenix Power Systems.

The show is run by Defence Equipment and Support, which is the part of the Ministry of Defence responsible for equipping and supporting the UK's armed forces.



## Spreading the word in the deep south

Seawork 2010 at Southampton from June 15-17 generated a lot of interest for the Alliance.

As well as THMA, individual members, among them Armstrong Hydraulics, Best Service Europe, MTL and SMS Towage, put out their stalls.

Patrick Lyon, SMS Towage managing director, said: "It was important for us to be at Seawork, not just because of any potential sales and leads, but also to help us develop our profile at a premier show and to present our abilities in the wind farm market."

Ian Hastings, manager of Armstrong Hydraulics, said: "We've had quite a few leads out of the show and two pretty positive ones for marine



applications in the defence sector, which could turn into something definite.

"It was a good show with a good feel about it and useful for raising our profile and getting our name out there."

Mary Green, who represented THMA, said: "It was a very good show with a lot of interest shown in what the Alliance and individual member companies are endeavouring to do."

## Norway looking for industry links

A delegation of Norwegian offshore wind and renewables companies is looking to develop industry ties when it visits the Humber region this August.

The contact with the Statoil-funded group of companies was made by THMA during the Renewables UK show in Liverpool on June 29 and 30.

Sam Pick, sector champion for renewables, said: "They are interested not only in the opportunities in offshore wind the region has to offer, but also in the skills and expertise that members have in the renewables sector."

THMA continued to raise the profile of members with a stand at the show, attended by more than 1,500 people.

## Alliance diary

THMA is exhibiting at or attending the following shows:

### July 23

Offshore Wind Event at Whitby

### August 24 – 27

ONS 2010 at Stavanger

### September 2

Danish Offshore Wind Information and Matchmaking Event in Hull

### September 21 – 25

HUSUM WindEnergy 2010, the brokerage event for the wind energy sector, when Team Humber will partner Enterprise Europe on September 23

### November 2 – 4

Renewables UK 2010 annual conference and exhibition in Glasgow

A lunch meeting with IMarEST was held in Hull on July 20.

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)

