

THMAIL



ISSUE 5 JULY 2011

NEWS AND VIEWS FROM TEAM HUMBER MARINE ALLIANCE

Climbing high

Multimillion pound
deal for MTL
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Laser sharp

Steel firm gets the edge

Grimsby bound

Centrica sets up base

Dutch dash

Law firm delivers

Showtime

THMA dinner and dance



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Wind in the right direction

The government's roadmap for renewables unveiled earlier this month as part of its proposed reforms of the UK electricity market gives clarity to how the sector will evolve beyond 2013.

The Humber region can play a significant role in developing the eight technologies revealed as having the greatest potential to meet the UK's green energy targets.

The prioritising of onshore and offshore wind, marine energy, electricity and heat from biomass, among others, means work can now begin in earnest to create a long-term green energy centre of excellence in the region.

Team Humber is already playing a key part in this and will continue to help members develop their own businesses by working with Siemens and other companies that come, or start up, here.

The good news in the Hull docks is also being played out in Grimsby where Grimsby Fish Dock Enterprises has developed its relationship with Centrica – see inside for more news on this great story for the Lincolnshire member.

As the renewables industry has come into sharper focus in the last 18 months, there has been a knock-on effect with increased THMA membership levels.

New members include DFDS Seaways of Immingham, and Danbrit Shipping of Goole, who have also realised the benefits of working in closer cooperation with other member companies.

There is a distinct business optimism among members about the chances now becoming available. Opportunities are already presenting themselves, including registering to become part of the supply chain to Green Port Hull.

But while the Alliance continues to represent members at key industry events around the country and abroad, all work and no play can make Jack and Jill a dull boy and girl.

So we have started up a social calendar for members, beginning on September 29 with the first Team Humber Marine Alliance annual dinner and dance at the Willerby Manor Hotel, near Hull. There will be plenty of networking opportunities during what should be a fun evening that is open to everyone.

I look forward to seeing you there!

Mark O'Reilly

Director, Team Humber Marine Alliance



Photograph: Ria Maat

Maas Viking: One of DFDS's Norfolkline branded vessels arrives in Rotterdam

DFDS becomes THMA member

Big freight operator sees two-way benefits

Team Humber Marine Alliance has been further strengthened with DFDS Seaways, of Immingham, agreeing to support the estuary-wide network.

DFDS runs one of Northern Europe's largest freight operations and is among the Humber south bank's biggest employers, with around 500 jobs on its 185-acre site.

Sean Potter, managing director, believes that there will be two-way benefits in DFDS joining.

"Being a THMA member will help us to maintain our strong relationship with regional engineering and marine companies," said Sean, who added that it could also lead to more new business opportunities for the Alliance.

"Our third party operations in support of the renewable energy sector could be of particular interest for members," he said.

"There should be more opportunities to become involved in bidding for major contracts as this sector continues to develop."

DFDS has been involved in renewables for several years, including working with Danish and German companies, Vestas and Siemens, on transporting wind turbine parts on its roll-on roll-off service for land-based wind farms."

DFDS operates one of the UK's largest unaccompanied terminals, which can accommodate six roll-on roll-off ferries, two lift-on lift-off vessels, including the capability to handle deep-sea pure truck and car carrier vessels, as well as project based cargo vessels.

The company also deals with a substantial amount of container traffic and its dockside facilities include 80,000sq m of warehousing operations and two railway sidings.

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ABP adds fifth pilot launch

➔ With nearly 18,000 piloted vessel movements on the Humber each year, the estuary's shipping lanes take some looking after.

And likely traffic growth in the future has led to Associated British Ports bringing in a further £1m Nelson pilot launch.

The Humber Mercury, built at Pembroke Dock by Mustang Marine, is the fifth vessel in ABP's current Humber fleet and is capable of carrying eight pilots and a



crew of two at up to 23 knots. She was officially named in a ceremony at King George Dock, Hull, by her sponsor, Mrs Laura Fitzgerald, who said that, fittingly, the name Mercury was for the protector of travellers and trade.

Father Colum Kelly, chaplain of Immingham Seafarers' Centre, conducted the service of dedication and Capt. Phil Cowing, ABP's harbour master for the Humber, said that bringing in the new pilot launch was necessary to keep pace with any future growth in shipping numbers resulting from new trades and wind farm development.

Pictured on board, from the left, are Ian Strugnell, commercial director of Mustang Marine, Laura Fitzgerald, Capt. Phil Cowing and Father Colum Kelly.

Making a bigger Point

➔ Point Engineering is celebrating its first 10 years in business with the announcement of a £285,000 expansion programme that includes new machinery and workshop facilities.

The Hull-based company has also recruited more employees, won new contracts and undergone a full re-brand to highlight its distinct areas of expertise.

Point Engineering serves UK-based manufacturing, processing, distribution and energy companies, and has expanded into European and world markets to supply marine doors and fabrications to shipbuilders and repairers, and products for the commercial and leisure sectors.

In the last 12 months, it has successfully completed a wide variety of contracts, including specialist metal fabrication work for the enormous balloon used in the opening ceremony of the Commonwealth Games in India, and fabrication and testing work on Neptune Renewable Energy's Proteus tidal power device.

The company employs 32 people, including skilled and experienced design engineers, project engineers, fitters, fabricators, welders and machinists, and has taken on six new staff since the beginning of the year.

Jonathan Rollison, Point Engineering's sales and finance director, said the company was pressing ahead with the expansion of its 24,000sq ft engineering workshop and office space at Lee Smith Street in east Hull, to 30,000sq ft by the start of 2012.

Cutting edges

Steel firm equipped for growing offshore turbine requirements

When Barrett Steel's plans for the UK's first LT fibre laser come to fruition it will have invested more than £2m in new technology in the last six months.

One of the Bradford-based company's subsidiaries, Lasertube Cutting, has commissioned two LT8 tube lasers, with a third scheduled for delivery about now, for use in cutting mild and stainless steel.

The development of fibre sources has significantly widened the range of laser applications.

Another investment has come in the form of the LT Jumbo, the largest tube laser available in the UK in terms of tube range processed, lengths that can be produced and scale of machine.

David Cleaver, sales manager at Lasertube Cutting, said: "These investments increase our capabilities for newer and growing requirements in the offshore wind turbine industry and other renewable energy markets where high volumes are required, often to tight deadlines."

The Team Humber member says that laser cutting offers a number of key benefits for the customer as complex cutting procedures, including angles and V-shapes in both closed and open section tubes, can be carried out in one movement.

The LT fibre laser is due to be delivered in September, and will be used for cutting mild and stainless steel as well as other highly reflective metals, such as copper and brass.



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Grimsby's got the power

Centrica's decision further confirms the Humber's pivotal role in offshore wind development

Energy company Centrica is to build a Humber wind farm base after agreeing a 25-year lease with Grimsby Fish Dock Enterprises.

Centrica, currently operating there out of third party facilities, says the port provides excellent infrastructure for its plans for an operations and maintenance facility.

It will provide specialist facilities, including a new administration block on the docks' north wall, for Centrica's activities in the Greater Wash. There will be room for more than 100 staff and contract workers and for extra employees during peak times.

Centrica, which owns British Gas, operates the Lynn and Inner Dowsing wind farm, three miles off the Lincolnshire coast, and is

building the larger Lincs wind farm five miles off Skegness, which is expected to generate its first power by the end of 2012.

Martyn Boyers, chief executive of Grimsby Fish Dock Enterprises, said it was great news for the town.

"From this initiative, we can improve the infrastructure and put in place the building blocks of the future by developing the facilities, services and skills to support the wind farm industry.

Shake on it: Martyn Boyers of Grimsby Fish Dock Enterprises Ltd, left, with Mick Turner, head of operation and maintenance Centrica Renewable Energy

"It is a significant milestone in the future of this town and creates real opportunities."

Mick Turner, head of operation and maintenance for Centrica Renewable Energy, said: "The offshore wind industry is growing apace and Grimsby, with its strong skills base, is well placed to benefit."

John Fitzgerald, Associated British Ports director, said that Centrica's decision was further confirmation of the Humber's pivotal role in offshore wind development.

"ABP is working with major players such as Centrica to develop the supply chain cluster that will firmly establish a new industry in the Humber."

Photo: Grimsby Evening Telegraph



Diving into white water

➔ Northern Divers has recently completed work for British Waterways on the £4.6m redevelopment of the Tees Barrage international white water course.

The sports facility at Stockton-on-Tees will be used as a training site for next summer's Olympic Games and has been redesigned to include a new main course and a second shorter course.

The Hull-based company was contracted to replace 25 steel outlet covers in the water pool at the bottom of the course to assist with essential maintenance.

"We had seven divers working every low water for three days to replace the covers over outlets from the pool to the River Tees," said John Sparrowe, managing director.

"The course takes water from the Tees from above the tidal barrier and is then circulated back to the top of the course via two Archimedes screws."

The new outlets allow water from the pool to flow back into the Tees below the barrage and a fresh supply to be added when required.



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SMS adds more pulling power

Having started out in 2003 with two tugs, SMS Towage recently increased its fleet to 10 with the purchase of the Scotsman, a four-year-old vessel from Germany.

The Scotsman will operate from the Humber mouth at Tetney Mono-buoy through to Goole.

Built by Sanmar in Turkey in 2007, she is 24.4m long and can generate 3,200bhp with a top speed of 13 knots. Originally named the Corvin, she previously operated on the Elbe estuary for the H. Schramm towage company.

"With the Scotsman we are taking a further step in using the very latest harbour towage technology," said SMS managing director Patrick Lyon.

The Scotsman was officially named at a ceremony at Albert Dock, Hull, on July 1.

Winch way to Portugal

➔ Arsenal do Alfeite, the repair and maintenance port for the Portuguese Navy in Lisbon, has ordered a 30-tonne slipway winch from North Sea Winches.

The electric slipway winch and back-up winches are currently being designed at the company's Scarborough HQ for delivery later this year.

This contract follows a deal to design, build and supply a 25-tonne constant tension winch and associated electrical equipment to LD TravOcean, of Marseilles.

"This has just been completed for a telecoms and fibre-optic cable laying vessel based in the Atlantic off the West African coast," said Ray Milner, North Sea Winches sales manager.

'Tremendous victory' secured by Hull law firm

Proving breach of warranty vital for case win

The Hull law firm of Andrew Jackson has won a landmark maritime case for a Dutch client involving a chartered oil tanker.

Andrew Jackson represented petroleum products trader SJB Marine Energy, of Brielle, at London's Commercial Court.

SJB chartered the Rowan from Transpetrol Maritime Services in 2007, to carry its cargo of \$30m worth of oil from the Black Sea to destinations in the US Gulf.

Problems occurred when SJB wanted to discharge and reload at Antwerp, where inspectors found the Rowan had valve problems in need of repair and her cargo was deemed unsaleable, which meant it had to be sold at a discounted price.

The dispute arose in 2008 when Transpetrol claimed \$460,000 in demurrage from SJB. In turn, SJB sought damages of \$3.247m for breach of contract and/or misrepresentation.

Dominic Ward, who led the THMA member's legal team, said: "Crucial to our case was proving that the vessel's owner had breached a warranty although

Transpetrol argued that no such warranty was given."

However, Judge Mackie QC found that there had been a breach of warranty. "This was a tremendous victory for our client," said Mr Ward.

The case involved complex areas of law with huge implications for the tanker industry.

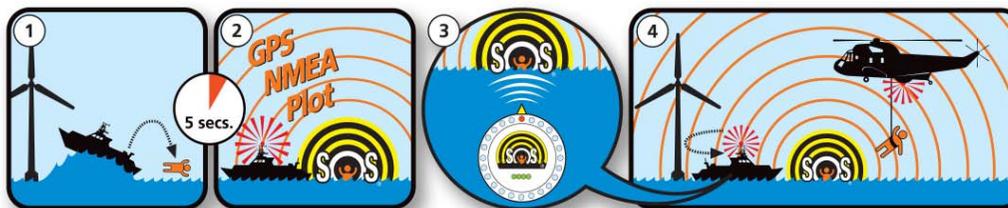


Expensive mistakes: The Rowan was carrying \$30m worth of oil

Members team up for state of the art jacket

➔ Two Team Humber members have pooled resources to produce a successful new lifejacket for use in the offshore wind farm market. Marine Rescue Technologies, of Driffield, and Mullion Manufacturing, of Scunthorpe, developed the Mullion SOS1 lifejacket last year ahead of the introduction of new maritime safety regulations.

Andrew Braimbridge, national sales manager at Mullion, said: "The new lifejackets are equipped with man overboard beacons and meet Safety of Life at Sea 2010 requirements. As a state of the art product, which combines maximum safety with comfort in this very dangerous environment, they are being very well received."



Four step rescue: How the Mullion SOS1 works

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New kid in Towne

New recruit keen to develop skills base with an eye on growth

The Towne Group is celebrating 65 years in business with the appointment of a third generation family member as a director.

Tom Towne has joined chairman father Chris in the Hull business, which recently won new work with Siemens through Towne Lifting & Testing.

Originally serving the city's fishing industry, the company was founded in the 1940s by Tom's grandfather, Charles, and now employs 66 staff in three divisions at six sites around the North of England.

Towne Lifting & Testing, based in Hull, Newcastle and Stockton, supplies lifting equipment, testing and inspection services to most sectors of industry, such as oil and gas, maritime and energy, including renewables.

Towne Timber provides dunnage timber, used when packing export cargo, and is based at a depot in Middlesbrough and a sawmill in the Dalby Forest.

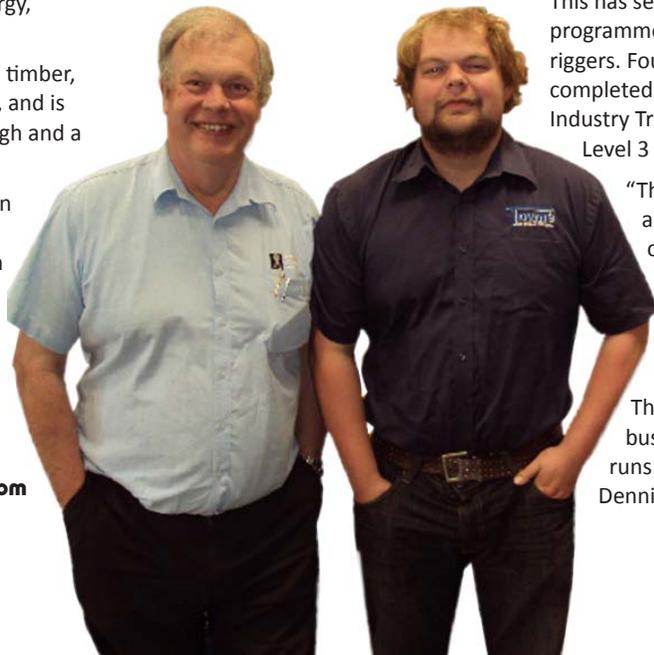
Towne Engineering Services is run from Preston, Lancs, on the Springfield Nuclear Fuel site with a maintenance team doing civil tasks.

Tom, a graduate from Newcastle University Business School, joins the company from one of

'Siemens had been let down by their previous operations and maintenance supplier at Drax and we were able to step in at the last minute'

the big four accountancy firms PriceWaterhouseCoopers.

He said: "I have grown up with the business, it's in the blood, and I'm excited about the opportunity to help my father and the rest of the team in taking it forward."



Generations: Chris and Tom

Chris, 62, said: "It is fantastic to have Tom involved in the business at director level as he brings new skills, energy and enthusiasm."

The 24-year-old's appointment comes as the company recently gained new lifting and testing work with Siemens, assisting the German industrial conglomerate with the inspection and maintenance of Drax and Ferrybridge power stations and Newcastle equipment warehouse.

"Siemens had been let down by their previous operations and maintenance supplier at Drax and we were able to step in at the last minute over the Royal Wedding weekend," said Tom, who is keen to develop the skill base to help grow the company.

This has seen Towne's initiate a programme of training for its offshore riggers. Four Towne riggers have completed the Offshore Petroleum Industry Training Organization (OPITO) Level 3 standard.

"The OPITO accreditation will allow our riggers to work offshore on Centrica's sites, and we expect to increase the number from four to 10 within the next year," added Tom.

The two other directors in the business are Bob Donnelly, who runs Towne Timber, and Andy Dennison, business administrator.



Rapidly growing economy: Port Santos in Brazil

Brazil: a land of opportunity

Brazil's economic expansion is set to bring new openings for UK businesses, and Team Humber is getting fully involved.

The potentially wide scope for British expertise means that Latin America's biggest country features widely in UK Trade and Investment's new High Value Opportunities Programme, a key new strand of its recently launched five-year strategy, which aims to bring a range of project directed government support to existing and would-be exporters.

Experts at UKTI believe that Brazil's infrastructure development plans, including airports, roads and railways as well as ports and shipping, could boost the UK engineering sector.

To look at the possibilities, THMA director Mark O'Reilly hosted a visit to World Trade Centre Hull & Humber by business specialist Paul Corcut from UKTI's London office. The discussions included David Lilley and Stephan Stahl of the Hull-based UKTI team.

"Brazil is one of the BRIC countries, along with Russia, India and China, which have become big players in the world economy," said Mark. "But it

will need to bring in specialist skills to sustain its progress.

"The potential for marine engineering companies is clear when you consider Brazil plans to build more than 500 ships, along with corresponding port infrastructure.

"Our members certainly have the necessary skills and experience to take on major contracts themselves or as part of a project."

Paul Corcut, who is focused on the Brazilian shipbuilding project, welcomed the involvement of Team Humber Marine Alliance companies. He said that the Brazilian shipbuilding programme was one of the 50 top projects globally to which UKTI is now directing new resources in order to assist with procuring new export opportunities for the UK's marine sector companies. "Our estimates are that over the next 10-year period our concentration on this project could produce additional export business for UK companies, including those based in Humber, in excess of £1bn," he added.

"That is why we consider this opportunity so important."

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MTL lands big export order

Team Humber plays fundamental role to help land fantastic new contract

An inward trade mission hosted by Team Humber Marine Alliance and Enterprise Europe Yorkshire has helped MTL Group secure a multimillion pound deal for work on an offshore wind farm.

MTL Group, the Rotherham-based project manufacturer, has started work on supplying 97 boat landing systems to Aker Solutions, the Norwegian energy group, for Nordsee Ost, a German offshore wind farm.

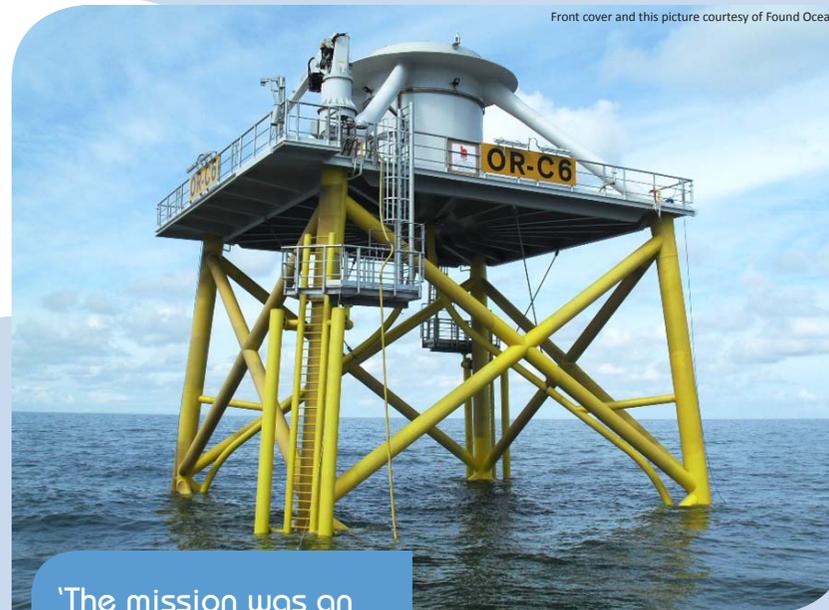
It is MTL's largest export order and came about after the two organisations attracted Windcluster Mid-Norway to the UK last summer.

The visit was coordinated by THMA's project office, with Tim Barraclough, Enterprise Europe Yorkshire consultant, and took in a number of Team Humber members, including MTL. This showed MTL's capabilities in specialist batch fabrications, with its ability to manufacture structures of up to 400 tonnes.

Darren Taylor, MTL business development manager, offshore and renewable energy, said: "The liaison work by Team Humber was fundamental in us pursuing the opportunity and opening the door to this fantastic new contract."

MTL secured the deal following meetings in the UK and Norway.

Mark O'Reilly, director at THMA, said: "The mission was an important opportunity to showcase to the



Front cover and this picture courtesy of Found Ocean

'The mission was an important opportunity to showcase to the Norwegians the collective capabilities of the Humber's marine and renewable energy companies'

Safe landing: MTL will supply 97 boat landing systems to a Norwegian energy group

secondary steelwork supplier of boat landing systems, and also supplies working platforms, plate beams and nodes.

The contract will use all of the company's processing equipment, which includes large format hi-definition plasma and laser cutting, robotic tube cutting, automated robot welding and CNC machining.

Twenty-five MTL employees are working on the project at the group's advanced manufacturing facility. Final delivery of boat landings is expected by March 2012.

RECRUITMENT DRIVE AT IMMINGHAM

Immingham-based THMA member On Loan Recruitment wants to use the appointment

of new office manager, Mike Hughes (pictured), to kick-start a business expansion. Managing director

David Riggall said the company, which started out in 1998, would be hiring more staff as it targets the engineering and energy markets.



KEEP WITH HEALTH AND SAFETY CHANGES

Paradigm Risk Management is warning members to keep an eye on important changes by the Health and Safety Executive.

In the coming months, the HSE is to introduce online reporting and information services for work-related injuries and incidents. While businesses will still be required and able to notify of fatal and major incidents and injuries by phone, from September 12 certain work-related injuries and incidents can only be reported online.

Chris Marsh, Paradigm managing director, said: "It is important to keep track of what exactly has changed and how it might affect your business and your employees."

In a related move, HSE's telephone information service will end on September 30, at which point information and official guidance on health and safety will be accessible through its website.



Rix adds to fleet

Rix Petroleum has spent more than £2.5m on 15 new Scania tankers to take their delivery fleet to more than 80. The new vehicles are a mix of 26-tonne six-wheelers and 32-tonne eight-wheelers, and will serve customers in Yorkshire, Lincolnshire, the Midlands, eastern Scotland and East Anglia.

Sea law

A paralegal specialising in carriage of goods by sea has joined Myton Law.

Katarzyna Wujec, a native Polish speaker, is a University of Hull law graduate and holds a masters degree in International Business Law. Katarzyna was previously on an internship with the International Cooperation and EU Law Department of the Ministry of Justice in Poland.

High safety

John Riches, a HOTA trainee in Hull, has achieved the highest grade across 36 countries for the NEBOSH (National Examination Board in Occupational Safety and Health) International Technical Certificate in Oil and Gas Operational Safety. John works for a company in Kazakhstan.

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RUNNING AWAY

A challenging, hilly course was not enough to put off 20 runners from Fabricom in the GDF Suez Leeds half marathon.

A team of apprentices and employees from the company's Immingham and Teesside sites took part individually or as part of a relay team on May 8. They were joined by staff from Grimley Smith Associates, an engineering design company Fabricom has recently acquired, and raised more than £2,000 for a number of charities.

SWEDISH STYLE

Carlbon Shipping is looking to develop Anglo-Swedish business links by hosting a Swedish Chamber of Commerce dinner on Friday, September 21, ahead of the Renewing the Humber event.

The Immingham company joins forces with DFDS Seaways as main sponsors of the dinner, which will be held at Forest Pines Hotel, near Brigg.

Tickets are £55 a head through the Swedish Chamber of Commerce: eventsmanager@scc.org.uk

Trainer provides sea legs

➔ McAusland Turner and Humberside Offshore Training Association, both THMA members, are offering a course designed to show office-based landlubbers what it would be like when things go wrong at sea.

And they are attracting delegates from overseas as well as from home.

McAusland Turner already had an established vessel familiarisation course and its scope has been extended through the partnership with HOTA, which has a training base in Hull's Albert Dock, including lifeboats, rescue boats and davit systems.

Practical scenarios are enacted, including vessel abandonment.

"HOTA is a quality training provider and our delegates get a real feel for what happens when things go wrong," said Albert Weatherill, McAusland Turner managing director.

Turning out in force

More than 100 Humber businesses were represented at one of Europe's key renewable energy exhibitions and conferences.

There was great interest in the region at All-Energy 2011 in Aberdeen where Team Humber had a large stand.

The exhibition brought together major players in the UK and European renewables sector, and THMA member companies are now following up strong business leads.

Interest in All-Energy was at a record high with more than 8,000 delegates from 50 countries attending.

Iain Butterworth, a THMA director, and solicitor with Myton Law, said: "Our members were a focus of attention. There is clearly great interest in the Humber at the moment, and a lot of



companies in the renewable energy sector are considering collaborative projects and putting work our way.

"The event was a fantastic showcase for the region and for all member companies. Even members who did not attend were well represented and received real benefit."

Brian Bullock, sector champion for the oil and gas sector, said: "We dealt with high-quality enquiries throughout the course of a busy All-Energy."



A training session at HOTA's Hull site

➔ A quiet Tuesday, but busy Wednesday and Thursday saw **Seawork International** prove a worthwhile south coast venue for Team Humber members.

Holderness Ship Repairers, the engine overhaul and repair specialist, has received a number of enquiries following the exhibition in Southampton from June 14 to 16.

"There were companies and people down there who we knew but didn't know of us," said Tony Lewis, managing director, who is preparing to host a visit soon by a southern marine engineering company.

Holderness Ship Repairers has just started work on its biggest engine job so far – the complete strip down and repair of a 24-tonne natural gas engine for a Slough-based energy company.

Best Service, Andrew Jackson and Myton Law were also represented on the Team Humber stand.

Cosalt, Northern Divers, North Sea Winches and Shiphams Valves were among members with their own stands.

Upcoming Alliance events

➔ Offshore Europe 2011

Aberdeen, September 6 to 8

Seven THMA member companies booked in so far for this upstream oil and gas conference and exhibition.

➔ Networking/member showcase

HOTA, Malmo Road, Hull, September (date TBC)

➔ Business support session

Hull, World Trade Centre Hull & Humber, September 28, with Business Link

➔ THMA Annual Dinner and Dance

Willerby Manor Hotel, near Hull, September 29

➔ Business support session

Goole, October 11, with Business Link

➔ Business briefing

KC Stadium, Hull, October (date TBC)

For further information on any of the above events contact Mary Green on 01482 485271 or admin@thma.co.uk

