

Marine South East Ltd appoints new CEO and Board



Marine South East Ltd has appointed Jonathan Williams as Chief Executive Officer. Jonathan has been involved with the initiative from its early days and says, "Marine SE will pursue an ambitious, business-led agenda to promote increased productivity, improved access to export markets, and recognition by Government. The marine industries face many opportunities for growth, but also face increasingly tough global competition, and I am convinced that Marine SE will play an important role in helping businesses to meet that challenge." SEEDA agreed to a three year rolling grant of £250K per annum to establish and operate Marine South East Ltd. The new company will work closely with trade bodies and other supporting organisations to ensure that SEEDA's investment adds value to existing activities. Membership is free of charge, and is open to all businesses and stakeholders in the sector. Activities are being progressed through three

working groups and include workforce development, clustering and innovation and networking and PR. A new working group on policy and strategic developments is about to be launched and will look at ports strategy, freight logistics planning and waterfront development policy.

The Board has been appointed and comprises six non-executive directors - Iain Shepherd (Marcom) - chair, Mike Burnham (VT Halmatic), Anne Duncan (Yellowfin), Ed Hill (National Oceanography Centre), Robert Hill (Lewmar) and John Murray (SMI).

The board is supported by the MSE Steering Group, formed from member companies representing the varied interests of the marine industry. The MSE Steering Group will make recommendations to the board on the business priorities that the company can address.

Further details from Jonathan Williams, email: jonathan@marinesoutheast.co.uk



Iain Shepherd



Mike Burnham



Anne Duncan



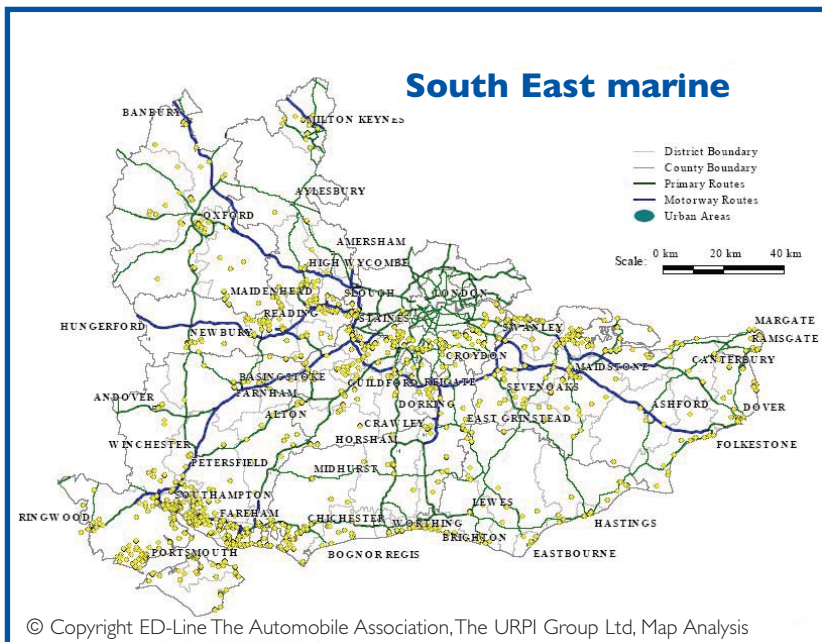
Ed Hill



Robert Hill



John Murray



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s o u t h e a s t

For more information on any of the issues raised in the newsletter, or to register for a monthly copy of Marine South East e-zine, contact

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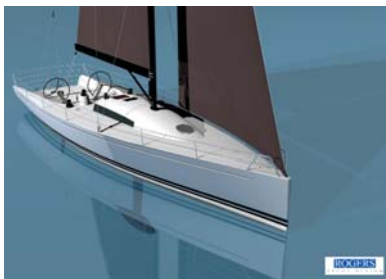
Passport to Exports Scheme

The Passport to Exports Scheme is aimed at SMEs (with turnovers of £25m or less), which are starting to export or have low levels of export (for example, 25% or less of total turnover).

The scheme is free to join and helps companies in the South East to develop an action plan and export strategy as well as offering funding which includes up to £3,000 of matched funding for export development activity - for example travel, translations, attending exhibitions, web design or consultancy etc. There is also access to three free export courses, which normally cost £200 per course. The South East now has two dedicated Marine International Trade Advisors - Rachel Foy and David Nickolls - who can assist companies with their Passport to Export programme.

Further details: Rachel Foy: 07788 872423 or email rachel.foy@uktisoutheast.com

Lymington yacht designers receive Eastern Promise



Lymington-based Rogers Yacht Design (RYD) was interested in the Passport to Export scheme because the MD, Simon Rogers, was keen to develop sales in the Middle East and South East Asia.

Founded in 1990, the Rogers name was already synonymous with success in the yachting industry as a result of Simon's father Jeremy's achievements with the Contessa range of yachts during the 60s, 70s and 80s.

Recent successful projects for RYD include Volvo 70, Waterspace Plc, Rogers Mini Transat and IFAW 70 and with the help of funding from the Passport to Export scheme, which enabled Simon to make a speculative visit to Thailand and Malaysia, the company has received its first order for a new limited series production race boat - the IRC45.

A visit to Dubai, funded by the scheme, may result in a commission for a large powerboat and Simon is also hoping to start a new class of racing yachts in conjunction with the ex-pat community in Hong Kong.

Further details: Rogers Yacht Design, Tel: 01590 672000 or email: info@rogersdesign.com

Automarine gets Lean



In a recent comment Annie Pearson, Head of the Manufacturing Advisory Service South East, for EEF South, said, "The South East is now the biggest manufacturing region in the UK, employing more manufacturing workers than any other part of Britain." To compete on a worldwide basis the productivity gains delivered by lean manufacturing processes will become a pre-requisite for survival, let alone for profitable growth.

Lean manufacturing is particularly relevant for the marine sector where there is a need to reduce lead times while managing complexity as well as keeping costs under control. Hook-based Automarine, one of the UK's most exclusive manufacturers of high quality wood furniture and fittings for the luxury yacht sector, has embraced lean manufacturing methodology.

The challenge at Automarine was not to provide new woodworking skills, but to provide a new operational process and environment. This needed to be capable of giving greater space

utilisation, clearer controls, enhanced workplace organisation and making the best use of the skilled team of employees.

Automarine Director, Nigel Phillips, said, "The Rapid Improvement Workshop created a real sense of teambuilding throughout the company. It allowed us to restructure our working environment and improve our methodology of working enormously. It created better management/worker interaction and improved our productivity."

Glen Sword, EEF South Consultant said, "The result at Automarine was dramatic. The team completely re-laid the whole factory to provide a logical process flow; they also delivered huge improvements in workplace organisation through the introduction of 5S principles. The business benefits were good and best of all, was the desire of the total workforce to continue to improve and make things better."

Further details: EEF South, Tel: 01256 763969 or www.eefsouth.org.uk



Directing companies towards a brighter future

The Marine, Engineering and Manufacturing Skills (MEMS) Partnership has recently launched its Directory of Courses and Qualifications 2005/6. This is an invaluable resource for companies working in these three sectors based in Hampshire and the Isle of Wight. It includes details of training providers and the courses and qualifications they offer. It also directs companies towards the most appropriate training pathways with a series of case studies showing training undertaken by Hampshire-based companies and employees.

In addition, there is comprehensive information available on apprenticeships and how they can benefit businesses as well as examples of employees who have been through the apprenticeship scheme.

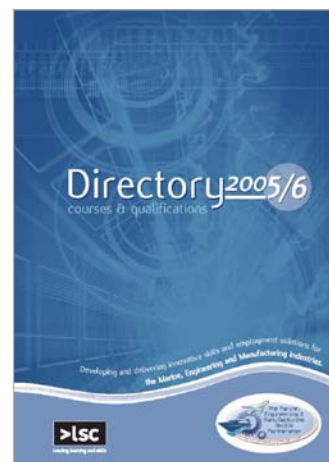
Sue Swan, Director of Workforce Development for the Learning & Skills Council in Hampshire and the Isle of Wight, who fund the Partnership, commented:

"This year's directory has even more information for companies trying to choose from the often confusing array of training options. It will help direct them through the choices available and also offer back up advice through the MEMS

Partnership training advisory service.

Ensuring staff are fully up to date with training can often prove a headache for employers, but the importance of properly qualified workers in the future development of a company is vital for their success."

The directory is available on the MEMS Partnership web pages, www.lsc.gov.uk/hampshire-iow/Employer/MEMSP+page or call IBP Training & Employment on 023 8065 2562.



Marine companies advised to link with universities

Businessmen and women from the marine industry and other sectors across the South got an insight into how the University of Southampton can work with them at the launch of the Southern Technology Forum on the Highfield campus.

Examples of real-life consultancy projects were presented by Richard Harding from the School of Engineering Sciences' Research Institute for Industry (RII) and David Rawlingson from ISVR Consulting, the commercial arm of the Institute of Sound and Vibration Research.

Richard explained how the team used computer simulations to design a lifting frame for ships and boats. He reminded the audience that SES is the largest top-rated engineering school in the country* with alumni including Adrian Newey, Technical Director for Formula One's McLaren and Queen Mary 2 designer Stephen Payne.

David turned to the oil refining industry to outline how acoustic experts managed to reduce the noise from a catalytic cracker which was causing problems for local residents.

CEI Director, Dr Tony Raven said: "Research from the DTI shows more than 80 percent of companies who have partnerships with universities report improved business success compared to fewer than 50 percent who work alone. We are sure there are thousands of companies in the south east which could benefit from working with the University of Southampton or our partner universities."

The University of Southampton is a centre of excellence in many fields, including electronics and computer science, optoelectronics and engineering. It is also home to the National Oceanography Centre. More than 16 spin out companies have been launched in the last five years alone.

The Southern Technology Network offers companies involved in the business of technology extensive online resources including advice on finance and other professional services as well as opportunities to network with other cutting edge enterprises and the academic community. See www.southern technologynetwork.co.uk

* The School for Engineering Sciences won the maximum 5* rating in the Government's latest Research Assessment Exercise.



BMF puts emphasis on waterside strategy for RES

SEEDA is reviewing its Regional Economic Strategy (RES) to look ahead to 2016. RES is the framework for shaping the future prosperity of the South East, and provides an opportunity to explore how businesses and communities across Hampshire can best share in that success. As part of this process the Hampshire Economic Partnership (HEP) is hosting more than a dozen events for stakeholders to influence the new draft regional economic strategy.

The British Marine Federation took the opportunity to raise the need for a waterside strategy for ports and marinas and other waterside employment sites at the first of these events at the beginning of Sept. Concentrating on the coastal zone, emerging themes from the day included the need to encourage young people to stay within these areas by addressing the skills shortage and offering employment opportunities.

Planning was also seen as a big issue to tackle, with a number of groups highlighting the loss of waterside land to housing and the need to plan developments in the most suitable locations.

Sally Banham says, "Encouraging marine businesses to take an active role in influencing

the Regional Economic Strategy is really important so that the challenges and opportunities they face are widely understood. In that way we can ensure the continued success of the leisure marine industry, which has grown by around 7% per annum over the last 5 years. Our industry has a strong presence in the south east, both in manufacturing and in tourism, that supports jobs and access to our coastline. The BMF, working closely with the Royal Yachting Association (RYA), has produced a guide for planners 'Planning for Boating Facilities' which highlights the need to make provision for new sites and regeneration in the future to ensure our domestic market is not constrained and business opportunities remain buoyant.

The new RES draft will be circulated for comment in November 2005 (see www.seeda.co.uk/Work_in_The_Region/Regional_Economic_Strategy) and business needs to ensure its interests are at the heart of the emerging thinking.

Further information: Alan Stevens, Hampshire Economic Partnership, Tel: 023 8076 8833 or www.hep.uk.com or contact Sally Banham, Assistant Director sbanham@britishmarine.co.uk.

Portsmouth's marine businesses continue to develop

Portsmouth was one of ten areas in England (and the only one in the South East) to secure City Growth status in the second round of the Government's City Growth Strategy in November 2004. SEEDA, Portsmouth Council and the Portsmouth & South East Hampshire Partnership helped compile the successful bid.

Surveys conducted by the initiative have resulted in marine businesses forming clusters including marine leisure, defence and electronics. These groups will work together to improve in-house training as well as improving businesses' skills in procurement and buying chains.

Portsmouth City Council is also keen to help develop the local marine industry because it is a key sector within the region's economy. Therefore with the city enjoying an increased profile through hosting the International Festival of the Sea, Fleet Review and Son et Lumiere during SeaBritain 2005 it was keen to ensure that marine businesses benefited. As a result the city council was instrumental in the Marine South East Portsmouth Buyers Mission staged in July, which City Growth Portsmouth and SEEDA also supported.

Organised by the BMF it attracted 11 buyers from the UK - including VT Halmatic, Pendennis Shipyard, Fairline Boats and Princess Yachts - plus Croatia and Spain. 268 meetings were held with 38 UK suppliers - half from Hampshire - resulting in numerous new business relationships being established.

This success and the positive feedback from participants have helped shape future support activity for the local marine sector. It has formed part of the development of the Solent Marine Community, which is a long-term project aimed at helping to develop local sub-clusters and supply chains that has funding support from the Southampton and Portsmouth and South East Hampshire Area Investment Frameworks (AIF). In addition, with Portsmouth the UK host port for next year's Volvo Ocean Race, it is hoped that another mission will be staged during the three-week stop over in May/June. Watch this space for further updates on both initiatives.

For further information please contact Ian Bridges at Portsmouth City Council 02392 841072

or e-mail ian.bridges@portsmouthcc.gov.uk.

Visit www.citygrowthportsmouth.co.uk for further information on City Growth Portsmouth



Marine Events coming up

www.marintecchina.com

The BMEA is organising an outward trade mission to Marintec China in Shanghai from 6 - 9 December 2005. Marintec China is the number one marine exhibition for the Chinese market, attracting ship design centres, shipbuilding, repair and conversion yards, as well as major Chinese ship-owning companies such as COSCO, which operates one of the worlds' largest fleets. There are also Chinese marine firms exhibiting which are seeking technology and innovation from British companies by way of joint ventures.

As Chinese ship designers and the yards move towards more sophisticated tonnage they will need high-tech solutions from the likes of UK marine equipment and service firms. Between 60% and 70% of equipment is presently imported by the Chinese shipbuilding yards.

The BMEA says that it is an ideal opportunity to get close to the procurement teams of the major yards, as well as to talk to Chinese agents who represent UK marine firms.

Chen Li Ming, the BMEA representative in Shanghai, will be able to assist firms who wish to do business in China and have signed up for the China Maritime UK Initiative - check out www.maritimeindustries.org for more details on this.

Further details:

John.Southerden@maritimeindustries.org
or Tel: 020 7928 9199

MareNet event looks at loss of waterside premises and waterside access

The next event of MareNet, entitled Waterside Policy and Land Use, is to be held in the New Forest area at Lymington Town Sailing Club on Thursday 10 November and will receive presentations from Kathy Slack, Director for Hampshire at SEEDA, and from Neil Miller, Economic Development Officer at the New Forest District Council.

In addition, Steve Davis, Director of the Southampton Enterprise Hub will provide implementation details for local companies under the new Solent Marine Community initiative. An industry visit is also planned to take place beforehand and details will be circulated with the formal notice of the event.

As is customary with MareNet events, the meeting will start at 1630 and conclude by 2000 following the networking buffet.

The December MareNet meeting will take place on Tuesday, 13 December - venue tbc.

Further details: Events Line: 08454 58 85 57 or E-mail: info@businesslinkwsex.co.uk

Hampshire Schools make the most of a visit to the Southampton Boat Show



As part of its ongoing work with the MEMS Partnership, British Marine Federation hosted a schools visit to the recent Southampton Boat Show.

85 year 9 children from schools across Hampshire spent the morning at ABP cruise terminal undertaking a Sail Boat Challenge that involved them working in teams to design sail and rigging for model boats. The teams then had the opportunity to compete on a small pool to see whose boat was fastest.

The afternoon saw pupils move next door to the Boat show where they were tasked with answering questions about various aspects of the Marine Industry, which led them through the show.

Both teachers and pupils alike had a great day and are already looking forward to next years show.

The trip will have a natural follow on with the launch of the South East Schools Marine

New Marine Technology Plan from DTI

A Marine Sector Technology Plan has been produced by the DTI following the successful one day Marine Technology Future Focus event, held in May 2005. It was attended by technology and business experts (both academic and industrial) from the maritime sector and the ideas and themes gathered from the event form the basis of the plan.

The report relates to the commercial and naval shipbuilding, ship repair, leisure boatbuilding and marine equipment sectors. Its aim is to stimulate collaboration for R&D projects between these sectors and others where there may be common technology requirements as well as to provide an overview for potential funding organisations.

The DTI says that as well as being designed to act as a catalyst for potential collaboration, the report will provide an overview about the sector for R&D funding institutions - both government and private.

Further information from:
Nick Heyes, Tel: 020 7215 1083 or email:
nick.hey@dti.gsi.gov.uk

Challenge at the MEMS Skills Festival on 17th October. The challenge which tasks schools to work with local industry to design, build and then race model boats in categories including Solar, Electric and Petrol Engine.

Companies are encouraged to take an active part in this innovative scheme which introduces pupils at an impressionable age to the world of marine engineering. It aims to dispel the myths surrounding this sector and lets young people experience at first hand, many aspects of working as a team to produce working craft.

Contact BMF to find out more about the Challenge on training@britishmarine.co.uk



Border Control Mission to Athens, Greece

The EEZING, a non-profit making group, administered by the Defence Manufacturers Association (DMA) with the support of partnership Trade Associations, has organised an outward trade mission to Athens focused on border and maritime security matters.

The seminar and table top workshop is being held on 1/2 November and gives an ideal opportunity for UK industry to meet with Greek officials responsible for managing maritime border control activities, including the Ministry for Mercantile Marine, the Greek Coastguard, port security officials and border control officials. The mission is sponsored by the UKT&I and the Greek authorities are being invited by the British embassy.

For details contact Emma Dunnett at e.dunnett@appss.org.uk