



by **Stuart Thompson**,
Chair of Marine South East's
PR and Networking Group

Foreword

marine markets. Please take the opportunity to attend these free events so you can learn what is happening in your industry, and have your say on topical issues.

As we move forward, we rely on your participation and will continue to work on presenting you with relevant and valuable marine networking opportunities.

We are also strengthening our representation of the marine industry as a whole: making sure that it has the profile it deserves, and working closely with our trade associations such as BMF and SMI. We will be investing increasingly in PR to ensure that your marine interests are visibly represented at local, regional and national levels.

We have already started this process, and are beginning to be recognised as the voice of the wider marine industry in the South East region; campaigning on important strategic issues such as waterfront development.

Welcome to the Winter 2008 edition of our regular newsletter. This printed newsletter along with our monthly email newsletter and our website www.marinesoutheast.co.uk, are all crucial elements in our communications strategy to let you know what Marine South East is trying to do, what is being achieved, and how you can get involved.

Last year, we took on the management of the MareNet networks, and have already run a series of successful marine networking events. MareNet is a very important tool in helping us to represent and address the issues that you are facing in ever more competitive

We need to be the voice of industry, and we can only do that with your support by highlighting what are the issues for your business in the industry. Please take the time to pitch in: come along to the MareNet events, email us with your thoughts and comments, or talk to us face-to-face. We are people in the industry, and we are hungry to know what concerns you and what you think.



Want the latest news?

For regular monthly news and event feeds from Marine South East please log onto www.marinesoutheast.co.uk/services/edit/ and update your details. Alternatively, send your details to sarab@marinesoutheast.co.uk

To receive regular email news updates we need a valid email address on our online database.

Is your company on the cusp of expansion?

SEEDA are currently seeking suitable companies to take part in the 2008 High Growth Coaching programme. The programme is funded by SEEDA, and focuses on companies that have got over the initial start-up stage and have yet to fully capitalise on their potential to grow.

A coach will work with the company to identify the key areas within the business needing improvement, as well as isolating main blocks to growth. The coaches are industry heavyweights who are experienced in both building their own businesses and advising others. Coaches include: Robert Biggs, Andrew Cross and Nick Horslen.

To qualify, participating companies must have:

- Strong aspiration to grow and willingness to invest time and money
- Turnover already of £0.5m and gently growing
- More than one person involved in running business i.e. existing management structure, and be
- More than three years old.

The programme includes 10 days free coaching between now and December along with four days leadership and management training, including an optional residential element at the highly-regarded Henley Management College. There is also a strong peer-to-peer networking aspect.

The programme has 20 places available and competition will be fierce. To apply for a place applicants should go to the online application at www.enterprisehubnetwork.co.uk/coaching by the end of February 2008.



Pictured above is Tim Fenn, CEO of Green Carbon. Green Carbon is one of 20 companies who recently undertook the High Growth Business Coaching programme. To read more about their experience visit www.enterprisehubnetwork.co.uk

In this issue:

Reaping the rewards of collaboration • Spring MareNet events • US Advisors to visit South East
Green Marine's thriving apprenticeship programme • Daedalus – next steps

Reaping the rewards of collaboration

Research and development (R&D) can be a costly and time consuming exercise for many marine companies, with SME's often struggling to find the additional resources necessary to invest in this area. In today's marketplace it is often R&D which accelerates the growth of a company and plays an important strategic role. One solution, which is changing the way many marine companies do business, is the successful harnessing of the hidden talent and resources of our universities.

Collaboration between marine businesses and universities is proving fruitful for both parties. The growing trend towards collaboration means that resources and

knowledge can be shared to help drive marine innovation forward. Hampshire based Voller Energy Group Plc, a leading developer of fuel cells systems, recently announced its intention to work with The University of Cambridge to develop diesel, bio-diesel, kerosene or JP-8 fuel reformer. Stephen Voller, Chief Executive of Voller Energy said; "We want to offer our customers a choice of fuel cell products in the future based on a variety of widely available fuels. We believe that a portfolio of reforming technologies is

Right: Stephen Voller,
Chief Executive of
Voller Energy



important so we can offer LPG and diesel fuel capabilities." Voller is funding a research program which will be carried out in partnership with The University of Cambridge to develop technologies capable of reforming hydrocarbon fuels. As a result of this partnership Voller will have the rights to commercially exploit this technology.

It is not only businesses who are waking up to the benefits of collaborations, but universities too. CommercialiSE is a partnership between 11 Universities in the South East region, all working together towards increasing the volume and success of commercial exploitation of university intellectual property (IP) and knowledge. "This includes the direct commercialisation of university IP through spin-outs, and licensing, as well as SME's accessing university expertise, knowledge and IP", explains Martin Lloyd the Marine Industry lead for CommercialiSE. One of the leading universities in this area is The University of Portsmouth. The University of Portsmouth offers marine companies the use of artificial intelligence to monitor electronic and mechanical systems onboard vessels, providing real-time information relating to equipment condition and pre-warning of likely failure or maintenance requirements. Industry can also make use of nano-materials to enhance the physical and chemical characteristics of composite materials, leading to, for example, stronger laminate structures, blister resistant gelcoats, and improved fire retardancy. Portsmouth also offers the application of lean production processes within a marine context as well as modeling and simulation of new boat designs to assess stability, efficiency and safety.

If you are interested in finding out more about working with The University of Portsmouth why not attend the March MareNet event on the Exploitation of Innovation and Technology in the Marine Sector where a number of speakers from the university will give an overview of these capabilities as well as details of how to access the university's innovation services and routes for support and funding. Further information can also be found at www.commercialise.org.uk and www.voller.com. CommercialiSE is a collaborative partnership between eleven universities; Brighton, Bucks New, Chichester, Cranfield, Greenwich, Kent, Kingston, Oxford Brookes, Portsmouth, Reading and Sussex.

MareNet events programme for Spring 2008



Marine South East's MareNet events are proving to be valuable networking occasions for many marine companies within the region. If you've not attended an event then take a look at the Spring 2008 programme and join us to find out why 70+ delegates find these occasions so useful.

MareNet Marine Designing Demand Workshop, Friday 29 February

Our MareNet Marine Designing Demand workshop has proved very popular with all the places now booked, however if you were keen to attend please contact us as we could repeat the workshop later in the year if there is enough interest. The event is a free, half-day, Marine Sector Design Workshop which is being run in conjunction with Business Link. Full details are available on our website, www.marinesoutheast.co.uk.

Alternatively, Business Link have approximately 25 places left in the Generate programme which is open to businesses in the South East. Generate provides companies with up to five days' support from a Design Associate, an experienced design manager appointed from a Design Council-approved roster. With the Design Associate, the management team explores potential design opportunities and chooses a design project to exploit.

For brochures and more information on both programmes please contact, Regional Programme Manager, Jackie Walker on tel: 01590 626524, email: jackie.walker@businesslinksoutheast.co.uk or visit www.designingdemand.org.uk



A Business Improvement MareNet Event, 16th April

Sponsored by Business Link Sussex, the theme for this MareNet event will be Business Improvement. Guest speakers will include representatives from UK Trade & Investment, SEEDA, Brighton University and Northbrook College.

Northbrook College at Shoreham Airport will be the venue for this Sussex based event. If you are interested in attending contact; admin@marinesoutheast.co.uk and visit www.marinesoutheast.co.uk to download booking forms.

Exploitation of Innovation and Technology in the Marine Sector MareNet event, Wednesday, 12th March

Increasingly, collaboration between businesses and universities is proving a win-win situation for both sides with innovations in marine technology driving the sector forward. With this in mind Marine South East has teamed up with the University of Portsmouth and Business Link Hampshire & IOW to offer a unique insight into the capabilities of the University of Portsmouth.

As one of the CommercialISE partners, the University of Portsmouth is well suited to hosting an event of this nature. Visitors will be treated to a variety of tours, demonstrations and presentations. Mike Barber, Business Link Advisor for Innovation will also update delegates on current grants for Research and

Development and give an overview of Intellectual Property including patents, design rights, trademarks and copyright.

In addition, the University will show the computer aided design suite, rapid prototyping systems, composites preparation and impact laboratory, composites and nano-test facilities and fatigue testing laboratory. Any marine company involved in manufacturing, design, high tech materials, and engineering, as well as entrepreneurs will find this event particularly useful. To register for this free event please email your details to admin@marinesoutheast.co.uk or download the booking form from our website www.marinesoutheast.co.uk.

Key Facts

- Every £100 a design-led business spends on design increases turnover by £225
- 80 per cent of design-led businesses have opened up new markets in the last three years. Only 42% of UK businesses overall have done so.
- Shares in design-led businesses have outperformed key stock market indices by 200% for a decade

MareNet Skills and Training, HMS Sultan, 29th April

Skills and Training and the facilities at HMS Sultan will be on the agenda for a late April MareNet event. This event targets marine companies suffering from a shortage of skilled workers or those who take on apprenticeships. More information will be sent out in the monthly email newsletter so make sure you are registered to receive it (*see instructions on last page*).

Workforce development receives a boost from thriving apprenticeship programme

Buoyed by success, Green Marine's apprentices are tackling a range of projects to develop their skills within the marine manufacturing industry. Importantly, Lymington based Green Marine has a mix of young apprentices and adult apprentices, who are aged 25 years plus. Both age groups feature in the government's plans to increase skills in the workplace.

Formed in 1982 with only 8 people working on a yacht at a time, the company has grown to employ a highly skilled workforce of over 150. Too often companies complain about the lack of skilled workers; however Green Marine has built a talented workforce through their flourishing apprenticeship programme.

Sandie James, Personnel Manager at Green Marine, is responsible for the Apprentice Training Programme. She said; "We currently have a mix of apprentices training with us, from 4th year through to 1st years. The success of our programme and our high retention rate is due to a mix of elements including, having a good selection and recruitment policy, and a thriving collaboration with Southampton City College's



Maritime Technology Centre to further develop training. We have also received support from the Marine South East Mentor training course and Paragon ITE."

Green Marine specialise in high specification craft ranging from small racing yachts through to large offshore cruising yachts and lifeboats for the RNLI. Significantly, Green Marine has a vital need for a highly skilled workforce who have relevant and appropriate training. For further information on Green Marine and their apprenticeship programme visit www.greenmarine.co.uk, or contact Personnel Manager, Sandie James, tel: 01590 647300, email: sandie@greenmarine.co.uk.



US Advisers to visit South East

If the US is a target market for you, you may like to meet up with a small group from Hampton Roads, Virginia, which will be visiting marine companies in the South between 11-13 March 2008.

The team, from the Hampton Roads Economic Development Alliance, are experts in helping UK companies establish themselves in the USA, and can advise on business costs, personnel, tax, property and many other issues. They are also connected with potential joint venture partners.

Hampton Roads is a strategically important American marine hub which is based in the state of Virginia. From marine leisure and oceanography to shipping and defence this region has a great deal to offer the UK maritime industry.

For more information or to meet the team during their visit please call Charles Macdowell on 020 7823 6003.



Marine South East Event outlines the potential for Daedalus

A recent MareNet event held to discuss the future of the Daedalus site received an impressive response, with over 70 delegates from marine businesses, service companies and business support agencies attending the event.

Jonathan Williams, CEO of Marine South East, summed up the mood of the meeting which favoured an 'ambitious and far reaching vision, potentially combining a marina, slipway and tarmac runway to create a unique cross-sector development opportunity for the South Coast.'

Main speaker Tim Houghton, from Groundwork Solent, outlined five initial concepts for the site. He said; "The event provided an excellent opportunity to explain the concepts to interested businesses in the marine sector and to understand their needs and aspirations for land and access to the water in the Gosport area."

A number of key features of the site were discussed along with concerns over residential and commercial proximity, transport access and the future of the runway. SEEDA's Project Manager for Daedalus Clare Chester added; "The Daedalus project has the potential to be a very exciting scheme with far-reaching impact. The comments that we have received from all the consultation events we have held will be considered by the project team and inform the development of a core masterplan which we plan to ask for feedback on from all interested individuals and businesses in early summer 2008."

More information as well as the presentation from the event is available on the Marine South East website at www.marinesoutheast.co.uk on the MareNet page or on the Daedalus website www.daedalus-seeda.co.uk

All enquiries about short term lease opportunities should be directed to Andy Hellier at Hellier Langston, F7 Fareham Heights, Standard Way, Fareham, PO16 8XT, tel: 01329 220 111, fax: 01329 220 777 or email: AH@hlp.co.uk. To register an interest about locating to the site in the medium to long term, or to comment on the plans for the site please contact Tim Houghton of Groundwork Solent on the freephone number 0800 077 8439 or email daedalus-project@seeda.co.uk



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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