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Welcome to the North East Automotive expo 2016
Paul Butler, CEO, NEAA

It is no exaggeration to say the first year of the North East Automotive Alliance (NEAA) has exceeded our expectations. It is testament to the input from our Board, the ongoing support of our members and the NEAA team that the NEAA is now the largest automotive cluster in the UK and one of, if not the, fastest growing clusters in Europe.

Today the NEAA has 179 active member companies working together to promote and support the sustainable economic growth of the region’s automotive industry.

Last year’s North East Automotive expo was an exceptional inaugural event and played a major part in our success in increasing the profile of the North East Automotive sector; showcasing the region’s significant and growing automotive capability and in connecting companies and forming a strong network.

This year’s event is set to trump that. We have keynote presentations from Nissan and Jaguar Land Rover, who between them account for two thirds of all vehicle output in the UK. We also have buyers from Nissan, Jaguar Land Rover, Komatsu UK, Cummins UK, Nifco UK, Gestamp Tallent, Calsonic Kansei Europe, Faltec Europe and Faurecia, who will take part in the Meet the Buyer.

In addition, we have the main exhibition, workshops and demonstrations; and I’m extremely pleased to say that we have introduced a new “Technology Showcase” which provides companies with an opportunity to showcase their latest technologies to the automotive sector.

The purpose of the North East Automotive expo is to provide companies with an opportunity to showcase their products and services and highlight the significant and growing capability of the North East Automotive sector and its supporting service sector. It will provide you with an opportunity to increase your knowledge of the sector, the companies operating in the region, to network and connect with fellow members, whilst learning about the support available through the NEAA, its significant and growing membership and the business support organisations who are ready to help.

I would like to make a special thank you to our partners and sponsors of the event, as well as the buyers and many speakers contributing to the extensive keynote speaker sessions and interactive workshops - without them we wouldn’t have been able to deliver such a great event.

I hope you make the most of this fantastic opportunity and would encourage you to take time to explore the full event and most importantly, network.
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Agenda

08.30 Registration

09.00 Welcome & Introduction
Cllr Trueman, Sunderland City Council

09.05 - 09.15 About the North East Automotive Alliance
Paul Butler, CEO, NEAA

09.15 - 09.40 Keynote Speaker Nissan
Kevin Fitzpatrick, Nissan’s vice president for manufacturing in the UK

09.40 Exhibition, Workshops, Meet the Buyer & Live Demonstrations

11.00 - 12.30 Technology Showcase

12.30 - 13.30 Lunch & Networking

13.30 PM Session Kick Off  Paul Butler, CEO, NEAA

13.40 - 14.10 Keynote Speaker Jaguar Land Rover
JLR and its UK Supply Chain
Michael Mychajluk, Supply Chain & External Engagement Manager, Jaguar Land Rover

14.10 Exhibition, Workshops, Meet the Buyer & Live Demonstrations

16.00 Close
**Keynote Speakers**

**Michael Mychajluk.**
BA FCA, Supply Chain & External Engagement Manager, Government Programmes Office, Purchasing, Jaguar Land Rover

- Automotive Council Supply Chain Group Member
- Chair of the Manufacturing Special Interest Group for the ICAEW
- Named in The Manufacturer Top 100 2015 as a Driver of Cultural Change

Michael has worked at Jaguar Land Rover for 19 years and currently provides business investment support to the UK automotive supply chain at all levels as this sector takes advantage of a sustained period of strong growth. The UK automotive industry is dominated by large foreign owned multi-nationals all sourcing components based on best global ability to compete on cost, quality and technology. However, many UK suppliers most of which are SMEs are an integral and vital part of a healthy and competitive supply chain. Michael’s work brings together a variety of UK stakeholders from the banking sector, finance professions, Government support agencies and departments, industry associations, universities, as well as leaders in the automotive companies themselves to enable the UK supply chain to compete successfully.

---

**Kevin Fitzpatrick.**
Nissan’s Vice President for Manufacturing in the UK

Kevin began his career as an apprentice fitter and turner with the Royal Ordnance Factory in Birtley, progressing to technician apprentice in 1977, and professional and technology officer in 1982. He was a winner of the Ministry of Defence “Tom Nevard Award” in 1979 whilst with the R.O.F.

In 1982, he left Royal Ordnance to become an industrial engineer with Huwood Ltd, moving on to production engineer in 1984, before leaving to join Nissan in 1985, to help set up the new manufacturing facility. His first role at NMUK was as a supervisor within the paint shop.

He was appointed plant engineering manager in 1995, facilities engineering manager in 1996, and vehicle quality assurance manager in 1997. In 1999 he moved across to become production manager, trim and chassis, and was appointed general manager, production, in February 2001. After his role as Production Director, Kevin became deputy managing director in 2007, followed by a promotion in April 2010 to Vice President, Manufacturing UK.
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• Hydraulic Components, Consultancy & Support

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Workshop Agenda

Drumaville Suite, 3rd Floor

09.50-10.20  
**TS16949 Automotive Quality Management System is Changing – Find out how this will affect you when dealing with Vehicle Manufacturers**  
Rob Hine, Head of Commercial Engagement, BSI Group

10.30-11.00  
**Funding for Innovation**  
Tim O’Brien, Innovate UK, Garry Wilson, Advanced Propulsion Centre, Stephen Irish, Hyperdrive Innovation & Dr Colin Herron, Zero Carbon Futures

14.20-14.50  
**Sustainability - Diverting 100% of Your Waste from Landfill**  
John Holmes, Managing Director, Reprotec UK

15.00-15.30  
**Sickness Costs: Are You Keeping Your Business Healthy?**  
John Moran, B.Ed (Hons), B.Sc (Hons), Dip. Nursing, RMN, RN, DN, General Manager, Occupational and Organisational Health (I.O.H.)

Carling Lounge, 3rd Floor

09.50-10.20  
**Cost Saving through Energy Management**  
Richard Jennings, Energy Management Consultant, TDJ Services

10.30-11.00  
**Going Global – International Marketing Strategy and Implementation**  
Samantha Davison, Managing Director, Horizonworks and Richard Holmes, Account Director – Marketing and PR, Horizonworks Marketing

14.20-14.50  
**Department for International Trade - Automotive Investment Organisation and DIT Export Services**  
Martin Wood, Business Development Manager, Automotive Investment Organisation (AIO) & Simon Crosby, Lead International Trade Advisor, Department for International Trade

15.00-15.30  
**ACE SME Programme Opportunities**  
Paul Butler, CEO, NEAA
Drumaville Suite, 3rd Floor

09.50-10.20  **TS16949 Automotive Quality Management System is Changing – Find out how this will affect you when dealing with Vehicle Manufacturers**  
Rob Hine, Head of Commercial Engagement, BSI Group

Attend this seminar if you supply products or materials to vehicle manufacturers or their suppliers. A complete review of TS16949, the automotive quality management systems, is currently in progress. Several key changes are planned which will directly impact on how suppliers will need to meet requirement of vehicle manufacturers operating the system when the standard is published.

Get an overview of the requirements and expected timescales with an opportunity to ask your questions of the industry experts at BSI Group.

10.30-11.00  **Funding for Innovation**  
Tim O’Brien, Innovate UK, Garry Wilson, Advanced Propulsion Centre, Stephen Irish, Hyperdrive Innovation & Dr Colin Herron, Zero Carbon Futures

Join Innovate UK and Advanced Propulsion Centre at this interactive workshop to learn more about funding opportunities for innovation. Understand about the different competitions currently available, how your technology can benefit from funding and the application process.

Also, hear first-hand from NEAA members, Hyperdrive Innovation and Zero Carbon Futures, on their experiences of working with Innovate UK and Advanced Propulsion Centre and how funding competitions have benefitted their individual businesses.

14.20-14.50  **Sustainability - Diverting 100% of Your Waste from Landfill**  
John Holmes, Managing Director, Reprotec UK

Join Reprotec the surface protection specialists to find out how they have diverted 100% of their waste from landfill, which is an industry first. In 2015 they implemented their sustainability strategy and so far they have saved an impressive 97 tons of waste.

Also hear about the work they have undertaken with companies in the automotive industry and how the solutions implemented have resulted in huge savings. Understand about
the different methods your organisation can adopt to improve recycling and waste management.

They will also be providing further insight into some of their products which have a high recyclable content including Ecoguard. This is made using up to 46% recycled materials, is low odour and solvent free and provides up to 33% more coverage than standard paints.

15.00-15.30

**Sickness Costs: Are You Keeping Your Business Healthy?** John Moran, B.Ed (Hons), B.Sc(Hons), Dip.Nursing, RMN, RN, DN, General Manager, Occupational and Organisational Health (I.O.H.)

The workshop will look at some of the high costs associated with poor management of workplace health and introduce four key questions for businesses to ask in assessing how well they are performing in this area.

The questions we will address are:

- Are you keeping your workforce safe?
- Are you keeping your employees at work?
- Are you keeping them healthy?
- Are you legal?

There will be a short introduction on these important areas and then the chance for questions and discussions based upon participants real life situations.

**Carling Lounge, 3rd Floor**

09.50-10.20 **Cost Saving through Energy Management** Richard Jennings, Energy Management Consultant, TDJ Services

The cost of energy and the efficiency of its use have become major factors in operating any business, large or small. Yet energy management is often viewed as a costly one off activity that will only generate savings years after significant investments. However, energy efficiency is not only an important cost reduction measure but an important tool to improve productivity and drive competitive advantage.

This workshop will help you to understand how energy management can improve your business and discover the most effective ways to reduce energy consumption and costs, often through simple technical and behavioural changes.
10.30-11.00  **Going Global – International Marketing Strategy and Implementation**  
Samantha Davidson, Managing Director, Horizonworks & Richard Holmes, Account Director – Marketing and PR, Horizonworks

Presented by full service strategic marketing company Horizonworks, this workshop will examine the importance of strategy in providing the building blocks for global growth, and consider which marketing tools you should employ when promoting your business abroad.

Whether you are launching a product at an overseas trade show, are planning a market visit to explore new opportunities, or simply need to know where to start, this workshop will offer valuable guidance for NEAA members – and demonstrate international marketing in action through a North East manufacturer’s experiences.

14.20-14.50  **Department for International Trade - Automotive Investment Organisation and DIT Export Services**  
Martin Wood, Business Development Manager, Automotive Investment Organisation (AIO) & Simon Crosby, Lead International Trade Advisor, Department for International Trade

70% of UK small businesses think there is no market for their products and services...there is!

Join us at this interactive workshop to learn more about the Department for International Trade (DIT), its Automotive division and how they can offer advice and guidance when it comes to exporting your products and services.

15.00-15.30  **ACE SME Programme Opportunities**  
Paul Butler, CEO, NEAA

The NEAA will deliver information on their ERDF funded SME Programme, Advancing the Competitiveness of NE Automotive SMEs (ACE SME). The programme will focus on improving the competitiveness of SMEs, expanding business capability through business excellence, increased trade and innovation, attracting new SMEs into the sector and supporting entrepreneurship.
Technology Showcase

Venue: Riverview Brasserie, 3rd Floor
Time: 11.00-12.30

11.00 - Introduction
The North East Automotive Alliance
Paul Butler, CEO

11.05 - Technology Showcase
Sponsor - Simple Solutions to Complex Supply Chains
Evolution MRO
Peter Oram, Group Development Director

11.15 - Expanded Metal: Your Lightweight Solution
The Expanded Metal Company
Ian Hutchinson, Business Development Project Manager

11.20 - ‘A’ Surface Finishes
DS Smith Plastics Foam Products
Gary Sheppard, Automotive Market Manager

11.25 - Intelligent Systems Electrification
AVID Technology
Paul Middlemiss, Aftermarket Sales Manager

11.30 - Automotive Benefits from Printing Electronics
CPI
Steven Bagshaw, Business Development Manager

11.35 - SMART - The ART of Supplier Management
Industrial Workwear Ltd
Craig Hamilton, Sales Director

11.40 - High Performance Energy Systems
Hyperdrive Innovation Limited
Stephen Irish, Managing Director

11.45 - A Well-Kept Secret
ElringKlinger (GB) Limited
Steve Barker, Business Development Manager

11.50 - Purchase to Pay the Easy Way with i2B Connect
i2B Limited
Hilary Kinnair, Director

11.55 - Protect your Surfaces and the Environment
Reprotec UK
John Holmes, Managing Director

12.00 - Simplifying Safety with Vending Machines
Nusafe Europe Limited
Gerry Carruth, Sales Director

12.05 - Electric Vehicle Charging: The Growth
Elm EV
Dan Martin, Commercial Director

12.10 - Bespoke Noise Absorbing Steels & Alloys: For Quieter Components
Sound Damped Steel
Les Thompson, Managing Director
12.15 - Weight Reduction without Compromise = Composites I Io of Metals
Jigsaw Business Group
Yaniv Oren, Director

12.20 - Virtual Reality: How it can be used successfully in Manufacturing
Neutron VR
Richard Coates, Managing Director

12.25 - Otechos Technology Group
Otechos Technology Group
Andrew Scarrott, Managing Director

Hyperdrive Innovation Lithium-ion battery systems for automotive

Nissan Battery Plant in Sunderland

Expanded metal for lightweighting from the Expanded Metal Company

Evolution MRO - Technology Showcase Sponsor
Meet the Buyer

Venue: Executive Boxes, 2nd Floor
Time: 09.40 to 11.00 and 14.20 to 16.00

Back by popular demand is the Meet the Buyer event, this year sponsored by Briggs Equipment. As part of an initiative to support the local automotive industry with business opportunities, the NEAA is offering pre-booked one-to-one buyer meetings to visiting delegates and exhibitors.

Meetings have been arranged in advance and all delegates have been provided with appropriate meeting schedules. If for any reason you are unable to make any of your meetings, please contact a member of the Expo Staff on the event day.

If you have missed the opportunity to arrange pre-booked one-to-one meetings, you can complete a buyer request form at the expo Registration Desk. Should we have capacity to offer additional one-to-one meetings during the day, we will then contact you to arrange this.

One-to-one meetings are held in the Executive Boxes on the 2nd Floor and last for a duration of 20 minutes.*

*Please note, this area is only accessible to delegates who have pre-arranged meetings and is not open to delegates for browsing.

Box 22 Craig Edgar
Cummins UK

Box 23 David Tweddell & Josh Barber
Gestamp Tallent

Box 24 Cameron Grant
Calsonic Kansei Europe

Box 25 Wayne Turnbull
Faltec Europe

Box 26 Jonathan Armishaw & Manuel Pastor
Faurecia

Box 27 Sharon Baker
Faurecia

Box 28 Ann-Marie Husband & Dave Oxley
Komatsu UK

Box 29 Steve Beckwith
Nifco UK

Box 30 Adam Piggin
Nissan

Box 31 Anthony Lees
Nissan

Box 32 Sam Cattell
Jaguar Land Rover

Box 33 Ville Tiitola
Jaguar Land Rover

Box 34 Jonathan Bonner
Jaguar Land Rover
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We are proud to be a member of the NEAA.
Demonstrations

Outside Demo Area
We are delighted to offer a number of vehicles, products and interactive elements in the Outside Demo Area at the entrance to the Stadium of Light. Please take some time to look over and test out some of this equipment which includes;

• Yale Forklift Truck Range from Briggs Equipment
Available for demonstration is the Yale MP16 (small pedestrian pallet truck), the 16VF (4 wheel electric counterbalance), the 16VA (electric counterbalance) and the GC20VX (ICE counterbalance).

• KOMATSU HB365LC-3 Hybrid Crawler Excavator
The Komatsu HB365LC-3 Hybrid Crawler Excavator has all the performance, productivity and durability of a conventional 36 tonne excavator but with at least 20% fuel saving. The vehicle will be built in Birtley from December 2016.

• RS Live! Mobile Innovation Experience
RS Components will demonstrate its RS Live! ground-breaking mobile innovation experience. It will take you on an exciting and educational journey through six interactive environments - Design, Build, Maintain, Store, RS Pro and Purchase.

• Infiniti Range from Infiniti Centre Newcastle
The Infiniti range, including the Q30, Q50 and Q70, will be available for viewing throughout the show.
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Exhibitor profiles A-A

Altec Engineering Group

23-26

t: 0191 377 0555
e: altec@alteceng.co.uk
w: www.alteceng.co.uk

The Altec Engineering Group of companies provides a comprehensive range of complementary services including: CNC Machining, Special Purpose Equipment, Specialist Coatings and Hydraulic Systems and Components. The Group, which employs over 150 personnel across multiple locations, is active within a diverse range of market sectors, including automotive, defence & aerospace.

Amtech Rapid Prototyping

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t: 0191 454 1900
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w: www.amtech-rp.co.uk

At Amtech Rapid Prototyping we offer a wide range of services to help you realise your design, such as: 3D Printing using layer additive technology: professional hand finishing: spray painting service: vacuum casting: model making: and specialist finishes such as chrome paint, CNC machining RIM casting and vacuum forming.

Animmersion

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e: JWilliams@Animmersion.co.uk
w: www.animmersion.co.uk

Animmersion design and develop a range of engaging interactive experiences delivered on a variety of innovative display devices. From dashboards to apps and animations, content is developed to showcase products and services in an interactive and visually engaging manner.

Arlington Automotive

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w: www.arlington-automotive.com

Arlington is a Tier 1 supplier in the automotive market and offers solutions to well-recognized global brands. Arlington’s vision is to pioneer supply chain integration leading to tighter relationships with other automotive manufacturers and continue to be an ultimate stop shop for every major OEM in components and assembly markets.
AV Dawson

AV Dawson provides better connectivity by Road, Rail, Land and Sea through its Teesside freight-handling facility; including shipping and rail freight terminals, warehousing and supporting road transport fleet. With its state-of-the-art automotive steel distribution centre, it has become a key player in the region’s automotive supply chain.

AVID Technology

AVID Technology is the market leader in customised thermal management solutions and electrified ancillaries to maximise efficiency, safety and reliability of hybrid and electric vehicles. Products include: Electric Pumps for Oil and Water Cooling, Intelligent Electric Fans, Power Alternators, eFan Micro Hybrid Systems, Thermal Systems, and Custom Solutions.

Avon Group

Avon Group are a unique group of industrial manufacturing centres focussed on ‘Engineered Solutions’. This broad term embraces Design, Project Management and Tool Production; Gaskets, Seals and Washers; Rubber mouldings and Extrusion; Plastics in various forms from Injection moulded to Twin Sheet Vacuum Formed; Acoustic non-woven materials with Heat Sealed edges; Assemblies and Kitting.

Bradley O’Mahoney

A full service public relations company that assists clients to shape and sharpen their communications as they look to heighten their profile in key markets or engage with existing and potential customers, staff and the community.
Exhibitor B-D profiles

Briggs Equipment

4 & Outside Demo Area

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Briggs Equipment and Yale® Europe Materials Handling work in partnership to provide tailored materials handling solutions for a range of automotive customers. As the exclusive distributor of Yale counterbalance forklift trucks and warehouse equipment in the UK, Briggs Equipment is also committed to swift service response through its ‘first time fix’ philosophy.

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CDM Recruitment

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t: 0191 469 2409
e: d.syminston@cdmrecruitment.com
w: www.cdmrecruitment.com

CDM Recruitment are the specialist Engineering & Technical Recruitment agency supporting the Automotive supply chain. Specialising in Maintenance, Design, Quality, Manufacturing and Production.

D&S Services

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t: 0191 4957100
e: amy.mckenna@dandss.co.uk
w: www.dandss.co.uk

D&S Services are a multi-disciplined service supplier to industry. We offer design and manufacturing of bespoke and standard stillages, gravity fed racking and trolleys predominantly to the automotive industry. With a strong production engineering and design background we have the ability to create stillage designs for the most complex of part.
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Exhibitor E-E profiles

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w: www.emirates.com/uk

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e: sales@exta.co.uk
w: www.expert-amt.com
Evolution MRO Ltd

Exhibitor E-F profiles

t: 07856 686153
e: Peter.oram@evolutionmro.co.uk
w: www.evolutionmro.com

Evolution MRO is the leading integrated provider of technology driven procurement and inventory management tools to manufacturers in the UK. Helping them to reduce cost by consolidating their indirect supply chain through Intelligent Marketplace procurement software, industrial vending systems and RFid Consumable Stores, delivering management information and significantly reducing associated costs.

Fenland RP

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t: 01945 411700
e: sales@fenlandrp.co.uk
w: www.frpsolutions.co.uk

FRP is a Rapid Manufacturing company. With the support of other team members FRP has grown to a combined industrial experience of 50 years, becoming a respected supplier of all forms of Rapid Technologies from around the world, successfully delivering projects from high precision medical assemblies to large scale marine products.

Festo

13-14

t: 01604 667000
e: info_gb@festo.com
w: www.festo.co.uk/automotive

Festo is a global leader in pneumatic and electric automation supporting a standard range of 30,000+ products with a wide range of services including training and consulting. We are specialists in movement and control including precision pick and place, high speed assembly and reliable control of fluids.

Flowstore

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e: Simon.bolton@flowstore.co.uk
w: www.flowstore.co.uk

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- Assembly cells
- Work stations
- Floor markings & safety signage
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## Exhibitor F-H profiles

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<th>FS Design Limited</th>
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<td>t: 0191 516 6652 e: <a href="mailto:chead@fsdesign.co.uk">chead@fsdesign.co.uk</a> w: <a href="http://www.fsdesign.co.uk">www.fsdesign.co.uk</a></td>
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Ford Components are an award-winning specialist in engineered components for the automotive, defence, rail, off-road, marine and other related high technology industries. Our businesses provide a first-class, made-to-print turnkey component solution to a broad range of customers.

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<th>GEM Partnership</th>
<th>Horizonworks Marketing</th>
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<td>t: 0191 244 6444 e: <a href="mailto:Graeme.clark@gempartnership.com">Graeme.clark@gempartnership.com</a> w: <a href="http://www.gempartnership.com">www.gempartnership.com</a></td>
<td>t: 0345 0755955 e: <a href="mailto:samantha@horizonworks.co.uk">samantha@horizonworks.co.uk</a> w: <a href="http://www.horizonworks.co.uk">www.horizonworks.co.uk</a></td>
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GEM Partnership are a specialist recruitment company with dedicated divisions covering Engineering, IT, Commercial, Automotive, Contact Centre and Industrial. We have formed long lasting partnerships with clients over the North East and offer a value driven and ethical approach to recruitment.

Horizonworks is a full service strategic marketing company with vast experience in strategic marketing, public relations, design, brand development, digital marketing and event management. We have an established track record in the automotive, manufacturing and engineering sectors and we specialise in working with companies from strategy to delivery.
Exhibitor H-I profiles

HTA Real Estate

t: 0191 245 1234
e: enquiries@htare.co.uk
w: www.htare.co.uk

HTA Real Estate are the only commercial property consultants dealing solely with industrial property and land throughout the North East, from small workshops to large developments such as the new Vantec warehouse in Washington.

Hyperdrive Innovation

t: 0191 640 4586
e: info@hyperdriveinnovation.com
w: www.hyperdriveinnovation.com

Hyperdrive Innovation is a technology developer and manufacturer of lithium-ion battery systems incorporating battery management. Complementary technologies include electronic control, range extender and telemetry systems.

i2B

t: 01740 625258
e: Hello@i2b-online.com
w: www.i2b-online.com

i2B developed i2B Connect which is a leading purchase to pay software solution which started life in 1999. It was born out of a frustration of dealing with endless fire fighting tasks within the supply chain and has grown into a best practise solution in leading global manufacturing and engineering organisations.

Industrial Technology Systems

t: 01642 222232
e: enquiries@its-ltd.co.uk
w: www.its-ltd.co.uk

ITS, an independent systems integrator, offers a range of automation solutions to improve the performance of the automotive sector. ITS designs and implements vision systems, ID readers, track and trace, management information, OEE and process control systems from industry-leading suppliers including Cognex, Rockwell Automation, ICONICS and Siemens. ITS’ customers include ZF TRW, Elring Klinger, Nissan and Komatsu.
## Exhibitor I-J profiles

### Invisible Systems

<table>
<thead>
<tr>
<th>t: 01539 722520</th>
<th>e: <a href="mailto:Vahid.tambe@invisiblesystems.com">Vahid.tambe@invisiblesystems.com</a></th>
<th>w: <a href="http://www.invisible-systems.com">www.invisible-systems.com</a></th>
</tr>
</thead>
</table>

We provide turn-key solutions; from Energy Monitoring and Targeting systems to Compliance and controls systems, we manufacture and install wireless products including cloud-based software. Clients range from Government organisations to network providers such as National Grid.

### Institute of Supply Chain Management

<table>
<thead>
<tr>
<th>t: 0800 1422 522</th>
<th>e: <a href="mailto:michele@ioscm.com">michele@ioscm.com</a></th>
<th>w: <a href="http://www.ioscm.com">www.ioscm.com</a></th>
</tr>
</thead>
</table>

Innovative learning methods. Flexible study routes. Recognised qualifications. The Institute of Supply Chain Management was formed as the first international institute representing the interests of the supply chain industry across the world and truly encompassing all aspects of supply chain operations from purchasing to manufacturing, logistics to general management.

### Infiniti Centre Newcastle

70 & Outside Demo Area

<table>
<thead>
<tr>
<th>t: 0191 204 9729</th>
<th>e: <a href="mailto:salesenquiries@infinitinewcastle.com">salesenquiries@infinitinewcastle.com</a></th>
<th>w: <a href="http://www.infinitinewcastle.com">www.infinitinewcastle.com</a></th>
</tr>
</thead>
</table>

Infiniti Centre Newcastle specialise in providing sales, servicing and repair of Infiniti vehicles. Already experiencing massive growth, Infiniti Centre Newcastle are the North East’s only dealer for Nissan’s premium brand.

### Jigsaw Business Group

<table>
<thead>
<tr>
<th>t: 0191 228 6596</th>
<th>e: <a href="mailto:Cristina.pastor@jigsaw-people.com">Cristina.pastor@jigsaw-people.com</a></th>
<th>w: <a href="http://www.jigsawbusinessgroup.com">www.jigsawbusinessgroup.com</a></th>
</tr>
</thead>
</table>

We have proudly grown our business through reputation and recommendation by developing specific services and tailored business models to meet the challenges of a broad range of specialised sectors. If you are looking to fill permanent or interim positions, improve processes and productivity or develop your workforce skills or supply chain, we can deliver ‘solutions that fit’.
Exhibitor K-M profiles

Katmex

t: 01642 672531
e: dmitchell@katmex.co.uk
w: www.katmex.co.uk

Katmex, an engineering company based in Stockton, provides steel processed parts and fabrications to off road vehicle manufacturers and heavy engineering industries. 130 highly trained employees contribute to the success of the business, taking an active role in supporting the company’s commitment to H&S, environment and quality management.

Knowledge Transfer Network

t: 03333 403251
e: Mark.matchett@ktn-uk.org
w: www.ktn-uk.co.uk

The KTN run the UK’s Innovation Network. We connect people to speed up innovation, solve problems and find markets for new ideas. Working with large and small companies, government agencies and research organisations, with tech hubs, start-ups and public funding bodies, VCs and private investors, KTN has built a unique network that helps enterprising people and companies reach the full potential of their innovative capabilities.

Komatsu UK

Outside Demo Area

t: 0191 410 3155
e: john.lawson@komatsu.eu
w: www.komatsu-kuk.com

Komatsu UK, based in Birtley, manufactures products ranging from 20t through to 80t class crawler excavators. The latest generation of dash 11 crawler excavators is EU Stage IV Engine Emissions Regulations compliant and again raises customer expectations of what an excavator can deliver.

MAKE it Sunderland

t: 0191 561 1194
e: info@MAKEitSunderland.com
w: www.makeitsunderland.com

Investing in Sunderland is a low risk, high reward opportunity. At the heart of the UK’s only net exporting region, Sunderland makes more cars than Italy. With a rich industrial heritage, Sunderland attracts, supports and nurtures successful enterprises, from start-ups to new technologies. Sunderland. Making your business our business.
### Exhibitor N-N profiles

<table>
<thead>
<tr>
<th>Narrative Integrated Communications</th>
<th>Nelson Stud Welding UK</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>t:</strong> 07982 719373</td>
<td><strong>t:</strong> 01296 433500</td>
</tr>
<tr>
<td><strong>e:</strong> <a href="mailto:alan@narrativecommunications.co.uk">alan@narrativecommunications.co.uk</a></td>
<td><strong>e:</strong> <a href="mailto:enquiries@nelson-europe.co.uk">enquiries@nelson-europe.co.uk</a></td>
</tr>
<tr>
<td><strong>w:</strong> <a href="http://www.narrativecommunications.co.uk">www.narrativecommunications.co.uk</a></td>
<td><strong>w:</strong> <a href="http://www.nelson-europe.co.uk">www.nelson-europe.co.uk</a></td>
</tr>
</tbody>
</table>

* **Narrative Integrated Communications**

  Telling unforgettable stories through PR, advertising, design and digital marketing! People tell stories. It’s part of the human condition. The best ones are told again and again down the generations using words, music or dance. As an integrated communications agency we do the same, telling our clients’ stories through a range of platforms.

<table>
<thead>
<tr>
<th>Nikon Metrology</th>
<th>Nifco UK</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>t:</strong> 01332 811 349</td>
<td><strong>t:</strong> 01642 667987</td>
</tr>
<tr>
<td><strong>e:</strong> <a href="mailto:Rebecca.Smith@nikon.com">Rebecca.Smith@nikon.com</a></td>
<td><strong>e:</strong> <a href="mailto:marshall@nifcoeu.com">marshall@nifcoeu.com</a></td>
</tr>
<tr>
<td><strong>w:</strong> <a href="http://www.nikonmetrology.com">www.nikonmetrology.com</a></td>
<td><strong>w:</strong> <a href="http://www.nifcoeu.com">www.nifcoeu.com</a></td>
</tr>
</tbody>
</table>

* **Nikon Metrology**

  Nikon Metrology offers innovative measurement products, including vision measuring systems complemented by optical and mechanical 3D metrology solutions, responding to the advanced inspection requirements of the consumer, automotive, aerospace, electronics and medical industries. Visit our stand for live interactive demonstrations and your chance to meet our new sales team based in the North.

* **Nifco UK**

  Nifco UK is an Eaglescliffe-based car parts manufacturer. The company produces plastic components that are used in the engines, interiors and exteriors of cars made by Nissan, Ford, Honda, Toyota, Vauxhall Opel and Jaguar Landrover. Nifco is headed up by Mike Matthews MBE, a former apprentice, who is vice chair of the North East Automotive Alliance.
### Exhibitor N-N profiles

<table>
<thead>
<tr>
<th>Exhibitor</th>
<th>Profile Number</th>
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<tbody>
<tr>
<td>North East Automotive Alliance</td>
<td>22</td>
</tr>
<tr>
<td>North East Local Enterprise Partnership</td>
<td>3</td>
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<tr>
<td>Northumbria University</td>
<td>37</td>
</tr>
<tr>
<td>Nusafe</td>
<td>56</td>
</tr>
</tbody>
</table>

#### North East Automotive Alliance

**t:** 0191 516 4400  
**e:** enquiries@northeastautomotivealliance.com  
**w:** www.northeastautomotivealliance.com

The North East Automotive Alliance (NEAA) is an industry-led, membership-based cluster group, formed to promote and support the economic sustainable growth of the North East region’s automotive industry. We are a not-for-profit organisation, providing a single unified voice to key stakeholder groups and promoting the true value created by the North East automotive sector.

#### North East Local Enterprise Partnership

**t:** 0191 338 7420  
**e:** info@nelep.co.uk  
**w:** www.northeastlep.co.uk

At the North East LEP, our aim is to grow our area’s economy, creating more and better jobs. The Strategic Economic Plan sets out how we will achieve this, through delivery programmes across a number of key themes. Above all, it is our role to work in partnership with local businesses in order to make the North East economy thrive.

#### Northumbria University

**t:** 07773 047505  
**e:** alan.riseborough@northumbria.ac.uk  
**w:** www.northumbria.ac.uk

Northumbria University is a forward thinking, innovative and engaging University. Our areas of excellence include, automotive engineering, physics, advanced materials, electrical engineering, big data, product design and development. We would like to talk to you.

#### Nusafe

**t:** 0845 337 1698  
**e:** Emily.ogrady@nusafe.co.uk  
**w:** www.nusafe.co.uk

Nusafe is a client-focused PPE and workwear supplier, servicing clients throughout the UK. Nusafe makes PPE and workwear supply simpler, more efficient, and more cost-effective through a unique online ordering system, vending innovation, and flexible service solutions. Nusafe provides clients superb customer care, added-value services, comprehensive reporting, and innovation support.
Exhibitor O-P profiles

O'Brien Waste Recycling Solutions

As one of the largest independent waste management companies in the UK, O’Brien can offer a complete solution for your waste recycling needs. We handle all waste types from general to hazardous. Our industry leading 98% recycling rate and zero to landfill provides our clients with exceptional environmental credentials.

Paragon Rapid Technologies

Paragon offers concept models, verification prototypes and low volume production solutions to the automotive sector. Applications include interior trim, steering wheels, centre consoles, door cards, instrument panels, exterior mouldings, grills and brightwork. Services include 3D Printing, Vacuum Casting, Reaction Injection Moulding (RIM), CNC Machining and a range of finishing processes.

Oculus HR

Shining a light on HR. Oculus HR is a vibrant, forward thinking HR consultancy based in the North East. We offer trusted, best practice HR solutions to all types of employers with a proven knowledge and experience in and around the North East’s Automotive Sector.

Peak Performance Partnership (3P)

3P is a business performance consultancy that specialises in growing people, growing talent and growing business. Established in 2013, the 3P team have a combined experience of over 100 years of improving business performance in blue chip companies and an in depth knowledge of the link between people engagement and improved business output.
Exhibitor Q-R profiles

QHotels

t: 01434 673350
e: slaleyreception@qhotels.co.uk
w: www.QHotels.co.uk/SlaleyHall

Surrounded by 1,000 acres of Northumberland moorland, Slaley Hall is the perfect getaway for a relaxing romantic break, business meeting, challenging round on golf on either of the PGA Championship courses or simply sit back, relax and enjoy the beautiful views. If adrenalin pumping activities are more your thing we can offer these too with our onsite activity centre.

Reprotec UK

t: 0191 378 2566
e: john@reprotec.net
w: www.reprotec.co.uk

Reprotec offers a full service and flexible solution for the repair and protection of the fabric of buildings from the initial site visit to final fitting.

With clients including Nissan, Mecaplast and Unipres UK we have a nationwide reputation for providing repair and protection solutions for flooring, walls and roofs to the automotive sector.

RS Components

Outside Demo Area

t: 07973 812902
e: Craig.Sargeson@rs-components.com
w: www.uk.rs-online.com

We’ve been serving engineers and procurement specialists for more than 75 years. We’re the world’s leading high-service distributor of electronics, automation and control components, tools and consumables, serving over 1 million customers globally. With operations across 32 countries and a global network of distribution centres worldwide, we ship more than 44,000 parcels daily.

RTC North / EEN

t: 0191 516 4400
e: enquiries@inspiringgrowth.co.uk
w: www.inspiringgrowth.co.uk

Our services are designed to help clients, innovate, improve and grow. Specialising in the commercialisation of new products and services, we work with individuals, businesses and the public sector to help create more innovative and vibrant economies.
Sevcon supplies world leading companies with high quality motor controllers and system components for their electric vehicles. We offer a diverse range of products on electrically powered vehicles from forklift trucks to high performance sports cars, which are constructed to perform reliably in the most severe conditions.

Sigma ASL finds innovative answers to highly complex engineering problems. Using modelling & simulation techniques, our team of engineers can refine and optimise designs to meet precise needs. Using state of the art machinery and software, our Korean plant produces castings in Aluminium, Magnesium iron and steel.

Since 2006 SGP Group has been supporting companies in providing the highest quality of manufactured products. We are experts in the following services: selection, sorting and repairing parts: components; and finished products. We recruit and train employees for every branch of industry.

Spearhead Interactive is a leading emerging technology agency, providing a diverse, award-winning range of services and solutions in corporate / commercial strategy, technology & interactive software. Products, components, plant, sites are brought to life; integrating and overlaying animation, functionality, data and systems onto 3D CAD - enabling access through PC, mobile, AR & VR hardware.
South Tyneside is the ideal place for automotive companies to locate in the UK, with an attractive range of land and premises including the proposed International Advanced Manufacturing Park for South Tyneside and Sunderland. Contact our Inward Investment Team to discuss your business needs and the incentives available.

Sunderland College is one of the top performing colleges in the North East and is also one of the largest apprenticeship training providers in the region. The College’s new £29m City Campus will play a leading role in supporting the growth and development of advanced manufacturing in particular within the automotive sector.

Established in 1890, The Expanded Metal Company Limited are a global supplier of expanded metal mesh and components to the automotive sector. As well as a popular aesthetic choice for leading car manufacturers, expanded metal has a dramatic effect in weight reduction which has led to cutting edge innovation in vehicle design.

Founded in 1919, Tomlinson Hall has vast expertise in pump distribution and manufacturing. Boasting extensive engineering experience, it offers full service solutions to industry challenges. It is a distributor for major pump brands, including DEPA, ELRO, Grundfos and Mono, and also manufactures its own liquid ring vacuum pump, Liquivac (www.liquivac.co.uk).
<table>
<thead>
<tr>
<th>Exhibitor T-W profiles</th>
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<tbody>
<tr>
<td><strong>TR Fastenings</strong></td>
<td>6</td>
</tr>
<tr>
<td>t: 08454 811 800</td>
<td></td>
</tr>
<tr>
<td>e: <a href="mailto:marketing@trfastenings.com">marketing@trfastenings.com</a></td>
<td></td>
</tr>
<tr>
<td>w: <a href="http://www.trfastenings.com">www.trfastenings.com</a></td>
<td></td>
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<tr>
<td>TR is a major component supplier to the automotive sector. Our aim is to be seen as the vendor of choice for the Tier 1’s who support global OEM’s, with our comprehensive product offering, with our manufacturing capabilities and global sourcing expertise, we can supply almost every fastener required for a vehicle assembly.</td>
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<tr>
<td><strong>Unipres UK</strong></td>
<td>12</td>
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<tr>
<td>t: 0191 418 2000</td>
<td></td>
</tr>
<tr>
<td>e: <a href="mailto:s_sanderson@unipres.co.uk">s_sanderson@unipres.co.uk</a></td>
<td></td>
</tr>
<tr>
<td>w: <a href="http://www.unipres.co.uk">www.unipres.co.uk</a></td>
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<tr>
<td>Unipres (UK) Limited are a tier 1 supplier to Nissan, Honda and Renault. Located in Sunderland since 1987 we are a state of the art manufacturing plant and supply key car Press and Assembly body structural parts that use high strength steel, tailored blank welding and hot press technology.</td>
<td></td>
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<tr>
<td><strong>VRTGO Labs / Neutron VR</strong></td>
<td>48</td>
</tr>
<tr>
<td>t: 07881 833443</td>
<td></td>
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<tr>
<td>e: <a href="mailto:carri@secret-sauce.co.uk">carri@secret-sauce.co.uk</a></td>
<td></td>
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<tr>
<td>w: <a href="http://www.vrtgo.co.uk">www.vrtgo.co.uk</a></td>
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<td>VRTGO Labs is Europe’s only industry-led Virtual Reality (VR) and Augmented Reality (AR) centre of excellence that brings together the best VR and AR companies, academia and freelancers to collaborate on the development and commercial application of these exciting technologies.</td>
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<tr>
<td><strong>Workwear Express</strong></td>
<td>50</td>
</tr>
<tr>
<td>t: 0800 028 5867</td>
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<tr>
<td>e: <a href="mailto:simon@workwearexpress.com">simon@workwearexpress.com</a></td>
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<tr>
<td>w: <a href="http://www.workwearexpress.com">www.workwearexpress.com</a></td>
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<tr>
<td>Workwear Express are experts in personalised workwear, uniforms and promotional clothing. Operating for more than 25 years, the North East company has grown to become industry leading specialists, working with thousands of companies, both big and small, to provide them with all of their personalised clothing requirements.</td>
<td></td>
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</tbody>
</table>
Werma will be demonstrating Andonspeed, a low cost, easy to install andon light system for monitoring machine efficiency / uptime/downtime and a call for action system to speed up response to process line breakdowns, which will improve transparency of your op and speed up logistics processes.
Venue Plan

1. Riverview Brasserie
   - Technology Showcase
2. James Herriot Suite
3. Drumaville Suite - Workshops
4. Carling Lounge - Workshops
5. Legends Lounge
6. Black Cats Bar
7. Quinn’s Sports Bar
   - Catering & Refreshments
8. Business Lounge - Hall 2
9. Magic Moments Bar - Hall 3
10. The Montgomery Suite - Hall 1
11. Players Lounge
12. Media Lounge
13. Executive Boxes - Meet the Buyer - Box 22-34
Hall 1
Hall 2
South Tyneside is the place to locate your business in North East England

- Excellent transport links to the rest of the UK, Europe and beyond via the A19 and A1(M), Newcastle International Airport and the Port of Tyne
- Highly skilled workforce and industry led skills programme to meet business needs
- Competitive premises offer and financial incentives

South Tyneside is the ideal location for your business - come visit us and find out for yourself what we can offer.

Invest South Tyneside
🌐 | www.investinsouthtyneside.co.uk
📞 | 0191 424 6257
✉️ | business@southtyneside.gov.uk

Connect with us:
🐦 | @STyneBusiness      💬 | InvestSouthTyneside
Horizonworks specialises in working with companies from the automotive and manufacturing sectors. We will drive your marketing to the next level.

- Strategy and planning
- Marketing campaigns
- PR and social media
- Branding and design
- Digital marketing
- Website design and build

NEAA members receive a free marketing health check worth £1,000*

0345 075 5955
hello@horizonworks.co.uk
www.horizonworks.co.uk

*Conditions apply. Visit our website.