



MERSEY  
MARITIME



## MEMBER **UPDATE**

FEBRUARY 2020



## CELEBRATING AND RECOGNISING EVERYTHING THAT MAKES MERSEY MARITIME THE MOST DYNAMIC SECTOR IN THE COUNTRY!

FROM CHRIS SHIRLING-ROOKE

**Welcome to the latest edition of the Mersey Maritime Ezine. February has been another exceptionally busy month for our organisation and indeed the industry right across the region. And March looks set to be one of our biggest and most significant months yet with many events on the horizon.**

We started the month with another fantastic 'Face to Face' networking breakfast with Mark Critchley of Denholm UK Logistics, delivered the second of our International Trade Forum events with Lesley Batchelor OBE, partnered with the Offshore Energy Alliance to move forward our Offshore and Energy Forum and also hosted all of the Maritime UK Regional Council members from around the country at Liverpool Football Club. Every single week is packed with events and activity; a true demonstration of the energy that exists right now in our sector.

In just a few days' time, HMS Prince of Wales will pay the region a significant honour when she enters the Mersey and berths at the Liverpool Cruise Liner Terminal. In a demonstration of the Royal Navy's close ties to the city, the second of the services' massive new 'Queen Elizabeth Class' aircraft carriers will arrive on 28th February for a week-long series of events. HMS Prince of Wales is affiliated to the city and will give the opportunity for members of the public – for the first time – to step aboard the impressive vessel. With a flight deck that is 70 metres wide and 280 metres long we are sure nobody will be disappointed.

From a Mersey Maritime perspective, we are delighted to be partnering with Maritime UK and HM Government to deliver the Third UK-US Maritime Nations Forum, aboard the Royal Navy vessel. Following on from the second such Forum in Washington DC last November, this significant event will focus on key issues such as transatlantic trade and the environmental agenda in the run up to COP26. We are grateful to a range of our members who will participate in these important discussions.

As if that wasn't enough...the following day will see the Sixth Mersey Maritime Industry Awards, MMIA20, take place at St George's Hall.

THOUGHT PIECE





This year's awards are the biggest yet. We've attracted more applications, more attendees and more interest than ever before. As the United Kingdom's leading regional maritime cluster organisation we are proud to showcase our industry regionally, nationally and internationally in this way.

The evening of Friday 6th March is the culmination of a long process and is a dynamic celebration of the maritime industry in the Liverpool City Region and beyond. It represents the end point of scores of nominations, a judging process led by a panel of experts from across the whole sector and an industry wide vote for the ultimate winners. We will celebrate the very best of the industry; the companies, projects and people who are demonstrating such excellence, innovation and growth.

Thank you to our Diamond Sponsors: Kays Medical, Peel Ports Group, Royal Haskoning DHV and Western Union Business Solutions; our Drinks Reception Sponsor, Hill Dickinson LLP, and all of our other award sponsors, for making this event possible. And good luck to all the finalists!

As ever, I hope you enjoy reading our Ezine and if you have any articles you'd like to include in future editions, please do send them over.



## MERSEY MARITIME HELPS DELIVER MAJOR TRANSATLANTIC TRADE DISCUSSIONS AS HMS PRINCE OF WALES ARRIVES IN LIVERPOOL

- **Business leaders to meet on HMS Prince of Wales to discuss US-UK Free Trade Agreement and how industry should respond to climate change**
- **HMS Prince of Wales is visiting affiliated city for first time**
- **Thousands of members of the public expected to visit during stay**
- **Trade between two countries currently stands at \$261.9 billion**

British and American business leaders will meet aboard the HMS Prince of Wales when the new aircraft carrier visits Liverpool next month.

The carrier will play host to high-level discussions amongst company executives about the shape of the UK-US Free Trade Agreement, which the two countries are due to start negotiating.

The UK-US Maritime Nations Forum is being held aboard the 65,000-tonne aircraft carrier, itself a showcase of British engineering, technology and design, as well as a statement of British commitment to upholding global free trade rules. It is the third such Forum helping business think about the future of UK-US trade, with the first held in New York in 2018 and the second in Annapolis in November last year.

The summit takes place following the UK's departure from the EU, with the country now able to develop its own independent international trade policy. Both the UK and US have made clear their intention to strike a bilateral trade agreement as a matter of priority.

Other topics for discussion aboard the warship include how the maritime sector should prepare for the UN's global conference on climate change, COP26, to be hosted in Glasgow in November, and how the case for free trade can be made in an era of growing protectionism.

Major companies attending the summit include Atlantic Container Lines, the American Bureau of Shipping, Norton Rose Fulbright, Hewlett Packard Enterprise and Western Union. Officials from the UK's Department for Transport and Department for International Trade will participate to inform the government's preparations for the negotiations. The Forum will be chaired by Maritime UK Chair, Harry Theochari.

During the ship's stay in Liverpool, members of the public will be able to visit to learn about its role in the Royal Navy, the team behind its build and the careers to be found across the UK's £46.1bn maritime sector.

**For more details about Maritime UK, visit: [www.maritimeuk.org](http://www.maritimeuk.org)**



## MERSEY MARITIME INDUSTRY VOTES INVITED FOR SIXTH ANNUAL AWARDS

**Mersey Maritime have once again allowed the whole maritime industry to vote in its annual awards, bringing back the voting platform that was a huge success in 2019.**

The Mersey Maritime Industry Awards (MMIA20) take place at St George's Hall on Friday, 6th March. For the 2019 awards a new voting platform was introduced, using a combination of a judging panel and a wider industry vote.

This model proved to be a big hit with the wider maritime sector which cast more than 1,000 votes ahead of the ceremony. Beginning on Tuesday, February 4, the platform was once again open to allow people across the industry to have their say.

- Participants required to provide their name, company and valid company email address.
- Participants only eligible to vote once for each award category.
- Participants not permitted to vote for their own company, colleagues or organisation (these votes excluded from the final scores).

Now that the industry vote has closed, all entries are in the process of being reviewed and adjudicated to ensure that the rules have been adhered to.

Ruth Wood, Head of Commercial at Mersey Maritime, said:

"Mersey Maritime first launched the MMIA industry vote as part of the judging model for the 2019 awards, which was received with great acclaim.

The industry voting platform allows the wider industry to have their say on who they think deserves to win and showcases the talent, innovation and strength of our maritime industry not only in the North West but across the UK.

The theme of this year's MMIA is Navigating New Horizons. With the UK's withdrawal from the European Union now a reality, Mersey Maritime is keen to emphasise the opportunities for Liverpool city region which is now home to the UK's main western-facing port".

**For all the latest MMIA20 news and to watch the finalist films, visit here:**

**<https://merseymaritime.co.uk/mm-events/mmia20/>**



MERSEY MARITIME PARTNERS WITH MARITIME UK AND THE NETHERLANDS BUSINESS SUPPORT OFFICE TO DELIVER THE UK-NL MARITIME NATIONS FORUM 2020

**Mersey Maritime partners with Maritime UK and the Netherlands Business Support Office to deliver the UK-NL Maritime Nations Forum 2020**

UK-NL Maritime Nations Forum 2020  
ROTTERDAM – 01 & 02 APRIL 2020

Maritime UK is leading a delegation to the UK-NL Maritime Nations Forum, organised in association with the Netherlands Business Support Office and Mersey Maritime. The Forum will take place in Rotterdam.

Activity will focus around the second UK-NL Maritime Nations Forum, following the inaugural forum held last year in Liverpool. The Forum will take place within just a few months of the UK having left the EU and will provide an opportunity for the two countries to discuss their future relationships.

This year's forum will centre around areas for collaboration between the two countries and the wider EU, with a specific focus on:

- Skills and employment, specifically education and apprenticeships
- Maritime cluster organisations and their role as enablers of innovation
- Business accelerator models, including their establishment and impact on innovation
- Trade and opportunities for future relationships

In addition, as part of the programme, a welcome dinner will take place on the evening on the 1st April. There is an opportunity for UK companies to invite their NL customers, partners and prospects to engage in the programme of activity.

The Forum has been organised with Mersey Maritime and is open to companies from across the UK.

Places on the mission are limited and will be allocated on a strict first come, first served basis. Those interested in attending are asked to contact Simon Eardley to register their interest by Friday 20th March 2020 (see full details below).

### **01 April - Rotterdam**

Arrival

Sponsored welcome dinner

### **02 February - Rotterdam**

08:30 Arrival

09:00 UK-NL Maritime Nations Forum – hosted by the Port of Rotterdam

Networking opportunities during the day

16:00 Close of mission

### **UK-NL Maritime Nations Forum DRAFT agenda**

Forum Chair: Richard Ballantyne, British Ports Association

#### **1. Welcome and introductions**

#### **2. Panel discussions**

How to promote maritime careers to young people.

How can maritime cluster organisations enable innovation?

What are the conditions for establishing a successful maritime accelerator and how can they support innovation?

What should be the priorities for future UK-EU relations? Where can the Dutch and British maritime sectors collaborate more?

#### **3. Summary and close**

For further details and to register your interest follow this link:

<https://mailchi.mp/cdcb266334cf/uknlmaritime2020>

Or contact Simon Eardley:

Email: [seardley@maritimeuk.org](mailto:seardley@maritimeuk.org)

Telephone: 0151 231 2956



## MEMBER OF THE MONTH: ROYAL HASKONINGDHV

**An enduring myth about the global ports sector is that it is old-fashioned, stuck in its ways and resistant to technological change.**

This could not be further from the truth. The digital technology and innovation that we see transforming our everyday lives is also now an integral part of a fast-growing maritime sector that is investing heavily in transformative technology.

What have been called 'Smart Ports' are now becoming ever more prevalent across the world. Modern economies are now focused on efficiency, technology and sustainability and the ports business cannot be insulated from that.

And there are a number of businesses in the vanguard of this digital revolution and dramatic change in how our major ports operate. They include Royal HaskoningDHV, which provides a comprehensive consultancy service to its clients covering the whole range of innovations you will find in any Smart Port.

### **What is a Smart Port?**

A Smart Port employs new technologies and methods such as artificial intelligence (AI), the Internet of Things (also called the Fourth Industrial Revolution), the sophisticated analytics of big data as well as blockchain, which is a secure system of computers in which information is stored and shared among all participants of the network. Leading examples of Smart Ports are Rotterdam and Hamburg.

What is driving the emergence of Smart Ports is a need to meet both the commercial demands of global traders and those of Governments, who are insisting on better security and environmental sustainability. Ships are getting bigger and faster and the security challenges created by geopolitics becoming all the more complex.

Jamie Gray, Regional Director, at Royal HaskoningDHV, explained: "Today's global port and terminal network faces a multitude of challenges - from the ongoing pressure to reduce running costs, to ensuring appropriate security measures, from facing the pressure to 'go green' and mitigating against climate change, to utilising the immense amount of data they generate daily.





"In answer to these challenges, Smart Ports combine digital innovation and tools with operator intelligence, enabling ports to work more efficiently and streamline operational costs.

"Whether that's increasing the longevity of operations by using sensors to forecast maintenance requirements or finding new ways to optimise the use of their land, there are many ways in which new technologies can help ports to become smarter."

#### **What does Royal HaskoningDHV offer?**

Because of the complexity and array of different elements in the creation of Smart Ports, it is likely that port operators will not have all the expertise and know-how in-house. Royal HaskoningDHV has the knowledge and experience to ensure a smooth transition. They are well-established leaders in their field. In the past year, they have designed software for managing truck congestion at Italy's largest port, through to directing smart technology for multi-cargo ports in Malaysia and Australia.

Jamie added: "Our Smart Ports offering at Royal HaskoningDHV covers all bases. We provide digital port solutions consultancy for new and existing ports and terminals in three distinct areas.

"Firstly, through our smart design – we've developed the use of parametric design and adopt BIM on all our projects to provide even greater efficiencies for our clients.

"We also provide smart asset management, incorporating numerous approaches such as above and below water 3D surveys and the use of sensors to monitor operations and optimise a port's maintenance regime.

"And finally, we are adopting the use of technology including 'big data', automations and digital twins to gain insight and optimise port operations."

**For more information visit: <https://www.royalhaskoningdhv.com/>**



## EXIS TO EXPLORE USE OF BLOCKCHAINS IN SHIPPING DANGEROUS GOODS

**Global IT firm Exis Technologies has entered into a collaborative agreement with Maritime Blockchain Labs (MBL) to explore the use of blockchain in tackling risks of shipping dangerous goods.**

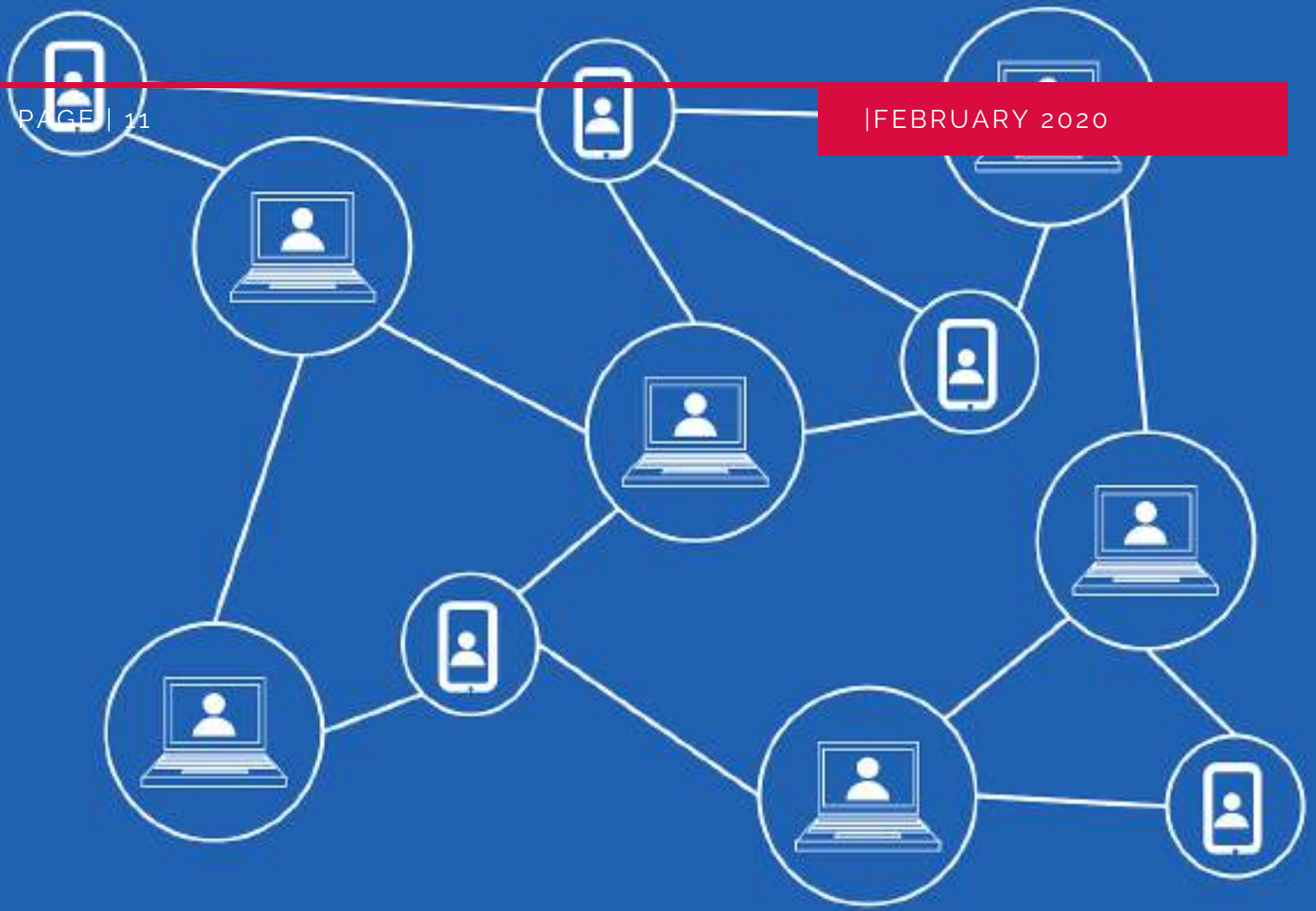
Exis has been managing the moving of dangerous goods by sea for more than 30 years while MBL is a consortium founded by BLOC and the Lloyd's Register Foundation (LRF).

As part of the agreement Exis will be using its industry experience to help the MBL consortium with the build and test of a demo prototype to assess the potential for distributed ledger technology (DLT) in the maritime supply chain.

According to the Cargo Incident Notification System (CINS), nearly 25% of all serious incidents onboard containerhips were attributable to mis-declared cargo.

ICHCA International, the cargo handling operative's association, has calculated that of the 60m packed containers moved each year, 10% are declared as dangerous goods with some ships carrying more than 1,000 containers with dangerous goods on any given voyage.

Shipping lines are therefore keen to ensure that dangerous goods are properly classified, packaged, packed and declared throughout the supply chain. Most of the significant ship fires are attributed to incorrectly declared dangerous goods, often exacerbated by criminal non-declaration or fraud.



Exis, the software division of container inspection company National Cargo Bureau based in New York, is at the forefront of developing new initiatives with industry partners to reduce incidents at sea caused by mis-declared and undeclared dangerous goods.

It already supplies Hazcheck Systems to manage declared dangerous goods for IMDG Code compliance to nine of the top 10 container lines, including a web service and a toolkit to integrate with existing container line booking systems.

In recent years, Exis has developed new solutions with partners including a portal for sharing operator, vessel and port restrictions among ports and operators; a web-based database and access portal for inspection companies to plan and enter details of cargo inspections; and a cargo screening service to identify mis-declared and undeclared dangerous goods.

Katrina Abhold, project manager at BLOC and coordinator of the Maritime Blockchain Lab, said: "The experience Exis has in dangerous goods shipping and its solutions like Hazcheck Systems will be a great addition to our consortium. It will be interesting to find out how such combined technologies can be applied in a new way to help address this ongoing issue in the shipping sector."

**More information:** <https://existec.com/>



## SENSOR CITY OFFERS FREE ADVICE SESSIONS TO SME

**Liverpool innovation hub Sensor City is offering manufacturing and engineering firms access to expert advice on scaling up and taking advantage of “digital manufacturing on a shoestring budget”.**

Delivered in partnership with the Manufacturing Technology Centre, the Institute for Manufacturing and Imagin3D, the Discovery Days are open to businesses in the Liverpool City Region and across the country. The first one took place in February with further sessions later in the year.

Bringing businesses in the manufacturing industry together with experts to discuss their bespoke support requirements and challenges, the Discovery Days aim to raise awareness of the support and funding available and provide delegates with useful tips, insights, and connections to help them take the next step in their digital integration.

Attendees will hear from experts on:

- How to approach digital manufacturing on a shoestring budget.
- The benefits of the virtual factory.
- The types of technical support available for digital integration.
- How to accelerate the adoption of technology.

Businesses will also have the opportunity to book one-on-one sessions with experts in a range of areas, including supply chain readiness, industrial IoT, marketing, access to grants and state aid support, virtualisation, and more.

Dr Joanne Phoenix, Interim Executive Director at Sensor City, said, “The manufacturing industry is undergoing a significant shift as we move further into a digitally-enabled age.

“Manufacturing and engineering are some of the most important contributors to the UK’s economy, but in the current political climate, it’s essential that the sector stays competitive. To do this, it’s vital that the sector embraces change, and that they do it now.”

The first scheduled Discovery Day took place on Thursday, February 20, at Sensor City, 31 Russell St, Liverpool, with the next two scheduled dates being June 11 and October 8.

**For more details:** <https://www.sensorcity.co.uk/event/discovery-day-sensors-iot/>



## ATLANTIC CONTAINER LINE SIGNS WITH PORT OF LIVERPOOL

### **Work on Liverpool's new £38m Isle of Man ferry terminal is about to begin.**

Shipping giant Atlantic Container Line (ACL) has agreed a new deal with Peel Ports that will see its huge container vessels call at the Port of Liverpool for the next 15 years.

ACL, a division of the Italian shipping group Grimaldi, is already the largest ocean carrier operating at Liverpool's Royal Seaforth Container Terminal (RSCT) and the port's longest serving container carrier, with a relationship going back 50 years.

Peel Ports says the new extension to 2035 demonstrates ACL's confidence in the growing volume of transatlantic trade between the UK and North America. With the UK now out of the European Union, there are hopes a new UK-US trade deal could benefit the Port of Liverpool.

Peel is making a significant investment at RSCT to accommodate ACL's new fleet of G4 vessels, which are registered in the UK and fly the Red Ensign. The passage entrance into the Seaforth Basin has been widened by 28 metres to allow safe access for the large G4 vessels into the terminal.

There has also been new investment in two Ship-to-Shore (STS) cranes with increased height and reach, adding capacity to the dedicated vehicle storage area to handle ACL's growing cargo requirements. The overall project is expected to be completed during 2021.

ACL ships more than 125,000 units of containers, cars and RORO machinery every year and supports a substantial supply chain with a critical link between the UK's export and import trades.

Its vessels call at Liverpool twice each week; its fastest import and export transatlantic service. Liverpool connects ACL's customers in the British industrial heartland, Scotland and Ireland with North America.

Atlantic Container Line's vessels have called at the Port of Liverpool since 1967. ACL holds a major place in British maritime history and was Europe's first dedicated container line. Cunard Line of Liverpool was one of ACL's original shareholders. In May 1982, ACL's vessel Atlantic Conveyor was sunk after being struck by two Exocet missiles while operating with the Royal Navy during the Falklands War.

Twelve crewmen, including Captain Ian North, tragically lost their lives. A permanent memorial commemorates these men at Liverpool Parish Church. In October 2016, ACL's first new G4 vessel, the Atlantic Sea, was christened by HRH The Princess Royal. Only a few days later, ACL opened its new office on Duke Street, the first office built by a shipping company in the City since 1924.

Mark Whitworth, Chief Executive of Peel Ports, said: "This is a huge vote of confidence in us as a port and a company. Liverpool's strategic position makes it a prime gateway for transatlantic trade and will continue to be instrumental as confidence in North American trade grows.

"The investment we'll be making in the new STS cranes will help other customers as well as ACL."

**For more information visit: <https://www.aclcargo.com/>**



## MSIF HUB OFFERS FUNDING ASSISTANCE TO 1,500 BUSINESSES

### **More than 1,500 Liverpool City Region businesses have secured extra funding after seeking advice from a hub set up by loan and equity provider MSIF**

The organisation set up the MSIF Finance Hub in June 2017 with the aim of working with SMEs start-up ventures and aspiring entrepreneurs to advise them on the best ways to secure funding and act as a single point of access to finance for the city region.

Led by Finance Hub facilitator, George Wright, it provides a free service to individual businesses by looking at their propositions and helping with key financial information including cash flows and yearly forecasts, ensuring that the business is investment ready.

As well as financial support, the hub has access to a collaborative network of more than 180 referral partners. By working closely with all boroughs of the Liverpool City Region, including the LCR Growth Platform, the MSIF Finance Hub can carry out detailed conversations and investigations to help determine the best route for funding.

Mr Wright said: "It is important to work collaboratively with fellow organisations across the region to best prepare aspiring businesses for success. There is real and tangible talent out there that just needs that extra support and guidance to help them achieve their business goals."

Mark Borzomato, Chief Executive of AFM (MSIF's fund manager subsidiary company), added: "The MSIF Finance Hub is an important part of our offering, providing significant local impact. We have a responsibility to invest our time and efforts in people to help achieve their ambitions.

"Through the support that the Finance Hub provides, we can better support the economy of the City Region, not only by guiding opportunity but by sharing the expertise and knowledge we have gained over 25 years of supporting SMEs across the wider North West."

**More information:** <http://www.financehub.msif.co.uk/>



## APPRENTICESHIP FUNDING TO TRAIN SEAFARERS COMING ASHORE

IAIN MACKINNON OF THE MARITIME SKILLS ALLIANCE WRITES:

### **Companies which want to train up seafarers who come ashore now have another option to help pay for the training - apprenticeships.**

Put aside your mental image that apprenticeships are about school-leavers learning biblical skills like carpentry and bricklaying. Those opportunities are still very much around, but this is an offer of a substantial Government subsidy to help companies retrain people – like seafarers coming ashore to add to their skills in order to become a superintendent, or a surveyor, or a pilot.

The Institute for Apprenticeships, a Government agency, has been approving a new suite of apprenticeship “Standards”, designed by groups of employers to be robust statements of what someone needs to know, and be able to do, in their new role.

Amongst the hundreds approved so far you'll find Marine Technical Superintendent, Marine Surveyor and Harbourmaster (all designed by groups supported through Liverpool John Moores' Maritime SuperSkills project), and Marine Pilot. Naval Architect will be next.

How much is available? The subsidy for those who employ an apprentice Marine Surveyor is £24,000; for Harbourmasters, £23,000; for Marine Pilots, £18,000; and for Marine Technical Superintendents, £12,000. This money is primarily for the training itself: the Government requires apprentices to spend a minimum of 20% of their time learning “off the job”. And employers must still pay salary and look after other employment costs in the ordinary way.

This is essentially a Government subsidy for a programme of structured training for people retraining post-experience. It deserves to be better-known and better-used.

You can find full details on these and other Standards here: [www.instituteforapprenticeships.org/apprenticeship-standards](http://www.instituteforapprenticeships.org/apprenticeship-standards)

**There's also more information about apprenticeships on the MSA website: [www.maritimeskills.org/Apprenticeships](http://www.maritimeskills.org/Apprenticeships)**

**Iain Mackinnon is Secretary to the Maritime Skills Alliance. He can be contacted on [iain@maritimeskills.org](mailto:iain@maritimeskills.org)**



## ESSAR OIL UK RECRUITS NEW RETAIL BUSINESS DEVELOPMENT MANAGER

**Essar Oil UK has recruited Byron Barker to its retail team, supporting the company's rapidly growing network of stations in the UK.**

From its main refinery at Stanlow on the banks of the Mersey, Essar produces 4.4bn litres of diesel, 3bn litres of petrol and 2bn litres of jet fuel and supplies 16% of all the UK's road transport fuel needs.

It is also rapidly growing its network of UK retail outlets and has recently opened its 74th site, at Mount Service Station in Shrewsbury. Essar also plans to open its first company owned flagship site opposite its Stanlow Manufacturing Complex in Ellesmere Port later this year.

Mr Barker joins the company as Retail Business Development Manager, with five years of industry experience at Suresite and Tesco, including 12 years in retail. In his most recent role as Wetstock account manager, Byron played a key role in driving Wetstock sales and the operational running of the Wetstock department.

He said: "It means a lot to be representing a company that I believe in. With a great brand image and such strong plans for growth, it's an exciting time to be joining Essar."

Ramsay Macdonald, Head of Retail at Essar Oil UK, added: "It's great to welcome Byron to Essar Retail. By choosing to join Essar, Byron has further strengthened our team. This appointment strengthens our team in terms of capability, as well as experience of the UK retail market. It is another milestone in enabling us to realise our ambitions."

**More details:** <https://www.essar.com/>





## MARITIME INDUSTRY SAFETY SEAL MANUFACTURER ROXTEC UK SECURES CYBER SECURITY ACCREDITATION

**Cable and pipe seal manufacturer Roxtec has been awarded Cyber Essentials Plus accreditation after demonstrating its commitment to maintaining robust cyber security measures.**

The business, whose UK branch is in Greater Manchester, specialises in innovative sealing solutions for the maritime industry designed to protect people and assets from multiple hazards including fire, flooding, the risk of explosion and electromagnetic disturbances.

Roxtec chose to seek accreditation through the government-backed Cyber Essentials scheme to confirm that its own IT infrastructure and data handling processes are capable of withstanding online attacks, and to demonstrate its commitment to cyber security to current and potential customers.

Clive Sharp, Managing Director of Roxtec UK, said: "There have been plenty of examples of companies having been caught out by cyber attacks. Our aim is to ensure we have the most robust safeguards in place to protect our systems and data. Achieving Cyber Essentials Plus accreditation is welcome confirmation that we've adopted the correct approach."

In order to be awarded the scheme's highest level of certification, Cyber Essentials Plus, Roxtec was required to have an audit of its IT systems and processes carried out by an independent certification body. The assessment covered five technical control themes – firewalls, secure configuration, user access control, malware protection and patch management.

As well as providing reassurance for customers, this level of accreditation is also now a prerequisite for companies wanting to bid on central government contracts, including major marine defence programmes and transport infrastructure projects. In 2017, Roxtec cable transits were approved for use by Transport for London and are being used to upgrade the London Underground system, providing cable seals for trackside modernisation.

Mr Sharp added: "Understandably, much greater emphasis is now being placed on companies' cyber security credentials and their ability to demonstrate compliance with industry best practice. Cyber Essentials Plus certification is also a requirement for firms bidding on government contracts, whether they're in the defence sphere or linked to organisations such as Transport for London. It's therefore essential that we are recognised to be following best practice guidelines, and can demonstrate that we're protecting our infrastructure from online attacks as best we can."

Roxtec's cable and pipe seals are used throughout the world. Renowned for their durability, reliability and flexibility, the firm's products are found on land, at sea and underground. Key markets include the manufacturing, power, infrastructure and process industries, as well as the marine and offshore sectors.

Roxtec will be exhibiting at Data Centre World at the ExCel exhibition centre in London on 11-12 March 2020. The team will be based at stand D375 for the duration of the event, providing advice and answering questions on the company's full range of data centre products.

## **Background**

Roxtec was founded in Sweden in 1990, with its UK base in Bury, Greater Manchester. It is now the global leader in the manufacture of innovative cable and pipe transit systems, supplying many of the world's biggest firms. It is active in 80 markets. Roxtec's products are designed to seal cables and pipes and are used to protect people, buildings and equipment from multiple hazards. Its key market sectors include Marine, Oil and Gas, Telecoms, Construction, Power (generation, distribution and transmission) OEM (e.g. trains, engines, motors, generators) and the Process Industries. Roxtec has a Triple-A credit rating and is actively expanding into new areas offering innovative and safe sealing solutions to a variety of industries.

**For further details contact Roxtec UK at Waterfold Business Park, Bury. Tel: 0161 761 5280 Email [info@uk.roxtec.com](mailto:info@uk.roxtec.com) or go online at [www.roxtec.com](http://www.roxtec.com)**



## FREEPORT PLAN COULD BOOST MERSEY ECONOMY BY £739M A YEAR

### **Freeport plan could boost Mersey economy by £739m a year**

Creating a Freeport around the Port of Liverpool could add an extra £739m to Liverpool's economy every year - equivalent to £1,500 for every household in the city.

The Government has announced a 10-week consultation on the Freeport plan after which it will invite towns and cities across the UK to bid for the right to create 10 free trade zones. The locations will be announced by the end of the year with the first zones up and running in 2021. Freeports are a designated zone where normal tax and customs rules do not apply. These can be airports as well as maritime ports. At a Freeport, imports can enter with simplified customs documentation and without paying tariffs.

Businesses operating inside designated areas in and around the port can manufacture goods using the imports and add value, before exporting again without ever facing the full tariffs or procedures. If the goods move out of the Freeport into another part of the country, however, they have to go through the full import process, including paying any tariffs.

The Port of Liverpool was a Freeport until 2012 when the zones were abolished by the then coalition Government. The idea has the support of Liverpool City Region's £4bn maritime sector. Representative body Mersey Maritime is backing the policy as is Port of Liverpool operator Peel Ports.

It said Liverpool alone could see the creation of up to 12,000 high-value jobs as a result of setting up what it calls "supercharged" Freeport status. It identified seven UK locations as being ideally placed to benefit - Liverpool, Immingham & Grimsby Ports, Hull Port, Rivers Hull & Humber, Tees & Hartlepool, Tyne and Manchester Airport.



The Mace report said: “Transforming these ports into supercharged Freeports would ensure the region is well placed to drive post-Brexit growth and help rebalance the UK economy. This would not only drive industrial and economic development, but also create thousands of jobs which would in turn help to reduce inequality.”

Peel Ports has invested around £750m into the creation of the Liverpool2 container terminal, with further investment at Port Salford at the other end of the Manchester Ship Canal. As the UK’s most prominent west-facing port, the company believes the Port of Liverpool could benefit from increased post-Brexit transatlantic trade.

Chris Shirling-Rooke, Chief Executive of Mersey Maritime, said: “Until 2012, the Port of Liverpool was the largest Freeport in the UK and I hope local partners will be first in the line to bid to become one of the 10 new Freeports.

“The potential to cut costs for businesses to help them become more globally competitive and the scope for less regulation, helping businesses to cut down on paperwork and bureaucracy, will offer many the greater flexibility they need on when, where and how they trade.”

During a visit to Mersey Maritime in Birkenhead in January, the then Maritime Minister, Nusrat Ghani, talked up the benefits of Freeports. She told LBN: “We are keen to consult with ports around the UK and we are asking them to put forward their submissions.”

**More details: Peel Ports Group <https://www.peelports.com/>  
Mace Group <https://www.macegroup.com/>**



## WIRRAL PUTS OUT CALL TO LANDOWNERS IN PUSH TO BUILD 12,000 HOMES

**Owners of brownfield or urban land in Wirral are being asked to contact Wirral Council as the authority looks to push forward with regeneration plans while protecting the green belt.**

As part of the development of the borough's Local Plan, a regeneration blueprint for the next 15 years, the council has launched its 'Call for Sites' initiative as it seeks locations for around 12,000 new homes it believes will be needed.

Wirral is currently in the middle of a major public consultation exercise. It is asking its 320,000-plus residents to offer ideas on how it can deliver the plan for new homes while keeping its greenbelt intact. And it is now urging those who own sites in the borough, suitable for development, to come forward.

Wirral Council cabinet member for the Local Plan, Cllr Anita Leech, said: "This is another way we are making sure we look at every potential development site to provide the homes and employment land we will need over the next 15 years.

"I would urge anyone who owns a site which we have not yet included (in our Issues and Options document) as we move towards our draft Local Plan to get in touch through our specially designed website and let us know.

"We have been clear from the outset that we are focused on using this opportunity to regenerate areas of the borough such as Wallasey and Birkenhead, using the huge swathes of land around the dockland area and in and around Birkenhead town centre."



In January, the leaders of all political groups on Wirral Council sent a letter to the Government to ask for continued Government support in the regeneration of the borough. In the letter, they said: "We believe that our brownfield-first strategy will be the catalyst to the wholesale regeneration of the urban area in east Wirral stretching along the Mersey waterfront.

"We have an exciting vision to regenerate this area, known as the LeftBank, to be a world-class sustainable urban garden city with the potential for at least 9,000 new homes and 6,000 new jobs. A key priority is to increase the supply of affordable homes to help more people secure their first home, whether for rent or buy."

The letter outlines how the LeftBank footprint is larger than Liverpool city centre and the programme is one of the largest regeneration schemes in the UK. It includes Wirral Waters around Birkenhead docks where Peel L&P is working with the Council and Muse Developments who have a 50:50 agreement with Wirral Council initially focused on Birkenhead town centre.

Significant development is already under way at Wirral Waters. In January Peel L&P and Urban Splash have secured planning consent to build 30 modular homes at Wirral Waters in the first phase of a £55m project.

Under the 50/50 joint venture 347 new homes are planned for the Birkenhead docklands site and Wirral Council planners have given the go-ahead for work to start. It includes the customisable Town House from House by Urban Splash, which will launch for sale next spring.

**More details:** <https://www.wirral.gov.uk/>



## ESSAR, UNILEVER AND PILKINGTON SECURE £13M FOR HYDROGEN PROJECTS

**Essar Oil UK has secured £7.5m from the Government to develop the UK's first low carbon energy plant at its Stanlow refinery in Ellesmere Port.**

And Unilever's manufacturing plant at Port Sunlight and Pilkington's Greengate Works glass-making plant in St Helens have secured a further £5.2m to fund live trials of hydrogen fuelling at both locations.

Both of the projects, being funded by the Department for Business, Energy and Industrial Strategy (BEIS), here being led by the HyNet consortium and developer Progressive Energy.

At Essar Oil UK the low carbon energy plant will produce 3TWh of low carbon hydrogen – double the UK's total current production of biomethane – which will be provided to industrial and eventually domestic customers in the region.

It will involve Johnson Matthey as technology provider, SNC-Lavalin as project delivery specialists and Essar Oil UK as owner and operator. The facility will deliver low cost, low carbon hydrogen at scale and high efficiency, and with a very high carbon capture rate.

More than 95% of the carbon used in the process will be captured and stored, thanks to the pioneering carbon capture technology. When operational, the facility will capture 600,000 tonnes of CO<sub>2</sub> per annum - the equivalent of taking more than 250,000 cars off the road.

Hydrogen will be distributed by way of a new pipeline network under development by Cadent, which will also provide the pathway for renewable hydrogen once costs come down in the future.

The funding will also deliver the Front-End Engineering Design (FEED) of the plant, providing a reference design for the facility to be replicated across the UK and internationally.



In St Helens, the use of hydrogen in the glass-making process will be a global first, while the demonstration at Unilever's Port Sunlight will be the first meaningful use of hydrogen in a commercial scale boiler.

The project also includes a FEED study for a new 100% hydrogen-fired combined heat and power (CHP) plant, using gas turbines, at Essar's Stanlow refinery. Evidence from the demonstrations will pave the way for conversion to low carbon hydrogen across a range of global industries.

The projects will aim to demonstrate that hydrogen can be used as a substitute fuel for natural gas in manufacturing processes, helping the companies' transition to a low-carbon future and leading the way for others to follow.

Mark Wilson, Chief Executive at Essar Oil UK, said: "We are excited to be part of this initiative and believe we have the facilities and technological skills to help deliver the project.

"The construction of the hydrogen facility at Stanlow is the first stage in becoming a carbon neutral site and will support our long-term ambition of remaining a key national supplier of energy to the UK as we move towards a zero carbon world."

And Sebastian Munden, General Manager of Unilever UK and Ireland, added: "Unilever has a clear ambition of being a carbon neutral company by 2030, and we're committed to playing our part and doing what we can to help the wider industry move further faster.

"We already have five carbon neutral sites in the UK, and have been able to reduce our manufacturing carbon footprint by two thirds. The success of this Port Sunlight trial would mean Unilever is able to deliver home and personal care products to our consumers with an even smaller carbon footprint, which we know is of great importance to them."

**Read about the Government announcement here: <https://www.gov.uk/government/news/90-million-uk-drive-to-reduce-carbon-emissions>**



# JOB OPPORTUNITIES



## SALES ACCOUNT MANAGER

**Reporting to:** Head of Communications    **Employment type:** Full time

**Location:** Speke

The Account Manager will undertake all customer management responsibilities. The role will focus on acquiring additional revenue streams from existing customers as well as onboarding new customers who may benefit from our products and services. As an Account Manager you will be responsible for delivering monthly, quarterly and annual targets whilst maintaining high levels of customer service.

**For more details and to apply, click [here](#)**



## REGIONAL PARTNERSHIP MANAGER

The Offshore Renewable Energy Catapult (ORE Catapult) is one of a number of Catapults set up by Innovate UK to accelerate the deployment of innovative technology in the UK.

With primary locations in Glasgow and Blyth, and regionally facilities in Hull, Grimsby, Levenmouth, Wales, Lowestoft and Cornwall. ORE Catapult is working with industry and academia to identify, develop, prove and de-risk promising new technologies and bring them to market. It is helping to reduce the cost of offshore renewable energy, supporting the growth of the industry and creating UK benefit.

We are now looking to recruit a Regional Partnership Manager who will be based in the Merseyside area and will cover the North West and North Wales cluster.

**For more details and to apply, click [here](#)**



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MARITIME**