

# West of England Aerospace Forum

A membership network for the South West Aerospace  
& Advanced Engineering sector



July 2018





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# WELCOME TO THE WEST OF ENGLAND AEROSPACE FORUM

The West of England Aerospace Forum (WEAF) members and the WEAF team, offer you a very warm welcome to this 2018 brochure. In here you can learn about WEAF, what we strive to do for our members and the wider aerospace and engineering community in the South West, and a flavour of the kind of benefits our members enjoy by being part of WEAF.

From the content of this brochure, the aim is to give a sense of the impressive depth and breadth of products, services and capabilities offered by a selection of WEAF members. This brochure would not achieve its aim without the support, investment and involvement of member advertisers and I am extremely grateful to them all, new and 'old', for their commitment to this initiative.

As a membership organisation, WEAF is fully conscious that our value is measured by what we deliver and achieve for our members. To this end, we are committed to exploring new ideas and finding new collaborations that offer even more value to our members. Continual Improvement has long been a vital cog in the aerospace business 'machine', and WEAF welcomes your constructive feedback, whether you're a member or not. Please use any of the contact details below to share your thoughts and ideas on how we are doing, or what we could be doing better or differently.

In the meantime, please enjoy the content and information within this brochure. If you are not currently a member of WEAF, why not come along to one of our events and see for yourself the value and opportunities you and your business could enjoy regularly. To all readers, WEAF wishes you continued success and we hope we can be of service to you in the near future.



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WEAF, the West of England Aerospace Forum, is one of the largest Aerospace and Defence Associations in Europe. It is a highly-respected, non-profit organisation that represents the interests of businesses in the Aerospace Sector in the South West of England, a region which is home to 75% of the Aerospace Companies in the UK, and a region rich in aerospace technology, manufacturing skills, innovation and entrepreneurial activity. With our strength of membership, we can act as a collective voice to government and other national bodies on behalf of the aerospace sector.

For more information on Trizo, please contact us at:-

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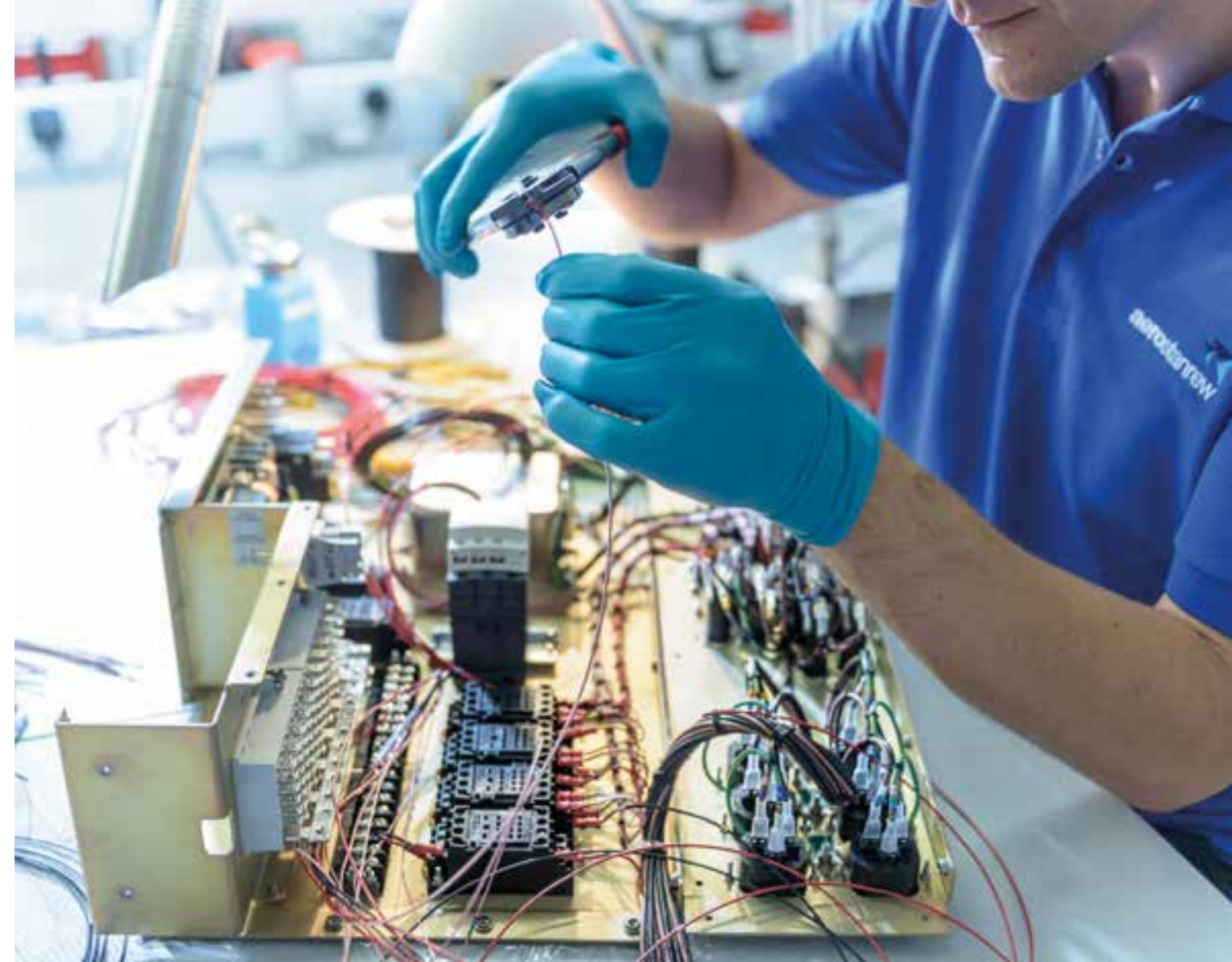
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**Creating Opportunity**

We help to increase business opportunities and contacts by organising networking events; an annual conference, gala dinner, factory tours of the biggest aerospace manufacturers and best-practice events, all encouraging regular contact with like-minded individuals in the same sector. The exchange of contact details and ideas between new business contacts and technology innovators can be invaluable. Collaboration with companies offering complementary capabilities can often be the only way to secure access to major projects, and we can assist in making the necessary introductions.

WEAF also encourages innovation by working closely with academic partners in the region to foster the exchange of innovative ideas and practices. We can help to exploit R&D opportunities in emerging technologies, and often act as a conduit for external funding to take innovation from concept to realisation.







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Shared innovation



## Networking

WEAF can help to increase your business opportunities and contact network. We organise numerous networking opportunities throughout the year; - an annual conference, a gala dinner, an awards ceremony, seminars, air shows, factory tours, site visits, and best-practice events. All of these provide opportunity to listen and learn, as well as giving you the means to have your opinions heard. Above all, they provide a relaxed environment in which to form closer relationships with industry professionals who may become your new suppliers, business partners or customers.

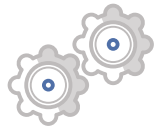




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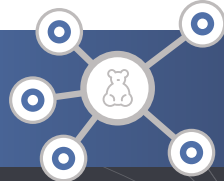


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## Exporting

In this increasingly global market, WEAFF can help you export by organising Inward and Outward Missions for companies in the South West of England in association with UKTI. For companies thinking to exporting or for those already exporting these services can prove to be invaluable. We can help you through the maze of export control regulations through our dedicated export training courses. WEAFF is an active member of the European Aerospace Cluster Partnership (EACP) which can help to foster the important existing links and to make new connections during a period of change in our relationship with the European Union.







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Faustine MARCOTTE | Director | [faustine.marcotte@derichebourg.com](mailto:faustine.marcotte@derichebourg.com) | +33 5 62 71 51 80



### Advice for Business Growth and Productivity Improvement

WEAF can help your business grow. We offer a range of business advisory and improvement services. We help to develop the supply chain through SC 21 ("Supply Chain for the 21st Century") initiatives, and through "Meet the Buyer" events. WEAF provides mentoring, training and guidance to help member companies achieve SC 21 accreditation, certification and recognition.





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### Access to Member Technical Expertise

Building on our recognised brand of quality, WEAFA champions the interests of our regionally based engineering supply chain who already help make the South West an all-important 'outreach' of choice for many international manufacturers importing into the UK marketplace. In partnership with our member companies WEAFA is proactively raising the awareness of this wealth of talented, subject matter expertise to provide professional design, test and technical advice services to the very highest standards of quality; independently and objectively.

The expertise within WEAFA membership can be called upon to help others understand what is required to assure the technical and commercial compliance of products. This help can include a full range of dedicated services from technical research and studies, including prototyping and technical demonstrators, technical engineering support during the design-to-production life cycle, through to the comprehensive provision of release-into-service and post design support services.





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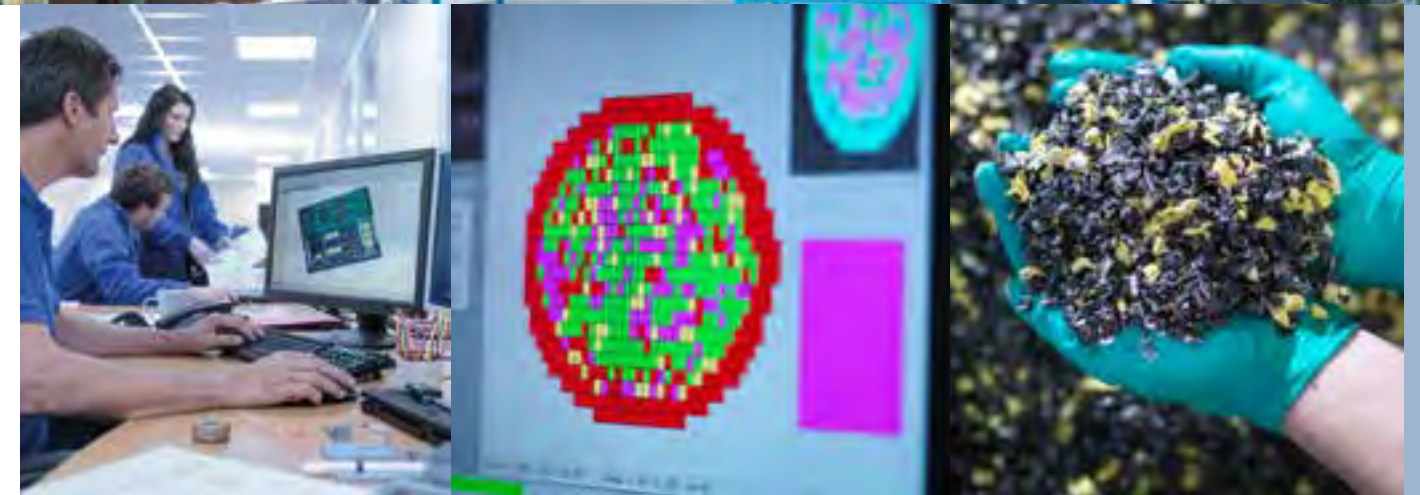
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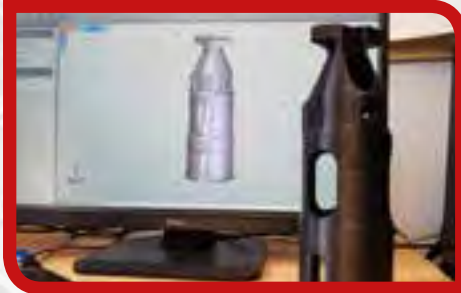


## Professional Help in Time of Need

No matter how diligent and capable a business tries to be, problems and challenges have a nasty habit of popping up when least expected, and WEAFF can be your supporter in times of need. Through our partners, we provide access to Employment Law support, as well as legal advice for forming teams and Joint Ventures, IPR protection, patent protection, etc. All initial contact and advice is provided to members free of charge.







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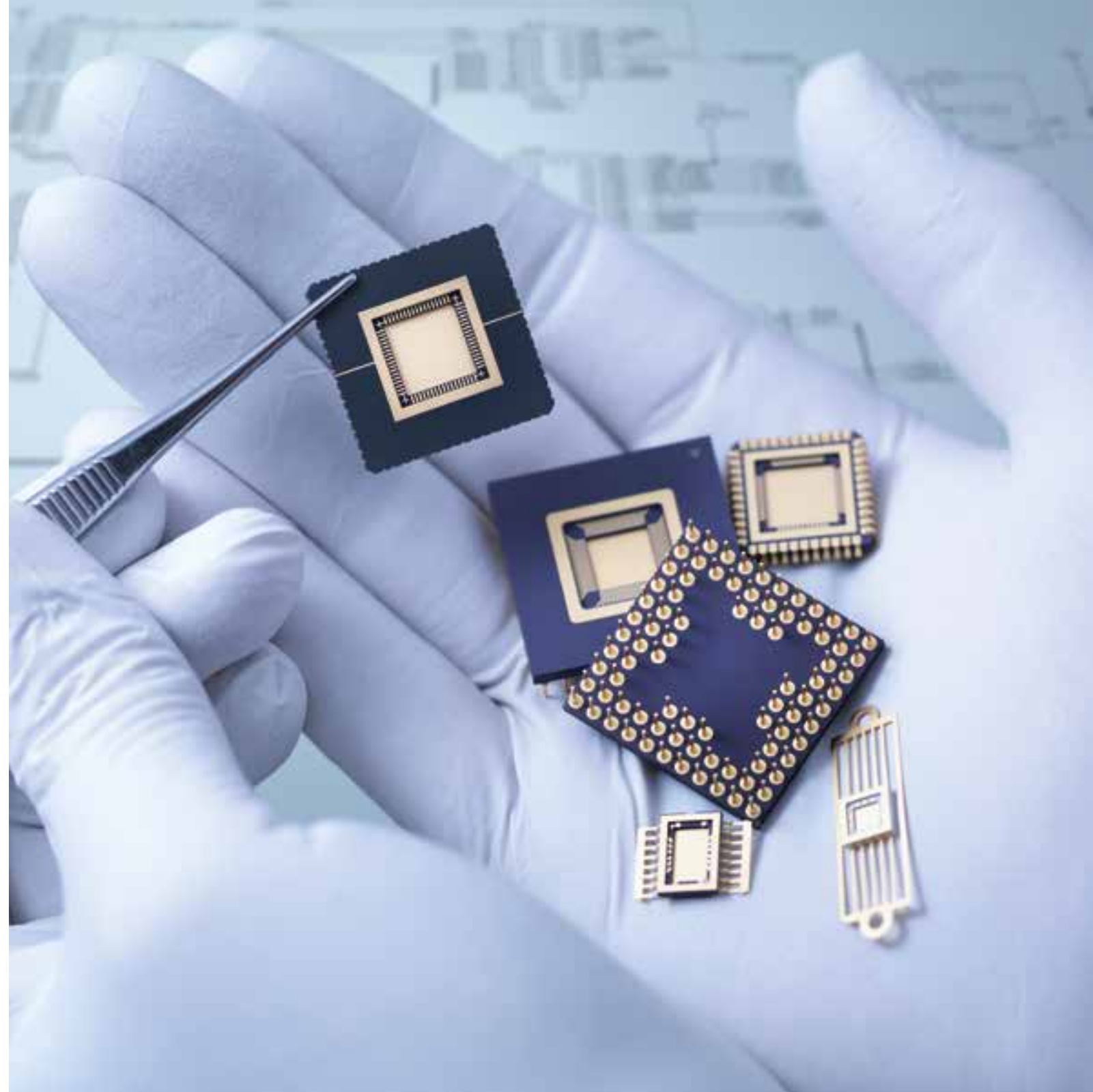
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## Training, Skills and Business Improvement

WEAF also provides a comprehensive range of employee training needs aimed at Skills and Business Improvement. We provide training including SC 21, Six Sigma business improvement, environmental compliance, negotiation skills and sales presentations. We also understand that the 'ebb and flow' of business can mean that monthly, quarterly and yearly training needs can vary greatly. We pride ourselves in making our training packages flexible and responsive to members' needs. So we can also put on new training course topics at your request, such as ITAR and other export controls and Health and Safety, provided that they are also attractive to our other members. WEAF strives to deliver a service and benefits that our members truly value. As a membership organisation, and as a small not-for-profit commercial enterprise in itself, WEAF knows that standing still is not an option and that it's the members' voice and opinion that really decides whether we are delivering that value – here is a small selection of recent member feedback that shows why it is good to be part of WEAF and what we do!

*"It was great to be able to discuss issues and experiences with senior people from the industry"*

*"Wonderful day - I picked up three good leads which I will be following up immediately. It has been an excellent event, and it was well-worth attending"*

*"Being able to quickly meet with key buying contacts in local aerospace companies has probably saved me 6 months of shoe leather. A very worthwhile event - Many thanks"*

*"A very enjoyable day - I don't think I've ever been to an event where there was so much high quality material and information made available."*



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## WEAF PROJECTS

WEAF continually seeks to find services and other means by which our members can benefit from. One such service has been for WEAF to manage and deliver key projects in the region, especially where those projects have been aimed at SMEs and provide a tangible opportunity to improve our members' products, technologies, services and business competitiveness in the round.

## NATEP

WEAF is proud to be instrumental in the delivery of one such project designed to encourage innovation and put it to good practical use – the National Aerospace Technology Exploitation Programme (NATEP). NATEP is part of an integrated set of strategies developed by the Aerospace Growth Partnership (AGP), which is a collaboration between Government and industry working together to secure the future of UK aerospace.





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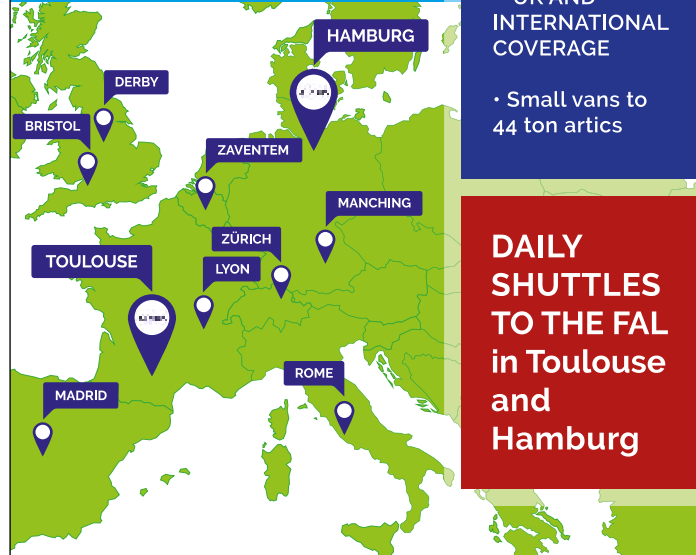


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NATEP is managed nationally by ADS, actively supported by the Regional Aerospace Alliances (RAAs) and sponsored by the UK aerospace primes and Tier 1 companies. WEAFF is managing the deployment of the NATEP programme in the South West region.

A typical NATEP project:

- Is delivered by a collaboration of supply chain partners and may include a High Value Manufacturing Catapult centre or other academic partner
- Has end-user involvement, is industrial research based and delivers technology that has exploitation potential – Technology Readiness Levels between 4 – 6 are most likely candidates
- Has the potential to create long term jobs
- Is deliverable within 18 months



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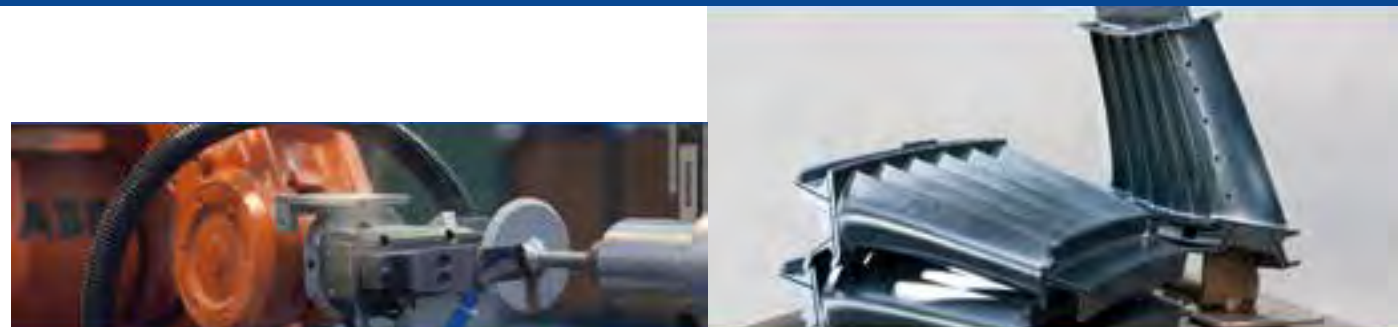


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A NATEP grant of up to £150k is awarded to the collaborative partners, with matched funding being provided by the collaborative partners. Any intellectual property arising is retained by the collaborative partners.

The application process required the submission of an outline proposal for approval at regional level and formalisation of the collaborative agreement(s) before being forwarded for approval at NATEP national level. One key feature of the programme is that a Regional Technology Manager is assigned to each project to guide applicants through the application process and to monitor progress during the implementation phase of approved projects.

WEAF membership provides an ideal route for sector specific offerings such as NATEP funding to reach eligible businesses. Large WEAF member companies are able to provide supporting resources for advisory panels and smaller member companies stand to benefit significantly from the funding and specialist support that the programme provides. The result is that new collaborations are born and new technologies that would otherwise remain as good ideas are able to realise their commercial potential.



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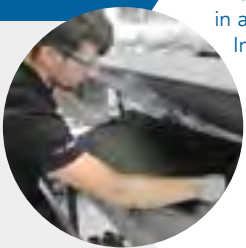


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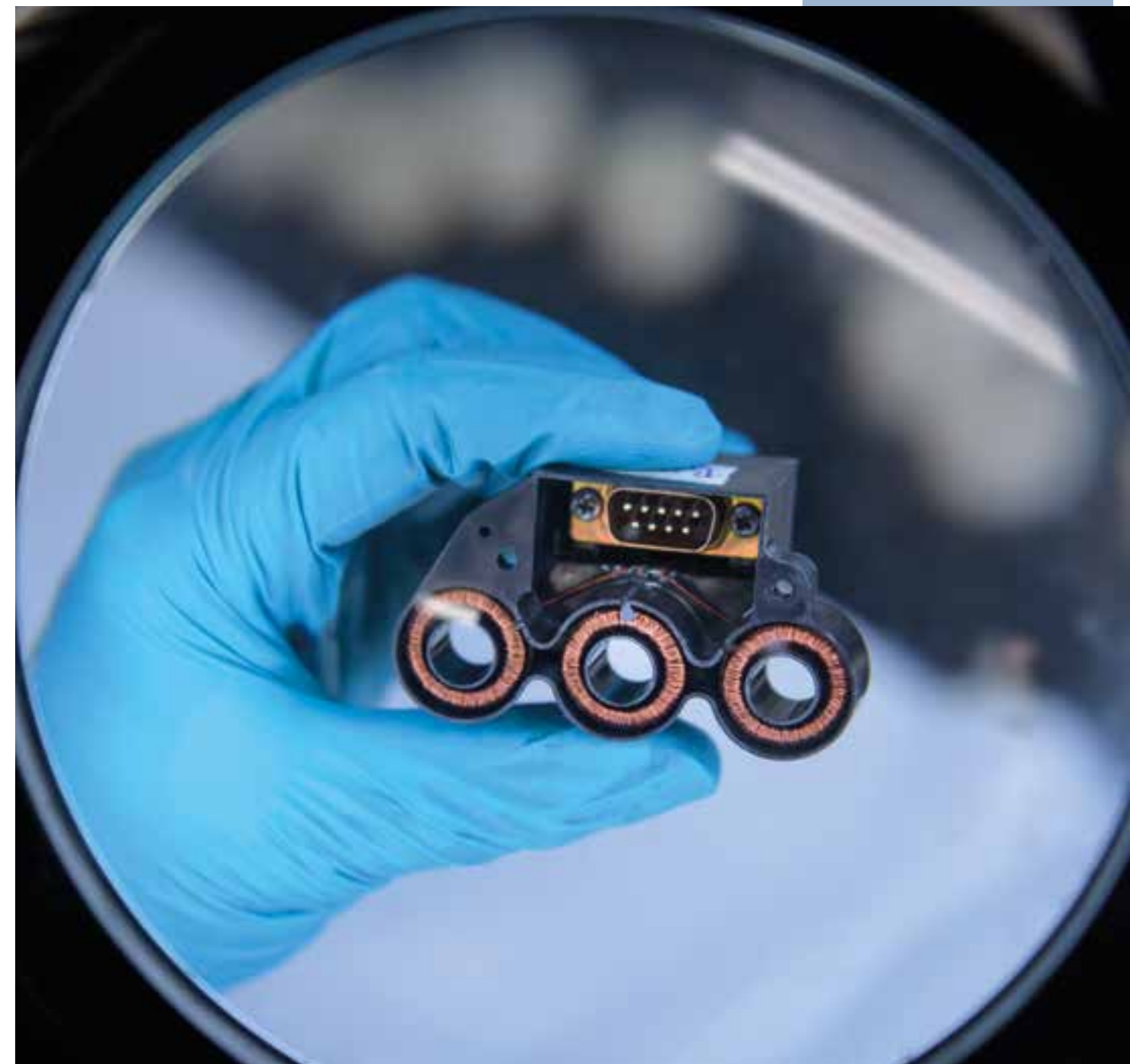
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### AEROSPACE CORNWALL

WEAF has been selected by the European Research and Development Fund (ERDF) to partner the Cornwall Development Company to stimulate the growth of the aerospace industry and increase economic prosperity in the county. If you are currently based in Cornwall, or have business connections with an SME company in the county, you are welcome to take advantage of this initiative. The investments available are aimed at supporting innovation and productivity growth in Cornish SMEs and attracting new non-SME inward investment in the space and aerospace smart specialisation sectors.





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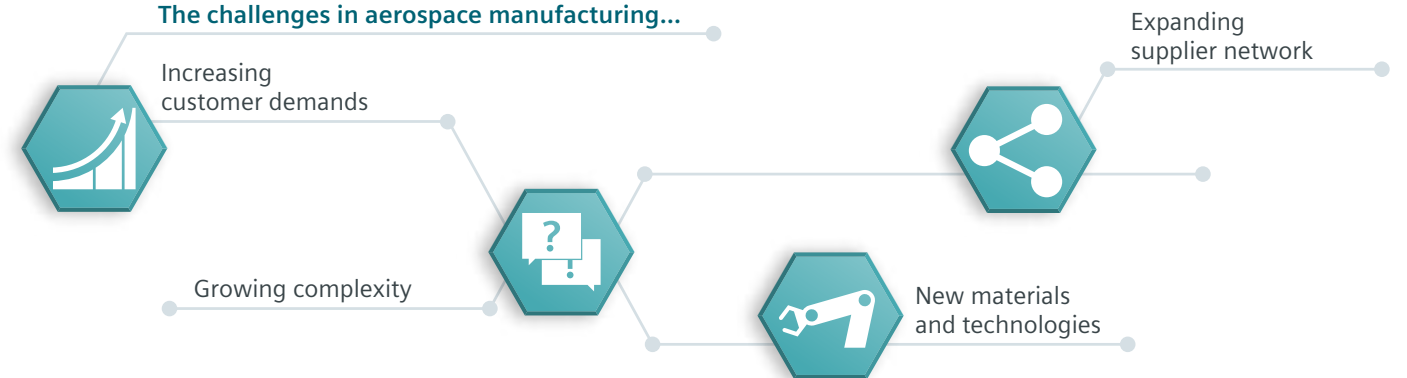
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Funding and mentoring support is available to assist Cornish companies in:

- Completing Research, Development and Innovation Projects
- Improving competitiveness through greater efficiency and productivity
- Enabling collaborative working with complementary partners

The initiative offers technical and commercial support for businesses looking to develop products, services and technologies which could add competitive advantage to the aerospace and space sectors. The programme will support projects, not just with funding, but with a team of mentors, a productivity and competitiveness toolkit and tailored practical support.

It forges links with key institutions and businesses, forming collaborative partnerships between companies and with Further and Higher Education, enabling cutting edge ideas to be put into practice.

AeroSpace Cornwall will increase activities in Aerospace, Unmanned Aerial Systems (UAS), and Space including upstream and downstream technologies. This includes manufacturing, advanced engineering, design, process technology, data analysis and software companies.







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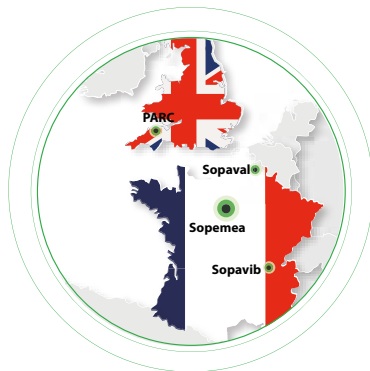
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### WEAF Future Projects

The AGP Strategy refresh for 2018 brings Supply Chain Competitiveness into focus, with an expectation of potential projects aimed to help the Supply Chain on productivity and other business performance challenges. WEAFF, along with the other RAAs and ADS, aims to play a full role in the successful delivery of any future AGP projects, ensuring the SW Supply Chain gets the best possible access to available grant-funding and business support.







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WEAF also continues to work with the six SW Local Enterprise Partnerships (LEPs) who also seek to deliver growth and business support programmes in line with each of their Strategic Economic Plans. All six LEPs feature aerospace, advanced engineering and manufacturing in some form or another as priority growth sectors, so WEAF is supporting the LEPs in identifying possible future programme activities that deliver growth and business support in line with their economic plans.





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It's easy to think about insurance for your business as a tick box exercise. Something you need to do each year as your insurance renewal comes up. Let's be honest, it probably isn't something you look forward to, but you know it needs to be done.

And that's fine, but there are some compelling reasons why you need to give

it more thought. Imagine, if the worst happened, is your business protected? If you're not properly insured, could your business survive if your insurer doesn't pay a claim?

You might think I'm scaremongering here. I assure you, I'm not. I regularly conduct insurance audits for WEAFF members and I want to share with you what I find:

**Most members of WEAFF have some issues with their commercial insurance**

Based on all the audits I conducted in 2017, the following issues arose.

**25% - Underinsured**



**1 in 4 underinsured**

By not having the right level of cover, you're leaving your business exposed. The saving made by not having adequate cover is marginal compared to the cost of covering the insurance gap when you need to make a claim. You need to make sure your broker understands your business, the risks you face and recommends the right levels of cover for you.

**27% paying too much**

You wouldn't pay for business services you don't need, so why do the same with insurance? You need to make sure you have the right levels of cover according to the risks your business faces.



**27%** Paying too much for their insurance

**25% - Non-compliance with policy conditions**



**25% not complying with policy conditions**

If I told you to take the cost of your premium and lob it over a cliff, you would think I was crazy. But, by not complying with the conditions and warranties your insurer has set, this is what you are effectively doing. You're invalidating your insurance.

Insurers set policy conditions and warranties to minimise risk, for example, ensuring machines aren't running overnight or that waste material is stored in a prescribed manner.

Your broker must explain the actions you need to take to comply with your policy conditions. And you must act on them.

**What can you do?**

I know there are probably far more exciting things you could be doing in your business than talking to an insurance person (it's OK, I don't take it personally!). But believe me, not having a claim paid, or facing severe business interruption isn't something you should ever have to face. And if you have the right insurance covers for your business, you never will. Don't be lulled into a false sense of security. As the results of these audits show, there are often issues that need to be addressed.

**Adrian Webb Cert CII**

I've got over thirty years insurance broking experience and I am the point of contact for WEAFF members. If you want to discuss your insurance and take advantage of a free audit, please contact me on 07795 053738 or email [adrian.webb@castlemead.com](mailto:adrian.webb@castlemead.com). Afterall, it's never a big deal, until it's a big deal. And it's my job to make sure it isn't a big deal.



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An exciting recent development in the SW is iAero – a collaborative partnership led by the SW aerospace industry and involving all six LEPs, with the aim of maximising the SW's innovation and growth inline with the national aerospace agenda, focusing on technology, manufacturing, skills and supply chain competitiveness. More information will be available online in due course, and as iAero rapidly gains momentum.





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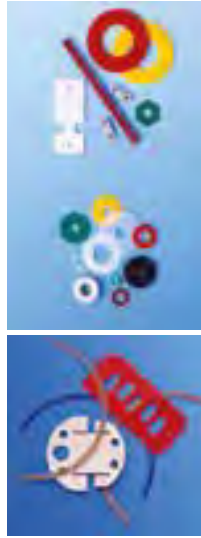




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1. Value Engineering (PDR/CDR/KAIZEN)
2. Engineering Solutions (C2HO/Additive Layer/Single piece manufacture feasibility analysis/Manufacturing technical support)
3. Material provisioning/Replenishment systems – Consignment / KANBAN/VMI/FPOT/ Spot Buy – Material preference – Aluminum, Titanium, Aerospace Steels (AMS)
4. Machining – CNC Milling Envelope <5 axis 500mm cube 3 axis 700mm x 600mm Mill turn Envelope < 350mm dia x 1m  
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5. Fitting/Assembly – Manual & Automated deburr (Tumble) / Endoscope / Sun assembly/Main assembly
6. Special Treatments – Heat treatment/ Brazing/Welding / Fabrication
7. Surface Treatments – Chromic Anodise/ Sulphuric Anodise / Tartaric Anodise/Alcrom/ Passivation / Surtec 650c
8. Surface Coating – Paint/Molydag
9. Assembly Capability & experience- Sub-Assembly Kits / main – fully tested Assembly's
10. Testing capability – Pressure Test / Dye Penetrant /Mag Particle / Balancing/Over-speed
11. Metrology – CMM's / Hommel laser /Faro arm / Keyence scanning

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Examples of parts that have been manufactured/heat treated /assembled and tested & surface treated within Group



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