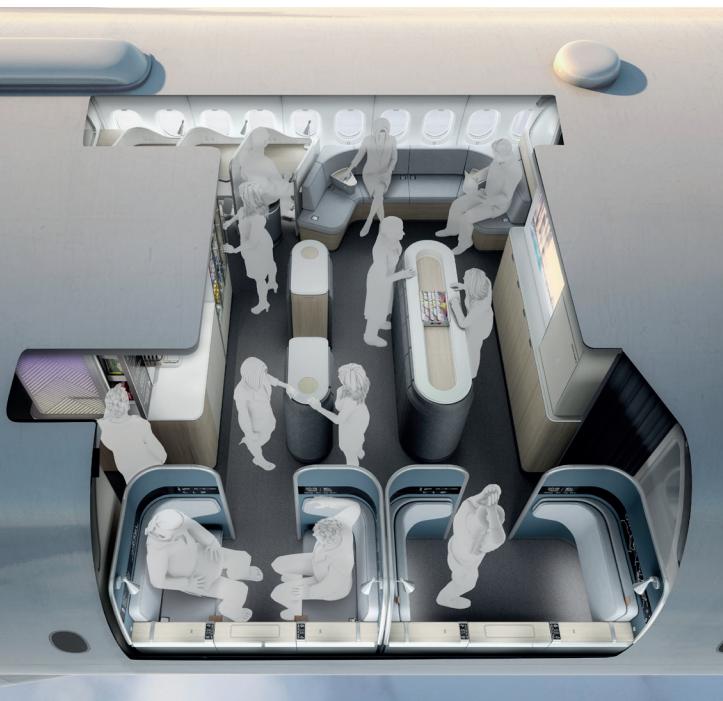


Invest in Dorset's ADVANCED ENGINEERING AND MANUFACTURING SECTOR



dorsetlep.co.uk/invest-in-dorset

DORSET

is home to a thriving and varied engineering and manufacturing sector employing around 25,000 people. As a sector this contributes £1.4billion annually to the region's economy and there is substantial potential for further growth.

Dorset is a highly attractive region, and is one of the UK's top areas for high growth digital businesses and second fastest growing area for start-ups in the UK. Advanced Engineering & Manufacturing businesses locate to Dorset for many reasons including:

- presence of major primes and associated supply chain;
- a vibrant and dynamic supply chain supported by key national trade associations and sector organisations such as the British Marine Federation (BMF), Innovation Aerospace (iAero), West of England Aerospace Forum (WEAF) and South West Marine Cluster (SWMC)
- a highly skilled workforce
- joining 315 foreign-owned businesses already established in Dorset including: JP Morgan, Sunseeker International, Siemens, Sharp, Honeywell, Magellan, Merck, Hitachi, Manitou, BNY Mellon, Dupont and Caterpillar Marine
- locating with global leaders in AEM including: Aish Technologies, Atlas Elektronik UK, AIM Altitude, BAE Systems, Royal National Lifeboat Institution (RNLI), Norco GRP, Global Marine Systems, Cobham, Coda Octopus, Curtiss-Wright, Loop Technology, Netzsch Pumps and QinetiQ
- 2 Ports/3 Harbours providing strong links to mainland Europe, Channel Islands and Santander. Port of Southampton Container Terminal within 1 hour
- Home to Bournemouth Airport, and both Exeter and Southampton Airports are accessible within 1 hour. Bristol, London Heathrow and Gatwick Airports are accessible within 2 hours
- excellent universities (Bournemouth University and Arts University Bournemouth) and colleges with specialisms in aerospace and marine related research and education. Close links to 11 neighbouring universities and the National Composite Centre, the South West's "Catapult Centre" located at Bristol & Bath Science Park
- a superb quality of life - acting as a magnet for skilled people; and
- UNESCO designated World Heritage Site – the Jurassic Coast

The Dorset Engineering & Manufacturing Cluster (Dorset EMC) was created to provide a voice for the sector enabling companies to collaborate, become more sustainable and deliver to their full potential.

They provide a comprehensive information hub along with a forum for collaboration and support

dorsetemc.com





MARINE
1 - Sunseeker
2 - AGI/Aish Technologies
3 - Atlas Elektronik UK
4 - Caterpillar Marine Power
5 - RNLI
6 - Norco GRP
7 - Global Marine Systems
8 - Manor Marine
9 - Intermarine
10 - Wärtsilä

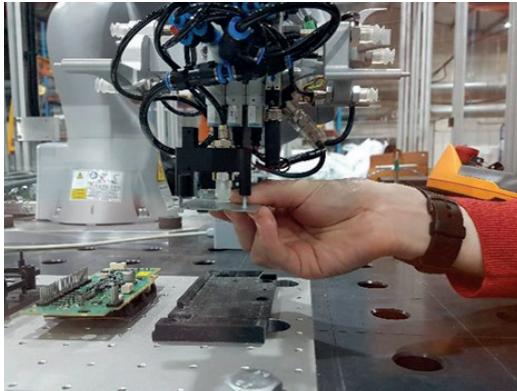
AEROSPACE
A - Cobham
B - Magellan Aerospace
C - Curtiss-Wright
D - Honeywell Aerospace
E - Micro-Nav
F - Spherea Test & Services
G - AIM Altitude
H - Westwind Airbearings
I - Copperchase
J - Zeuz UAV
K - Gama Aviation

DEFENCE
A - BAE Systems Army
A - BAE Systems Defence and Intelligence
A - BAE Systems Royal Navy
B - Amsafe Bridport
C - Atlas Elektronik UK
D - Babcock International
E - Coda Octopus
F - IAP G3 Systems
G - QinetiQ
H - Royal Marines
I - Royal Corps of Signals
J - Armour Centre
K - Royal Engineers Bridging Camp

ADVANCED ENGINEERING AND MANUFACTURING	
1 - Dextra Group	14 - Drilling Systems
2 - Merck	15 - Manitou
3 - Eurac Global	16 - Hospital Metalcraft
4 - Loop Technology	17 - Flowbird
5 - Netzsch Pumps & Systems	18 - QinetiQ Land and Magnetic Facilities
6 - Optasense	19 - Safi Valves
7 - Polyhose (UK)	20 - Tecan Precision Metal
8 - Siemens Mobility	21 - Britlift Ltd
9 - Siemens Metals Technologies (VAL)	22 - Hugslcock Systems
10 - Ultra Electronics	23 - BOFA International
11 - Valmiera Glass	24 - Aeroflex Hose & Engineering
12 - Matt Black Systems	25 - Parvalux
13 - ASM Assembly Systems	26 - Superior Group

High Tech Manufacturing and R&D

Dorset has a rich base of R&D and high tech manufacturers reaching across other sub sectors of industry, ensuring a highly skilled advanced engineering and manufacturing supply chain. High tech manufacturing companies in Dorset include ASM Assembly Systems, Merck, Dextra Group, Manitou, Eurac Global, Polyhose (UK), Hospital Metalcraft, Loop Technology, Netzsch Pumps, Parkeon, Safi and Siemens.



CASE STUDY LOOP TECHNOLOGY

Based in Dorchester, Loop is a maker of advanced industrial automation technology solutions for major high value players in diverse sectors. Solutions include: Industrial collaborative and co-operative robotics, Large scale composite handling systems, 2D and 3D vision systems, Machining robots, Assembly systems and High performance motion control.

Loop is also a supplier of robotic development technology to two of the UK's catapult technology institutions: the National Composite Centre and the Manufacturing Technology Centre.

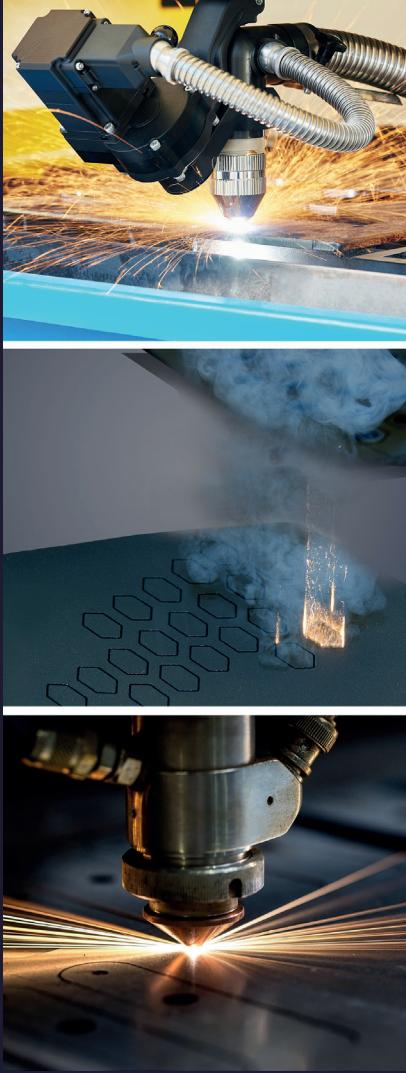
CASE STUDY SIEMENS MOBILITY

As the world-leader in traffic management technology, Siemens Mobility has a unique perspective on 'connected thinking', enabling it to develop innovative solutions that are helping shape the future of mobility. Employing more than 700 people, the company's main design, engineering, manufacturing and training facilities are in Poole, with further regional offices and depots across the UK. Home to a wealth of design, engineering and manufacturing expertise, the 6,500 square metre production unit at Poole is responsible for the manufacture of a wide range of electronic traffic management and control systems for both UK and international markets.

From intelligent traffic control, congestion charging and clean air zone solutions to managed services, co-operative systems, traffic enforcement and electric vehicle charging infrastructure, Siemens Mobility's solutions operate in many of the world's major cities. Siemens Mobility's systems are at the heart of London's recently introduced Ultra Low Emission Zone as well as a pioneering bus lane enforcement solution for New York. In addition, the company supplies over 75% of the UK's Urban Traffic Control systems and more than 30% of all Variable Message Sign systems, helping transport and city managers to keep road users safe, balance emissions with transport efficiency and optimise transport modes, assets and network performance.

SIEMENS
Ingenuity for life





A WORLD LEADER IN FUME EXTRACTION TECHNOLOGY



CASE STUDY BOFA INTERNATIONAL

BOFA International is a multi-award winning world leader in portable fume extraction and filtration.

They have an unrivalled heritage of over 30 years' experience in providing fume extraction solutions which are reliable, high quality and have a low lifetime cost of ownership.

Their expertise is well established and trusted by all sizes of businesses, from global market leaders to niche production in a wide cross section of industries including laser, electronics, mechanical engineering, printing, 3D printing, dental, medical, pharmaceutical and beauty.

CASE STUDY CODA OCTOPUS MARTECH

Coda Octopus Martech is a small company with 30 years of history, based on Portland on the south coast of the UK. It specialises in the design, development and manufacture of custom technology for demanding applications in the defence, aerospace and subsea industries.

It manufactures prototypes as one-off units or in low batch volumes and can manufacture production runs as well, once a product becomes established.

It can also offer the provision of engineering services and small scale manufacturing and production facilities for electronic and electro-mechanical modules. Coda works predominantly in the defence, aerospace and subsea sectors, and 80% of its work is activity for others: any such work is carried out under a full NDA without retention of the Intellectual Property.

Coda Octopus Martech also specialises in the development of customised test solutions for production line use, or larger test booths and semi-automated assembly rigs.

South West Aerospace

The South West Aerospace sector is one of the largest, most significant in the world. With over 800 supply chain companies, global leaders from the top 14 prime companies and the largest and most productive tech cluster outside of London, the region is the UK's most capable Aerospace cluster, valued at £7 billion and supporting up to 98,000 jobs in the wider economy.

South West Aerospace represents a collaboration between the six LEP areas in the South West to promote the aerospace sector in an international arena using the "South West Aerospace" brand. Focusing on a recognizable geographical area this has resulted in a coherent approach to inward investment within the region.

The South West's Aerospace sector has global prominence and is essential to maintaining and developing the UK's excellence in industrial innovation, productivity and skills.



Innovation Aerospace (iAero) is a collaborative partnership of aerospace stakeholders in the South West of England, supported by leading companies including Airbus, GE Aviation, GKN Aerospace Leonardo Helicopters, Rolls Royce, as

well as the public sector, universities and the regional trade association, WEAF.

This unique South West partnership provides a regional platform for innovation and growth in aerospace, promotes cross sectorial collaboration to maximize emerging technologies and has ambitions to establish physical facilities to ensure access by SMEs and the wider supply chain to future industry technology and skills requirements.

Dorset is a leading hub for Aerospace Maintenance, Repair and Overhaul (MRO). With its own regional airport (Bournemouth Airport, with a connected Aviation Business Park), and home to a growing number of global aerospace companies (including BAE Systems, AIM Altitude, Cobham, Magellan Aerospace, Curtiss-Wright and Honeywell International), aerospace MRO companies (such as Signature TECHNICAir, Gama Aviation and Aerotek Aviation Engineering) and associated supply chain, Dorset is set to contribute significantly towards the 4.1% per annum growth of the global MRO market to \$96 billion by 2025.

CASE STUDY AIM ALTITUDE

AIM Altitude creates leading-edge solutions for aircraft interiors. These include the premium-class bars and lounges found onboard such world-renowned airlines as Virgin Atlantic, Emirates and British Airways. AIM Altitude is known for its innovation, creating visionary concepts like ULTRAFLEX – a social space that offers comfort and interest on ultra-long-haul flights with such options as exercise and yoga areas, private dining rooms, and a pop-up bar for sporting events.



CASE STUDY WALKER AEC (POOLE) LTD

Walker AEC are a supplier of Assemblies and Components to the world's aerospace industry where 85% of their turnover is for the export market, predominately into North America for use in the General Aviation market.

Walker AEC has a clear defined focus on the industry and the 'sectors in which it wishes to trade and has chosen to focus on Landing Gear, Actuation and Hydraulic Assemblies and Components for the World's Aerospace industry.

Dorset and its neighbours offer a supply chain that enables Walker AEC to buy its specialised processes and tooling locally wherever possible. This helps cement in place some great working relationships where "hands on" communication help to improve levels of both service and quality. So, from purchasing a Postage Stamp to investing in a new IT system, Walker AEC tend to find their solutions with Dorset!



Marine and Composite Technologies

The Ports of Dorset offer boat-building, both design and manufacturing, fit out and servicing.

The Port of Poole (one of the largest Trust Ports in the UK) and its surrounding area is one of Dorset's key assets. Poole Harbour is one of the world's largest natural harbours, with more than 5,000 commercial movements and a new £10m port expansion underway, including a new 200m deep water quay.

Portland Port, a deep water port, key tenants are Global Marine Systems, Manor Marine, and InterMarine and remains the port of choice for the Royal Fleet Auxillary with the neighbouring Osprey Quay hosting Sunseeker International and IAP G3 Systems. It offers the ideal location for developing and testing underwater defence equipment, as well a near water development site with land available for industrial development.

Dorset is also home to some of the largest players in the field of composite technologies, used in both marine, aerospace and renewable energy industries.

Sunseeker International and the Royal National Lifeboat Institution both invest in R&D and manufacturing of composite technologies within Dorset. Sunseeker has manufacturing units within Poole and Osprey Quay, Portland, and the RNLI has invested in a new R&D facility manufacturing the Shannon Class lifeboat in Poole.

Other leading companies present in Dorset are Wärtsilä, Norco GRP, Caterpillar, Coda Octopus Martech and Global Marine Systems.



Defence

Thanks to its naval history, Dorset is at the forefront of Maritime Defence, with world-class companies such as Atlas Elektronik UK, BAE Systems, Aish Technologies, Amsafe Bridport, AGI Aeronautics, AB Precision, Babcock International Group, IAP G3 Systems, Ultra Electronics NCS Systems, Coda Octopus, Chemring Technology Solutions, Drungrange, Tods Defence and BMT Defence Services.

Some defence world leaders, such as Atlas Elektronik UK, QinetiQ and Optasense, are based at Dorset Innovation Park, a secure strategic employment site with Enterprise Zone Status, able to offer business rate relief and simplified planning to companies responding to defence contract awards and needing to establish List X activities quickly.

Dorset is home to several Ministry of Defence Centres of Excellence including the Royal Marines, Poole, The Armour Centre, Bovington, The Royal Corps of Signals, Blandford and the MoD Bridging Camp, Chickerell.

South West Marine Cluster

The South West Marine Cluster is a partnership of industry, academic and public sector, set up to champion and grow the South Coast industry as the premier destination for investment, innovation and growth

The objectives of the cluster are to enable:

- Innovation and collaboration
- Promotion of shared excellence, trade and inward investment
- Voice to government and policy-makers.

DORSET TALENT

Dorset offers a skilled and experienced workforce, with 45% of the 366,700 workforce in managerial/profession jobs.

With 13,210 degree students in Dorset, employers can source from 4,230 annual graduates from Bournemouth University and Arts University Bournemouth, or from 14,145 graduates in neighbouring Hampshire.

Bournemouth University, Arts University Bournemouth, Bournemouth & Poole College Marine & STEM Centre and Weymouth College regularly produced qualified engineers and skilled craftsmen to meet the needs of our Marine related sectors. These establishments also run very successful apprenticeship programmes. Local HE Centres across Dorset together with Yeovil College work with the National Composite Centre near Bristol.

Bournemouth University's Department of Design and Engineering Research Centre comprises a team of world-class academics and researchers who are contributing to the development of new knowledge, tools and techniques, with a proven track record of internationally excellent applied research ranging from intelligent prosthetic limbs and clean energy technologies, to ceramic bearings and corrosion monitoring, in collaboration with the public and private sector. The Department's Innovation Centre includes the latest experimental, additive manufacturing equipment.



CASE STUDY

APPRENTICESHIPS AT ATLAS ELEKTRONIK UK

Atlas Elektronik UK (AEUK) won the 2019 Dorset Echo Industry Awards for Apprenticeship/ training provider.

AEUK has a 400-strong workforce at Winfrith and specialises in maritime systems and related science & technology. Apprenticeships are offered across the company, including in engineering, accountancy, mechatronics, IT, and business administration.

AEUK believes in nurturing talent. Russell Warren, human resources director, said: "As AEUK continues to grow at Winfrith we're recruiting increasing numbers of talented employees, including many from the local area. Our focus is on developing our people to help the company grow and give them the opportunity to progress their careers with us."

AEUK also has an Institution of Mechanical Engineers accredited graduate scheme to help engineering graduates achieve professional recognition.

INVEST IN DORSET TEAM



Invest in Dorset is a team of economic development professionals across Dorset dedicated to helping companies and investors identify investment or expansion opportunities in Dorset, ensuring they get all the support they need to be successful here.

Find out more at dorsetlep.co.uk/invest-in-dorset