AEROSPACE WALES

SPRING NEWSLETTER

2018

FEATURING:

- Event & Exhibition Overview
- New Members
- Aerospace Programmes
- Upcoming Events
- Spotlight on PPA Group

Email: enquiries@aerospacewales.aero

www.aerospacewalesforum.com



Membership

Thank you for your continued membership and support for the Forum's activities. We now have over 160 member organisations and are continually striving to provide the best service to our members by promoting your company's capabilities, giving you access to events, networking opportunities and industry expertise.

We would welcome any influence from you with your supply chain and customers to encourage them to become a Forum member so that we can fully represent all the Aerospace activity in Wales. All organisations involved in the Aerospace sector that have a presence in Wales are eligible to become a full member. Organisations that are outside of Wales but would like to become involved can join the Forum as an Associate Member.

The membership year runs from 1st April to 31st March, pro rata rates will be calculated for joining mid-year. The membership rates are as follows:

Annual Membership Fees

No. of Employees	Annual Fee
1 – 100 Employees	£300
101 – 500 employees	£600
500+ employees	£1200

Annual Associate Members Fees

Organisations whose place of business is outside of Wales

No. of Employees	Annual Fee
1-250 Employees	£600
250+ Employees	£1200

To Join: Complete and return a **Membership Application Form** to us http://www.aerospacewalesforum.com/membership-fees/

Dear Members,

Welcome to the first edition of the Aerospace Wales newsletter for 2018. The Aerospace Wales team has been busy on your behalf exhibiting at 3 major international trade shows, promoting our member companies' capabilities and expertise.

Many of our members take advantage of the financially subsidised packages of support offered by the Welsh Government to join us on the Wales stands. It helps businesses to meet the key industry players under one roof whilst advertising their company name and capabilities on a global stage. We all recognise that it is difficult to take people away from their day to day job to attend exhibitions, but the benefits can be huge, as demonstrated by the attendees featured in this newsletter who have garnered new sales and met with potentially lucrative new clients.

If you would like any details on upcoming events and how you can be part of the Team, please don't hesitate to get in touch. Many of our members would also be happy to talk to you about their experience and how it has benefitted their organisations.

Aerospace Wales is now focussed on the next 2 major events, the Dublin Aviation Summit 14-15 May and Farnborough Airshow 16-22nd July, our largest and busiest show of the year and I look forward to meeting many of our companies and contacts there.

It will be our first visit to the Dublin Aviation Summit, we recognise this is a key show with Ireland being hugely important to the Aviation and MRO sectors, due to the large concentration of aircraft leasing and MRO clusters around Dublin and Shannon. We will also be hosting a networking dinner with the major players in Ireland, so why not join us?

Membership continues to grow and we are delighted to welcome the following companies into full membership of the Forum: **Bollore**, **Industry Learning Solutions**

If you would like to see your company, product or service featured in the next newsletter, please do get in touch with rachael@aerospacewales.aero

Rachael Blackburn, Operations Director

Aerospace Wales Forum Ltd



2018 CALENDAR



April 10th - 12th



April Aircraft Interiors, Hamburg

April 10th - 12th



MRO Americas in Orlando

April 25th - 29th



May 14th - 16th



Aviation Summit, Dublin

May 29th - 31st



EBACE, Geneva

May 29th - 31st



July 16th - 22nd



AIRSHOW 16-22 JULY 2018

Farnborough International Airshow

October 3rd - 5th

Wales mission to ADS Toulouse

October 16th - 18th



MRO Europe, Amsterdam

November 6th - 11th



China Airshow

November 14th - 16th



Bahrain Airshow

If you'd like any further details on these events, then please contact rachael@aerospacewales.aero

PROGRAMMES





ADVANCED SUSTAINABLE MANUFACTURING TECHNOLOGIES
TECHNOLEGAU CYNHYRCHU CYNALIADWY UWCH

The ASTUTE 2020 programme means we can access specialist knowledge that we do not have. Working with Swansea University we are looking to apply concepts of Artificial Intelligence, Machine Learning and Neural Networking in developing and refining our exciting new product and service.

Craig Williams, Managing Director at The Aluminium Lighting Company

Working with the Manufacturing Industry across Wales

Demand-led by industry, the EU-backed multi-University partnership (Swansea, Cardiff, Aberystwyth, University of South Wales and University of Wales Trinity Saint David) is working together with the Welsh Manufacturing Industry to embed advanced and sustainable future manufacturing technologies through knowledge exchange.

ASTUTE 2020 already operates across North and West Wales and the South Wales Valleys. Thanks to an extra EU funding boost, it will now be rolled out to support businesses across the rest of Wales, including Cardiff, Newport, Vale of Glamorgan, Monmouthshire, Powys, Flintshire and Wrexham.

ASTUTE 2020 will work with the manufacturing industry across Wales through effective collaboration with academia, harnessing world-class academic expertise across the University partnership, and offering support from highly qualified researchers and technical experts. Unique access to state-of-the-art research facilities, experimental equipment, advanced techniques and bespoke software will enable greater levels of business innovation in future manufacturing processes.

The aim is to drive productivity and growth within the industry by de-risking sustainable future manufacturing technologies and developing higher-value goods and services of the future for the global market.

FOUR KEY PRINCIPLES OF ASTUTE 2020: Industry Support:

ASTUTE 2020 enables greater levels of business innovation in future manufacturing processes by:

- **A** Collaborating on Industry demand-led projects to de-risk new technologies.
- A Driving and supporting cutting-edge Research, Development and Innovation (RD&I).
- **A** Increasing competitiveness and future proofing.
- A Encouraging stimulation of ideas and challenges to foster knowledge exchange.

Manufacturing Focus:

Industry projects focusing on a research challenge with world-class expertise in the areas of:

- A Advanced Materials Technology
- **A** Computational Engineering Modelling
- **A** Manufacturing Systems Engineering

Collaborative Projects:

Proposals for collaborative RD&I projects will be developed by the industrial partner together with a dedicated ASTUTE 2020 technical manager and will require approval by an industrial-academic committee before a project can proceed.

Who can ASTUTE 2020 support:

Welsh manufacturing companies across a variety of sectors, including aerospace, automotive, energy generation, oil and gas, medical devices, electronics and food etc.

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NEW MEMBERS

SUPPORTING
LOCAL PRODUCTIVITY
GROWTH THROUGH
SKILLS IN THE
AEROSPACE INDUSTRY
SUPPLY CHAIN





Viv Compton, our Skills Ambassador for Wales at the Aerospace Forum, recently set-up a local skills brokerage support business to help organisations across the UK access the best possible independent advice and guidance to meet their evolving skills needs. Industry Learning Solutions (ILS) is an education and training support organisation which offers a personalised, client-managed service to busy employers to ensure they are getting the best out of the skills and funding system.

Whether that is support with their Apprenticeship Levy strategy and leveraging that new tax on the business back into the company – or whether it is accessing local funding for skills – ILS will have a solution.

"We keep our clients front and central at all times"

Director and Founder, Viv Compton, Industry Learning Solutions Limited

Having already worked with a range of employers, including Honda, AMSS/JBT, Axiom, etc. ILS offers companies a dedicated and tailored training solution that includes access to Lean and Continuous Improvement specialists, Apprenticeship Frameworks (and new Apprenticeship Standards in England) covering a broad spectrum of employment skills up to foundation degree level, along with access, through strategic partners, to regional funding opportunities that can support staff training budgets by up to 70% for accredited programmes in Wales!

...to support local productivity growth we can offer up to 70% discount on nationally accredited training courses across Wales in addition to 100% fully funded apprenticeships delivered in the workplace!

Our main skills focus at ILS is in the area of Performance Improvement and providing Lean, 5S and Business Improvement Techniques. We transfer skills and knowledge to employees in the workplace through a combination of training days, projects, assessment and mentoring. Employees get the opportunity to work in teams, undertake Lean projects for their area of the business whilst also being coached and mentored throughout the process. We also offer access to engineering skills, manufacturing, science and ILM management development programmes in addition to apprenticeships in England and Wales.



Working with strategic partners ILS can also provide access to new Smart App technology and learning platforms that can be used by HR to reinforce staff behaviours and help underpin learning outside of the classroom by linking staff mentoring and business targets through a Careers Academy digital platform that drives operational excellence at all levels of the business.

Call 07966 315507 for a free initial discussion to find out what funding and skills options are available in your sector in Wales and the UK. You can email ILS at... **info@industrylearningsolutions.com** Web: **www.industrylearningsolutions.com**



EVENTS



Ireland

Aerospace Wales CEO, John Whalley and Aerospace Wales Director, Mark Hughes, led a delegation of seven companies to Dublin where the team met with members of the Emerald Aero Group, as well as representatives from Bombardier (Brian Douglas) and Rockwell Collins, formerly BE Aerospace (Martin McGinley) from Northern Ireland. Our good friend Leslie Orr from ADS Northern Ireland also attended the meeting. The visit was organised by Sean Long of Enterprise Ireland and his colleague, Cahal Hughes, is seen here opening the workshop where each of the companies and cluster organisations presented their capabilities.



Emerald Aero Group was formed as a cluster organisation towards the end of last year and currently has 15 member companies. EAG is chaired by Gerry Reynolds, Founder and MD of Takumi Precision Engineering.

The two day session generated good contacts on both sides and culminated in a very enjoyable visit to the Ireland v Wales Rugby game. Team Wales will be back in Dublin for the Aviation Summit which takes place in May (15th - 16th). If you are interested in joining us please get in touch.

Members' meetings were held earlier in the year in both North and South Wales. Big thank you to our hosts Airbus and Zodiac for making us most welcome and for their generous hospitality. Airbus kindly hosted the event at the Airbus visitors centre at Broughton, North Wales, where a packed meeting of Aerospace Wales members heard the Airbus plans for their Wing of Tomorrow project. A number of demonstration wings will be assembled in the new Advanced Manufacturing Research Institute which will open for business in 2019. This was a collaborative meeting with AMRC Sheffield who were keen to demonstrate the number of packages of support available for SME's to become involved in collaborative research projects.

In South Wales Aerospace Wales held its members' meeting at Zodiac Seats UK in Cwmbran. The meeting had a strong focus on the Interiors Sector which is fast becoming a key element of the aerospace industry in

Wales. The attendees were treated to a tour of the Zodiac assembly areas and Zodiac gave a most enlightening overview of their company and operations, which was most appreciated by the 60+ members that joined us for the day.



ADS at RAF Valley

ADS Through Life Service Group met at Ascent Flight Training, RAF Valley, Anglesey, North Wales. The group, formerly known as MROL (Maintenance, Repair, Overhaul & Logistics) meets four times a year to discuss policy and strategy for this important sector of the aerospace/aviation industry. Aerospace Wales representation included Forum staff John Whalley (CEO), Rachael Blackburn (Operations Director), Geraint Spearing (DECA), Jason Davies (Aerocare Aviation Services Ltd) and Pete Gunson (PPA). Geraint and Jason are ambassadors for the Forum and sit on the Executive Steering Board.

The meeting was hosted by Ascent Flight Training, a joint venture between Lockheed Martin and Forum member Babcock International, responsible for flight training design and delivery as the UK MOD's Training Service Partner. Ascent provides the Military Flying Training System for the UK's Armed Forces through a unique partnering arrangement with Royal Air Force No 22 (Training) Group and the UKMFTS Project Team. ADS, the UK's national trade association for aerospace, defence, space and security, works in close partnership with Aerospace Wales and the other regional aerospace alliances.

EVENTS



Westminster Business Forum

John Whalley, Aerospace Wales CEO, makes a plea to the UK Space Sector

"let's work together to encourage real prosperity for the UK"

John was speaking at Westminster Business Forum Keynote Seminar:

■Priorities for the UK space industry - investment, infrastructure and international competitiveness.

John gave an overview of the Space Sector in Wales and a perspective on our priorities, including the Llanbedr Spaceport.

On the panel with John were Richard Peckham, Strategy and Business Development Director, Airbus Defence & Space and Chairman, UK Space; Rt Hon the Lord McNally, Member, Parliamentary Space Committee and chair of the panel; Professor Christopher Newman, Professor of Space Law and Policy, Northumbria University; Dr Farhana Amin, Innovation Program Lead, Earth Observation, Defra.

The event was attended by representatives of industry, government and academia and included John Idris Jones (Snowdonia Enterprise Zone), Nia Bowden (Gwynedd Council), Dyfrig Siencyn (leader of Gwynedd Council), Paul Jones (Welsh Government) and Dr Lucia Collinwood (Senior Science Advisor, Welsh Government).

Parlaiment



Team Wales visited Parliament to brief MPs and Peers on Aerospace & Defence in Wales. Members of the Welsh Government's Advanced Materials and Manufacturing team (Phil Catherwood, on the left, Elaine Choules, Pippa Duggan and Deputy Director Dickie Davis, on the right) are seen with

Aerospace Wales CEO, John Whalley (centre), Lord Don Touhig, Wayne David (MP for Caerphilly) and Chris Ruane (MP for the Vale of Clwyd).

DIT Briefing



Representatives from the overseas offices of the Department for International Trade have visited both North and South Wales in recent months and as well as visiting a number of sites a briefing session was held with several Aerospace Wales companies, including TWI, Cottam & Brookes, Aerocare & United

Aerospace/Rebel.Aero giving an overview of their activities and potential for export and collaboration. Gareth Burks, MD of Rebel.Aero is seen here addressing the group at the St David's Hotel in Cardiff Bay.

EXHIBITIONS



Singapore Airshow

Success for Team Wales at Singapore Airshow! The five companies on the Aerospace Wales stand clocked up a total conservative estimate of £5m worth of business during the four day event. We managed to capture 10 of the 12 representatives on the stand in the team photo above. From left to right Neil Wigley (Faun), Ian & Tina Ford (Charcroft), Jamie Beale (Tritech), John Whalley (Aerospace Wales), Bruce Allison (Vaayu), Nitin Sananse (Spectrum), Nicholas Williams (Vaayu), Sue Boorman and Elaine Choules (Welsh Government). Also part of the delegation from Tritech were Kim Coldwell and Andy Cheers, who is a fellow Director of the Aerospace Wales Forum.



DPRTE

Welsh Government hosted a networking event at this year's DPRTE (Defence & Procurement, Research & Technology, Exportability) show in Cardiff. Following on from the show the Advanced Materials & Manufacturing and ICT teams from Welsh Government, hosted a networking session involving forty companies drawn from across the aerospace and defence sector in Wales plus other invited guests, including a US delegation.

MRO Americas

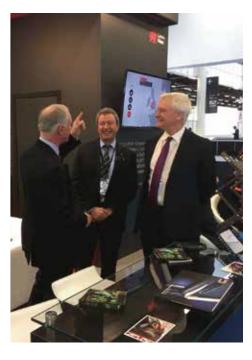
Team Aerospace Wales at MRO Americas 2018 in Orlando. Seen here are Andrew Wagstaff, Welsh Government's Head of Canada, based in Montreal, Rachael Blackburn (Operations Director, Aerospace Wales) and Jon Walters, Welsh Government's Deputy Head for North America, based in Washington DC. Member companies Vaayu and ECube joined us at the show thanks to Welsh Government financial support, and utilised the stand for meetings with potential customers. This proved hugely successful for the companies with a conservative estimate of £10m in new sales achieved by the 2 companies.



AIX Hamburg

UK Minister for Investment, Graham Stuart MP, visits the Wales stand at the Aircraft Interiors Expo in Hamburg. John Whalley, our CEO, is seen explaining that the Sky's the Limit as far as the Wales aircraft interiors sector is concerned. The Minister was visiting UK exhibitors at the show and later addressed the reception held jointly by the UK Department for International Trade (DIT), ADS, Invest Northern Ireland and the Welsh Government. DIT exhibited at the show for the first time, in recognition of the growing importance of the aircraft interiors sector to the UK economy.

The Wales stand was used as a base for companies from the aerospace and food sectors, the latter attending the World Travel Catering and Onboard Services Expo taking place in an adjacent hall. AWF members attending included PPA, Spectrum Technologies, Tritech and Echa Microbiology. Other companies paricipating at the Interiors Show with a Welsh connection included Zodiac Seats, STG Aerospace, Rebel.aero, Aim Altitude, SWS Certification, Flightweight, Clickbond, Morson Projects and Assystem.



SPOTLIGHT ON



What is it that PPA Group do:

PPA Group was established 20 years ago by Peter Gunson and Adrian Morris to bring high quality technological craftsmanship and value engineering to the aerospace industry.

During this period, PPA Group has evolved through two stages of business development from being just a repair house of the interiors for OEMs and private jet owners to a component and sub-assembly manufacturer that occupies Tier 1/Tier 2 spot within the aerospace supply chain of interiors and transparencies.

The second evolutionary stage in our business development has involved heavy investment in state-of-the-art equipment. All for making PPA Group manufacturing processes leaner for the benefit of our clients as we reduce their cost and multiply their profits. Indeed, we pride ourselves for being one of the UK leaders in thermoforming, where we have pioneered technologies in forming polymers that have never been formed before.



We are now entering the third stage in PPA Group business development evolution. Very exciting times for us as a company that provides engineering cellence.

And what is your role with the company:

am responsible for product development employing outputs from UK and the world fundamental research outputs. I have a doctorate degree in structural namics from College of Aeronautics at Cranfield University. With a background 34 years in academia, now retired, this allows me to transfer many of the skills the technologies I developed at universities I worked for, into real products. are doing that well so far and PPA Group path into the future is well lit.

What is business development evolution:

BDE as we call it in short is the term coined within PPA Group as a strategic platform that launches us to new heights in high-value engineering. By us dividing our development stages into evolutional periods allows PPA Group to have a clear emphasis on the delivery of the strategic plan. Each evolution has a key theme to follow. The third evolution is focused on us becoming the first port of call when it comes to manufacturing of high-value innovative interiors and transparencies in Wales and UK. This period makes us a company that proposes new innovative products to OEMs as we move from component supplier to complete system supplier. To achieve this, we have invested in research and development so that we build up our Intellectual Properties library and become pioneers offering transformational technologies to the aerospace industry.

What innovative products are we expecting from PPA Group:

We already deliver pioneering highly technological products such as the bloodhound window canopy. The racing car broke many records including the ground speed. PPA Group, the only fully owned British aircraft transparencies producer, is proud to have designed and manufactured the bloodhound window canopy. This was a first for ground vehicles as the company overcame some technological hurdles that required the bloodhound window canopy to protect the driver from shrapnel and debris travelling at 1000 mph with impacting energies of up to 400 kJ. In the wake of the incident of the Southwest Flight 1380, where the cabin window was struck by debris from the breaking engine body, PPA Group window technology for high energy absorption protection is now there for OEMs to exploit.

We have also developed the "FLEXIMAT" that is used as protection cover during the assembly of aircraft structural bodies. This product protects good work that has already been done from damage through dropping tools, fluid and so on. "FLEXIMATs" are already used by AIRBUS in all their wings production lines and we are in the last stages of negotiations for them to be used by Aernnova of Spain.

We are developing "Smart Screens" that will make the first class and business class interiors become friendlier at most times during a flight. This will also reduce the weight of aircraft interiors as all the bulky furniture will be replaced by slim lightweight "Smart Screens". Good for the environment and best business approach for OEMs to carry more passengers and cargo, which is live revenue than dead cost of furniture.

Our thermoforming products are also being updated. We will be making panelling systems using advanced polymers such as those made from a blend of Polycarbonate-Acrylonitrile Butadiene Styrene. This is here and the future in panelling technology to replace the FRP composite panels that are expensive to manufacture.

How is PPA benefitting from being a member of Aerospace Wales:

As one of the founding members of the Aerospace Wales Forum, I will advise all those SMEs in aerospace who think it is not for them to think again and join. This forum really supports companies to attain and deliver on their growth plans. Thank you for embracing PPA Group Limited.



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CONGRATULATIONS



Aerospace Wales member company STG Aerospace was delighted to simultaneously announce the launch of the latest version of their liTeMood® LED lighting system for Airbus A320 and A330 aircraft, along with the first 2 launch customers - Small Planet Airlines and XL Airways France who will upgrade their A320/A321 and A330 fleets later this month respectively.

The dynamic and configurable full colour, plug-and-play, programmable retrofit lighting solution sets the scene in an instant and can be customised to any scene or scenario, helping create a unique experience that passengers won't want to forget.

Marcus Williams, Director of Global Sales at STG Aerospace, highlighted: "Our liTeMood® retrofit LED system has revolutionised the way airlines with Boeing 737 and 757 aircraft can accomplish a LED lighting upgrade since 2014. We are now delighted to announce the availability of our next-generation system for the Airbus A320FAM, A330 and A340 fleets along with the first 2 of our launch customers, and for the first time offering a full colour, fully programmable solution."

An extension of the proven feel and performance of STG Aerospace's liTeMood®, the unique Airbus system offers fully customisable, animated scenes that can change post installation in just minutes via a patented infrared wand. As well as the choice of selection from over 16 million colours, the system offers the ability to incorporate bespoke scenes, from northern lights to sunrise and sunsets to more unique settings to celebrate national holidays.

Mr Kristijonas Kaikaris, the CEO of Small Planet Airlines, commented:

As an airline we strive to offer a world of infinite possibilities and improvements. By installing this system on our A320 aircraft it will assist us in our mission of delivering that world and help us personalise the way we interact with our passengers.

Mr Fachinetti, Vice-President of Maintenance and Engineering at XL Airways France, added:

The latest innovation from liTeMood® allows us to create individual mood lighting scenarios to foster well-being for passengers through every phase of the flight, we're delighted to be one of the first customers to offer this major enhancement to the passenger experience.

■■

Available for retrofit on single and twin aisle Airbus aircraft, the cost-effective power saving system works with both classic and enhanced CIDS, installed in under 6 hours (A320) and requires no changes to aircraft wiring or control systems.

The new liTeMood® full colour system was on display inside a full-size Airbus cabin simulator at Aircraft Interiors Expo in Hamburg on STG Aerospace's stand.



www.stgaerospace.com



CONGRATULATIONS





The Financial Times' FT1000 has named Caerphilly based AerFin as the fastest-growing aerospace and defence company in Europe, as well as the 23rd fastest-growing company in Europe overall. AerFin supports aircraft operators and

lessors by providing a range of services: offering leasing contracts, technical consulting, trading and supply of equipment from entire aircraft through to components and engines. Over the past three years, the firm has seen substantial financial success, achieving a Compound Annual Growth Rate of 234%

The announcement follows the achievements of 2017, when AerFin was announced as the fastest-growing private UK company by the Sunday Times FastTrack 100, having risen from sixth place in 2016.

The Sunday Times HSBC International Track 200 also named the firm as Britain's fastest-growing mid-market company by way of international sales, while the Wales Fast Growth 50 initiative named AerFin the fastest-growing indigenous business in Wales.



Bob James, CEO, AerFin, said:

AerFin has made incredible progress over the last three years, and to receive this recognition from Financial Times is a tremendous honour.

We have always focused on staying ahead of the market curve and continuing to anticipate the needs and requirements of our global customer-base.

Through focusing on this, we have held a firm competitive advantage in the industry which has seen us achieve exponential growth.

I would like to thank our employees, our partners, our investors, and of course, our clients, James added.

The success of our new services, such as the Beyond Pool support programme, and the growing rates of employment across our regional and global offices, are indicative of how our business is expanding and gaining more momentum internationally.

www.aerfin.com

COMING SOON





Toulouse is the global headquarters of Airbus and a gateway into the Aerospace Valley Competitiveness Cluster, including Midi-Pyrénées & Aquitaine, with international manufacturers and suppliers such as Airbus, Safran Group, ATR, Latecoere, Stelia, Liebherr, Dassault, Figeac Aero and many other companies.

Team Wales are putting together a trade mission and will be inviting Aerospace Wales members to join this export market visit to the centre of the European aerospace industry. This Welsh Government supported visit offers an exciting opportunity for companies of all sizes to raise their profile and access business opportunities in Europe's biggest aeronautics cluster. New and experienced exporters will benefit from gaining valuable market intelligence shared by the likes of Latecoere and Airbus. The mission culminates with participation in the prestigious ADS Toulouse annual event, which affords an unique opportunity to network with some of Europe's key players. We will also work with DIT Paris to facilitate introductions and one-to-one meetings, where possible.

Ruth Stockley of the Welsh Government's office in Brussels has been working with Rachael Blackburn (Operations Director of Aerospace Wales) and the ADS Toulouse office to plan the mission. The team took the opportunity to progress plans at the Aircraft Interiors show in Hamburg. Seen on the Wales stand are Sophie Morel (ADS Toulouse), Charly Gordon (DIT's Head of Aerospace & Advanced Engineering in the UK's Paris Embassy), Ruth Stockley (Welsh Government, Brussels), Marie-Margaux Honikman (ADS Toulouse) and Gareh Thomas (Welsh Government AM&M team). Further details will be sent out to members in due course, if you would like to register your interest, please email

enquiries@aerospacewales.aero





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