

ALUMINIUM NEWS

THE VOICE OF THE UK ALUMINIUM INDUSTRY

ISSUE 4 MARCH 2020



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DATES FOR YOUR DIARY

MARCH

Thurs 26	ALFED Board Meeting
Tues 31	Extrusion Group Meeting

APRIL

Thurs 2	Middle Management Programme: The Working Organisation (Day 2)
Thurs 16	QUALANOD UK & Finishing Group
Mon 20-21	CRU World Conference London
Mon 20-24	MACH 2020
Thurs 23	Frontline – The Effective Team Leader (Module 4)
Thurs 23	Finishing Group Meeting
Wed 29	3M Event
Thurs 30	Aluminium Distribution Sector Group Meeting

MAY

Mon 4	Middle Management Programme: The Performing Organisation (Day 1)
Tues 5	Sales Training Day
Wed 6	Frontline – The Effective Team Leader (Module 5)
Thurs 7	World of Aluminium
Thurs 14	Recycling Group Meeting
Wed 27-28	Aluminium for Engineers

JUNE

Tues 2	Frontline – The Effective Team Leader (Module 6)
Thurs 4	Qualicoat UK & Ireland
Fri 5	Middle Management Programme: The Performing Organisation (Day 2)
Tues 9-11	SUBCON
Thurs 11	Health, Safety & Environment Support Group
Wed 17	ALFED Board Meeting & AGM
Wed 17	Fronius Networking Day
Mon 22	Middle Management Programme: The Thriving Organisation (Day 1)
Tues 23	Extrusion Group Meeting

JULY

Wed 1	Environment Agency Permitting Information Event
Thurs 2	Design for Recycling
Mon 6	Middle Management Programme: The Thriving Organisation (Day 2)
Thurs 9	House of Lords Lunch
Tues 14	QUALANOD UK & Finishing Group

SEPTEMBER

Thurs 3	ALFED Board Meeting
Thurs 10	Innoval Relight Light Metals Sustainability event
Thurs 10	Recycling Group Meeting
Thurs 17	Health, Safety & Environment Support Group

OCTOBER

Thurs 6-8	Aluminium Dusseldorf
Thurs 8	Breakfast Briefing
Thurs 22	ALFED Annual Dinner and Business Briefing
Wed 28	World of Aluminium

NOVEMBER

Wed 4-5	Advanced Engineering Show
Thurs 12	Recycling Group Meeting
Thurs 19	Dutch Party
Wed 25-26	Aluminium for Engineers

DECEMBER

Thurs 3	ALFED Board Meeting
Thurs 3	Breakfast Briefing & APPG AGM
Thurs 10	Health, Safety & Environment Support Group

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Front cover image courtesy of The London Metal Exchange

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ABOUT US

CEO -

Tom Jones

e: t_jones@alfed.org.uk

Training & Education Manager -

Kathy Romback

e: k_romback@alfed.org.uk

Technical Manager -

Jan Lukaszewski

e: j_lukaszewski@alfed.org.uk

Administration Manager -

Margaret Lane

e: m_lane@alfed.org.uk

Administrator -

Caroline Jones

e: c_jones@alfed.org.uk

Marketing & Comms Manager -

Kirsi Lintula

e: k_lintula@alfed.org.uk

Events Administrator -

Linda Ford

e: l_ford@alfed.org.uk

Accountant - Karen Williams



We, the Aluminium Federation, are proud to announce that we will be supporting the KidsOut charity.

Through our activities, network and partners we hope to help to change the lives of children suffering domestic abuse and offer hope by providing generous cash donations making a positive impact on those children who are caught up in the cycle of abuse. Please help us support a deserving cause and help to protect children by contacting ALFED to make a donation.

WHO ARE KIDSOUT?

Mission: Through their life-changing work, KidsOut gives disadvantaged children positive experiences to support them becoming future members of our society and workforce.

Each year more than 20,000 children flee domestic abuse to seek sanctuary in refuge. Typically leaving home with only the clothes on their back, these children have experienced physical, emotional, and even sexual abuse and arrive at refuge with nothing. In collaboration with Women's Aid, partner charities and corporate supporters, KidsOut works to remind these children and thousands of others living with disadvantages what it is like to be children and just have fun.

At KidsOut we believe that all children deserve fun and happiness in their lives and work every day to make it a reality. Whether they have escaped domestic violence or live daily in poverty, KidsOut provides disadvantaged children across the UK with exciting memories to cherish. Through giving hope and building confidence in young people, KidsOut is shaping a better tomorrow. Join with us and together we can **Make Kids Happy!**



**THE VOICE OF THE
UK ALUMINIUM INDUSTRY**

ALFED quarterly magazine offers you a great opportunity to promote your products and services to key decision makers and influencers within the aluminium industry in the UK.

SCHEDULE:
Issue 5 – 29 May 2020
Issue 6 – 23 September 2020
Issue 7 – 10 December 2020

For more information please contact:
Kirsi Lintula, Editor
e: k_lintula@alfed.org.uk
m: 07768 566 437

ALFED
ALUMINIUM FEDERATION

ALUMINIUM NEWS

MEET OUR NEW TEAM MEMBER

ALFED are happy to introduce Kirsi Lintula as their new Marketing and Communications Manager. Kirsi is vastly experienced having performed similar roles in metal based trade associations. She is looking forward to the challenges in her new role in what is an exciting time for the Aluminium Federation and its members. No doubt Kirsi will be in touch with many of you over the coming months.



HOW TO FIND & CONTACT US

Suite 9

Alcora Building

Mucklow Hill

Halesowen

West Midlands B62 8DG

Tel: +44 (0)330 236 2800

www.alfed.org.uk



The UK “must have the ability to set laws that suit us,” the PM’s chief Brexit negotiator has said in a speech in Brussels.

David Frost has set out the UK’s stance ahead of post-Brexit trade negotiations, have started. He dismissed the idea an EU court would have a role in future trade disputes, saying: “We only want what other independent countries have.”

Mr Frost said: “It is central to our vision that we must have the ability to set laws that suit us - to claim the right that every other non-EU country in the world has. “So to think that we might accept EU supervision on so-called level playing field issues simply fails to see the point of what we are doing.”

He said this was not a “a simple negotiating position which might move under pressure - it is the point of the whole project”. The UK wants a **Canada-type free trade agreement** with the EU, Mr Frost said. If this cannot be agreed, then Britain will trade on the basic international terms it currently follows with Australia.

Mr Frost also reiterated the government’s insistence that it will not extend the transition period beyond the end of this year. The transition period runs until 31 December 2020, during which time the UK continues to follow EU rules - including freedom of movement.

WHAT DOES THIS NEW REALITY LOOK LIKE?

The UK will start negotiations with the EU and wish to conclude them by the end of 2020. The negotiations will be led by Mr David Frost prioritising sovereignty over trade moving away from any regulatory alignment with the EU making it highly unlikely that the EU will agree and therefore a real possibility of leaving

at the end of 2020 without an agreed deal and defaulting into WTO trading rules.

The three main characteristics for the UK negotiation.

- 1. Structure** – New negotiating task force led by David Frost mirroring the EU negotiating task force, DEX-EU is being disbanded and new government departments being created to support negotiations.
- 2. Scope** – From an FTA viewpoint, the task force will negotiate sovereignty over trade - it is viewed as two sovereign nations negotiating rather than the UK and 27 other countries. Setting regulation in the best interest of the UK.
- 3. Speed** – We left the EU at the end of January and the negotiating period with the EU will be less than nine months from when it starts in March.

This is all about what’s known as the level playing field.

The UK and the EU will become economic competitors, as well as partners, and level playing field rules are about how fair that competition is going to be.

Almost all trade agreements include them to some degree, but the EU is demanding particularly strict rules because the UK is a major economy right on its doorstep - therefore a bigger potential competitor than a country like Canada.

The EU wants a common set of rules on things like workers’ rights, the environmental regulations that businesses have to follow, and, in particular, state aid (or support, including subsidies) for business. It says it will refuse to give British companies tariff-free access to its single market if those companies also have the ability to undercut their rivals based in the EU.

But the British response, as articulated by David Frost is that the freedom to diverge from EU rules is the whole point of Brexit. We’re going to have high standards, the UK insists, but they won’t be your standards. The EU says a promise isn’t good enough, and that’s the argument we’re going to see playing out over the coming months.

Speaking in Brussels on Thursday, Mr Frost said the UK “must have the ability to set laws that suit us” and not be subject to rulings from European court.

Our work with government continues to ensure the aluminium sector and our members are engaged with BEIS and the Brexit trade negotiations. We agreed with government to establish an Aluminium Trade Panel involving all members that wish to attend and engage with government. This will provide an

opportunity to meet with government officials, ministers and trade officials expressing our sector views and having an input in influencing future trade negotiations with the European Union.

Our All-Party Parliamentary Group (APPG) provides opportunity for members to meet MPs and officials at the House of Commons. We continue to strengthen this with the addition of new MPs and members.

The Aluminium Federation continues to develop membership attracting organisations that work in the aluminium industry, the wider industrial sector and now many others who support the sector supply chain. Our strategic partner program connects the Aluminium Federation members to a vast resource of knowledge and support from universities, Catapults, industry and across Government departments.

MEMBERSHIP GROWTH IN 2020 - WE ARE DELIGHTED TO WELCOME 19 NEW MEMBERS TO DATE IN 2020.

The Aluminium Stockholders Association (ASA) members are now fully integrated into the Aluminium Federation, their contribution has led to establishing the first Distributor Sector Group meeting at the end of January 2020. We welcome 11 new members from a broad range of the aluminium industry who will provide insight and diversity enriching ALFED and its membership.

We continue to develop ALFED with our strategic partner program, negotiating significant partnerships with organisations that support our mission and drive value back to members. These key partnerships provide valuable resource, strategic advantage and strengthens our position within our UK industrial sector and beyond. We welcome Energy Management as our new partner for 2020. ALFED has joined the NFA (Non Ferrous Alliance) where we have a seat on the board and a seat on their technical committee.

2020 brings a busy year for ALFED and its members covering over 70 key events including sector group meetings, APPG and House of Lords, Annual Dinner, Dutch Party, HSE and many members briefings covering Brexit, apprenticeships, training and government engagement.

Tom Jones
CEO
Aluminium Federation

FROM THE PRESIDENT

Clive Bush, ALFED President and Business Development Director of Amari Metals



The federation continues to grow by having 19 new members, including members of the Aluminium Stockholders Association, since the beginning of the year. A great start to the year, so well done to all the team at ALFED.

And what a start to 2020 – The “B” word continues to loom large in our daily life, Corona virus (COVID19 - always good to have a name) is an unknown but increasing threat, trade tariffs and protectionism throughout the world make business difficult or at least uncertain.

However, all we can do is manage, manage situations, difficulties and of course opportunities - all in order to achieve a positive outcome.

We may all have different ideas and opinions regarding the “way forward” but I would argue that a “less than perfect idea, pursued with enthusiasm will have a better outcome than a good idea pursued with lethargy”. Ok - so we can all agree that the prize is a **“great idea driven enthusiastically”** but getting 100% consensus on that may be a problem.

ALFED have been asked to submit a “position paper” on the EU/ UK Trade Negotiations. This is not an easy ask. ALFED represents the whole of the aluminium industry and that value chain extends from primary metal at one end through to metal semi suppliers, metal finishing and through to recycling and scrap. But one thing that I think we will all agree on is that we require a business environment that is ‘conducive’ to trade and gives us a ‘level playing field’ when compared to our international competitors.

Issues such as energy policy, training, immigration, health and safety legislation or a clear ‘direction of travel’ for subjects such as environmental policy are important. However, for our economy one of the most important will be to deliver a trading environment that allows our exporters to compete world-wide and imports tariff (if any) that allow our home produces to remain competitive.

UK aluminium industry will have to manage the repercussions of the governments trade negotiation with the EU, and the outcome of the recently published “Approach to Most Favoured Nation Tariff Policy” and how that will affect their negotiations with the EU!

The recent “Statement of Direction” on this subject from the Department for International Trade (DIT) gives their policy objectives as:

1. The interests of consumers in the UK
2. The interests of producers in the UK of the goods concerned
3. The desire to maintain and promote the external trade of the UK
4. The desire to maintain and promote productivity in the UK – and
5. The extent to which the goods concerned are subject to competition

Who can argue with that!

However, we will want the aluminium industries opinions considered and I would urge the “New” minister for Business, Energy and Industrial Strategy (BEIS) - The Rt Hon Alok Sharma - to continue the co-operation and consultation with our industry (and especially ALFED), that his predecessor had encouraged.

I am certain that for the foreseeable future things will remain uncertain, however that is and always has been the case.

So, I think we have “a call to arms” and that will be to do what we do best and manage. No matter what.

MEMBER SPOTLIGHT

ENERGY MANAGEMENT LLP

Energy management LLP was founded by Gary Weston after realising his many years of industry experience could be used to help guide others through the procurement field.

Energy Management LLP exists to reduce your energy costs. We’ve been doing it successfully since 2000 and we are now firmly established as one of the UK’s leading energy consultancies. We offer impartial and independent advice on all aspects of today’s complex and volatile markets as well as the raft of environmental legislation associated with them. We reduce operating costs through professional energy procurement, invoice validation, improved budget management and by optimising compliance with environmental legislation.

For more information please get in touch with a member of the team at sales@energymanagementltd.com or give us a call on 01225 867722.



‘EUROPEAN FIRST’ FOR SDE TECHNOLOGY AS IT TARGETS £ MULTI-MILLION OF NEW LIGHTWEIGHT OPPORTUNITIES

One of the UK’s leading manufacturers of pressings and assemblies has signalled its intentions to be a world leader in lightweight components by investing in a new process.

SDE Technology, which prior to the recent rebrand was known as Salop Design and Engineering, is the first company in Europe to hold a production licence for Hot Form Quench (HFQ®), a revolutionary hot forming process for producing high strength aluminium parts for use in the automotive, aerospace and renewable sectors.

This new technology gives designers the freedom to create parts that offer significant weight savings, yet still deliver higher structural strength, with improved formability in six and seven thousand series alloys, that cannot be formed cold. In some instances, it can also reduce the part counts from multiple components to just one.

Because HFQ lends itself to higher strength aluminium, it is ideally suited for the vehicle safety cell in the automotive sector and has also been used to develop a prototype aircraft armrest.





BENEFIT FROM A RANGE OF SERVICES THAT HELP YOU DEVELOP YOUR BUSINESS, WORKFORCE AND SUPPLY CHAIN

As the voice of the UK aluminium industry, our mission is to expand the market for aluminium products by helping companies solve problems, lobby government and boost their competitiveness.

Whether it's providing technical support, delivering market insight, informing trade policy or offering networking opportunities – everything we do focuses on helping UK aluminium businesses capitalise on opportunities.

As a member, you become part of an influential community, getting your voice heard within the industry and at the highest levels of government. Working together, we're actively driving UK aluminium forward – and we look forward to working with you in this endeavour.

Collaboration:

We bring together recycling and secondary producers, extruders, finishers and stockholders – helping everyone involved in UK aluminium make connections for mutually beneficial business and supply development.

Innovation:

You benefit from a range of services that help you stay at the cutting edge. From research and development through to industry benchmarking and technical support, you get insight that assists you to develop your business.

Opportunity:

We give you a unique opportunity to get your voice heard - within the industry and in government. Whether you're a global company or an SME, you can advocate and influence to improve market conditions for your products and services.

MEMBER BENEFITS:

From technical support to lobbying, we support members working across all aspects of production and supply.

Here are some of the many you get as part of your membership:

- Advocacy & lobbying
- Market insight
- Training
- Technical support
- Consultancy from energy management support to bespoke training, coaching and e-learning
- Events
- Influence & Policymaking

- Shared Learnings & Networking
- Savings & Partnerships

WHY JOIN THE ALUMINIUM FEDERATION

Whatever your company size or speciality within the industry, we help you access the technical expertise, market insight, business support and government influence you need to boost your competitiveness.

We offer different levels of membership based on your business size – so it's both affordable and valuable.

"As an ALFED member, you get your voice heard. We're a small metal finishing company, but I get my voice heard very loudly. When I was the ALFED President, this gave me influence at a high level with government – I was routinely on calls with ministers and civil servants. And I had my voice heard even before I was president. In 2004, the British standard changed to an EU-wide one that was much weaker. I campaigned to change it, and as an ALFED member, I had a say via the Finishing Group. I got my opinions over, and the standard is now changing. It was a real success for our business." Giles Ashmead, Director, Powdertech

Contact us to discuss how ALFED membership can help your business

Membership levels are based on business size, so it's both affordable and valuable. T: 0330 236 2800
www.alfed.org.uk

ADV BRIGHTWARE MANUFACTURING



ABM (Advanced Brightware Manufacturing Ltd) are world leading manufacturers of stainless steel and aluminium interior and exterior Brightware trim components. They are proud to be the largest Brightware manufacturer in the UK and preferred supply partner to niche automotive manufacturers including McLaren, Rolls Royce, Bentley Motors and Aston Martin.

ABM, based in Coventry UK, specialise in the manufacture of highly complex cosmetic panels. ABM's core capabilities of cold stamping, roll forming and stretch bending is supported by 5 axis laser trimming, robot hemming, state-of-the-art automated finishing & polishing technology and a fully approved A Class paint line. All of their clients' tools and fixtures are produced in-house in their multi-machine toolmaking centre.

www.advmanufacturing.co.uk

AMAG UK



AMAG Austria Metall AG is a supplier of primary aluminum and premium cast and rolled aluminum products. At their integrated site in Ranshofen, Austria, they fully leverage their core competencies in recycling, casting, rolling, heat-treatment, and surface finishing.

With a 75-80 % share of scrap in the raw material mix they set the industry benchmark regarding recycling. Thanks to their investment in the hydro-electric powered Canadian smelter Alouette, they are also at the forefront when it comes to the sustainable production of primary aluminum.

www.amag-al4u.com

ASC METALS LINCOLN



ASC Metals is a family-owned metals stockholder, established for over 30 years. They pride themselves on reliability and customer service...

- They deliver to their customers and collect from most of their suppliers using their own fleet of trucks so that they are in control of the entire supply chain.
- Their quality management is approved to ISO9001:2008 standards.
- They have in-house facilities to provide drilling, milling, turning, boring and welding services.

- Their in-house design team is on hand to ensure projects are fully detailed and to assist their production team in engineering and fabricating a fully finished component or product.

www.ascmetals.com

CASHMORES



Cashmores is a specialist coil processor in stainless steel and aluminium, providing a bespoke service to customers nationwide.

With an unrivalled range of 22 processing lines, Cashmores provides a customised service for slit coil and blanks plus first-stage manufacturing facilities for piercing, notching and embossing.

Serving the needs of demanding customers for over 60 years, Cashmores has in-depth understanding, experience and expertise in the requirements of a wide range of industries and OEMs including domestic appliances, building & glazing products, electrical goods, automotive and lighting amongst many others.

www.cashmores.com

CONCORDIA INTERNATIONAL FORWARDING



Concordia International Forwarding was established in 1978 and remains the largest privately owned freight forwarder in the USA. They have 35 solely owned global offices, 15 of which are in the USA. Their vision is to provide a seamless door to door airfreight service, and this is proven with their unblemished 25-year reputation within the metal industry.

All of their European offices are AEO accredited and Concordia are extremely proud to have proven themselves to the European Commission and Customs authorities to be trustworthy, compliant and recognised as a safe and secure partner in the supply chain.

www.concordiafreight.com

DORE METALS SERVICES



Dore Metal Services supplies and distributes an unrivalled range of aluminium extrusions and they also stock, aluminium sheet and plate, stainless steel, brass, copper, bronze, titanium and other exotic metals. They have supplied aluminium for various military work

including the manufacture of pallets to carry missiles, and continue to supply all types of metal to make components for the manufacture and repair of nuclear power plants. Dore Metal Services have supplied aluminium for stages for large shows featuring Take That, Kylie Minogue and Cirque Du Soleil.

www.doremotals.co.uk

FOUNDRY ENGINEERING PRODUCTS (FOUNDRAx)



Foundrax are market-leading manufacturers of Brinell hardness testing equipment. They are the only company in the world to make a range of Brinell Hardness Testing Machines that covers everything from UKAS certified reference blocks to National Standard level Calibration machines and all the steps in between.

For over 60 years Foundrax have specialised in Brinell Hardness Testing Machines and are recognised worldwide as experts in the field. They have been influential in the development of hardness testing standards in ISO and BSI as well as ECIS, and remains at the forefront of Brinell Hardness Testing Machines through continuous investment in R&D.

They offer a full range of unique Brinell Hardness Testing Machines, providing market-leading automation of both indentation and measurement. Their machines are known for their laboratory-level accuracy in steelworks conditions, their efficiency, and their ease of maintenance, providing unparalleled confidence in their results.

www.foundrax.co.uk

FUEL FURNACES



Fuel Furnaces is a company that prides itself in designing and manufacturing bespoke heat treatment furnaces for ferrous and non-ferrous industries. They also have an in-house machining and alloy fabrication departments to supply spares for any heat treatment furnaces that's required. All their three shops have overhead cranes up 10-ton capacity to cope with most fabrications.

GARNER ALUMINIUM EXTRUSIONS (GARNALEX)



Garnalex – the UK's newest aluminium trade extruder, based centrally in Derbyshire in the heart of England, has invested over £9 million in their state-of-the-art production facility. Garnalex offers reliable, high quality and quick turnaround to the trade using a SMS HYBEX delivering 35 MN force to produce up to 4 tonnes of extruded profile an hour.

As well as trade extrusion, Garnalex is bringing their own Sheerline window and door range to market in 2020. This innovative new system harnesses the experience of Roger Hartshorn and his design and manufacturing team and builds on their long and successful track record in the UK fenestration industry.

www.garnalex.com

MCA UK

MCA UK is one of the UK's largest importers and distributors of aluminium rolled and extruded products to the metal stockholding market. With long term supply agreements from Eastern Europe, Asia and South America MCA UK has been a major player in the aluminium bar and plate market for over ten years. The company's focus has, since inception, been to provide an unparalleled back to back and ex stock service to UK distributors and to avoid the inevitable conflicts of interest that arise when distributors buy from distributors - who are also their competitors.

MCA UK does not sell to the end user market but rather supports the distributors on a non-compete basis. Buyers can take 250 kgs or one hundred tons in the secure knowledge that as a distributor's distributor MCA UK will never undercut them and sell into their market. What is good for their customer, is good for them.

www.mcalloys.com

METALWEB

metalweb are a leading AS9100 accredited UK metals stockholder and processor. As part of 'Reliance Steel & Aluminum' – a multi-billion dollar US company – metalweb have the global resources to deliver a service at the price and quality you need for your organisation. metalweb bring you the best of everything from a

wide range of stock; nationwide coverage; quality approvals with full traceability through to a comprehensive processing capability and delivery service.

In today's fast paced commercial world many leading manufacturers want a supply partner to understand and share their goals and business strategies. A supply partner who can offer a range of bespoke solutions to meet the needs of whatever specific business sector they are in. A supply partner who both listens and then acts on what is required by providing innovative solutions.

www.metalweb.co.uk

METALEX PRODUCTS

Metalex are stockists of an extensive range of aluminium plate, aluminium bar, aluminium extrusion, brass, steel, stainless steel, alloy steel, cast iron and speciality metals. As metal suppliers Metalex holds over £4 million of product in stock in a wide range of alloys, grades, shapes and sizes. Metalex supplies metal products to order and provide a full range of professional metal processing and packaging services to satisfy your specific requirements.

www.metalex.co.uk

NEXTDAY METALS



ASC Metals Ltd began trading in 1979 and opened its first warehouse in June 1980. The company became well known for service, reliability and quality and over the next 10 years grew by opening more warehouses in Lincoln, Peterborough, Sheffield and Wolverhampton. In 1996 the owners agreed to an amicable decision to demerge the business and in 2001 the southern part of the original business acquired Nextday Metals. In 2016 they rebranded the whole group to trade as "NEXTDAYMETALS". They have continued to invest in new equipment, technology and vehicles with an approximate spend of over £1 million over the past 2 years to put them in the strongest position possible to continue their success in the years to come.

www.nextdaymetals.co.uk

PRESS METAL UK

Press Metal UK (PMUK) is a wholly owned subsidiary of Press Metal Berhad, Malaysia. PMUK occupies 82,000sq ft premises in Bilston, West Midlands, which makes it ideally located to service customers all over the country whether in full container loads or in pack quantities as low as 500kgs. With press sizes ranging from 5" to 15" as well as extensive fabrication, forming, painting, anodizing and assembly capabilities.

www.pressmetalukltd.com

RIMSTOCK



Rimstock design, manufacture, and supply alloy wheels, worldwide, to more than 40 countries, and is Britain's leading prestige wheel manufacturer. Founded in 1985, Rimstock's West Bromwich, UK base comprises state-of-the-art facilities, taking customers initial design concepts, through to manufacture and distribution.

Specialising in the design and production of cast and forged wheels, Rimstock are the only company in the UK to have full testing facilities available to them in-house, that are certified to test to German TUV approval standards.

In 2018, a new plant was fully commissioned on site, specialising in the manufacture of Forged alloy wheels, with multi-million-pound support from the UK Government's Regional Growth Fund. Forged alloy wheels offer OEMs more complex designs - stronger yet lighter - and the result - forged wheels being considerably lighter than cast wheels - significantly improves vehicle breaking, handling and fuel economy.

www.rimstock.com

W & S ALLELY

Formed in 1920, Allely operates from five strategically placed warehouses in the U.K. specialising in non-ferrous stockholding and distribution with supply chain management at its core. Their sister company, Eden Material Services, specialises in stainless steel hollow bar and tube.

www.allely.co.uk



MACH 2021

THE EVENT FOR INSPIRING, INNOVATING AND **CONNECTING** MANUFACTURING

**MACH EXHIBITION, THE UK'S LARGEST MANUFACTURING
TRADE EVENT, TO BE RESCHEDULED TO JANUARY 2021**

The Manufacturing Technologies Association (MTA), which owns and runs the MACH exhibition on behalf of the industry, has taken the decision to reschedule MACH from April 2020 to January 2021.

Given the spread of the Coronavirus, the MTA has decided that, in order to minimise the risks to visitors and exhibitors and to provide the best possible platform for both exhibitors and visitors, the event will now take place 25-28 January 2021. The event will still be held, in the same Halls, at the NEC.

James Selka, MTA CEO, said: "We believe that this decision, which has not been taken lightly, is in the best interests of the industry and those who work in it. Our first priority is, of course, the health and safety of the 30,000+ people who will visit and work at MACH. In addition, we believe that by moving MACH to January 2021 we are going to be able to offer a better experience for our visitors, and better value for our exhibitors, than by holding it in April under the conditions likely to be in place at that time."

All exhibitors that had booked for MACH in April will be offered the same stand space at the event held on the new dates.

The MTA team is contacting all 550 exhibitors directly to discuss their participation.



Sponsored by



ROGER ABLETT JOINS THE ALFED BOARD

Roger has a long career in the metal industry, initially in the Steel business with British Steel, Brass and Copper at Pegler Yorkshire and then joined the Aluminium industry with Hydro Extrusion in 2017 as Finance Director after having a successful career within Financial Management roles and Supply Chain Management in his previous roles. In November 2019, Roger changed roles and began his journey as the Commercial Director for Hydro Extrusion with his previous experiences in Finance and Supply Chain particularly suited for what is needed in the business with Hydro Extrusion being one of the world's leading aluminium suppliers. This role oversees several teams which will help Hydro to maintain a trajectory of growth. Hydro Extrusion is consistently increasing its focus on sustainability and Roger is perfectly primed with his experiences to assist in Hydro's ambitions for a more sustainable future.

Studying at the University of Nottingham and achieving his BA (Hons) in Industrial Economics and then progressing to become a CIMA qualified accountant, Roger has a strong understanding and appreciation of the industry business cycle, change management and delivering excellent customer service for its customers.

As of February 2020, Roger joins the board of ALFED where he hopes to use his varied skillset to work with other members of the ALFED board to help create a brighter and bigger future for all areas of the Aluminium industry.



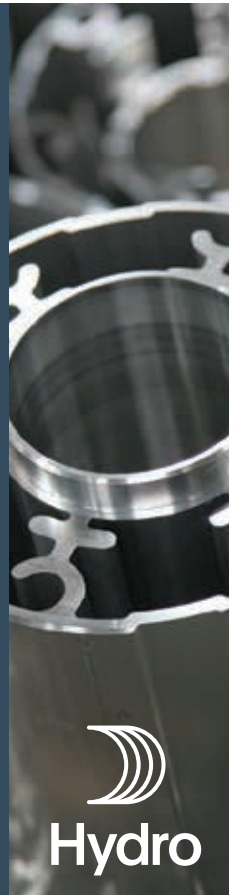
FOUR OF HYDRO'S ALUMINIUM PLANTS IN THE UK ACHIEVE ASI CERTIFICATION

Four of Hydro's aluminium manufacturing plants in the UK are now certified according to the ASI Performance Standard, which recognizes the responsible production, sourcing and stewardship of aluminium.

"This achievement is a credit to our employees at each of these locations and it is an important achievement with regard to our customers, who want sustainable materials such as aluminium from companies that do business the right way," says Paulo Geraldies, vice president responsible for the UK organization.

Hydro's extrusion organization in the UK manufactures and markets extruded aluminium profiles, and offers surface treatment and added-value operations to transform the profiles into the solutions that meet customer specifications in the transportation, automotive, general engineering, and building and construction industries.

Extruded Solutions is the largest business area in Hydro with 22,000 employees in 40 countries. It delivers tailored aluminium components and solutions to all industries.



NEW CHAIRMAN FOR QUALICOAT

Angus Mackie, managing director of Vertik-Al and group managing director of the Allumette Group, succeeds Alan Maginnis as chairman of QUALICOAT (UK & Ireland), effective from 1 January 2020.

Managing director of powder coating specialist, Vertik-Al, Angus Mackie said "It is an honour to be elected chairman of QUALICOAT (UK & Ireland), a quality label which has been at the forefront of raising the standards of powder coating since 1986.

"I would like to pay tribute to my predecessor Alan Maginnis of Sprint Coatings for his sterling work over the past six years, and under whose stewardship membership and influence amongst specifiers has continued to grow. I look forward to building on these strong foundations to ensure that the QUALICOAT quality label remains at the forefront of specification in the architectural aluminium market in UK and Ireland."

Mackie has a strong background in manufacturing, having managed and owned several successful building product companies. As a chartered accountant, he also brings extensive financial experience and knowledge to the role.

Mackie begins his tenure at a time of great opportunity for QUALICOAT, its membership and the wider aluminium market, as the sector continues to flourish. Consistently dominant in commercial sectors, aluminium products are finding increasing favour with consumers.

The QUALICOAT quality label is a product certification scheme. It is the standard for coated architectural aluminium. QUALICOAT (UK & Ireland) is the national association for QUALICOAT approved companies. There are currently 16 members of QUALICOAT (UK & Ireland) who apply powder coating for architectural purposes, including Vertik-Al.

To find out more about QUALICOAT, including the sixteenth edition of the QUALICOAT standard and a current list of approved powder suppliers, approved pre-treatment suppliers and licensed applicators, visit www.qualicoatuki.org.



FURTHER INVESTMENT FOR VERTIK-AL

The latest stage of investment by Vertik-Al saw the installation of a second Magic Compact horizontal powder coating plant at the company's Birmingham-based facility, in 12 months.

Commissioned at the end of January, the new line is already showing improvements in powder consumption and efficiency. The quality of the application and finish of matt, gloss and textured coatings is excellent.

The new powder coating plant was purchased from Gema UK as part of Vertik-Al's continuous investment strategy and programme of asset management.

Speaking on behalf of Gema UK, business manager, Leon Hogg said: "We are pleased to have installed a second advanced solution into Vertik-Al. The project was delivered, installed and commissioned in under 10 days, and allowed Vertik-Al to maintain delivery continuity to their customer base.

"The benefits from the new plant were obvious from the start, the new control system is a pioneering interface for Smart Factory and offers excellent data visibility for the production team, this promotes line optimisation allowing Vertik-Al to work extremely efficiently, without compromise. The advanced automation of the powder recovery circuit delivers the fastest colour change in its class, alongside stable powder output."

Vertik-Al remains the only applicator in the UK and Ireland to hold the GSB International quality seal for Approved Coated Aluminium. It is also one of a handful of applicators to boast membership of the product certification scheme, QUALICOAT.

Visit www.vertik-al.com to discover how your business can benefit from Vertik-Al's latest investment and over 50 years' experience in powder coating.

www.vertik-al.com



THE ALUMINIUM INDUSTRY EVENT OF THE YEAR:

ALFED ANNUAL DINNER AND BUSINESS BRIEFING - 22ND OCTOBER 2020

The Annual Dinner and Business Briefing is always a highlight in the ALFED calendar – last year's dinner was attended by 190 aluminium industry professionals offering an excellent networking opportunity and a great event to catch up with industry colleagues and friends.

This year the Annual Dinner and Business Briefing will take place on Thursday 22nd October. It is a must attend event!

Here's what some members said about last year's event:

"I think the night went well and the view was spectacular!"

Helen Williams,
Real Alloy

"Just a quick 'Well done!' for hosting a wonderful event! The daytime speakers were excellent and the whole day was very well organised. The evening was brilliant."

Spencer Melia,
Aluminium Shapes

GUEST SPEAKER:

Our guest speaker this year will be **Matt Dawson, MBE** (opposite). It has been a tough task to find an equally entertaining speaker as Alistair Campbell, he created a fantastic atmosphere throughout the room concluding such a brilliant night.

Matt's early career was spent as a successful international rugby player, playing for the Northampton Saints and London Wasps between 1991 and 2006. Matt toured three times with the British and Irish Lions as well as being part of England's 2003 Rugby World Cup winning side. Since retiring from Rugby, Matt has forged a successful career in television and media which continues to play an important role in his life with commitments including Question of Sport, Radio 5 Live and BT Sport.

In 2010 Matt made a successful transition into the corporate world, initially in ambassadorial roles and more recently in directorial positions with facilities giant, Sodexo and with the global flexible workspace specialist, The Instant Group. The last 6 years has given Matt a unique view of the corporate environment - getting under the skin of how businesses run, the expectations of their clients, and how to deal with everyday challenges from getting groups to work together through to taking accountability for results.

TIMINGS:

As usual our day will commence with the Business Briefing and lunch finishing mid-afternoon, the dinner reception drinks will be at 18.30 and dinner at 19.00.

VENUE:

After such fantastic feedback from last year's event, we will once again be hosting our annual event at the Park Regis hotel in Birmingham. The hotel that is the tallest, most breath taking and best addition to Birmingham's skyline. Conveniently located on Broad Street in the very heart of the city, Park Regis is easily accessible from New Street (Grand Central) and Five Ways train stations by foot or taxi.



DRESS CODE:

Black tie

SPONSORSHIP OPPORTUNITIES:

This event provides a variety of sponsorship opportunities for you to raise your company's profile within the aluminium industry. Sponsorship packages range from £500 to £5,000 to suit your budget, for further information please contact Kirsilintula on 07768 566 437 or email: k_lintula@alfed.org.uk.

TICKETS:

Business Briefing: Free to attend (ALFED members only).

Dinner only: £190+vat per person.

Please reserve your tickets for both events online: alfed.org.uk/annual-dinner-2020

ACCOMMODATION:

Bed & breakfast (double occupancy):

Early bird rate: £118 + vat

Bed & breakfast (single occupancy):

Early bird rate: £105 + vat

Early bird discounted rate finishes on 4th May 2020.

For all overnight accommodation please call The Park Regis hotel on 0121 369 5555 using reservation code: ALFED2020.

ENQUIRIES:

General Enquiries:

Please contact Linda Ford on 0121 281 2283 or email: l_ford@alfed.org.uk.

I hope you can join us at our Annual Dinner and Business Briefing on 22nd October.

Tom Jones

**Chief Executive Officer
Aluminium Federation**

ALFED
ANNUAL DINNER
AND BUSINESS BRIEFING
2019 MEMORIES



ALFED ESSENTIAL LEADERSHIP SKILLS TRAINING COURSES

FRONT LINE: THE EFFECTIVE TEAM LEADER (MODULE 3 & 4)

Course dates: 20 March & 23 April 2020

An effective team leader has a variety of traits and characteristics that encourage team members to follow him. Team leaders naturally possess certain qualities, such as compassion and integrity, or learn leadership skills through formal training and experience. This course is designed to provide the foundation on which a successful management career can be built.

Who it's for:

Those who have been managing for a short time or are very new to management. This course is also for anyone who would benefit from interactive group discussions.

We will look at the introduction to management, elements of management, roles and functions and the core skills required. It is important that you communicate effectively to become a good manager.

FRONT LINE: EMOTIONAL INTELLIGENCE IN THE WORKPLACE (MODULE 5 & 6)

Course dates: 6 May & 2 June 2020

Research shows successful teams are made up of a diverse mix of behaviour. Thanks to the advances in understanding human behaviour and neuroscience, we know what it takes for people to perform at their best and for strong, resilient teams to form.

Who it's for:

Whether you are the office junior, chief executive or anything in between, this workshop is for you. Knowing yourself, your team, your manager and your organisation are keys to personal and business success. What were once labelled soft skills are now modern requirements in today's workplace, especially if you are new to or are already leading a team.

ESSENTIAL SELLING SKILLS

Course dates: 5 May 2020

We are all aware of the significant changes that have taken place in the business environment with the advent of the internet and in particular social media. Many of the techniques and time frames which were relevant and that worked 20, 10 or even 5 years ago, have for the most part become outdated or obsolete.

Who it's for:

For those who require essential skills to enable them to both sell effectively over the phone using social media and face to face.

What will I learn?

Understanding the new world of Selling giving you the skills and confidence required to your job well.

MIDDLE MANAGEMENT PROGRAMME

Who it's for:

Those managing departments or teams who take responsibility for delivering business objectives through other

people. Also useful for managers who want to learn more about leading and managing and those who want to get the best out of people.

Modules one & two:

The working organisation

Course dates: 13 March & 2 April 2020

What will I learn?

- To examine models and approaches that can further develop the skills and behaviours of effective managers and leaders
- Explore and develop your own leadership style and aspects of team dynamics and development. Identify the key challenges facing you and your business and how to manage these challenges

Modules three & four:

The performing organisation

Course dates: 4 May & 5 June 2020

What will I learn?

- To develop a deeper understanding and comprehensive insight to performance management through traditional and contemporary measurement methods
- Performance management systems
- Profit chain analogy
- The advantages of a balanced scorecard

Modules five and six:

The thriving organisation

Course dates: 22 June & 6 July 2020

What will I learn?

- Advanced processes for getting the best out of people and how to apply them in your organisation
- Practice a range of specific skills essential in leadership today
- Have a clear understanding of strategic thinking and planning techniques



FOR FURTHER INFORMATION OR TO BOOK A PLACE:

Please contact
Kathy Romback
 Training & Education Manager
 on 0121 281 2281
 email k_romback@alfed.org.uk
 or visit www.alfed.org.uk

E-LEARNING PROGRAMME: LINKEDIN FOR BUSINESS

GETTING STARTED MODULE:

This module is a brief overview of the course and of the material you find over the next 7 weeks. You will be introduced to the platform and will understand how it works and where to find the lessons, videos and material for download.

Module 1:

Customer habits have changed radically over the past 5 years putting you, as the consumer, more in charge of your buying decisions. In this module, you will learn:

- The modern customer journey and how it has been impacted by social media
- The 7 pillars of social selling
- 7 Social selling best practices
- How to build a LinkedIn profile which is suited to you and your brand

Module 2:

Standing out in an ever increasingly noisy and crowded market space requires thought and planning. It needs to focus on personal branding. In this module, you will:

- Understand Personal branding and how it relates to success on LinkedIn
- Personal branding success stories
- Learn what a Blue Ocean Strategy is and how to use these ideas to create your differentiators

Module 3:

Developing a network which is relevant to your product or service is of greater importance to you and your business

than having a large network. In this module, you will learn:

- What strategy is and how important it is to building a successful social media presence
- What a Significant Target Market is and how to develop yours on LinkedIn
- How to build a network which is highly targeted and useful

Module 4:

It is imperative to understand the challenges and pain points your clients and prospects have in order to craft a message which resonates with them.

In this module, you will learn:

- How to discover your markets pain points using LinkedIn and how to provide the solutions your network is looking for
- To understand and utilise social listening
- The 12 types of message LinkedIn offers through which you can deliver your message
- The 4 elements to great communication on LinkedIn

Module 5:

Developing a content strategy which is consistent with your client and prospects pain points and answers the questions they are asking, is the key to building your authority and influence. In this



module, you will learn:

- How to develop a content strategy
- The tools available for creating effective content and for delivering on your content strategy
- How to build influence and authority using LinkedIn

Module 6:

Taking the right action at the right time is the key to success on LinkedIn. In this module, you will learn:

- The 8 reasons to use LinkedIn as a tool for business growth and positioning
- LinkedIn best practices
- How to generate leads on LinkedIn
- Introduction to The LinkedIn Influence System

Module 7:

Building your success using the LinkedIn Mastery Model. In this module, you will learn:

- Implementing the LinkedIn Influence System

HEALTH & SAFETY TRAINING AND SERVICES

At the Aluminium Federation we understand that you have a business to run and wish to support you in being compliant with HSE legislation with the minimum disruption to your business.



We have put together a package of resources and training to help you fulfil your legal requirements, keep your team safe and resources to help you manage health and safety in your workplace with assurance and confidence.

Whether you are new to it and need full support from our experienced team or just need assurance that you have everything in place, we have the 'one stop' solution for you and your business.

Our H&S consultant, Rob Bennett, has a diverse industry and education experience over the past 30 years from delivering workshops for Boots, Halfords, ARCO and The BLOODHOUND SSC land speed record project to running his own H&S training and consultancy business will enable us to support our members in new and practical ways.

We offer a range of training and services: site safety audit, workshop on management of health and safety in the workplace, health & safety co-ordinators training, fire risk assessment, noise risk assessment, fire marshal, manual handling, working at height, abrasive wheel and risk assessing.

We also offer a consultancy service for those who don't have the manpower to allocate staff to complete the necessary tasks such as risk assessing. These services will be bespoke to support your business needs and requirements.

For further information about any of the above, please contact our Training and Education Manager, Kathy Romback, on 0121 281 2281 or email: k_romback@alfed.org.uk.

The Processing & Fabrication Specialists

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Righton Blackburns stocks specialist materials for a wide range of market sectors. A portion of these materials are kept pre-processed; allowing our in-house services to slit, recoil, blank, cut-to-length, guillotine, poly-coat, CNC and fabricate bespoke products in a variety of materials to industry standards for immediate despatch.

Righton Blackburns' commitment to the constant improvement and development of production and customer service has enabled the development of a wide range of capabilities, allowing the production of some of the smallest blanks, narrowest coils, largest sheets and complex fabricated parts.

With on-site pallet and crate manufacturing facilities, all products are packed to customers requirements and specifications.

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- Blanking
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- Blanking
- Edge Dressing
- Poly-Coating
- Pressing
- Punching
- Sawing
- Shearing
- Slitting
- Drilling & Tapping
- Paper-Interleaving

ALUMINIUM FEDERATION TECHNICAL TRAINING COURSES

It's an exciting time to be in the aluminium industry, with market developments and innovations putting us at the cutting edge of British manufacturing. Our collective success is underpinned by an industry-wide commitment to training and skills development. The Aluminium Federation manages high-quality training for both technical and non-technical staff. Our training programmes help everyone from apprentices and admin staff to experienced engineers.

ALUMINIUM LIGHT:

This half-day workshop gives non-technical delegates a basic understanding of aluminium and related processes.

Aimed at non-technical staff - such as admin, finance and HR - who would benefit from introductory knowledge.

WORLD OF ALUMINIUM:

Course dates: 7 May and 28 October 2020

This one-day workshop gives an introductory and practical understanding of aluminium production, processing, application and markets.

Aimed at people who need to understand the basics, such as production supervisors, managers, production engineers, salespeople, purchasing and process technicians.

ALUMINIUM FOR ENGINEERS:

Course dates: 27 & 28 May and 25 & 26 November 2020

An intensive two-day course that creates the foundation and builds up knowledge

from a basic introduction to metals to the wide application of aluminium.

The syllabus covers metallurgy, specification, heat treatment, wrought processing, joining, testing, corrosion, coating and more. All participants get a complimentary copy of the Aluminium Federation's book *The Properties of Aluminium and its Alloys*.

Aimed at metallurgists, designers, manufacturing engineers and companies transitioning into aluminium.

Whether you have 5 staff or 50, we offer training to meet your business needs – with an experienced trainer delivering conveniently on your site or you and your colleagues attending a course of your choice at our offices. We work with you to identify objectives, plan training and create course material, taking into account your products and processes, as well as delegates' level of expertise.

For further information please contact our Training and Education Manager, Kathy Rombach, on 0121 281 2281 or email: k_rombach@alfed.org.uk.

REASONS TO EMBRACE APPRENTICESHIPS

From funding to flexible training and opportunities to upskill existing employees, here's latest resources about apprenticeships to help you access apprenticeship funding.

Apprenticeships offer a great opportunity to nurture talent in your business - whether you're bringing in brand new talent or upskilling your current workforce. Here's some reasons to embrace apprenticeships:

- At least 95% of your apprentice's training costs will be paid for (employer with a pay bill of less than £3 million per year)
- Your apprentice will make valuable contributions
- You can fill skills gaps in your organisation
- They create opportunities to bring in new talent at any level
- They will help you to upskill or retrain current employees
- You can work with your provider to deliver training flexibly
- Our free online tools make it easy to manage your apprenticeships

More information on the apprenticeship service is available from: <https://engage.apprenticeships.gov.uk/apprenticeship-benefits.html>.

ALFED FLEXIBLE APPRENTICESHIPS

We have partnered with a direct provider of apprenticeship and work-based learning on behalf of the Education Skills Funding Agency. They specialise in the delivery of high-quality employer led apprenticeships that raise the standards of your workforce. They work closely with you, the employer, to implement and ensure the programme design meets your workforce development needs and is to the highest standard. Their programmes are varied and comprehensive, delivered by sector experts who are trained to access and deliver high quality bespoke training programmes.

Working together with an experienced partner we currently offer the following apprenticeships:



Workshop skills programme

- Environmental practitioner
- Lean manufacturing operative
- Supply chain operator
- Engineering
- Maintenance

Leadership and management programme

- Team leader/Supervisor
- Junior Manager
- Improvement Leader
- Middle management programme

Senior degree programme

- Chartered managers degree
- MBA

For further information about any of the above, please contact our Training and Education Manager, Kathy Rombach, on 0121 281 2281 or email: k_rombach@alfed.org.uk.

REVIEWING THE CHANGES TO OFF-PAYROLL WORKING

This April will see HMRC apply changes to the way off-payroll workers of medium and large organisations in the private sector are taxed. This move is an extension of the changes to off-payroll working rules that were applied to the public sector in 2017. Here, we take a look at the regulations.

THE 'INTERMEDIARIES REGULATIONS', ALSO KNOWN AS IR35

The Intermediaries Regulations, also known as IR35, apply to individuals who provide their personal services via an 'intermediary'. An intermediary may be another individual, a partnership, an unincorporated association or a company; however, the most common structure is a worker providing their services via their own company – known as 'personal service companies' (PSCs).

The rules are specifically designed to prevent the avoidance of tax and national insurance contributions (NICs) by those using PSCs and partnerships. The rules do not stop individuals selling their services through either their own PSC or a partnership. However, they do seek to

remove any possible tax advantages from doing so. Instead of allowing contractors to extract taxable profits as dividends, thereby avoiding income tax and NICs, they would need to be paid as if the payment is a salary.

INTRODUCTION TO PUBLIC SECTOR CONTRACTORS

In 2017, HMRC took aim at 20,000 public sector contractors with the intention of raising £400 million by requiring some workers to pay income tax and NICs.

Those changes saw some contractors' net income cut significantly. HMRC also shifted the responsibility for compliance from the individual contractor to a public body or recruitment agency. The effect of these rules, if they apply, will be:

- the medium or large business (or an agency paying the PSC) will calculate a 'deemed payment' based on the fees the PSC has charged for the services of the individual
- generally, the entity that pays the PSC for the services must deduct Pay as You Earn (PAYE) and employee NICs as if the deemed payment is a salary paid to an employee
- the paying entity will have to pay to HMRC not only the PAYE and NICs deducted from the deemed payment, but also employer NICs on the deemed payment
- the net amount received by the PSC can be passed on to the individual without the company deducting any further PAYE and NICs.

The IR35 rules apply to individuals who would be classed as employees, rather

than self-employed, if they supplied their services as an individual rather than through their PSC. So, an individual operating through a PSC but with only one customer for whom he/she effectively works full-time is likely to be caught by the rules. On the other hand, an individual providing similar services to many customers is far less likely to get caught in the net.

HMRC has made a tool known as the 'check employment status for tax' (CEST) tool. This is available for organisations that need to determine who IR35 applies to.

EXTENSION TO THE PRIVATE SECTOR

HMRC intends to extend the off-payroll working changes to private sector contractors in April 2020, but the path to this deadline has proved to be a rocky one.

Following two consultations, the government has finally published draft legislation, which will, subject to further consultation, be included in the next Finance Bill. HMRC has also promised to keep working on the CEST tool, which has been heavily criticised for not being fit for purpose.

This year reforms will use the off-payroll working rules in the public sector as a starting point. The onus will be on organisations to make a determination of a worker's employment status and communicate the decision in a Status Determination Statement (SDS). The PSC worker may request the reasons for the determination, and if they disagree with the decision, the CEST tool can be used to check whether it was correct. However, the efficacy of the CEST tool is being questioned by many who consider that the law on status is too complicated to allow a simple yes/no checklist to provide the right answer in all cases.

The government will introduce a 'client-led status disagreement process' where the worker can make a representation to the medium or large business if they believe that the conclusion mentioned in the SDS is incorrect. The medium or large business has 45 days, from when the representation is received, to review the decision and either confirm the decision or give the worker a new SDS with a different conclusion. If the business confirms the decision, it must give its reasons for deciding that the conclusion is correct.



We are always on hand to answer any questions you may have about off-payroll working:

www.attwoods.co.uk

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ABM Tooling specialise in tool manufacture, maintenance and repair of all types of press and mould tools. Our extensive capabilities include:

- 9 CNC milling machines
 - 2 HAAS VF9 2134 x 1016 x 762mm
 - 3 HAAS VF6 1626 x 813 x 762mm
 - 1 HAAS VF7 50SS (5 axis) 762 x 508 x 508mm
 - 1 HAAS VF4 1270 x 508 x 762mm
- DAHLIH DCM-4225 4m x 2m x 1m 15 tonne
- DATRON ML CUBE 1500 x 1000mm

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- 5 axis Laser trimming
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☎ 00 44 (0) 247 610 567
🌐 www.advbrightware.com

ALFED PARTNERS WITH ENERGY MANAGEMENT LLP

Energy Management LLP are excited to announce we have been chosen as ALFED's preferred energy partner. Since 2000 we have been helping businesses in the UK to control their energy costs offering independent and unbiased advice, and are now firmly established as one of the UK's leading energy consultants.

Have you thought about your next energy renewals? Energy Management specialise in energy procurement within the volatile, complex and fast paced energy markets. This combined with spiralling costs have made buying energy far from straightforward. The customer is at the heart of what we do, saving you valuable time and resource, whilst helping you to achieve your financial energy targets.

IMPORTANT CHANGES TO CLIMATE CHANGE LEVY (CCL) DISCOUNT

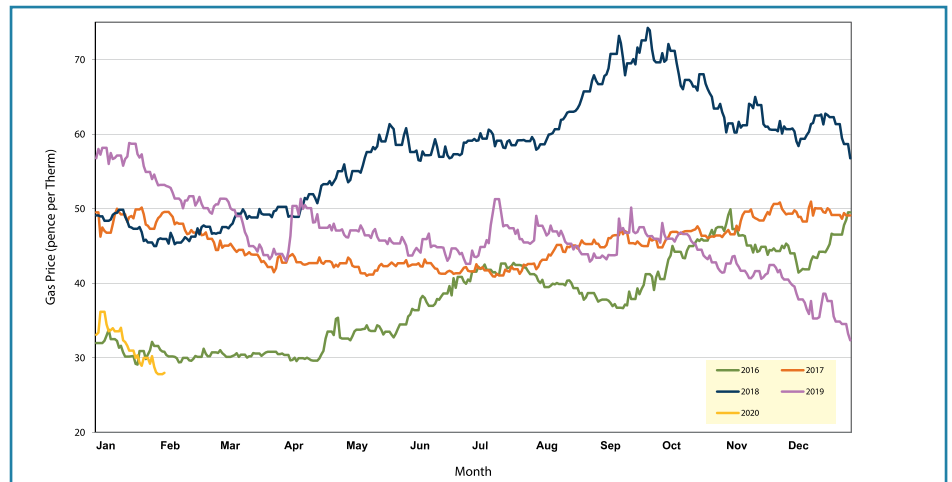
On the 1st of April 2020 there will be a change to the CCL discount rate in accordance to the Climate Change Agreement for both gas and electricity. Businesses that are part of the ALFED's Climate Change Agreement, which are not claiming metallurgical exemption, will need to amend their PP10s and PP11s in accordance. Energy Management can help to ensure you are claiming the right CCL discount.

ELECTRICITY NEWS

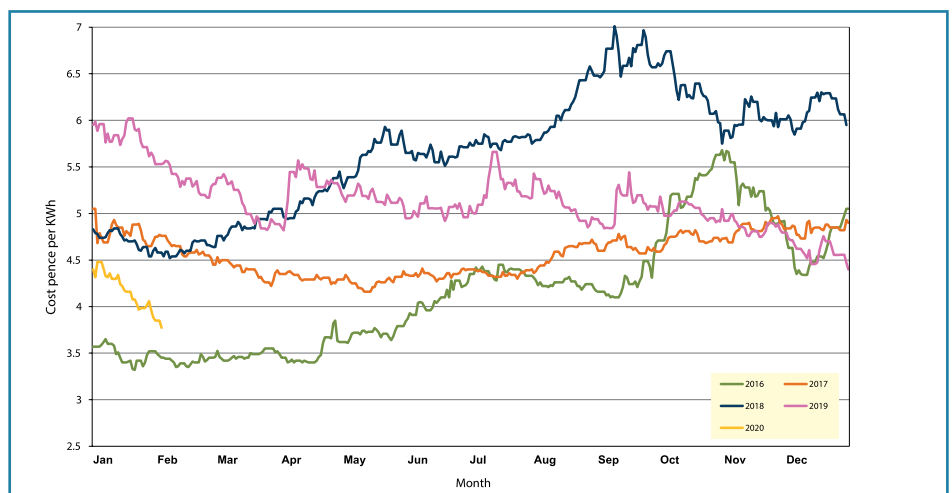
Electricity prices were volatile at the end of last year, with the power market suffering the same rise as the other energy markets on the back of the assassination of Iranian Major General Qasem Solemani in a US drone strike at Baghdad airport. The uncertainty around the signing of the new five-year Russia Ukraine gas agreement also pushed power prices higher.

On-going trade disputes between US and China has continued to apply downward pressure to prices as demand continues to be subdued.

HISTORIC NBP GAS GRAPH



UNDELIVERED WHOLESALE ELECTRICITY RATES



GAS NEWS

Firstly, residual French nuclear concerns and weather changes have been the main drivers in the day-ahead market at the end of last year, along with volatility in the oil market. At the beginning of this year strong North Sea and LNG supplies, along with a drop in end user consumption created price uncertainty. UK LNG storage levels have increased from 40% to 80% in the last month.

OTHER NEWS

January saw oil prices fall back as fears from coronavirus began to take hold, the impact of the virus will depend how quickly the Chinese government can contain it. Oil demand is now set to fall for the first time in a decade. The IEA forecast a fall in demand for oil produced by OPEC, while growth in output by US companies might not be affected until later in the year.

Carbon zero is all over the headlines and I'm sure many of you have had conversations in relation to 'saving the planet' or as we know it Carbon Zero. Are you aware of your geographical areas target? Have you made any plans or changes within your business to meet this? Energy management have a specialist team of engineers helping to improve your energy efficiency, we are also able to support you with any legal standards that need to be met.

For more information please contact
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is@energymanagementltd.com or call 01225 867 722.





FACING A BRAVE NEW WORLD

The implications of the UK government announcement to prohibit the sale of internal combustion engines by 2035 are radical!

No more global oil shipping tankers, no refineries, no petrol stations, no more combustion engine casting or manufacturing plants. Gone are the turbo, pump and EGR castings. Just comprehend the supply threats to the secondary aluminium recycling industry not only in demand for ingots but in the availability of end of vehicle life scrap resource! Consider the downsizing of automotive braking systems with the emphasis on regenerative braking. The switch to electric propulsion is dependent on battery technology and production, neither capabilities nor technologies that exist today, industry changing opportunities for the UK. Electric vehicles necessitate redesign of crash structures, vehicle cooling systems and most significantly weight saving and weight redistribution to compensate for the heavy batteries. Weight savings are achievable only through the development of new high strength aluminium alloys. Innovation in new high strength alloys will need to be matched by developments

in casting, extrusion, rolling, machining joining/welding and protective coatings. Decarbonisation only becomes possible if the UK switches from primary aluminium and imported aluminium products to self-sufficiency in indigenous secondary recycled aluminium. Thus, designing new components and indeed entire vehicles and batteries for recycling becomes a critical enabling element.

A carbon neutral society is only achievable with the total eradication of fossil fuels as realised by the UK government announcement to phase out industrial and domestic heating by natural gas and the switch to all electric. Future air conditioning and central heating will depend on ground heat pumps. Radically, achievable only with ultra-high energy efficiency buildings, that cool through radiating excess heat and conversely warm by absorbing heat from the atmosphere.

We need to consider the new opportunities in the electricity generation, photovoltaics, storage, distribution, wiring and charging points, for high thermal and electric conductive aluminium.

ALFED, building on its active dialogue with the UK government, is uniquely placed to understand these technologies and to decimate and share this understanding. Supporting key sectors of the aluminium industry ALFED offers additional enhanced membership of sector support groups.

These sector groups are:

- Recycling
- Finishing
- Extrusion
- Automotive
- Aluminium Distributors
- Aerospace
(to be launched in August 2020)

ALFED offers to all its members knowledge and innovation events aimed to address specific questions and to raise awareness in response to the needs of its members. Members are encouraged to suggest topics and themes for future events. Planned in the early part of 2020 are:

- Machining aluminium
- Bonding aluminium
- Advances in welding technology
- Environmental permits briefing
- Energy

ALFED, through its wide network of access to technical expertise, knowledge partners, universities, industry leading technologists and international bodies, offers to all its members a technical and innovation support service. This service exists to answer specific questions, on alloy selection, processing, metallurgy, specific applications, help with product development and with customer issues. Members are also entitled to technical support visits.

RACEFORM: TOWARDS FASTER, LESS EXPENSIVE HIGH-VOLUME AUTOMOTIVE OEM PRODUCTION VIA HOT FORM QUENCH (HFQ) TECHNOLOGY

£10 million innovative aluminium manufacturing process project validated for high-volume automotive OEM applications

Environmental legislation to control emissions and reduce pollution continues to tighten across the globe. To meet these challenges in the automotive sector, manufacturers are turning to battery electric vehicles, hybrids and more efficient internal combustion engines.

A key concern for developers of these technologies is a simple one: vehicle mass. This critical metric can significantly impact emissions, range and performance, and has led to the now well-established trend of vehicle mass reduction known as 'lightweighting'. In its pursuit, demand has rapidly increased for lighter materials that are suitable for high-volume production.

This growing need for lightweight automotive components, particularly for alternatively fuelled vehicles, is driving innovation in both materials and production technologies. Meanwhile, the importance of establishing an effective supply chain to validate these new technologies is encouraging greater collaboration within the industry. Technology pioneers, materials experts and the academic world are working together to catalyse technology commercialisation and help the adoption of lightweighting innovations.

These trends are encouraging exciting ventures like RACEForm, a 30-month collaborative project started in November 2017. RACEForm aims to validate Impression Technologies' innovative Hot Form Quench (HFQ®) Technology for the mass production of complex aluminium components and structures.

The large programme has been successfully led by Impression Technologies and is backed by multi-million-pound funding from the Advanced Propulsion Centre UK, with a total project value approaching £10million. To enable the successful scaling of HFQ, RACEForm is relying on a number of complementary collaborators including Gestamp, Innoval Technology, Brunel University London and Imperial College London.

The significant interest in HFQ Technology stems from its ability to enable faster, less expensive production of complex and

lightweight aluminium structures. It offers OEMs significant savings in weight, cost and system complexity through its ability to produce deep drawn, high-strength aluminium alloys with low cycle times, no springback and a level of formability that is just not possible with other techniques. It also helps aluminium compete with steel in terms of affordability – historically a sticking point for widespread aluminium use.

The HFQ process begins by heating an aluminium sheet in an oven. The sheet is then transferred to a high-speed press for simultaneous forming and cold die quenching. This allows the aluminium to be stamped while it is soft and then quenched to 'trap' the strengthening capability behaviour of the material. The part is then heat treated to gain high strength.

"RACEForm is enabling us to bring HFQ Technology to high-volume applications," explains Jonathan Watkins, CEO of Impression Technologies. "It is the world's leading high-speed process to form deep-drawn and complex shapes from high- and ultra-high-strength aluminium. HFQ is ideally suited to meet the lightweighting needs of manufacturers, enabling them to replace heavy steel or low strength cold-formed aluminium components with a superior alternative."

"To ensure its suitability for automotive applications, the HFQ process has been designed to meet the cycle times required for low-cost, high-volume manufacturing. Perhaps most significantly, HFQ opens the possibility of using highly recycled aluminium grades that cannot be formed cold. In turn, this will have a significant impact on emissions by reducing the need to smelt aluminium."

Whilst the HFQ Technology has already been successfully demonstrated in various automotive platforms, the RACEForm project is to certify the HFQ part design and manufacturing process in high-volume structural applications. The project has focused on the production of A-pillar components and chassis assemblies for SUVs and electric vehicles to meet specific OEM requirements.

Collaboration has proved to be one of the projects greatest strengths, with each partner addressing specific challenges.

Gestamp, a Tier 1 supplier and key collaborator, is proving out HFQ for high production trials. Its trial at the Gestamp

Ludwigsfelde hot stamping line facility in Germany achieved a cycle time of less than five seconds for an A-pillar component and subsequent, larger trials at Palencia in Spain.

Meanwhile, Imperial College London is leading RACEForm's structural adhesive bonding and pre-treatment test programme, where researchers have completed surface pre-treatment and analysis evaluations. They have been supported by Chemetall and Innoval, who have characterised the microstructure and surfaces of samples. The projects self-pierce riveting test programme is being run by Brunel University, alongside structural simulations and the evaluation and modelling of joining methods.

To prove the technology's recycling capabilities using lower grade aluminium, RACEForm is being supplied with highly recycled aluminium sheet from Jaguar Land Rover's REALITY project, another Innovate UK funded programme. A testing phase has been planned to confirm that the HFQ process can maintain excellent formability, even with high levels of impurities and analysis of the resulting parts. Early forming trials have been successful.

"We have already demonstrated significant cycle time improvements, as well as potentially substantial reductions in CO2 emissions due to part integration," concluded Jonathan Watkins. "We've been successful in lowering embedded carbon content and reducing production costs. Through the use of HFQ Technology, automotive manufacturers will be able to affordably enhance the range and overall performance of their future vehicles. Our successful volume trial has demonstrated the feasibility of the process, replacing a three-part cold formed aluminium A-pillar component with a single HFQ part while simultaneously reducing the part's overall weight."

Overall, RACEForm and HFQ has been a great success for all parties involved.

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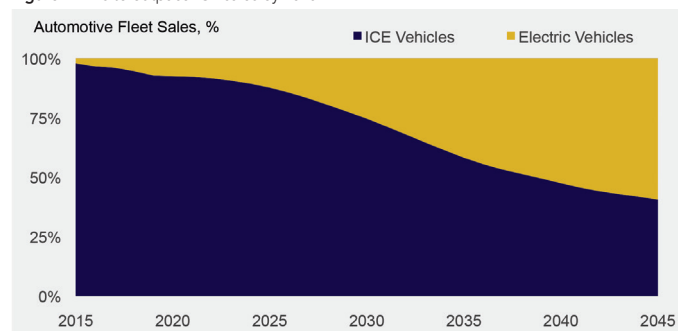


ELECTRIC VEHICLES OFFER NEW OPPORTUNITIES FOR ALUMINIUM PRODUCERS

By James Wren, CRU International

For a large majority of aluminium producers supplying to the automotive industry, 2019 represented a challenging year. The slowdown in the automotive sector significantly impacted sales, with some aluminium producers shipments falling by 10-15% y/y. CRU's outlook for 2020 is that there will be no recovery in demand from the automotive sector before at least H2 2020, and any increase which does occur will only be marginal. Automotive also faces downward pressure from the impact of Covid 19, not only from weakened consumer sentiment, but also disruptions to automotive supply lines. CRU also does not expect automotive production to recover to peak production levels within the next 5 years. With the general outlook for automotive relatively bearish aluminium semi-finished producers have looked to the electric vehicle market as an area where significant gains can be made. The transition towards Electric Vehicles (EVs) is being hailed as a potential revolution for the automotive industry, with suppliers battling it out to become the preferred provider for EV automotive components. CRU forecasts that EV sales will overtake internal combustion engines (ICE) within the next 20 years, which is potentially positive news for aluminium producers, as CRU estimates current average aluminium content for PHEVs and BEVs to be 30% higher than ICEs. EVs therefore offer a significant opportunity for aluminium producers, not only in terms of growth from auto body sheet (ABS), but also from EV battery housings.

Figure 1: EVs to outpace ICE sales by 2040



DATA: CRU

CRU estimates that the average volume of aluminium used in a BEV battery housing is approximately 49.5 kg, of which 11.5 kg is rolled, 22 kg is extrusions and 16 kg is castings. Vehicles which contain all three tend to be in a configuration of extruded frames with the base, top, and sides made from sheet/plate, and a front and back made from aluminium castings. The battery housings for BEVs can also be made from steel or composite materials, which sets up battery housings as one of the key battle grounds for producers as companies look to assert their position in the BEV market.

NEW DESIGNS FOCUS ON COST REDUCTION

The advantage of light weighting is key for OEMs looking to retrofit ICEs into HEVs and BEVs, such as the Volkswagen Golf. However, as OEMs develop new models purposely designed as EVs, light weighting has been heavily integrated into the design phase, which enables them to also explore more cost-effective solutions like steel. Steel producers have also been working to innovate and provide lighter alternatives for the automotive industry, increasing its competitiveness.

This is particularly apparent in the Tesla model 3, which in 2019 sold over 95,000 units in Europe, almost double the next best-selling EV, the Renault Zoe. The Tesla model 3 has a custom lightweight design, which enables it to use more steel and less aluminium, helping to reduce costs. This cost reduction is critical if OEMs are to achieve the mass market appeal previously enjoyed by cheaper compact ICE models.

European and North American aluminium producers must also compete with China, which can not only provide a lower cost alternative, but is also attempting to control the whole battery value chain by producing the batteries and battery housings together. As China looks to dominate the battery market, this could reduce opportunities for North American, European and Asia ex. China producers looking to supply the battery housings. The trend for mass market vehicles will be to focus on affordability over performance, which is potentially detrimental to aluminium consumption.

PREMIUM EVs TO FAVOUR ALUMINIUM

Premium EV models, however, have a greater focus on functionality and range, with the Jaguar I-pace and Tesla Model S requiring much larger batteries in the 90-100 kWh range, almost double the size of their smaller EV counterparts. This requires a larger battery housing, increasing the amount of aluminium utilised.

With premium vehicles a key selling point is their performance, which means OEM are more willing to utilise higher cost solutions, if it improves the cars functionality. This provides an opportunity for aluminium semi-finished products producers who can offer innovative light weighting solutions, which also provide flexibility in terms of components. Companies like Constellium, Hammerer Aluminium Industries (HAI), Norsk Hydro and Novelis, among others have all invested heavily in developing new battery housings with several new designs and prototypes being launched. An example of this innovative design is the Daimler EQC battery housing, which is 100% extruded aluminium.

Extruded battery housings are a more expensive solution as they are more labour intensive, with the battery housing assembled using friction stir welding to bind the extrusions together. The benefit of this solution over its casting and rolled counterparts is that cooling channels can be more readily integrated into the design. An example of this can be seen with Constellium, who earlier this year revealed its new rolled and extruded fully enclosed battery casing design. This battery casing is designed for BEVs and PHEVs and will house a 100 kWh battery, catering to the premium EV market. The high cost of premium vehicles, the Jaguar I-pace for example typically ranges between £64,000-£74,000, allows OEMs to be more selective in their material choices. The favouring of performance over cost reduction therefore favours light weighting aluminium solutions.

In terms of sales volumes, premium EVs will represent only 25% of the total EV market. However, for those who are looking to specialise, this provides a fantastic opportunity. Firstly, the components required by premium EVs have very tight specifications, requiring specialised capabilities. This should serve to reduce competition and allow suppliers to secure higher profit margins.

EVs TO DRIVE AUTOMOTIVE GROWTH

The EV market is still very much in its infancy when compared to ICEs, with OEMs and aluminium semi-finished products producers working to perfect their techniques and designs. This creates an opportunity for those currently developing prototypes to establish themselves as market leaders. For aluminium producers targeting the mass market, smaller EVs are likely to face increasing competition for market share, not only from producers of other aluminium semi-finished products, but also from the steel and Chinese exports. The trade-off for those targeting the premium market will be higher prices and lower competition against lower sales volumes. Regardless of whether producers are targeting compact or large premium vehicles, the EV market will be critical for long-term automotive growth, as consumers and producers look to move towards a more sustainable transport model.



UCL @ HEREEAST: A FUN-PALACE FOR FABRICATION DESIGN AND RESEARCH

The Fun-Palace was a highly-influential but un-realised project created by Joan Littlewood, a theatre director, together with Cedric Price, a British architect, in 1959-1961 for “an interactive and adaptable, educational and cultural complex” for a site in Stratford in London’s east-end.¹

The Bartlett School of Architecture at University College London (UCL) held a parallel ambition for several decades that if the design disciplines could share space with engineering and manufacturing, then research could be undertaken collaboratively to tackle the grand challenges of the built environment such as achieving sustainable development, addressing climate change, improving the economic productivity of construction, produce higher-quality buildings and deliver large-scale affordable housing. This requires an interaction between disciplines that individual departments and disciplines crowded in high-value real estate dotted around UCL’s central London campus in Bloomsbury have found challenging given the space needed when working at the scale of a part or whole structures or buildings.

The vast Broadcasting Centre, a legacy of the 2012 Olympics in Stratford refurbished by Hawkins Brown architects in 2018 offered an opportunity to respond to that ambition. UCL @ HereEast is a project created by a UCL consortium forming a unique collaboration between The Bartlett Faculty of the Built Environment and the Faculty of Engineering science to occupy over 3000 m² within the former Broadcasting Centre. UCL @ HereEast has since its opening in January 2018 been playing host to the beginnings of an interaction between design exploration and engineering investigation of the construction industry’s challenges.

Hosting a consortium drawn from within UCL, including the Bartlett School of Architecture, Geometric Environmental and Civil Engineering (CEGE), the Institute of Sustainable Heritage, the Real-Estate Institute and Computer Science incorporating the Robotics Institute each bringing their domain specific knowledge and expertise in design, large-scale spatial measurement, control of industrial, mobile and airborne robotics, materials science, building physics as well as project management. This collaboration is ‘forged’ in a shared large central space operated and managed by B-MADE (Bartlett-Manufacturing and Design Exchange) see Figure 1. A central figure

Figure 2: Exploring digitally generated panel geometry using KR-60 robotically controlled Single-Point Incremental Sheet Forming (SP-ISF) M.Arch Design for Manufacture Student project (Cristina Garza Lasiera, 2018)

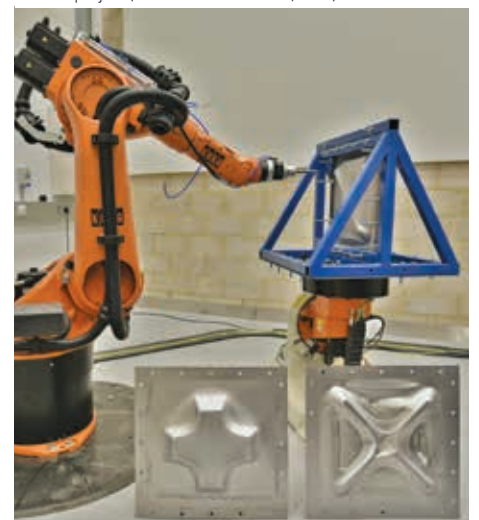


Figure 1 (above): Panorama of B-MADE (Bartlett Manufacturing and Design Exchange) flexible shared space for making, testing and measuring



Figure 3: Purpose-built OC Robotics snake robot inspecting the mid-section of an A320 Airbus wing. 3DIMPact Research Group (Prof Stuart Robson)



Figure 4: Cast aluminium nodes for a timber structure designed and modelled by Christopher Leung of the Bartlett and sand cast by Melis Van Den Berg of B-MADE at HereEast, UCL, London

in the development of B-MADE's facilities is its technical director Peter Scully, who's curation of machinery and supporting infrastructure now includes an array of industrial robot manipulators from UR, ABB, Staubli and KUKA as well as a suite of CNC machines, see Figure 2 and 3. Akin to Littlewood's and Price's 'Fun-Palace' project, his organisation within B-MADE facilitates adaptability as well as reconfigurability with mobile workbenches and all large machinery on air-skates.

The staff in UCL @ HereEast are predominantly drawn from practice and industry, many of whom are registered architects, chartered structural engineers and crafts-persons with considerable experience of the construction industry, brought together to create an atmosphere of applied industry-relevant research. HereEast generates space, time and resources to tackle grand challenges in construction including: poor productivity and lack of quality, its comparatively slow adoption of digital tools into its business processes². Or the failure to deliver housing at the scale of UK government targets³ and perhaps most critically addressing the risk-averse conservatism towards innovation in building construction by turning to manufacturing techniques well-established in other industries such as automotive and aerospace.

Like Littlewood's and Price's project for a 'Fun-Palace', UCL @ HereEast has an educational dimension hosting new under-graduate and post-graduate courses such as an Engineering and Architectural Design degree (MEng), which is seeking triple accreditation for students to become a chartered architect (ARB/RIBA Part One), a civil engineer (JBM) and an environmental engineer (CIBSE), or the Masters in Design for Manufacture (MARCH in DfM). These courses expose the next generation of architects and engineers

to working directly with materials at the interface between design practice and the processing of materials at the point of industrial production in a bid to meet the grand challenges of society. UCL @ HereEast's extensive facilities support a teaching approach of "model, make and measure" in which digital models are used to generate instructions for digitally-driven robotic and CNC milling machinery to produce parts that are testable through measurable with instruments such as laser scanners for form, digital correlation imaging for surface strain and thermal imaging for surface emission intensity.

Taken together, this provides researchers and students the means for rapid prototyping through experimentation exploring the links between design decisions, materials and manufactured possibilities connected in an iterative loop. Supporting an approach that alternates between following one's intuition and a problem-solving deduction based on testing by empirical evaluation.

This includes an early exposure to the advantageous structural and mechanical properties of aluminium, an awareness of the range of processes through which it can be formed, processed, joined, coated and interfaced with other complementary materials to support well-informed design decisions. One of the authors has developed a workflow for the design prototyping and manufacture of aluminium sand castings, Figure 4 shows fully reversible (DFD) cast aluminium nodes for a timber structure designed, modelled and sand cast by Christopher Leung of the Bartlett with Melis Van Den Berg of B-MADE. However, HereEast is more than a prototyping house, it is a locus for research collaboration for the advancement of UK manufacturing industry, construction, our citizens and UK PLC.

HereEast has the advantage of being located in London one of the world's

major nodes for design expertise. The Aluminium Federation (ALFED) and the Bartlett School of Architecture are in the process of agreeing a Memorandum of Understanding (MOU). This aims to explore the opportunities through the Bartlett's access to the leading London-based architectural practices and engineering consultancies, who are designing major projects, innovate structures and buildings to be connected with producers, manufacturers, fabricators and finishers of aluminium products to innovate the application of their products and systems through funded-research with UCL @ HereEast.

In early April, UCL @ HereEast will host FABRICATE 2020 <http://www.fabricate.org> its first international conference, attracting design and fabrication professionals from around the world to celebrate the advancing pace of digital design and making, with a theme of Making Resilient Architecture it will mark a moment of reflection for UCL @ HereEast's progress as a 'Fun-Palace' for fabrication, design and research.

About the authors:

Dr Christopher Leung is an architect with an engineering doctorate. He undertakes research and teaching at the Bartlett School of Architecture in University College London (UCL).

Professor Michael Stacey is an architect who convenes Michael Stacey Architects, and undertakes research and teaching at the Bartlett School of Architecture.

Notes:

- 1 Hardingham, S. (2016) *Cedric Price Works 1952-2003: A Forward-minded Retrospective*, Architectural Association, London, ISBN: 978-1-90789643-9
- 2 Agarwal, R. et. al., (2016), *Imagining construction's digital future*, McKinsey & Company, Capital projects and infrastructure.
- 3 HM Government UK, (2019), *Housing building targets*, House of Commons Library, Number: CDP 2019-0147
- 4 Gann, David M., (1996), *Construction as a manufacturing process? Similarities and differences between industrialized housing and car production in Japan*, pp. 437-450 in *Construction Management and Economics*, ISSN: 0144-6193



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WELDING ALUMINIUM SHOULDN'T BE A CHALLENGE

Alongside steel, aluminium is the most widely used construction material as it is strong but not as heavy as steel making it perfect for lightweight construction but it does pose its own challenges due to oxide layers and melting points. For the last 70 years, Fronius have been best known for their automated and robotic welding solutions, but they have also been growing in the UK in the light industrial segments, particularly with the launch of its professional welding tool range with solutions for welding aluminium using both MIG/MAG and TIG processes.

"We recognised the requirement for completely versatile, affordable technology with such features and capabilities as multi-voltage, digital technology, cordless welding and multi-process technology - housed within the most compact and robust units available for every welder, everywhere," explains Sheldon Brear, Sales Director at Fronius UK.

MEETING THE CHALLENGES OF NEW, COMPLEX MATERIALS

"As materials that require welding have become more complex and sophisticated, we've adapted our products to meet those new challenges." In 2013, Fronius released the TPS/i in what the company have termed the 'Intelligent Revolution'. The MIG/MAG system is built with a super-fast processor that makes it possible to analyse and control the welding process more accurately, resulting in less spattering, improved droplet detachment and an even more stable arc at higher welding speeds. "Welding has never been so simple with such impressive quality. This machine really is the future of welding," continues Sheldon. "The TPS/i modular welding system is designed not only for today, but for years to come with upgrades and new processes directly downloadable for specific requirements."

One of those processes available for the TPS/i is the low heat input welding process, Cold Metal Transfer (CMT) that allows users to achieve optimum results when joining different materials, for example, steel and aluminium. Unique to Fronius, CMT is favoured by many leading vehicle manufacturers. "Many automotive projects that we are involved with include the welding of aluminium and we are breaking new ground when it comes to welding this material."

"Products start out in our R&D department. We create technically superior solutions to prominent unfulfilled customer needs." The company reinvests heavily into research and development. Every product is subjected to a wide range of tests to ensure they function in extreme conditions and have a long service life. "We go to such extremes, because that's what our products do," Sheldon affirms.

SOLUTIONS FOR TIG WELDING ALUMINIUM

The rise of their Professional Welding Tool series has seen Fronius evolve their MagicWave series to produce the quality you'd expect from them when TIG welding aluminium.

The MagicWave 230i is a lightweight, completely digitise TIG AC/DC power source that is used especially for aluminium with multivoltage capabilities.

The active wave technology makes TIG welding much quieter and the intuitive menu allows users to set the correct parameters in just a few steps. "It certainly impresses as this machine was used to weld the roll cage for the JCB Fastrac used in Guy Martin's recent world record attempt" states Sheldon.

For more information about Fronius welding solutions for aluminium, visit www.fronius.co.uk, call 01908 512 300 or email info-uk@fronius.com



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For more information, visit www.fronius.co.uk or call us on 01908 512300 to arrange a demonstration.

IMPORTANT MEMBER NEWS: THE KEY CHANGES PROMISED BY THE GOOD WORK PLAN

Several reforms under the Good Work Plan are due to come into effect in April 2020 which will bring new obligations for employers. Since the initial Plan was published, further changes have also been proposed.

WRITTEN CONTRACTS OF EMPLOYMENT

The plan introduces several changes to the right to receive a written statement of main terms (SMT) with effect from 6th April 2020. This document includes all the employee's key terms of employment including pay and annual leave entitlement and employers currently have two months to provide it to a new employee. This grace period will be removed meaning the SMT will have to be given to the employee no later than the commencement of employment. In addition, more details will have to be included in the SMT, as follows:

- duration of and conditions attached to the probationary period
- all paid leave entitlements
- all benefits the employee receives
- an employee's training entitlement
- the days of the week the employee is required to work on and whether normal working hours are variable or not. If they are variable, information must be included on how they vary or what determines the variation.

Significantly, employers will have to provide an SMT to their 'workers', as well as their employees. Currently, only employees are entitled to receive this document, but workers including zero hours workers and casual workers will also be brought within scope.

HOLIDAY PAY

The mandatory reference period for calculating holiday pay will increase under the plan. From 6th April 2020, employers will have to use a reference period of 52 weeks, instead of the current

12 weeks, when calculating holiday pay for staff whose pay varies, including the zero hours workforce. This calculation method will result in a payment which balances out any peaks and troughs of working hours throughout the year.

AGENCY WORKERS

'Swedish derogation model' contracts for agency workers will be banned from 6th April 2020. These contracts currently offer a legal loophole to avoid the requirement to pay agency workers the same basic pay as direct recruits at the hirer organisation after 12 weeks on assignment. Those who are currently engaged on these contracts will be entitled to a statement to explain the effect of the ban on their pay. As a separate measure, all agency workers will be entitled to a key facts sheet explaining details on their pay etc.

EMPLOYMENT STATUS

The Government has confirmed that the current employment status structure will be reviewed, meaning that the tests used to determine who is an employee, worker or self-employed will be adjusted. The results of this are likely to be that many self-employed individuals will be re-classified as workers.

EXTRA RIGHTS FOR UNSTABLE HOURS WORKERS

Another key change is the introduction of the right workers who do not have stable and predictable hours is to switch to a more stable contract which reflects the normal hours worked. Employers would be required to justify any refusal to switch according to legislative conditions. Other proposals include a right to reasonable notice of shifts to be worked, and a right to compensation for cancelled shifts.

MORE RIGHTS FOR THOSE FACED WITH REDUNDANCY

Pregnant women, and those within 6 months of a return from family leave, will be given the same protection as women on maternity leave when faced with redundancy. Women on maternity leave must be offered an alternative role in favour of other employees. This will extend the length of current protection for women having a baby, and will also

bring fathers, mother's partners and adopters within scope.

PROPOSALS TO SUPPORT FAMILIES

A new right to neo-natal leave may be introduced for parents whose new born baby needs to stay in hospital to receive care. This measure would see maternity and paternity leave extended by a week for each week the baby is in hospital over 2 weeks, and up to a pre-determined maximum. Large employers may be forced to publically publish their family leave and flexible working policies. In addition, all employer may be put under a duty to consider whether a job can be done flexibly and make it clear when advertising for the role.

SUPPORT AND GUIDANCE

The Good Work Plan has been dubbed as 'the biggest overhaul in employment law for 20 years'. With so many significant changes approaching, it's clear to see why.

We are urging members to start preparing for these changes now to ensure compliance and reduce risk. Croner's member support helpline can help you to navigate these imminent developments and will provide pragmatic advice tailored to your organisation.

Croner, our trusted employment law partner, provide a rundown of the changes that will most affect your practices. For further guidance on the Good Work Plan, or wider HR support, call our dedicated member support line on 0844 561 8133.





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Aluminium Heat
Treatment facility!**

Due to high demand for its services, continuous improvement activity, more stringent controls and quality demands, HT2000 Ltd decided 3 years ago to build a new factory. The hurdles that we faced to please the Council, Coal Board, Canals Trust and Severn Trent were numerous, and 18 long months were lost before we even started the footings! Western Power also had to upgrade the supply in the street to cope with our anticipated electricity demand.

Three years later HT2000 finally emerged triumphant with a bespoke built facility which includes Four Rapid Quench ovens, each capable of a 3-ton charge and quenching into Hot Water, Cold Water or Polymer, all of which are temperature controlled and on a moving Bogie weighing in at 80 Tons. A combination of electric and gas fired ovens with the tightest controls will satisfy the ever more demanding requirements of the automotive and aerospace industries. A new Agitated Rinse and Power Washing Facility were added to ensure Polymer is removed from the smallest of parts on more complex castings. Setting facility

and new walk in freezer has also been added along with five new Precipitation ovens with automatic door opening to finish the suite. All customer product is computer tracked using a bar coded system. New Brinell test machine and Foundrax measuring instruments ensure accurate test results are achieved every time. The addition of a ‘lift assist’ lifting arm for the larger/heavier castings ensures customer product is handled correctly and eliminates the risk of damage, not to mention the health and safety benefits for employees. In summary, capacity has been doubled without taking into account our well establish existing plant.

Heat Treatment 2000 Ltd was amongst the first 0.2% in the world to achieve IATF 16949 showing quality is at the forefront of our operation and always use an external

body to carry out CQI-9 Audits which gives customers greater confidence as a result of the independent scrutiny of the standard.

The £2.5 million investment demonstrates our commitment to existing customers and our goal of meeting increasing demands for quality and speed of service all at a competitive price.

A YouTube video is available, just search for Heat Treatment 2000 and see what has been achieved or access via our website at www.ht2000.co.uk.

For more info or quotes, contact: sales@ht2000.co.uk or call 0121 526 2000.



A collage of three images: a person's hands working on a large metal part, a worker in a high-visibility vest operating a large industrial machine, and a computer monitor displaying a control interface.

67 YEARS OF MEETING ALL YOUR ALUMINIUM NEEDS

£2.5 Million Investment Providing:

- 4 New Computer Controlled Rapid Quench Ovens meeting Automotive and Aerospace requirements
- Up to a 3 Ton Charge
- Polymer, Hot Water and Cold Water Quench Media – all Temperature Controlled
- Setting Facilities with increased Freezing Capacity
- New Power Washing Facility
- 5 New Precipitation Ovens with Auto Door Opening
- Barcode Tracking Throughout the Factory providing up to the minute Traceability
- New Testing Facility
- New Conference Facility

For more information:

Tel: 0121 526 2000

Email: sales@ht2000.co.uk

A large, blue industrial oven with multiple levels and walkways, situated in a factory setting.

For more info visit www.ht2000.co.uk

BRIDGNORTH ALUMINIUM LIMITED (BAL) IS DELIGHTED TO ANNOUNCE THAT IT HAS SUCCESSFULLY CERTIFIED AGAINST THE ALUMINIUM STEWARDSHIP INITIATIVE'S (ASI) PERFORMANCE STANDARD

The ASI Certification programme is an industry-led initiative to drive sustainability across the entire aluminium value chain – it is the only comprehensive voluntary sustainability standard in the aluminium industry.



The Performance Standard provides a common standard on critical issues, including greenhouse gas emissions, waste management, material stewardship, biodiversity and human rights. Certification against the Performance Standard is subject to an independent audit by an ASI-Accredited Auditor, in order to verify that an entity's management systems and performance conforms to the Standard. BAL's conformance with the Performance Standard was assessed by DNV GL. As shown in the report, Bridgnorth Aluminium conformed with all applicable criterion (the summary audit report is available to download from ASI's website).

Regarding our certification, Fiona Solomon, Chief Executive Officer at ASI, said:

"We warmly congratulate Bridgnorth Aluminium Limited on their ASI Certification. Since the company's products are used in such diverse sectors like lithographic printing and automotive, packaging and energy, Bridgnorth Aluminium is a great ambassador of responsible production practices for these downstream industries."

Simon MacVicker, Managing Director of Bridgnorth Aluminium Limited, said:

"We are very proud to achieve this ASI Certification, which follows rigorous external assessment of our business and the way we run it. We are pleased that our longstanding efforts towards sustainability are now objectively recognised, and we will use the new knowledge and experience which we have gained through the certification process in order to further improve our sustainability performance."

ABOUT BRIDGNORTH ALUMINIUM LIMITED

Bridgnorth Aluminium Limited, based in Bridgnorth, Shropshire, is a trusted supplier of rolled aluminium products, used globally by customers in the printing, packaging, automotive and electrical industries. The Company's processes span the initial melting of scrap and primary metal, through casting, hot and cold rolling to final finishing for each customer specification.

Beyond its ASI efforts, BAL is actively involved in the Aluminium Federation, European Aluminium, the Major Energy Users' Council, Make UK and Shropshire Chamber of Commerce and Enterprise. The Company regularly gives back to the community, supporting local projects, schools and community groups, and received formal recognition as a community champion in the 2018 Shropshire Chamber Business Awards.

To find out more about Bridgnorth Aluminium, please visit: www.bridgnorthaluminium.co.uk



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COMMODITY CODE CHAPTER 76

IMPORT AND EXPORT DATA FOR 2019

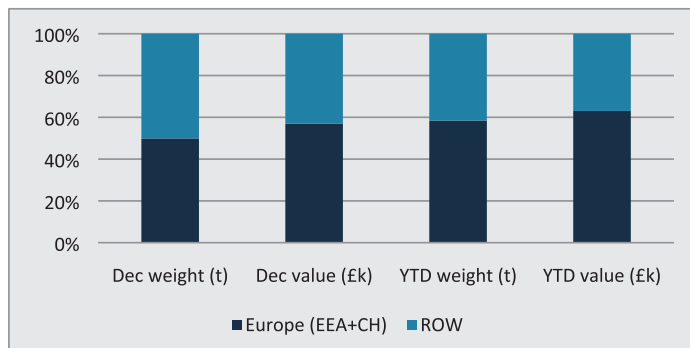
Data shows export and import to and from the EU and the RoW.

Members of the ALFED can access the complete document in the members' area of the ALFED website: alfed.org.uk.

EXPORT (ALL)

Global totals

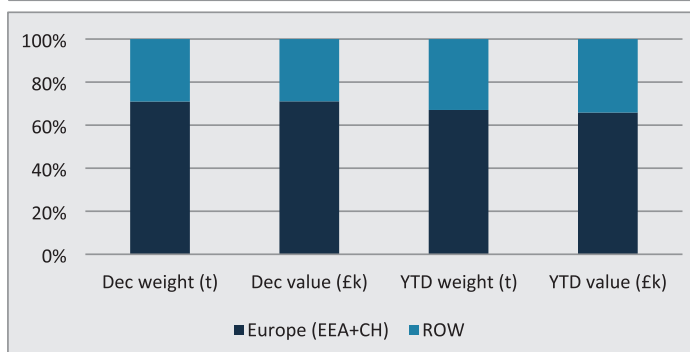
	Dec weight (t)	Dec value (£k)	YTD weight (t)	YTD value (£k)
Europe (EEA+CH)	40,134	87,084	632,947	1,426,125
ROW	40,316	65,866	450,616	835,597
	80,450	152,950	1,083,563	2,261,722



IMPORT (ALL)

Global totals

	Dec weight (t)	Dec value (£k)	YTD weight (t)	YTD value (£k)
Europe (EEA+CH)	64,915	184,739	841,284	2,505,135
ROW	26,556	75,249	413,358	1,299,534
	91,471	259,988	1,254,641	3,804,669



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CHAMPIONING UK SMES OVERSEAS: HOW THE DEPARTMENT FOR INTERNATIONAL TRADE CAN SUPPORT YOUR OVERSEAS GROWTH



Nearly 10% of UK SMEs export their goods and services overseas - the highest percentage yet. Selling across the world has never been more accessible to businesses of all sizes and sectors. Exporting need not be an intimidating concept for ambitious companies looking to strengthen their position by branching out into other markets.



A global outlook has served many British businesses well by transforming their sales figures and boosting their profile internationally. The Department for International Trade (DIT) offers the opportunity to tap into over 100 countries worldwide through British Embassies, Consulates, and High Commissions. We promote British products and services, working to expand the UK's reputation for excellence and identifying export opportunities.

HOW CAN DIT HELP?

Operating on a regional level, our International Trade Advisers (ITAs) work with businesses to assess their export potential and provide a tailored export strategy. Evaluating which markets to target is half of the battle for businesses. We can help you pinpoint which countries hold the most potential.

We recognise each business is different and requires a dedicated point of contact to meet your export enquiries. Our ITAs are your dedicated export adviser who can organise relevant meetings with specialist adviser as appropriate. Our Digital Trade Advisers can advise on e-commerce and refine your digital presence, auditing your site to discover which international SEO considerations can be implemented to boost your online visibility worldwide. Our Culture and Communication advisers equip businesses with a vital understanding of cross-cultural communication needed to export into global markets and our IP and Contracts advisers providing specialist advice on complicated legal considerations such as IP and contracts to reduce the risks to your business.

We also run an array of events designed to drive export growth within the region. Our

Meet the Buyer events and trade missions offer businesses an unrivalled opportunity to form relationships with contacts and meet with potential customers.

One company who have benefitted from the support and advice of their International Trade Adviser is Mechatherm, who have built a reputation as the leading provider of bespoke casthouse equipment for the aluminium industry.

"Exporting has been key to our success – some of our most valuable contracts are with overseas customers. Before we worked with the DIT, we encountered some difficulties. Like a lot of businesses, we weren't sure who to trade with and how to do so securely. The DIT helped us overcome this by introducing us to a network of trusted partners.

I'd advise any company to talk to the DIT first and find out how their ITAs can help you tap into the global demand for British-made products."

Andrew Riley, Chairman of Mechatherm and Export Champion in the Midlands

HOW CAN I ACCESS DIT SUPPORT?

Our advisers can be contacted through contact an International Trade Adviser. For those of you based in the West Midlands you can get in touch with the West Midlands team direct by emailing info@tradewm.co.uk or call 0345 222 0159.



**Department for
International Trade**



THE POWER OF EXPORTING: HOW UKEF CAN HELP YOUR BUSINESS GROW

By Phill Potter, Senior Export Finance Manager at UKEF

Companies that export are more profitable, create more jobs and are more productive. This is the power of exporting - it's the ultimate win-win.



Phill Potter,
Senior Export Finance Manager, UKEF

Many UK businesses who process, trade and work with aluminium are already taking advantage of this. Aluminium exports increased by 14.1% between 2016-19 according to HMRC.

But there are still hundreds of firms across the UK that are not taking advantage of these opportunities.

I talk to businesses every day, and what I often hear is that they find getting the necessary finance or insurance from the private sector to challenging - even if they have a great idea or product. When they take on a big export contract, this can restrict their cashflow.

Does this sound familiar? If so, there is an answer.

HOW CAN UK EXPORT FINANCE (UKEF) HELP?

UKEF is the UK's export credit agency. Our mission is simple; to ensure that no viable UK export fails for lack of finance or insurance from their bank or insurer.

I'm an export finance manager at UKEF. We are here to help businesses across the UK to secure the financing they need to export. This could mean anything from tailored loan guarantees to bonds and insurance.

By getting your finances right and the appropriate insurance, you will not only put yourself in the best position to take on an export contract, but you will be more competitive and be able to win more business as a result.

As I said, it's a win-win.

OUR SUPPORT IN ACTION

Take the example of Mechatherm. They are a leading manufacturer of casthouse equipment to the aluminium sector based in Kingswinford in the West Midlands.

International sales have been vital to their recent growth, with the Middle East a particularly rich export market. In 2017, Mechatherm was approached to supply smelting equipment under a £25 million contract to a buyer in the Middle East.

Part of the terms contract, however, required Mechatherm to pay a cash deposit to its bank in order to acquire an advance payment guarantee and performance bond. Due to the high value of the contract, Mechatherm would not have been able to both put up the cash for the deposit and still retain sufficient liquidity to fulfil the contract itself.

This was when UKEF stepped in, offering Mechatherm's bank guarantees under our Bond Support Scheme, which freed up the cash needed to not only fulfil this contract, but also to increase its headcount and set up a new office in Dubai.

Indeed, Andrew Riley, Mechatherm's chairman, is so passionate about how UKEF has helped his business that he has since become an Export Champion, one of over 1,000 advocates who look to spread the word about the power of exporting.

HOW CAN I ACCESS UKEF SUPPORT?

If I have inspired you to think about working with UKEF to help you export, then you can get in contact via our website at www.great.gov.uk/get-finance/ and fill out a simple form, or you can contact me directly at phill.potter@ukexportfinance.gov.uk.



UK Export
Finance

ALUMINIUM FEDERATION: UK/EU TRADE NEGOTIATIONS POSITION PAPER

EXECUTIVE SUMMARY

The aluminium sector generates £10 billion annually for the UK economy and employs more than 20,000 people nationwide. It plays a vital role in the supply chains of key high-value sectors - transport (aerospace, automotive and rail) and construction - as well as mass markets for packaging. It's therefore a sector of profound national significance, in terms of exports and infrastructure.

As a lightweight and highly recyclable material, aluminium is a key contributor to the low-carbon economy. Its role will continue to expand, from replacing single-use plastics to supporting more sustainable transport. The aluminium industrial sector leads the circular economy, adding value to the up- and down-stream UK supply chain. The emphasis on reuse and recycling is key to HMG's green growth strategy and carbon neutral vision.

The Aluminium Federation recognises the Government's ambitions for trade deals with the EU, US and other countries. Here we summarise the priorities for the aluminium industry:

- It's essential that future trade agreements create an environment that fosters aluminium industry growth over the short, medium and long term. Anything else would be devastating to the many areas of UK manufacturing that rely on access to quality, price-competitive aluminium in their supply chain.
- We need a preferential trade agreement with the EU ensuring 0% tariffs – Europe is a high-value market for UK aluminium, one that cannot and should not be replaced.
- Rules of Origin must be framed to enable tariff-free access for aluminium products at all stages of manufacture. Negotiations should focus on the

conversion process qualification rather than value content percentage, adding value to key sectors (auto, transport, aero, construction, recycling) and sustainability objectives.

- It's critical that UK aluminium's collaboration with European and international counterparts continue. There's a long history of cooperation and knowledge sharing, which delivers wide economic benefits.
- Trade deals with other countries should ensure fair access for UK producers, and the UK should be prepared to use remedies and safeguards to ensure security of supply and protect against dumping.
- To be cost-competitive, UK producers need greater industrial investment to drive quality and productivity improvements – these gains are essential to Government ambitions for the low-carbon economy.
- We recommend amending UK versions of regulations such as IED and REACH to be less onerous. This will be vital in realising the Government's ambitions for an all-electric economy. It will also help with planning and supporting the manufacturing sector where house building encroaches on existing production plants, perhaps through the introduction of industrial zones.
- We recommend provision for short-term movement of people without visas. We welcome HMG's ongoing engagement with stakeholders on new immigration frameworks.

Full copy of the Position Paper is available on the ALFED website: www.alfed.org.uk/policy-areas/trade/.



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