

your first choice for

**MANUFACTURING  
INDUSTRIES**



# look no further than Tees Valley

We all know that life in business doesn't stand still. Changes in the market, changes in legislation, changes in technology, or even changes in your priorities, can all mean that your business needs change too.

To make the most of these opportunities, every year hundreds of organisations expand their business operations or relocate to another part of the UK. And every year more and more businesses are choosing Tees Valley in the North East of England as their preferred location.

#### **Making your relocation decision based on real evidence**

If you are planning to relocate or expand your business in the UK, you too can reap the benefits that others are already enjoying right here in the Tees Valley.

At Tees Valley Regeneration we recognise that relocating or expanding your business is a big decision. It involves a number of important factors. That is why we have gone to extra lengths to present you with some important facts that could influence the success of your business. Enabling you to make your business location decision based on real evidence.

In fact, we will arm you with the proof that you need to make an informed choice. It also means that you will have the right information at your fingertips when you present your business case to others.



#### Allowing the results to speak for themselves

Expansion and relocation opportunities come in all shapes and sizes. What you want will depend on the nature of your business and your goals. To help you we have highlighted four relocation drivers. Each can be applied to your business, so that you can see how the Tees Valley measures up when it is compared to the rest of the UK. Whether you want to judge workforce wages, road speed, office rent or house prices, the results speak for themselves - go to [www.teesvalleytest.co.uk](http://www.teesvalleytest.co.uk) and judge for yourself.

But what makes Tees Valley really unique, is its ability to come out on top when looking at all these facts as a whole. So not only will Tees Valley benefit the bottom line of your business, it also offers a lot more than first meets the eye, when it comes to work and play.

your rich source of

# secure, cost effective energy



Rising energy costs pose a continuing challenge for many industries, but particularly for the manufacturing sector. However, this also creates opportunities for energy efficiency to play an increasingly important role in helping businesses to become more competitive.

If your industry relies heavily on rich sources of energy, such as power, water and steam, then you need to know some important facts about Tees Valley.

You are no doubt aware that mounting pressure from the Government to reduce fuel consumption and related emissions means that clean energy is becoming an increasingly critical resource.

As a manufacturing business you are likely to feel more and more pressure to source energy which provides a low carbon option, whilst at the same time maintaining the same standards of production which your customers have come to expect.

What you might not realise, however, is that Tees Valley offers an outstanding energy solution for UK businesses. By relocating or expanding your business to Tees Valley,

you'll be able to tap into an abundant supply of water, plenty of power and a cleaner, more sustainable energy stream. Importantly, our business case is based on real evidence.

And as well as having a world class energy infrastructure already in place, you'll be pleased to know that there is a whole host of inward investment support to help make your business transition to Tees Valley as smooth and as seamless as possible.

So, if you are an energy dependent business in the UK, read on and find out how we can influence your future success.

**FACT: The Wilton Power Station in Redcar is one of the most efficient of its kind in the world with a fuel efficiency rating of 70% against the industry average of 40%**

# helping you do business



## As a manufacturing business in Tees Valley you'll be served by:

- World class energy expertise which is already in place<sup>1</sup>
- A major landing point for North Sea oil and gas (20% of the UK total)
- An abundance of water and power, including clean, safe, secure and sustainable energy supplies
- A wide range of energy suppliers, including one of the UK's largest industrial utilities and services businesses<sup>2</sup>
- One of the most cost effective water supplies in the UK, giving you the best value for money
- Five reservoirs, along with back up from the UK's largest man made lake, making water restrictions most unlikely

- The UK's largest water treatment plant, capable of supplying up to 2,000 cubic metres of demineralised water per hour
- Large scale steam production capabilities
- A huge choice of sites, ranging from ready-made large scale industrial complexes with world class research and development facilities through to brownfield riverside sites with high capacity potential<sup>3</sup>
- World class analytical and environmental services, offering you additional support as and when you need it
- Expert inward investment advice and guidance to walk you through each step of your expansion or relocation process

**FACT: "(Tees Valley Regeneration's) assistance and support in the early stages while we were developing the project and making location decisions was invaluable." Michael Fox, Ensus (see case study in this brochure)**

# offering you **cost effective** **and super efficient** **power supplies**

With one of the largest leading industrial utilities and services businesses in the UK, Tees Valley has the capability and capacity to provide your business with cost effective and super efficient power supplies.



Tees Valley is home to Wilton International, a magnificent 2,000 acre site with a 175 MW combined heat and power unit, capable of producing up to 600 tonnes of steam per hour. The steam is currently distributed at three pressures, high pressure, intermediate pressure at about 250psig and low pressure at approximately 20psig.

Teeside Power Station, which has eight gas turbines with heat recovery boilers, provides back up steam supply to the Wilton site ensuring a reliable steam supply.

Plus the area boasts a wide range of other power supplies, including everything from large scale electricity, through to oil, gas and renewable energy such as wind power and bio-fuel.

Whatever power source your business needs, we're confident that you'll find it in Tees Valley with a number of well established power service suppliers which can provide the power solutions for your needs.

#### **Tees Valley's world class power infrastructure offers you:**

- The security of competitive power supplies, providing a wide variety of choice and value for money
- One of Europe's largest integrated process industries, providing access to thousands of experts, as well as high tech research and development facilities
- Plans to build an 800 megawatt coal gasification plant with carbon capture and storage<sup>4</sup>
- World class engineering and design facilities
- Links to five universities serving the North East providing a continuous supply of highly skilled future employees

**FACT: Over £2.5 billion has been invested in building or acquiring assets at Wilton International in the last six years alone**

# providing you with **an abundant water supply**

Water is something which many people take for granted. Yet, for water critical businesses it can mean everything. The right processes, the right products, the right safety procedures and the right hygiene standards. And of course, the right profit margins.

Climate change, coupled with tightening Government legislation, has meant that the need for a high capacity, efficient, water supply is growing rapidly.

We are lucky in Tees Valley. We have an abundant water supply. We're also served by one of the UK's premier water suppliers which understands the needs of businesses and therefore invests accordingly in its infrastructure and expertise.

Most importantly, this means that Tees Valley has never been affected by water restrictions which have become the norm in other areas of the country.



#### **If you are a water dependent industry, Tees Valley offers:**

- Five reservoirs located in the Teesdale area
- Back up from the UK's largest man made lake, Kielder Water
- A secure, reliable and steady supply protected from the floods and droughts that affects other areas of the UK
- A world class water, effluent and waste treatment infrastructure capable of treating almost 300,000 cubic metres of effluent each day
- The most highly developed industrial water system in the country<sup>5</sup>
- Power sources capable of producing up to 600 tonnes of steam per hour
- Good quality, partially treated water at competitive rates<sup>6</sup>
- The best value potable water tariffs in the UK<sup>7</sup>
- Water solutions tailored to your individual business needs.

**FACT: Northumbrian Water has never imposed water restrictions on Tees Valley and does not expect to have to**

providing you with **viable, renewable**  
**energy alternatives**

According to the Department for Business, Enterprise and Regulatory Reform (BERR) many renewable technologies are expected to become cost-competitive with fossil fuels in the next 10 to 20 years.

In a bid to lead the way in the renewable energy sector, a new £60m power station is under development in Tees Valley, capable of generating 30 MW of electricity using wood as the biomass fuel source.

As one of the greenest power stations in the UK the new development will use the very latest technology to achieve highly efficient and reliable clean power and heat generation from as early as 2009. Using a combined cycle operation, made up of two gas fired generators to produce electricity, the surplus heat will also be used to produce steam to drive a further generator.

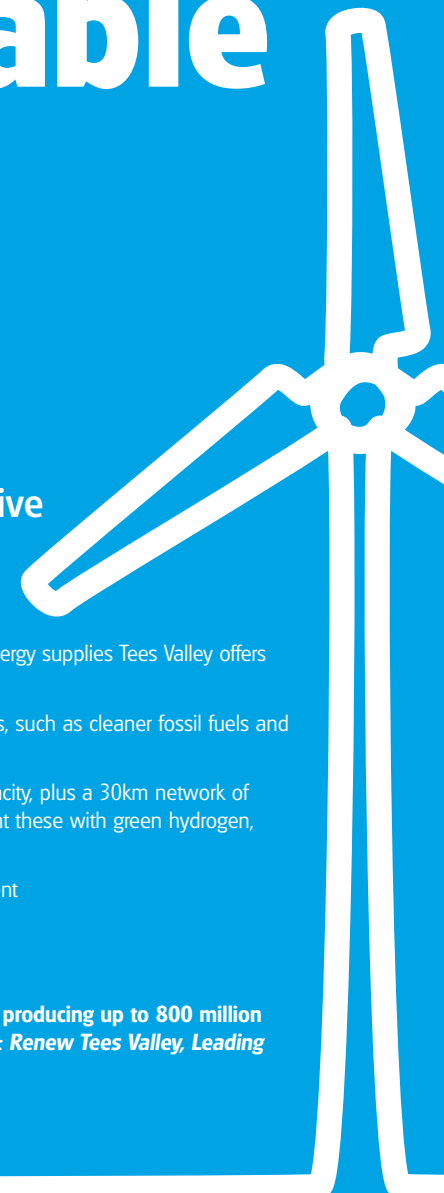
The first bio-fuel processing plant in Tees Valley has also recently been completed, based on a site adjacent to Teesport's deep water port. Refer to the Ensus case study sampled later in this brochure.

And in addition the North of England is playing a major role in the emerging marine energy market, which incorporates tidal power.

If you are a business looking for viable, renewable energy supplies Tees Valley offers you access to:

- Stable and reliable low carbon energy technologies, such as cleaner fossil fuels and fuel cells
- A 75,000 tonne per year hydrogen production capacity, plus a 30km network of dedicated lines. There are also plans to supplement these with green hydrogen, providing a growing alternative to fossil fuels<sup>9</sup>
- Energy generation from effective waste management
- An increasing renewable energy capacity<sup>9</sup>

**FACT: In two years' time, the Tees Valley could be producing up to 800 million litres of bio-diesel and bio-ethanol a year (source: Renew Tees Valley, Leading the Way, Feb 2007)**



# getting to know the **Tees Valley's** **other main assets**

As well as the obvious energy advantages, there are many other reasons why more and more manufacturing businesses are choosing Tees Valley as their preferred location, including:

- An economic base, which covers advanced manufacturing, food production, bio-fuels, chemicals, steel production, off shore engineering and fabrication
- Access to Teesport, the second largest port in the UK, which handles nine per cent of all the cargo shipped through Britain's ports – this equates to 54 million tonnes a year. It also boasts a natural deep water harbour and large reserves of usable brownfield land
- Availability of land for development, as well as impressive and affordable office and industrial accommodation
- Free flowing major roads with fastest flowing traffic at both on (31mph) and off peak (33.5mph) times and good access by rail and sea, giving you numerous options for moving freight, raw materials and products<sup>10</sup>
- A workforce which is renowned for being loyal, hardworking and flexible
- A great quality of life, based on some of the most affordable house prices, the fastest urban road speeds in England, excellent schools, colleges and universities, the best of British nature and many diverse leisure pursuits.

**FACT: The Lonely Planet Guide 2007 described the area around the River Tees as the “most exciting, beautiful and friendly region in the whole of England.”**



# allowing you to **confidently recruit** **skilled workers**

**Manufacturing isn't just about processes. It's also about having the right people in place to give you a competitive edge and take your business forward.**

There are over 31,000 people employed in manufacturing within Tees Valley and over 130,000 working in the sector in the North East as a whole. As well as being above the national average for those employed in manufacturing, Tees Valley's relatively close proximity to major cities, such as Leeds, Sheffield and Newcastle, means that there is a large pool of potential labour from which to recruit your workforce.

In addition, links to five universities serving the North East, coupled with thousands of experts in Tees Valley who are involved with Europe's largest integrated process industries, means there are high quality workers with the right skills, experience and attitudes to support your business needs.<sup>11</sup>

And with almost 1 million people of working age living within 30 miles of Tees Valley, and staff turnover rates at one of the lowest in the UK, you will be able to tap into a workforce which is renowned for being loyal, hardworking and flexible.

You might also be surprised to find that wage rates in Tees Valley are 78% of the UK average. This means that your money will go a lot further when it comes to paying your wage bill.

#### **The Tees Valley's skills base boasts:**

- Thousands of highly experienced personnel as a result of:
- The largest integrated heavy industrial complex in UK in terms of manufacturing capacity
- The largest non-military private sector research centre in Western Europe
- World class engineering design and plant maintenance<sup>12</sup>
- One of three main steel producer sites in the UK<sup>13</sup>
- The second largest port in the UK
- Links to five universities serving the North East providing a continuous supply of highly skilled future employees

**FACT: Over £148 million has recently been invested in Tees Valley's FE colleges with new facilities at Stockton Riverside, Hartlepool, Darlington and Middlesbrough**



# providing you with a **safe working environment**

The Tees Valley has a proud heritage in the manufacturing industry and as such a long standing tradition of excellence in health and safety in the workplace.

A thorough understanding of the industry's requirements and a strong working relationship with the Health and Safety Executive will ensure your company's needs are accommodated quickly and effectively.

- Simon Storage and Vopak Terminal Teesside Ltd operate two of the UK's largest chemical storage facilities. Both have top tier classification under the Control of Major Accidents Hazards regulations
- PD Teesport is fully compliant with the International Ship and Port Facility Security Code, and maintains an ongoing programme of staff training to keep them up to date with the latest security requirements

- SembCorp's asset protection and logistics (APL) team is ready to respond to any chemical plant emergency throughout the Tees Valley
- Wilton International recently became the first multi occupier site to be awarded one of the highest health and safety accolades in the world receiving the Sword of Honour from British Safety Council

**FACT: The Industry Nature Conservation Association (INCA) provides environmentally and ecological consultancy to Tees Valley businesses successfully bridging industry needs and nature preservation ([www.inca.uk.com](http://www.inca.uk.com))**





# helping you **keep an eye on** **your capital costs**

**In business the bottom line is crucial. That is why we are keen to help you get the best value for your money and make capital savings in the right places.**

Luckily with over 3.3 million sq ft of new and previously occupied industrial property available immediately, finding affordable accommodation in Tees Valley couldn't be easier.

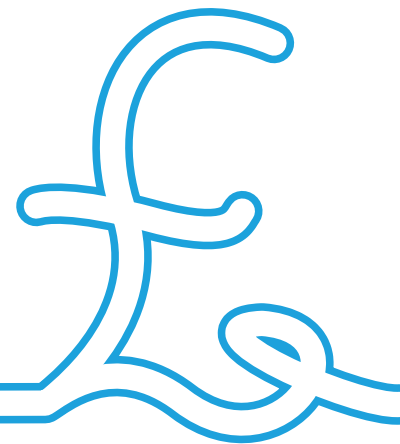
You will be able to take full advantage of our close relationships with major property developers and agents. This means that as well as tapping into our local knowledge, you can enjoy a single point of contact to give you comprehensive information on available new and used sites and premises.

You can choose from a range of options including high-tech manufacturing premises, established sites close to Teesport which allow you to import and export goods with ease, self contained manufacturing units with equipment which can be easily adapted for your business and high quality office space.

We also understand that you might want to accommodate any future developments which your business is likely to have. By thinking bigger you will have room to grow and expand with your business.

What's more, real estate in Tees Valley is some of the most competitively priced in the UK.

**FACT: The North East has the highest success rate of any English region in approving planning applications with a 90% rate compared to 82% nationally**



# case study - Ensus



## Selecting Tees Valley for multi million pound investment was an obvious choice

When **Ensus plc** needed a suitable site to house what will become the largest bio-ethanol plant in Europe, the company had no hesitation in choosing Tees Valley.

After approaching Tees Valley Regeneration's Inward Investment Team, which provided extensive market research, an in-depth knowledge of the area and support in securing Selective Finance for Investment in England (SFI) grant assistance, the company's decision to locate its plant in Tees Valley brings an investment worth £250 million and 100 permanent new jobs.

As the first, world scale production facility of its type to be built in the UK, the new plant, which will be operational from 2009, will reduce the country's reliance on imported alternative fuel. It is set to produce over four million litres of bio-ethanol, which will be fermented and distilled from wheat grain - a decision which has already earned praise of Government ministers for environmentally friendly manufacturing.

The success in attracting Ensus to Tees Valley is illustrative of Tees Valley Regeneration's pro-active approach to supporting inward investors who are looking to relocate their business operations.

Michael Fox, Deputy Chairman and Business Development Director, Ensus said:

"We approached Tees Valley Regeneration at the inception of our plan. Their assistance and support in the very early stages while we were developing the project and making location decisions was invaluable.

"Their level of knowledge, support and interest meant a great deal to the whole team and was certainly a key factor in our decision to make Tees Valley our home."

Alwyn Hughes, Chief Executive, Ensus, added: "I started my career with ICI in Tees Valley 20 years ago and it's nice to come back home after finding there was nowhere better than this to have built this plant."

# case study - Cummins



## Cummins Powers Forward

Tees Valley's skills pool has helped create unprecedented returns for Cummins Inc, the world's largest independent manufacturer of diesel engines. The company, based in the area for over 40 years, has seen record sales of £5.7 billion and the production of over 833,000 engines with the Cummins factory in Darlington an important part of this growth.

Cummins has been building diesel engines in Darlington since 1965 and remains one of the largest employers in the town. It has one of the greatest company turnovers in the Tees Valley and a large percentage of Darlington built products are exported, promoting the capabilities of the North East on a global scale.

The company has been at the forefront of developing engines and component technologies that not only meet the latest emission rules, but also add value for customers in terms of reliability, durability and low running costs. The Technical Centre in Darlington has worked to successfully meet the European standards which, by 2008, will have reduced truck and bus engine emissions by 95%.

Tim Millwood, Darlington Plant Manager said:

"We are set for a fantastic year for the plant and this will be a proud achievement for our employees. They have shown flexibility and adapted to the changes necessary to meet increases in build. We remain reliant on and confident in their commitment as the demand for our low emission products continues to increase around the world."

# helping you with **everything** **you need to know**

At Tees Valley Regeneration we are responsible for leading a £1.5 billion investment programme in land, property and infrastructure. That makes us the UK's largest urban regeneration company. In the last two years our Business Investment Team has attracted over £1½ billion of investment and secured over 2,000 jobs.

With our support you too can tap into our unique and broad range of expertise which will guide you through everything you need to know, including:

- Information on the labour market , workforce skills, grants and incentives
- An extensive local knowledge and links to useful private and public sector contacts
- Access to local support and supplier networks
- Information on available sites and property
- Links with regulatory bodies, such as the Environment Agency and local planning authorities

**Source:**

- 1 - Tees Valley Engineering Partnership website - [www.tvcp.co.uk/energy](http://www.tvcp.co.uk/energy)
- 2 - Sembcorp Utilities UK
- 3, 9, 12, 13 - The Northern Way - Tees Valley City Region Development Programme
- 4 - Centrica
- 5, 6, 7 - Northumbrian Water
- 8 - Renew Tees Valley Ltd, Factsheet June 2007
- 10 - DfT - Traffic Speeds in English Urban Areas 2006
- 11 - Annual Business Enquiry 2005, NOMIS

## Contact us

To find out more about how Tees Valley Regeneration can help the future of your business visit: [www.teesvalleyregeneration.co.uk](http://www.teesvalleyregeneration.co.uk)

Or get in touch with us via email at: [info@teesvalleyregeneration.co.uk](mailto:info@teesvalleyregeneration.co.uk) or phone our Business Investment Team on 01642 632020.



plug in to **Tees Valley**  
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