

MIDLANDS EROSPACE

ISSUE 50, SPRING 2020

MAGAZIN



CREATE OPPORTUNITIES

Tips for helping your business make an impression in a crowded market. See page 5



INDUSTRY CHALLENGES

Our 19 March conference could help your company get ahead during this pivotal year. See page 7



GET READY FOR OUR BIGGEST FARNBOROUGH AIRSHOV

We're providing our largest ever platform to get Midlands aerospace companies noticed. See page 11







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WELCOME

This is the 50th edition of our magazine, and to mark the occasion we've given it a fresh look. We hope you enjoy reading it.

The aerospace industry has experienced several years of uninterrupted growth. The Midlands has embraced this period, doubling business turnover in a little over a decade, securing positions on key aircraft programmes, creating jobs and introducing new technologies to the market.

Now there are some clouds on the horizon and we have to be prepared to respond in order to continue our success. Besides Brexit, there are three key issues I see influencing our industry this year.

Our planet is very much in the spotlight with society increasingly making choices that help to protect our environment and putting pressure on the aerospace industry to do even more to reduce carbon emissions. On page 4, John Copley talks about why companies need to be innovating and delivering sustainable solutions.

Boeing's recent troubles have been well publicised and this culminated toward the end of last year in the suspension of 737 MAX production which will affect a number of supply chain companies in the Midlands depending on the mix of programmes they serve. How we respond to this type of disruption will be a key discussion point at our conference on 19 March. You'll find the key details on pages 7 to 9.

And, new to the horizon, is the coronavirus. It's too early to tell the full impact this will have on aerospace but we're anticipating international disruption to travel which may influence aircraft procurement, manufacturing and the growing Chinese aviation market. This, of course, will be another key issue we will be keen to discuss at the conference.

I'll end with some good news. A new multi-million pound, aerospace funding programme is set to come to the Midlands. Look out for more information on page 6.

Now, more than ever, it's vital we forge closer links with our customers, respond to signals about where the market is going and keep investing in the right technologies and business improvements.

Dr. Andrew Mair Chief Executive, MAA

2019, A BIG YEAR

Before we strive further forward into 2020, we'd like to take a moment to celebrate the highlights of 2019 for the MAA and to thank everyone who made an impact on the aerospace industry in the Midlands during the year.

PRODUCTIVE AEROSPACE FORUM

Aerospace companies gathered in Birmingham for this major, international conference, addressing key industry challenges and creating new business opportunities.

SIGNIFICANT DRAMA DEVELOPMENTS

It was a big year for the DRAMA programme with packed events and numerous additive manufacturing training and support packages piloted by our supply chain businesses.

BIGGEST PARIS AIR SHOW EVER

This global aerospace trade show was our biggest to date, with 14 exhibitors joining us on our busy stand to demonstrate their capabilities to key decision makers.

VITAL SUPPORT FROM WORKING GROUPS

Our working groups did more than ever to support our members and played a key role in the approving DRAMA support packages for the supply chain.

BUMPER CHARITABLE DONATIONS

Our popular annual dinner was a lively event and raised £1,800 for Once, We Were Soldiers, a charity that looks after homeless veterans across the Midlands.

MORE FOR OUR MEMBERS

We did even more for our members including a number of fully-subscribed free events such as our Rolls-Royce Fast Make workshop and REACH chemical regulations event.













BUILDING THE WORLD'S MOST ATTRACTIVE AEROSPACE NATION



Companies that innovate and deliver sustainable solutions have the opportunity to become key to the growing aerospace industry.



John Copley, Chair of the Aerospace Growth Partnership (AGP) Strategy Working Group and Executive Vice-President, Strategy for Rolls-Royce, shares the AGP's vision for making the UK the most attractive aerospace location globally.

Britain is a leading aerospace manufacturing nation and is an advanced manufacturing powerhouse, supplying almost every major aircraft programme.

The AGP is a strategic partnership between industry and government which is dedicated to securing the UK's current share of the market and exploring opportunities for growth. There are three pillars to its strategy for enhancing the attractiveness of UK aerospace: driving innovation, enabling competitive business and creating a thriving ecosystem.

One of the key factors propelling change in the industry is the need to reduce carbon emissions. Aviation generates 2% of overall global emissions and we must continue to drive this down while growing the market.

Tackling climate change involves continuing to innovate in core technologies to make engines and airframes more efficient and deliver early reductions in emissions, while exploring

radical new technologies and solutions. The aerospace industry is operating in partnership with the fuels industry on sustainable aviation fuels, ensuring production can be scaled up to meet demand and accelerating the development of the next generation of technologies such as hybrid electric power and alternative propulsion.

Reducing carbon emissions is everyone's responsibility. We all need to understand our part and what we can do.

Significant investment will be required to deliver the vision and this forms a key part of the strategy for driving innovation and increasing competitiveness.

Companies that innovate and deliver sustainable solutions have the opportunity to become key to an industry that continues to grow and be a vital part of a country leading the way.

www.theagp.aero



STAND OUT IN A CROWDED ROOM

Alan Dunbar, Chair of the MAA's Business
Development Group and Vice-President of Business
Development at Bromford Industries, takes great
pride in being a catalyst for stepped change and strategic
development of organisations. Here he shares his top tips for
making a success of networking and how MAA membership
can help create opportunities.

Active networking is vital for growing your business. It enables you to build connections, meet decision makers, discuss opportunities and generate referrals. It's also an opportunity to learn, get fresh ideas and alternative perspectives. Meeting face-to-face helps you to form trust, strengthen your relationships and work together toward goals.

DO YOUR HOMEWORK

Identify your real customers. Consider where you might find them or meet contacts who could open doors to them. Research your customers, exploring what you think they may be looking for at the moment and what problems they may be trying to solve.

There are many places to find customer insights, for example company websites, social media accounts, press articles and market reports. You may also have contacts in your network already who hold valuable information they're willing to share with you. Look for any matches with your capabilities and be clear on how your company could form part of the solution.

BE PREPARED

Know your position in the industry and how you differ from competitors. Prepare an 'elevator pitch', getting across what you offer, what's unique and why customers should choose you. It'll help you make a strong impression when you're put on the spot.

Jot down a few relevant points for discussion to enable you to get conversations flowing, think about the questions that might come up and be prepared to answer them. Also consider how you can leave the door open for further discussions.

JUMP IN

With the right preparation, you can walk into any networking event feeling confident whether you know anyone there or not. Find common ground and get talking. Don't stay in your comfort zone. Work around the room. And, be sure not to do all the talking as a great networker is also a great listener. You do want to hear about news and potential opportunities!



THE 'ISLAND OF SANCTUARY'

If all else fails, and you really are struggling to interact, look to your hosts. At the MAA, we are easily found at our events and we are your sanctuary, whether that be just a friendly face to talk to and get your confidence up or to request introductions to people you don't know but would like to. Make full use of the team, that's why we are here!

We have a lively calendar of networking events, including our annual conference, black tie dinner, workshops, training sessions and visits to inspirational companies across the industry. You can make the most of being an MAA member by coming along, joining in the discussions and contributing to the future of aerospace.





VISIT: WWW.MIDLANDSAEROSPACE.ORG.UK/EVENTS

AEROSPACE FUNDING ON THE UP IN THE MIDLANDS



Innovation, particularly when it comes to increasing business productivity and developing sustainable technologies that will be key to our future, thrives with the right funding and support. That's why we're delighted to be announcing the MAA's new partnership with the University of Nottingham which has been provisionally awarded funding for a £20 million project.

The project, called Aerospace Unlocking Potential (Aerospace UP) aims to develop the Midlands' aerospace supply chain and help businesses deliver new products, implement innovative technologies, generate intellectual property and enhance productivity as well as attract and retain talent.

Aerospace UP, supported by the European Regional Development Fund, will plug gaps in UK aerospace R&D funding which tends to focus on the bigger companies. It will help smaller Midlands companies develop new technologies and become more productive so they can compete with emerging market countries. Participating companies will receive a range of expert support and we look forward to seeing all the innovative activities that result.

Aerospace Unlocking Potential will help Midlands supply chain companies develop new technologies and become more productive so they can compete with emerging market countries.









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Our latest conference will explore how we can respond to key challenges in our industry in order to create stability and support growth.

2020 is a pivotal year. Although there was a decline in aircraft deliveries in 2019 in the wake of Boeing's 737 MAX difficulties and there are a number of external threats to the industry, the overall orderbook remains robust and growth could recover with the right actions. Businesses that tap into customer insights, responding to challenges and opportunities promptly, could gain competitive advantage.

That's why companies from across the aerospace sector will be gathering at our annual conference to hear from industry leaders sharing critical market insight, current initiatives and opportunities.

EVENT SESSIONS

1: GLOBAL GROWTH

Creating fresh opportunities to grow despite the current market challenges.

2: NATIONAL UNCERTAINTY

Addressing industry risks, issues and disruptions to aircraft programmes.

3: BOOSTING MIDLANDS AEROSPACE

Working together and investing to strengthen the Midlands aerospace industry.

NETWORKING OPPORTUNITIES

We'll be creating many networking opportunities throughout the day including a welcoming reception, lunch and breaks.

ROLLS-ROYCE LEARNING AND DEVELOPMENT CENTRE, DERBY MIDLANDSAEROSPACE.ORG.UK/EVENTS

BOOK NOW

GET AHEAD

Joining our conference gives you the chance to get ahead of the industry by exploring key challenges and opportunities impacting aerospace companies today. Discover:

- How we can respond to and manage risks associated with disruptions and technical challenges on key aircraft programmes.
- How we can address concerns around climate change by developing sustainable technologies and making manufacturing more efficient.
- How you can respond to rapid moves in game-changing technologies such as additive manufacturing which could lead to a radical transformation of the supply chain.
- How you can prepare for any implications of the coronavirus pandemic which may disrupt air travel, affect global supply chains and hit the Chinese economy which has been a major driver of aviation growth.
- How we can prepare for the unknown as a post-Brexit Britain is mapped out.

There will also be many opportunities, throughout the day, to network with companies from across the industry.







SPEAKERS

Distinguished leaders from across the aerospace industry will share their specialist insights at the conference, including:

Simon Carlisle

Strategy Director, Civil Aerospace Rolls-Royce



Stephen Cowan

Senior Vice President Operations GKN Aerostructures & Systems Europe and Asia



Clive Lewis

Managing Director Achieving the Difference



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COLLINS AEROSPACE OPENS ITS DOORS



On 11 February, Collins Aerospace's actuation business treated sixty MAA members to an inspiring day at its facilities in Wolverhampton, West Midlands.

The event, the latest in the MAA's series of 'Inside' events, was hosted by Lisa Swan, Collins Aerospace's Value Stream Director – High Lift and a director of the MAA. The 'Inside' events provide exclusive experiences to get unique insights into leading aerospace companies.

"It was a great pleasure to welcome fellow MAA companies onto the Wolverhampton site," said Lisa. "Large companies like ours rely on their supply base so the more we can all communicate with each other the better and today was the ideal opportunity to do that."

Senior leaders from across Collins Aerospace delivered in-depth presentations around strategy, technologies, business development and procurement as well as answering the many questions participants were given plenty of time to pose. Topics covered ranged from developments in civil and defence aerospace markets through to new technologies, the site's new organisation into 'value streams' and supply chain relationships.

Guests were also given a two-hour tour around four of the site's manufacturing areas, during which the company, a leader in actuation systems for aircraft wing controls, thrust reversers and helicopter rotors, showcased its capabilities and products.

Dr Andrew Mair, Chief Executive, MAA, said: "We are very grateful to Lisa and more than 20 Collins Aerospace colleagues who gave us so many insights into their business and took the time to answer our questions for a whole day. The learning from the event will be invaluable."

The Inside Collins Aerospace event was kindly hosted by Lisa Swan and supported by David Chard, Strategy and Business Development Director; Gareth Bates, Engineering Site Lead; Andrew Hellowell, Military Operations Director; Mark Cunningham, Value Stream Director Nacelles and Satnam Moore, Director of Procurement UK.

The event was very interesting.
Collins Aerospace isn't resting on its laurels. It was impressive to learn from the senior team and I was really motivated by what they are doing.

Chris Pallot, Business Development Manager,
Wheelabrator

It was an incredible day for a small company with ambitions like ours. Collins Aerospace was very open with us and gave us a unique perspective on the wider aerospace world we would never otherwise get.

Shaun Stevenson, Sales and Joint Managing Director, SL Engineering



Special thanks go to Georgia Smith, Business Analyst, High Lift, Collins Aerospace and Joanne Cole, Member Services Manager, MAA who organised the event meticulously.



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FARNBOROUGH AIRSHOW FACTS

- \$192 billion in deals
- 1,500+ exhibitors from 48 countries
- 80,000 visitors from 96 countries

Companies across the aerospace industry flock to Farnborough International Airshow to network, learn and do business. It provides one of the best platforms in the world for companies of all sizes, from all tiers of the industry, to demonstrate what they can deliver and show their latest innovations.

For five days, Farnborough will become the centre of the aerospace industry, attracting leading market players. It will give you opportunities to forge relationships with key decision makers who can be hard to reach outside events like this.

2020's Farnborough Airshow will be the MAA's biggest to date as we'll be joined by over 20 companies on our stand right at the heart of the UK pavilion. We highly recommend visiting us while you're at the show because our stand will be a hive of activity with events and competitions as well as opportunities to network.



Farnborough Airshow is an amazing networking event because you can meet so many customers and suppliers. The MAA enables companies to come together to demonstrate a wide range of capabilities, all in one place.

Mark Johnson, Sigma Precision Components

We have exhibited with the MAA for a number of years because it's such a great opportunity. The MAA drives so much traffic to the stand and gives companies really good publicity.

Steve Boyd, G&O Springs

FIRST FARNBOROUGH AIRSHOW DINNER

We're also going to be hosting our first Farnborough Midlands aerospace dinner at the show on 21 July. You'll spend the evening networking with representatives from a variety of aerospace companies at the Aviator Hotel, overlooking the exhibition grounds.

MIDLANDSAEROSPACE.ORG.UK/EVENTS





ADVANCING ADDITIVE MANUFACTURING IN AEROSPACE

Additive manufacturing has the potential to revolutionise manufacturing and therefore is an important part of the future of aerospace. The £15 million DRAMA* project led by the Manufacturing Technology Centre (MTC) is encouraging the UK aerospace industry to adopt additive manufacturing and has already got more than 50 supply chain companies on board.

It's an important mission which is why the MAA became a partner on DRAMA from the start. Aerospace primes are looking for ways to reduce costs of manufacture, optimise the functionality of components and increase the sustainability of aviation, all of which put additive manufacturing on the radar for future programmes.

Additive manufacturing enables the production of complex components which are often difficult or impossible to make conventionally. Products can be lighter, more efficient to produce, can get to the market faster and be delivered more rapidly.

Unless aerospace supply chain companies begin to embrace these technologies, they risk missing out.

A key development has been the launch of the National Centre for Additive Manufacturing (NCAM), an innovation and knowledge hub based at MTC's Coventry campus. The new hub is leading research, development and collaboration around metal additive manufacturing, developing solutions for advancing the technology. It has state-of-the-art facilities for designing, printing, post processing and inspection of additive manufactured products.

Companies using NCAM are able to gain hands-on experience in the theory and practice of additive manufacturing, with the help of MTC experts.

The MAA has been integral to the DRAMA project, working in conjunction with the MTC and Renishaw to provide training and support for supply chain companies with all levels of experience.

Getting the right help is vital to the adoption of additive manufacturing. Courses have included everything from practical skills to producing business cases for the technology. A number of practical support packages have also been provided to help companies shape their additive strategies and mature their additive manufacturing processes.

The NCAM has also established an online facility called the 'Knowledge Hub' which is packed with resources, particularly around metal additive manufacturing. It's a great destination for anyone wanting to get up to speed with the technology and enables companies to track their progress through adoption to implementation.

1 http://ncam.the-mtc.org

6 Additive manufacturing offers the biggest opportunity since the introduction of composites. 9

Dr Katy Milne, Chief Engineer, MTC

Funding for the DRAMA project comes from Innovate UK supported by the Aerospace Technology Institute (ATI). The partners in DRAMA are the MTC, Renishaw, the MAA, ATS Applied Tech Systems, Autodesk, Granta Design, the National Physical Laboratory and the University of Birmingham.

*Digital Reconfigurable Additive Manufacturing facilities for Aerospace

VISIT: HTTP://KNOWLEDGEHUB.THE-MTC.ORG/KNOWLEDGE-HUB/

DEVELOPING NEXT GENERATION AEROSPACE PARTS

NASMYTH BULWELL

Additive manufacturing is now firmly on Nasmyth Bulwell's business development radar. It's seen as a major opportunity to engage with customers in the development of next generation aerospace products. In the company's current product portfolio are several complex, machined-from-solid Inconel brackets which are both challenging and expensive to manufacture. The MTC and MAA are supporting Nasmyth Bulwell in looking at an alternative manufacturing approach through the DRAMA programme. Firstly, the MTC will re-design the brackets for additive manufacture and produce sample parts, providing a full picture of both processing and post-processing requirements. Secondly, it will optimise the bracket design for weight, thereby demonstrating a major advantage of additive manufacture.



EXPLORING ROUTES TO PRODUCTION

GLENAIR UK

Polymer 3D printing has been firmly embedded into high-integrity electrical connector manufacturer, Glenair UK, for several years. It is used for specialist tooling and proof-of-concept prototypes of aerospace and defence connectors. Glenair now wants to investigate extending its facilities to include metal additive manufacture. This would enable it to make fully-functional prototypes and possibly complete small production runs of complex products. With the MAA's help through the DRAMA programme, the MTC is providing two support packages. The first is looking at the suitability of products for additive manufacturing. The second will identify an appropriate process and carry out manufacturing trials on sample products.









THAI AIRWAYS AIRBUS A350-900 WITH ROLLS-ROYCE TRENT XWB ENGINES

Jo Eva, Strategy Executive for Rolls-Royce Control Systems, encourages companies to embrace change and see challenges as opportunities.

Jo Eva had an established career in finance when she moved into aerospace after travelling around the world. She's taken her commercial and finance experience and built a successful career working for TRW, Goodrich then Rolls-Royce. She's now in a forward-looking role which involves supporting Rolls-Royce with defining the products and the supply chain of the future. Jo also represents Rolls-Royce on the MAA board.

Q: WHAT ARE THE GREATEST AEROSPACE CHALLENGES TODAY?

Travel is massive in terms of the benefits it brings, building global connections and growing economies. But, we all have a responsibility to make travel more sustainable. Society is driving more ownership and accountability around the environment and we must rise to the challenge. This opens up opportunities for current supply chain companies and new players who are developing sustainable technologies.

Investing in people and developing the next generation of aerospace professionals is also vital. I want to give people the support and backing I've had to grow my career.

Q: WHAT ADVICE WOULD YOU GIVE TO AEROSPACE PROFESSIONALS WANTING TO GET AHEAD?

Embrace change and see challenges as opportunities. Develop solutions instead of walking past the problem. Keep pushing the boundaries. The pace of change in the aerospace industry is never greater so make sure you're prepared to deliver.

Q: HOW CAN THE SUPPLY CHAIN CREATE OPPORTUNITIES?

In my role as an MAA director, it's rewarding to look at the aerospace industry from a supply chain perspective, seeing and understanding challenges then working out what we can do to address them. It's a two-way process.

I'd definitely recommend supply chain companies make the most of the networking opportunities that being an MAA member enables, for example workshops, conferences, dinners and air shows. You'll make contacts across the industry and have conversations that could open doors for your company.

Q: WHAT ARE YOUR ASPIRATIONS FOR THE FUTURE?

I want to continue to contribute to the future of aerospace, make a difference in the industry and support people across my organisation and the supply chain.

6 Fresh opportunities are opening up, both for current supply chain companies and new players.



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