

# interFACe

The magazine of the Farnborough Aerospace Consortium



In This Issue:

**FAC AT THE  
OHIO  
SUMMIT**

FIND OUT ABOUT  
SOME OF OUR  
MEMBERS

FAC NEWS AND  
EVENTS



May was a very busy month for FAC we led a mission to Cleveland Ohio to attend the Global Aerospace Summit and meet with other US companies. Where members met with Boeing, Airbus, GE Aviation, Safran as well as a detailed visit to the NASA Glenn Research Centre. More on this in a dedicated article in this newsletter.

FAC was invited to attend a Cross Sector Opportunities Roundtable organised by Hampshire County Council and hosted by Motherson an automotive mirror company to explore how we at FAC can assist them penetrate the aerospace and defence markets. This was the first of a series of roundtables to identify cross-sector opportunities.

We also visited Surrey Satellites in Guildford to discuss them hosting a visit by our members, more information on the timing of this event will be coming out soon. If you are interested in joining us there, then please let [Rachel](#) know. Details of our other planned events are in the events page in this publication. If you want to attend any of them then please contact the FAC team for the details,

We will be exhibiting at the Advanced Engineering Show in November at the NEC as well as the ATI Annual Conference also in November, if you want to be involved then please contact the team.

The organisation of our Summer Hog Roast, Golf Day and Annual Awards Dinner is progressing well so if you are interested in either attending or sponsoring any of these please contact the FAC team for details.

We have now entered an agreement with MOD and ADS to assist with the delivery of the Defence Technology Exploitation Programme (DTEP), we will be reaching out to our members in the coming months to support the next round of technology calls, watch this space.

The following companies joined FAC in the last month [Critical Outcomes](#), [Fairfax County Economic Development Authority](#) and [Jergens Inc.](#) please join the team in welcoming them to the FAC family.

As always, we welcome suggestions from our member if there is an event, they would like to see us to deliver, please contact [the membership team](#) to discuss content. FAC will continue talking to international aerospace, space, and defence organisations to organise events/missions and deliver opportunities for our members, the plan is to increase these discussions to other international bodies as FAC goes forward.

The membership team is always here and should you need any support or help in anyway, please do not hesitate to contact us direct.

If you wish to contact Alan Fisher, please email him [HERE](#)

FAC continues to identify topics that that are of interest, but if you have a particular topic you wish to be shared, please email [kim.yeomans@fac.org.uk](mailto:kim.yeomans@fac.org.uk)



## Recently **FAC** welcomed these new members:

**CRITICAL OUTCOMES** [Critical Outcomes](#) - see their article in a future edition of InterFACe



[Fairfax County Economic Development Authority](#) - see their article in a future edition of InterFACe



Jergens Inc. - see their article in a future edition of InterFACe



[Rotable Repairs](#) - see their article in a future edition of InterFACe



[Bodycote](#) - see their article in a future edition of InterFACe



[Aerodyne Aircraft Development Ltd](#) - see their article in a future edition of InterFACe



[Aeolus System and Holdings Ltd](#) - see their article in a future edition of InterFACe



[CLEAN Linen Services](#) - see their article in see their article in the March edition.



[ETA Logistics UK Ltd](#) - see their article in the February edition.



[F T Gearing Systems Ltd](#) - see their article in a future edition of InterFACe



# Welcome to our new members



CRITICAL **OUTCOMES**



MENZIES  
BRIGHTER THINKING



**smar+**  
quality services



## Ohio Global Aerospace and Supplier Summit 16<sup>th</sup> – 17<sup>th</sup> May 2023

FAC reinforced its close relationship with the Ohio Aerospace Institute (OAI) by attending their Global Aerospace and Supplier Summit with some FAC members on the 16<sup>th</sup> through 17<sup>th</sup> May. Ohio, like Farnborough, is recognised as a leader in commercial aviation, space and defence and this was reflected by the number of senior US leaders of industry that attended the event. Major companies that attended were Boeing, Airbus, Safran, Embraer, GE Aerospace and Parker.

It was a full week with, in addition to the Summit, visits to the NASA Glenn Test and Research facility, the Air Force Research Laboratory at Wright-Patterson Air Force Base in Dayton, and the GE Customer Experience Center in Cincinnati. FAC members also had the opportunity to meet individual companies to discuss potential future business.



The Summit was opened by Colonel Joseph E Zeis Jr, the Senior Advisors, Aerospace & Defence from the Ohio Governor's Office followed by Dr James Kenyon, Centre Director of the NASA Glenn Research Centre.



Exhibiting at the Summit were FAC members including TISICS and Materion.





There was a lot of interest in the role of FAC and how we help develop our members' businesses and we were approached by a few UK and US companies to discuss membership. Companies that are expected to join are:

- **Blue Abyss**  
Delivering technology that enables extreme environment development, both human and robotic, ranging from the offshore energy industry through to the growing human spaceflight sector
- **Bloc-digital**  
Delivering technology that will maximize digital asset potential, enabling companies to work smarter, be more connected with greater impact to your customers and markets.
- **Lone Star**  
Delivering predictive and prescriptive analytics to improve your operations and competitive position.
- **Duke Manufacturing**  
An agile and flexible contract manufacturing partner that quickly adapts to our customer's changing demands in every stage of the process from development to full-scale manufacturing
- **Jergens Inc**  
Precision manufacturer of Workholding Solutions, Lifting Solutions and Specialty Fasteners
- **Gertsburg Licata**  
An affordable law firm representing and serving entrepreneurs and executives of start-ups and middle-market enterprises in business transactions

To learn more about FAC events please contact [rachel.abethell@fac.org.uk](mailto:rachel.abethell@fac.org.uk)



# MEMBER SPOTLIGHT



Aircraft Engineering Consultancy and Training Ltd

AeCAT is a Maintenance Training Organisation Based near Peterborough. We have been a member of the Farnborough Aerospace Consortium since 2013.

AeCAT is an EASA Part 147 approved training organisation based in the United Kingdom with the ability to supply high quality training and consultancy support to the aviation industry Worldwide.

We can provide a variety of Airframe, Engine and Avionics courses ranging from General Familiarisation, through to fully approved B1 and B2 training and the regulatory training associated with EASA and FAA aircraft airworthiness, aviation health, safety and security.

We are fully approved to carry out the theoretical and associated practical training on the aircraft listed below. We also provide access to a comprehensive range of professional and management development training for your staff for all levels from team leader to senior manager.

Our tutors are professionally qualified instructors with many years experience of working in the aerospace sector and they deploy a full range of teaching styles, and modern training aids to ensure that the learning is both interesting and informative.

We have held EASA Part 147 approval since 2011. Our original approval was issued through the UKCAA on behalf of EASA but following BREXIT, as the UKCAA is no longer part of EASA, we have retained that as a purely National Approval.

To maintain our EASA approval, we successfully completed an application to EASA for Third Country Approval and formally received an EASA TCO.

Copies of our approvals are available on our Website <https://www.aecat.co.uk>.

These confirms that we can provide the full range of Part 147 courses (B1, B2, B1/B2) Theory and Practical for the aircraft combinations listed below. We can also provide Gen Familiarisation and Recurrence training for each of these.



# MEMBER SPOTLIGHT

The theory training can be provided on your site or by Distance Learning though Instructor led synchronous training with exams carried out at appropriate exam stations under invigilator control. However, provision of practical training still requires face to face instruction at a suitable facility.

Airbus A318/A319/A320/A321 (CFM56)  
 Airbus A319/A320/A321 (V2500)  
 ATR 42-200/300 Series (PWC PW120)  
 ATR 42-400/500/72-212A (PWC PW120)  
 ATR 72-100/200 Series (PWC PW120)  
 Boeing 737-300/400/500 (CFM 56)  
 Boeing 737-600/700/800/900 (CFM 56)  
 Bombardier CL-600-2B19 (GE CF34) (CRJ 100/200)  
 Bombardier CL-600-2C10/-2D15/-2D24/-2E25 (GE CF34) (CRJ 700/900/1000)  
 Bombardier DHC 8-100/200/300 Series (PWC PW120 Series)  
 Bombardier DHC 8-400 Series (PWC PW 150 Series)  
 Viking Air (De Havilland) DHC-6 (PWC PT6)  
 Embraer EMB-135/145 (RR Corp AE3007A)  
 Embraer 170 Series (GE CF34)  
 Embraer 190 Series (GE CF34)  
 Embraer 170/190 Series (GE CF34)

Embraer EMB 505 (PWC PW535) (Phenom 300)  
 Embraer EMB-545/550 (Honeywell AS907)  
 Embraer EMB 500 (PW 617) (Phenom 100)

We can also offer the following Differences Courses:

From Boeing 737-600/700/800/900 to Boeing 737-300/400/500 (CFM 56)  
 From Boeing 737-300/400/500 to Boeing 737-600/700/800/900 (CFM 56)  
 From ATR 42-200/300 Series to ATR 72-100/200 Series (PWC PW120 Series)  
 From ATR 72-100/200 Series to ATR 42-200/300 Series (PWC PW120 Series)  
 From ATR 42-200/300 Series to ATR 42-400/500/72-212A (PWC PW120 Series)  
 From ATR 42 400/500/72-212A to ATR 42 200/300 Series (PWC PW120 Series)  
 From ATR 42 400/500/72-212A to -600 Avionic Update (PWC PW120 Series)  
 From Embraer 170 Series (GE CF34) to Embraer 190 Series (GE CF34)  
 From Embraer 190 Series (GE CF34) to Embraer 170 Series (GE CF34)  
 Bombardier CL-600-2C10/-2D15/-2D24/-2E25 (GE CF34) (From CRJ 700/900 to CRJ/1000)  
 From Viking Air (De Havilland) DHC-6-100/200/300 to Viking Air (De Havilland) DHC-6 400 (PWC PT6)  
 From Embraer EMB 500(PW 617) (Phenom 100) to Embraer EMB 505(PWC PW535) (Phenom 300)  
 From Embraer EMB 505(PW535) (Phenom 300) to Embraer EMB 500 (PW617) (Phenom 100)

If you are interested in any of these please contact our Marketing Executive by email at NickyGilmore@aecat.org.uk or by phone at 0203 002 0791 Option 1

We are always looking to expand our capabilities so if you need something that is not listed or think you can offer something to expand our range/instructor base please contact our Training Manager by email at markjarmain@aecat.org.uk or by phone at 0203 983 7328 or 07702 062913 .

<https://www.aecat.co.uk> .





## FAC EVENTS SCHEDULE 2023

Contact [rachel.abethell@fac.org.uk](mailto:rachel.abethell@fac.org.uk) to register or for more information.

FAC EVENTS SCHEDULE 2023		
EVENT	DATE	ACTION
Succinct Training - Digital Marketing for Engineering Businesses	6th June 2023	Book your place NOW!!!
SPACE COMM, FARNBOROUGH	7th and 8th June 2023	
Investment Destinations - America Made Easy Webinar	14th June 2023	Book your place NOW!!!
Succinct Training - Effective Time Management for Engineering Businesses	4th July 2023	Book your place NOW!!!
FAC Hog Roast	6th July 2023	Book your place NOW!!!
Succinct Training - Negotiation Skills for Engineering Businesses	11th July 2023	Book your place NOW!!!
Gulfstream Site Visit	Q2 2023	More details to follow
Team Tempest Event	July 2023	More details to follow
Introduction to FAC	2023	More details to follow
QinetiQ Site Visit	W/C September 11th 2023	Register your interest***
FAC Annual Conference	27th September 2023	Register your interest***
FAC Golf Day	Q2/Q3 2023	More details to follow
BAE Systems Rochester Site Visit	Q3 2023	More details to follow
MRO EUROPE AMSTERDAM	17 <sup>th</sup> to 19th October 2023	
CGTech in person event	Q3 2023	More details to follow
Advanced Engineering 23	1st and 2nd November 2023	Register your interest to exhibit with FAC***
EACP GA, SHANNON	TBC	
ATI CONFERENCE, BIRMINGHAM	14th & 15th November 2023	Save the Date
UK SPACE CONFERENCE, Belfast	21-23 November 2023	More details to follow
Southern Manufacturing 2024	Feb-24	Register your interest to exhibit with FAC***
FAC Annual Dinner	Q1 2024	More details to follow
FIA 2024	22nd-26th July 2024	Register your interest to exhibit with FAC***
UKIBC event	TBC	More details to follow
***Please register your interest ASAP with FAC on <a href="mailto:rachel.abethell@fac.org.uk">rachel.abethell@fac.org.uk</a>		FAC Event

[Please click here to see all our events on the FAC website](#)



**Blue Link**  
WORLDWIDE

International Business Development

## **US Made Easy Webinar “Aerospace Investment Opportunities”**

**14 June 2023 - 14.00-16.00 (UK Time)**



**Blue Link**  
WORLDWIDE

International Business Development



## US MADE EASY Webinar Aerospace Investment Opportunities

### FREE ONLINE EVENT

14 June 2023  
14.30-16.00 (UK Time)

#### KEYNOTE SPEAKERS

In partnership with:



Department for  
Business & Trade



THORELLI & ASSOCIATES



Tax compliance done right.

Blue Abyss

Appleyard Lees

#### VIRTUAL Session Program

- 14.30pm - 14.40pm Welcome**  
Mr Alan Fisher,  
CEO, FAC  
(Farnborough Aerospace Consortium)
- 14.40pm - 14.50pm US Made Easy**  
Dr Frank Lavena, Principal,  
Blue Link Worldwide
- 14.50pm - 15.00pm US Aerospace Investment Opportunities**  
Mr Bill Peterson, Business Specialist,  
Aerospace & Space, Department for  
Business & Trade, British Embassy,  
Washington DC USA
- 15.00pm - 15.10pm How the DBT can support your US Aerospace Investment plans**  
Mr Eddie Wells, MEng, Senior Trade  
and Investment Advisor, Aerospace  
Sector, Department for Business and  
Trade, London, UK
- 15.10pm - 15.20pm Minimising The Legal Risks**  
Mr Tom Thorelli,  
Partner, Thorelli & Associates
- 15.20pm - 15.30pm Doing US Taxes Right**  
Mr Conor Kirkland,  
Sales Manager, Avalara
- 15.30pm - 15.40pm US Perspective, IP, Trade Marks & Warranties**  
Mr Simon Bradbury,  
Senior Partner, Appleyard & Lees
- 15.40pm - 15.50pm US Investment Journey, Lessons Learned**  
Mr John Vickers, Chief Executive  
Officer, Blue Abyss
- 15.50pm - 16.00pm Q&A and Wrap Up**  
Mr Alan Fisher,  
CEO, FAC  
(Farnborough Aerospace Consortium)

To book your place contact:  
Farnborough Aerospace Consortium  
[rachel.abethell@fac.org.uk](mailto:rachel.abethell@fac.org.uk)

For more information contact:  
Blue Link Worldwide: 01428 723444  
[blue-link-worldwide.com](http://blue-link-worldwide.com)



## FAC PIG ROAST



Join us for our Annual Networking  
"Pig Roast"

Thursday 6th July 2023

From 4pm.

We're organising a PIG ROAST event with the FAC Team, FAC members and all our aerospace community friends for an afternoon of:

**NETWORKING, EATING, DRINKING,  
GAMES AND HAVING FUN!!**

A great opportunity to socialise with our aerospace network and make more FAC friends. Relax with some great food and drink, meet and network with other FAC members etc and have a great time!

**FAC are very pleased to announce ForrestBrown are this year's official sponsor of the Pig Roast.**

**ForrestBrown®**

Book your place by emailing [rachel.abethell@fac.org.uk](mailto:rachel.abethell@fac.org.uk)

A vegetarian option will be available.

Please advise any dietary requirements at the time of booking.

**FAC Members - £30.00 plus VAT**

**Non Members - £50.00 plus VAT**

**At the Holiday Inn - Lynchford Road, Hampshire, Farnborough GU14 6AZ**

The Holiday Inn has advised that they can do a preferential rate of £105.00 B&B if you quote that you are attending the FAC Pig Roast event.

Call: 0800 80 80 0800

## FAC ANNUAL CONFERENCE

*Following on from the hugely successful conference of 2022. Our next conference is on 27th September 2023 at Brooklands Museum*

*The FAC conference will enable members to hear from industry leaders, the opportunities in civil aerospace, a spotlight on defence programme opportunities and the growing space sector in our region*

### SPONSORSHIP OPPORTUNITIES

	GOLD £5000 1 available	SILVER £2000 2 available	BRONZE £1000 4 available
Opportunity to address delegates at conference and promote your company	✓	✓	-
Promotion of your sponsorship on conference pages on the FAC website	✓	✓	✓
Promotion of your company on homepage of the FAC website for a month	✓	✓	✓
Your company branding in the venue	✓	✓	-
Your logo on all publicity material	✓	✓	✓
Complimentary delegate tickets	3	2	1
Company branding at registration desk	Pop up banner or similar	Pop up banner or similar	-
Exhibition table in break-out area with a single banner (banner supplied by you)	✓	✓	✓
Literature distribution	✓	✓	-
Corporate gift distribution	✓	✓	-
Listing in conference programme	Full page advert	¼ page advert	Your logo
Company logo on conference agenda slides during conference	✓	-	-

The above rates are subject to VAT and apply to FAC members only. Non-members, please contact us.

**EMAIL [RACHEL.ABETHELL@FAC.ORG.UK](mailto:rachel.abethell@fac.org.uk) FOR MORE DETAILS**



# EVENTS

Together **Towards** Tomorrow

**Be inspired by innovation at Advanced Engineering 2023**

**1 & 2 November 2023 | NEC, Birmingham**

**ADVANCED  
ENGINEERING**

1 & 2 November 2023 | NEC, Birmingham

The UK's leading gathering of OEMs and engineering supply chain professionals

**The must-attend event for the entire engineering and manufacturing supply chain**

FAC have booked a space, for more information please contact [rachel.abethell@fac.org.uk](mailto:rachel.abethell@fac.org.uk)

The 14th edition of Advanced Engineering will celebrate innovation, collaboration and sustainability within the engineering and manufacturing industries.

Engineering professionals from all sectors come together to network, learn and discover innovative new solutions and suppliers from the engineering supply chain across two action-packed days.

Don't miss your chance to meet thousands of engineering professionals looking for new solutions.

Home to 4 forums, thousands of engineering professionals and over 400+ cutting-edge exhibitors, Advanced Engineering is the place to be for all things manufacturing and engineering across the entire supply chain.

As the UK's leading annual advanced manufacturing and supply chain event, the show is your opportunity to meet, network, and discover the latest technologies with OEMs and supply chain partners.



Please contact [rachel.abethell@fac.org.uk](mailto:rachel.abethell@fac.org.uk) if you are interested in exhibiting with FAC at Advanced Engineering 2023





## FAC and Succinct Solutions Training Programme 2023

Succinct Solutions is providing a comprehensive training program focused on small to medium size engineering and technology businesses that wish to improve and grow. This program is designed to add the most value to a company from the time spent in the training room. The interactive style means that businesses get to take their business through the tools and start improving straight away.

Succinct Solutions specialise in helping businesses to improve and grow within the Engineering sector. It is the knowledge and experience that we have gained from implementing client's business plans that generates our courses content. We train businesses on what works and delivers results.

All these training sessions will take place at the FAC offices ARIC - Aerospace Research & Innovation Centre at the Farnborough College of Technology Campus.

### The Training Programme:

All sessions are a full day's training (9.30am - 4pm) including lunch.

[Please click the training session title for more information](#)

### Tuesday 4th July

#### [Effective Time Management for Engineering Businesses – Manage your time more effectively to be more effective](#)

Developed to help you manage your time and thus the output of your activity. You will focus on how to prioritise and make the most of the limited resource that time is. You will get the tools and knowledge to increase your output and performance. Engineering Businesses are very time dependant and thus time management is a key skill in reducing costs and increasing profit.

### Tuesday 11th July

#### [Negotiation Skills for Engineering Businesses – Increase your Bid and Contract Award Success Rate](#)

Negotiation Skills is about understanding what the customer sees in your product and achieving what you want from a deal. This course will help you increase your success rate of winning contracts. It will demonstrate how to assess customer needs; align your offer, present your offer, and negotiate to a win-win situation or walk away with pride. Negotiation is the skill of knowledge and process.

	Attendee	Additional Attendee
<b>FAC Member</b>	<b>£165.00 + VAT</b>	<b>Free</b>
<b>Affiliate</b>	<b>£200.00 + VAT</b>	<b>£100.00 + VAT***</b>
<b>Federation</b>	<b>£225.00 + VAT</b>	<b>£125.00 + VAT</b>
<b>Non-Member</b>	<b>£295.00 + VAT</b>	<b>£150.00 + VAT***</b>

\*\*\*Numbers permitting for additional person



Please contact FAC [HERE](#) to register or contact Rachel: [rachel.abethell@fac.org.uk](mailto:rachel.abethell@fac.org.uk)



# EVENTS

Together **Towards** Tomorrow



## SPACE-COMM EXPO

### 7-8 JUNE 2023

FARNBOROUGH INTERNATIONAL  
EXHIBITION & CONFERENCE CENTRE

### THE UK'S LARGEST SPACE EVENT

With the UK contributing 6.5% of the global space market, and ambitions to grow this to 10% by 2030, Space-Comm Expo is where the industry meets, learns, networks and does business.

Supported by key industry associations and influential bodies, Space-Comm Expo showcases the manufacturing supply chain for products, services and solutions supplying commercial enterprises and developments in space.

Held at the Farnborough International Exhibition and Conference Centre, the Home of Pioneering Spirit, this innovative event brings together the entire sector for two days of face to face business and networking.

### 2023 IS GOING TO BE A LANDMARK YEAR FOR THE UK SPACE INDUSTRY

Join the UK's largest event focused on the commercial future of space for business, defence and aerospace.

- It's the most important date in the UK space industry calendar
- It's the only event that covers the whole of the space supply chain
- Discover new technologies, innovations and applications from over 150 suppliers
- Learn from keynotes and case studies
- Hear influential space industry and government speakers
- Gain knowledge from world-leading authorities & technical experts
- Source new products, services and suppliers with specialist expertise
- Save time finding new suppliers with our 1-2-1 Meet the Buyer sessions

Plus

- Meet the next generation of innovators and disruptors in the Start Up Zone
- Join our invitation-only roundtables
- Save time by meeting our phenomenal exhibitor line-up in one place
- Over 30 hours of free-to-attend high level conference sessions

FIND OUT MORE [HERE](#)

## MEMBER SPOTLIGHT



### **CGTech to show expanding range of Aerospace Applications at Paris Air Show 2023**

CGTech will showcase its expanded range of software applications for the aerospace industry in Hall 4, Booth E92, at the Paris Air Show between 19th – 23rd June 2023. VERICUT is the industry standard for simulating CNC machining to detect errors, potential collisions, and areas for improvement. The software operates independently, but also integrates with all leading CAM systems.

VERICUT is widely used in aerospace and defense and the latest release, VERICUT 9.3, boasts enhancements to the core software that create “smarter,” more efficient manufacturing processes. New features focus on bringing in data around the machine, the tools, and the stock to improve simulation and the overall manufacturing workflow. Improvements have been made to strengthen VERICUT’s core, including improved collision checking, increasing the limit on axes per subsystem, and more. Cutting tool data in the Tool Performance Database and machine monitoring are only a few of the notable changes in this version.

In addition, CGTech will be demonstrating its VERICUT Force optimisation module, which reduces machining times by as much as 30-70% while also extending the life of cutting tools. VERICUT Force, has also received additional features and enhancements in 9.3. Alongside improvements to core features and functionality, deflection calculations have changed to account for the entire rotating tool assembly, where previous versions only accounted for solid round tools with holders. This change in deflection along with cutting tool data and information about stock material, improves part surface finish, ensures the part meets the appropriate dimensions, and extends cutter life.

Finally, CGTech will exhibit the latest versions of VERICUT Composites Programming (VCP) & Simulation (VCS) Software. The aerospace industry continues to push for lighter, faster, and more cost-effective parts and to support these goals, VCP now puts more power into user’s hands. VCP and VCS both feature improvements to simulation graphics and ease of use such as adjusting the rendering of form edges, importing form surfaces, creating and saving custom views, and more. Improvements have also been made to algorithms such as form offset linking, advanced path generation, and advanced rosette systems.

#### **About CGTech**

CGTech’s VERICUT® software is the standard for CNC simulation, verification, optimisation, analysis, and additive manufacturing. CGTech also offers programming and simulation software for composites automated fiber-placement, tape-laying, and drilling/fastening CNC machines. VERICUT software is used by companies of different sizes in all industries. Established in 1988, and headquartered in Irvine, California; CGTech has an extensive network of offices and resellers throughout the world.

For more information, visit the CGTech website at [www.cgtech.co.uk](http://www.cgtech.co.uk), call +44 (0)1273 773538, or email [info.uk@cgtech.com](mailto:info.uk@cgtech.com).



# NATEP

## SME FUNDING FOR AEROSPACE DEVELOPMENT

The National Aerospace Technology Exploitation Programme (NATEP) is aimed at small and medium sized suppliers to help them develop their own innovative technologies to enhance their capabilities and increase their ability to win new business with higher tier companies.



- Supported by Major Aerospace Primes
- Programme delivered in 18 months
- Mentored by a Technology Manager

Over the course of the NATEP programme over 40 SMEs in the region have been funded

The projects have been supported by all the major regional primes including Airbus, BAE Systems, GKN, Leonardo and Safran

Up to £300k is available to cover total project costs and SMEs can claim 70% of their costs as a grant.

NATEP is unique in that every applicant is supported by a Technology Manager who provides help throughout the application and delivery phases and is a free resource.

Applications now being accepted for future calls.

For more information contact FAC's NATEP Technology Manager:  
[kim.yeomans@fac.org.uk](mailto:kim.yeomans@fac.org.uk)

# MEMBER SPOTLIGHT

FARNBOROUGH  
AIRPORT

## FARNBOROUGH AIRPORT NAMED NO 1 FOR THE 17TH YEAR IN A ROW IN AIN INTERNATIONAL FBO SURVEY 2023

AIN's annual awards are based upon an industry-wide survey of pilots, flight crews and dispatchers. The Airport's overall score also ranks Farnborough as one of the top five FBOs in the world.

"To be recognised in AIN's annual International FBO Survey for 17 years in a row is a true testament to our entire team at Farnborough Airport who work tirelessly to provide exceptional customer service and operational excellence. We appreciate the importance of this prestigious accolade and are always extremely thankful for all the support from our customers, partners and the wider industry" said Simon Geere, Farnborough Airport CEO.

Farnborough Airport's score in the 2023 AIN International FBO Survey ranks it among the top five FBOs in the world, which includes those located in the highly competitive North American market.

The Airport's operational facilities rank particularly highly, and this comes a month after the Airport announced the completion of the first phase of its 175,000 sq. ft state-of-the-art. and sustainably designed, new hangar facility - Domus III, which is due to open in early 2024.

"Farnborough Airport is the business gateway to Europe and beyond and we're proud of our longstanding history of providing outstanding service and meeting the needs of our customers by continually improving our infrastructure and facilities," said Simon Geere.



## FAC Member 360 Law Group jumping out of a plane all for charity!



On June 10th, Robert Taylor, CEO & General Counsel, and James Taylor, Operations Director, 360 Law Group, will be Skydiving from a plane at over 15,000 feet to raise money for the HopeHub! <https://thehopehub.org.uk/>

The HopeHub is committed to preventing and ending homelessness in Surrey Heath Borough and the surrounding areas. They work tirelessly in providing 1:1 support, help in securing accommodation and assisting those in debt, unemployed or struggling with mental health.

FAC would like to invite you to join us in supporting Robert and James in their fundraising efforts! Your donation will go a long way towards ensuring that the HopeHub can continue to provide the valuable support and care to those that need it most!

Donating is easy! Simply visit their fundraising page here; <https://www.justgiving.com/page/360-law-group-skydive>



### The largest regional space cluster in the UK

### Maximising our collective regional strengths in space for the benefit of the UK

- Catalysing investment
- Delivering missions and capability
- Championing space

All the dates for Orbit South Central listed below.

[June](#) - 28th, Centenary Building, Southampton

[July](#) - 19th, Technopole Portsmouth

[October](#) - 19th, Southampton Science Park

[November](#) - 29th Technopole Portsmouth

Please click on the date to find out more.



# FAAM



The FAAM Airborne Laboratory (Facility for Airborne Atmospheric Measurements) is a world-class research facility dedicated to the advancement of atmospheric science.

We operate a specially adapted research aircraft managed by a unique team of scientists, engineers, flight technicians and project managers providing a complete package of support for the scientific community.

We are based at [Cranfield University](#) and Airfield and our main operatives are to:

- Maximise the potential of the BAE-146-301 large research aircraft
- Operate, calibrate and present to science users and to the Centre for Environmental Data Analysis in a timely and efficient manner
- Plan and coordinate instrument configuration changes
- Manage the introduction of new instruments on behalf of the scientific user community
- Operationally plan and execute science campaigns on behalf of the scientific user community
- Train users new to the aircraft and facility
- Provide continuing support to existing customers and users, and to operate the contracts that support the aircraft and required operating infrastructure

**Please let [FAC](#) know if you would be interested in visiting the FAAM facilities.**



## National Space Sector Skills Survey launches today

24<sup>th</sup> April 2023

The UK Space Agency has launched a new survey to understand the skills needs, recruitment and retention practices, and challenges faced by companies operating in the UK space sector.

The survey aims to address the growing skills gap in the sector and provide valuable insights to shape future policy.

Despite the impacts of COVID, Brexit, and the cost of living crisis, the latest Size and Health report showed that the UK space sector is resilient, with employment in the sector continuing to grow. However, almost half of the companies surveyed identified recruitment as a significant barrier to growth.

The Space Sector Skills Survey is open to any organisation that uses space as part of their day-to-day operations, including companies that build and launch satellites, use Earth observation data, or build software for the space sector. By completing the survey, organisations will have the opportunity to provide valuable insights into their recruitment and training practices and the skills they require now and in the future.

The results will help the sector to identify the skills gaps and address them through tailored policies and programs. They will also inform the Space Skills Advisory Panel's upcoming Space Workforce Action Plan.

The survey is now open and can be accessed at [survey.spaceskills.org](https://survey.spaceskills.org). The deadline for responses is 2nd June, but early responses are encouraged. The UK Space Agency encourages all organisations operating in the UK space sector to participate and contribute to shaping the future of the industry.

**Responding to the launch of the survey, UK Space Agency CEO Paul Bate said:**

*The UK is a world leader in the space sector, but we must ensure that we have the skilled workforce to maintain this position. The Space Sector Skills Survey will help us to identify the skills gaps and shape policies that will support the growth of the industry. I urge all companies in the sector to respond and share their valuable insights.*

The survey is being carried out by Space Skills Alliance, who delivered the 2020 Space Census, and know.space, who delivered Size & Health of the UK Space Industry 2022.

### RUSHMOOR FOR BUSINESS

## New Workspace for Small Businesses

A brand-new space for small businesses has opened in Aldershot. The digital hub is based in the freshly refurbished former town hall and welcomes SMEs from all sectors offering affordable flexible packages that cater for individuals looking to rent desks through to small businesses ready to hire a suite or office. As well as being sympathetically transformed into a modern and comfortable workspace, the Grosvenor Road building is kitted out with 5G technology, has excellent transport connections and is just a stone's throw from town centre shops.

For enquiries please contact [business@rushmoor.gov.uk](mailto:business@rushmoor.gov.uk)

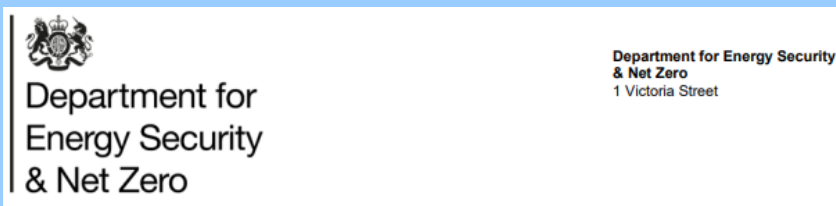
## Looking for staff? Take part in our Job Fair on 15 June

Princes Mead Shopping Centre with Farnborough and Aldershot Job Centre and Rushmoor Borough Council will be hosting a free Job Fair on Thursday 15th June, 10am-3pm.

There will be a variety of local companies and recruiters on site for the day to promote their vacancies, offer career advice, learning and apprenticeship opportunities. Sectors include, retail, defence, healthcare, adult and vocational learning, construction and supported internships.

If you would like to take a free stand please contact [business@rushmoor.gov.uk](mailto:business@rushmoor.gov.uk)

21 April



Dear Energy and Trade Intensive Industries,

**Action needed: Less than one week to go until Energy and Trade Intensive Industries can apply for enhanced energy bill support. Get ready to apply now!**

From April 26, non-domestic customers that operate in energy and trade intensive industries (ETII) will be able to apply for additional support through the new Energy Bills Discount Scheme portal. A list of those sectors eligible for the additional support can be found on [GOV.UK](https://www.gov.uk).

#### Getting ready to apply for support

Eligible organisations will have 90 days from the scheme introduction date of 26 April to [apply for the higher support](#). New organisations, or newly eligible organisations will have 90 days to apply from the date at which they become eligible.

Applicants will need to provide information about their organisation or business including:

- contact details
- registered name and address
- company registration number (if you have one)
- up to 4 ETII eligible SIC codes
- whether you pay bills directly to an energy supplier and details of any intermediaries involved (such as a landlord)
- the names of gas and/or electricity suppliers
- The gas or electricity meter point numbers (MPRN or MPAN) associated with the property, found on your bills from your energy suppliers.
- the name of your organisation as it appears on your bill from your energy supplier(s)
- a declaration letter signed by a named director or equivalent of your organisation or business (a template will be provided)
- A template has also been provided to record your meter point numbers. This can also be used when applying [if you have more than 10 meter point numbers per supplier].

In addition to this, you may be asked to provide financial evidence to determine your eligibility. If we require more information, we will contact you. See more on [Energy Bills Discount Scheme](#)

#### EBDS Customer Support Team

If you have any questions about the application process, or how you might be eligible, you can contact the EBDS customer support team by phone or by email. Email: [support@ebds.beis.gov.uk](mailto:support@ebds.beis.gov.uk)

Telephone: 0300 400 5251

Monday to Friday, 9 am to 5pm Saturday, 9am to 1pm

Kind regards  
EBDS Team





### IOM Aviation Conference 2023

The 2023 IOM Aviation Conference will take on Wednesday 21 June at the Villa Marina in Douglas, Isle of Man.

Check out our 2022 conference video: <https://lnkd.in/ewFm5s8C> to get a feel for the main event.

In addition, visit our website for all the latest news regarding this years event: [iomaviationconference.com](http://iomaviationconference.com)

If you have any questions please don't hesitate to contact [nicole@martynfiddler.com](mailto:nicole@martynfiddler.com)

[CLICK HERE TO FIND OUT MORE AND BOOK](#)



#### [NATEP helping SMEs innovate in aerospace: spring 2023](#)

UK registered small and medium-sized enterprises can apply for a share of up to £2.5 million for industrial-led civil aerospace collaborative research and development projects.

[FIND OUT MORE AND APPLY >](#)

#### [Hydrogen storage and distribution supply chain collaborative R&D](#)

UK registered businesses can apply for a share of up to £4.35 million for collaborative research and development (R&D) projects related to hydrogen storage and distribution supply chain.

[FIND OUT MORE AND APPLY >](#)

#### [Resource efficiency for materials and manufacturing](#)

UK registered organisations can apply for a share of up to £12 million for ambitious collaborative research and development projects to support UK materials and manufacturing organisations.

[FIND OUT MORE AND APPLY >](#)

[Funding Finder](#)  
[Events](#)



## BBGA EVENTS 2023/2024

We are busy planning various events for 2023 & 2024

Events Confirmed so far:-

- **BBGA/Close Brothers Christmas 2023 Drinks Reception**  
7th December 2023 - London
- **BBGA Annual Conference & AGM 2024**  
7th March 2024 - London

For more information on all BBGA Events go to [www.bbga.aero](http://www.bbga.aero)

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## GLOBAL URBAN & ADVANCED AIR SUMMIT



### SHAPING THE FUTURE OF AIR TRAVEL AT GUAAS ASIA 2023

Following on from the incredible success of GUAAS in the UK, launched for the first time in 2019, the event is now going to Singapore, reflecting on the industry's appetite to advance the future of AAM.

Asia has become one of the leading regions in the world joining the race to bring the use of AAM to reality. The APAC region is accelerating at a rapid pace, overtaking the US and Europe with testing, certification, innovation, and technology growth.

Join us on 27-28 September 2023 at the iconic Marina Bay Sands hotel, Singapore, for 2 days of unmatched content, networking and business development and become a part of the movement that is shaping the future of air travel!

Register [HERE](#)

## Enterprise M3: Helping your business thrive in 2023

Are you up to date with all of the ways that Enterprise M3 can help your business? We'd like to take this opportunity to highlight the fantastic support services we offer and how you can take advantage.



### EM3 Growth Hub

Any SME based in our [area](#) (either a Limited Company or LLP) can access free one to one expert advice and support from the EM3 Growth Hub's team of specialist advisors, who can help businesses achieve Net Zero, provide funding information, improve their marketing and discover export opportunities.

Register [HERE](#) to find out more

### High Growth Sector Support

Enterprise M3 has a strong track record in successfully nurturing high growth 'clusters' (a geographic concentration of interconnected businesses) in sectors including animal health, digital games and the space and satellite industry.

We're currently supporting businesses in sectors with strong potential in our region via our emerging **Jet Zero** and Medical Technologies clusters. Through this work, we can connect you to dynamic business networks, business to business events and information on funding opportunities where these arise.

If you would like to find out more, contact us: [info@enterprisem3.org.uk](mailto:info@enterprisem3.org.uk)

### Helping businesses to achieve Net Zero

As part of our Growth Hub we have created the Net Zero Support Service to help businesses receive tailored advice from an expert in areas such as sustainability, Net Zero, calculating your carbon footprint and more.

Read about how our Net Zero expert has helped put Kebur Garden Materials on track to meet greener more sustainable targets [here](#).

[Book a free sustainability appointment here](#)





## Save the Date: 3 October 2023 EM3 Annual Conference

We are thrilled to announce this year's Enterprise M3 Conference will be taking place on 3 October 2023, at the Village Hotel in Farnborough, 9am-2pm. This year's conference, "EM3 Conference: Celebrating our Innovation Region" will be a fantastic opportunity to

network, hear from inspiring speakers and discover innovative ideas that are shaping the future of our region.

Please save the date and we will send further details on how to register to attend closer to the event. Enterprise M3 LEP



## Space South Central

Maximising our collective regional strengths in space for the benefit of the UK

- Catalysing investment
- Delivering missions and capability
- Championing space

### About Us

Space South Central is the largest regional space cluster in the UK covering Surrey, Hampshire and the Isle of Wight. We are a partnership between industry and academia accelerating space business growth and contributing to national prosperity.

We are a partnership between industry and academia, designed to; accelerate space business growth, foster an environment of innovation, grow the reputation of the south-central region and contribute to national prosperity.

Working closely with our partners, we help, support and guide, both those looking to break into the space industry and those already established within it.

We are able to;

- Develop collaborative projects
- Link expertise,
- Identify and attract funding,
- Share information and;
- Provide network opportunities

Whatever the challenges or opportunities ahead for your organisation, we can help.

Click [HERE](#) for upcoming events

**MEMBER SPOTLIGHT****ForrestBrown®****WHAT'S NEXT FOR R&D TAX RELIEF?**

Following the Spring Budget, Jenny Tragner, Director and Head of Policy for FAC member, ForrestBrown, rounds up the latest changes to R&D tax relief and what they mean for the aerospace, defence, security and space sectors.

**What changes should FAC members be aware of?**

In last year's Autumn Statement, the Chancellor announced a significant reduction in the rate for R&D tax relief for SMEs from 1 April 2023. But following pressure from business groups, a new rate of relief for loss-making, R&D-intensive SMEs was announced in the Spring Budget. SMEs for whom qualifying expenditure constitutes at least 40% of total expenditure will be able to claim an enhanced rate of payable tax credit (although it is worth pointing out that overall generosity remains lower than the pre-April 2023 level). Alongside the previously announced increase in the rate of R&D tax relief for larger businesses, these changes are likely to have an impact on wider aerospace, defence, security and space ecosystems wherever your business sits in the supply chain.

Another significant change which has received less publicity could be good news for FAC members leading global R&D programmes from the UK. In a well-hidden paragraph published alongside the Chancellor's statement, restrictions on overseas expenditure on R&D have been delayed for 12 months. This is ostensibly to allow the government to consider the interaction between the restriction and the design of a potential merged R&D relief, but businesses likely to be affected by the change should take the opportunity to press for it to be scrapped altogether.

It is also worth noting that previously announced proposals to introduce relief for data, cloud computing and work in pure mathematics will go ahead from 1 April. This is good news for FAC members working on applications for AI and other cutting-edge technology, which also received direct funding boosts from the Chancellor.

A range of measures to tackle abuse of the incentive will also go ahead as planned, so businesses need to be aware of new requirements when making a claim.

**Why are the changes happening?**

The rate changes are a deliberate step towards a merged R&D tax incentive which equalises the rates of relief available to businesses, replacing the current system which offers a higher rate of relief to SMEs, who typically have fewer options when it comes to access to finance for R&D. The Chancellor has pointed to HMRC research which suggests that the catalytic impact of R&D tax relief is lower for smaller businesses but appears to have overlooked critical differences in the way the R&D supply chain often works, with SME innovation playing an important role in most sectors.

**When do changes come into force?**

Relief for data, cloud and maths, rate changes and measures to tackle abuse come into force from 1 April this year, with the impact staggered depending on your accounting year end. Overseas R&D restrictions are expected next year and the proposed merger of the SME and R&D Expenditure Credit incentives into a single scheme is slated to start in April 2024. Change appears to be the only constant when it comes to R&D tax policy, creating complexity for businesses who typically plan investment over a much longer time horizon.

**What should FAC members be doing to prepare and adapt?**

This article provides a snapshot of the various moving parts at play, but it is clear even from this short summary that the picture is complex. Rather than risk missing out on funding opportunities or expose themselves to risks, FAC members should act now by seeking advice on what the changes mean for them.

The team at [ForrestBrown](https://forrestbrown.co.uk) are on hand to help with all aspects of R&D tax relief and other innovation incentives. For an initial discussion, please do get in touch by emailing me at [j.tragner@forrestbrown.co.uk](mailto:j.tragner@forrestbrown.co.uk).

# THE **FAC** APP

## HAVE YOU DOWNLOADED IT YET?

Featuring FAC Member Profiles and their Capabilities

Click [HERE](#) to see how to download it to your phone

Your business profiling is **key** to enabling FAC's support for you and allowing other members to find you.

It is therefore crucial that you use the link [HERE](#) to update your details and capabilities.



We would like to refresh the membership capabilities to ensure that they are up to date. This will enable other members, customers and suppliers to quickly search for and find you on the system.

If you are an FAC member please click [HERE](#) to go to the form to update your skills and capabilities – select **ONE** key capability and multiple capabilities – **then submit to email FAC with the results.**

There are four exciting new sections:

- Membership
- New Members
- Events
- About FAC

Please click [HERE](#) for more information



## MEMBER SPOTLIGHT



### NexSys Launches Manufacturing Productivity Guide

NexSys has spent the last four decades forming relationships with UK manufacturers. We understand the challenges they face and have ongoing discussions about how to navigate an ever-changing commercial landscape. Our toolkit of solutions is truly transformative, and our latest white paper aims to shine a light on how ERP can help overcome the obstacles ahead by building resilience, driving efficiencies, and boosting the bottom line.

Technology has always played a critical role in helping UK manufacturers become more resilient. Innovation is key to giving them the agility to adapt to changing market demands, improve their efficiency and productivity, and reduce costs. The digital era is taking those capabilities to another level.

Business can use the latest NexSys [white paper](#) to guide them on their digital journey. It looks at how companies exploit the power of [SYSPRO ERP](#) to drive continuous improvement. This includes everything from automating tasks and removing human error to reducing waste and providing high-end analytics for strategic decision making.

Businesses have been confronted by major challenges in recent times including Brexit, the pandemic, and the ongoing conflict in Ukraine. Ongoing disruption is putting supply chains under unprecedented pressure, legislator requirements are increasing, and rising energy costs are squeezing margins.

Our manufacturing guide highlights how digitalisation can address these challenges by driving efficiencies and identifying areas for improvement. [NexSys' portfolio of solutions](#) provides unrivalled visibility and gives business leaders access to real-time reliable data. That insight allows them to be more agile and to future-proof their operations.

NexSys has an impressive track record in supporting digital transformation and our white paper explores how our solutions address challenges, drive efficiencies and boost productivity. help exploit future opportunities.

## MEMBER SPOTLIGHT

Our clients are our greatest ambassadors. Leicester-based business BPW Ltd builds and assembles axles, suspensions and transportation equipment. It began working with NexSys in 2007 and in the white paper, the business talks about how adopting SYSPRO has helped it respond to changing customer demand, build its manufacturing capabilities and gear up for future growth.

BPW's IT Manager, Michelle Kazakevics says: "SYSPRO has allowed us to do a lot of customisation to meet the changing needs of our business. An integrated system has allowed us to track everything in real time, from the start to the end of the manufacturing process. We know what our stock is doing and where everything is. We've also been able to integrate SYSPRO with other internal systems so departments can share information.

She adds: "There are so many possibilities, from Business Insights to support with part number creation... SYSPRO will be integral to the future of our business."

There are countless examples of other customers who have used our portfolio of solutions to transform their operations. [Read our latest white paper](#) to learn more about how NexSys can support your business on its ERP journey.



Contact NexSys [HERE](#)  
NexSys [Website](#)



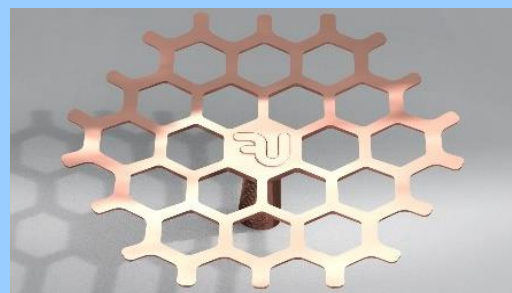
# MEMBER SPOTLIGHT



## PRESS RELEASE – 1<sup>st</sup> June 2023

Ultima Forma will be exhibiting at the Paris Air Show (19 – 23 June) on the Aerospace Technology Institute (ATI) stand F155, hall 2B, where we will be displaying a range of our electroformed technology solutions for the Aerospace sector. These include:

- Damage and erosion protection coatings for a range of metallic and non-metallic materials
- Thermal management coatings and heat exchanger components
- Thin, lightweight gas permeability barriers and distribution components
- RF & waveguide components



*condensing heat exchange*

## About Ultima Forma

Ultima Forma is a UK-based specialist electroforming company that has developed a novel electrodeposition process, enabling the creation of complex 3D multi-material metal components that are lightweight, yet high-strength, with locally-tailored material properties. This provides flexibility in component design and enables multiple functions to be integrated into a single component, such as structural and thermal properties or hybrid composites.

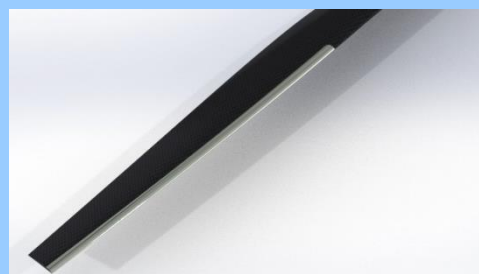
This advanced engineering process enables the design and manufacture of metal components with advanced shapes and material properties that are currently not possible with conventional manufacturing methods. Parts can be 'grown' to incorporate, or be joined directly to, dissimilar materials, thus optimising the product performance and value.



*spiral heat exchanger*

Working in a variety of applications, the company can design and analyse advanced metallic parts and coatings to address modern-day challenges, through the delivery of precision-engineered, weight-optimised, and multi-functional materials.

Ultima Forma works with a range of advanced engineering firms across the energy, aerospace, defence, and automotive sectors, predominantly focused on permeability barriers, high pressure & cryogenic storage, surface coating (erosion and thermal management), antennas and RF components. The process is fully scalable, environmentally friendly and without part size restrictions, with the ability to design and manufacture individual bespoke components of up to 10,000s produced in parallel.



*electroformed leading edge protection*

We would be delighted to welcome you onto the ATI stand F155, hall 2B, to view our sample components and discuss your challenges and/or requirements. Please come by or contact [stu.olden@ultima-forma.com](mailto:stu.olden@ultima-forma.com) to book a time to talk with the team.



## Women in Aviation & Aerospace Charter



Women in Aviation  
& Aerospace Charter

The UK's aerospace and aviation sectors have come together to work towards gender equality in the industry through the Women in Aviation and Aerospace Charter.

Members of the Charter include aerospace manufacturers, airlines, airports, trade bodies and others. The Women in Aviation and Aerospace Charter reflects the aspiration of the industry to see gender balance across all levels.

FAC are proud to not only be signatories of this Charter from the beginning but, our Operations Manager Kim is part of the Charter's leadership.

### What is the Charter?

- A commitment for organisations to support the progression of women into senior roles in the aviation and aerospace sectors by focusing on the executive pipeline and the mid-tier level;
- A recognition of the diversity of the sector and that organisations will have different starting points – each organisation should therefore set its own targets, where appropriate, and implement the right strategy for their organisation; and
- A requirement for organisations to publicly report on progress to deliver against any internal targets to support the transparency and accountability needed to drive change.

For more information or if you wish to become a signatory email [kim.yeomans@fac.org.uk](mailto:kim.yeomans@fac.org.uk)



Get in touch with FAC [HERE](#) at any time, for any reason.