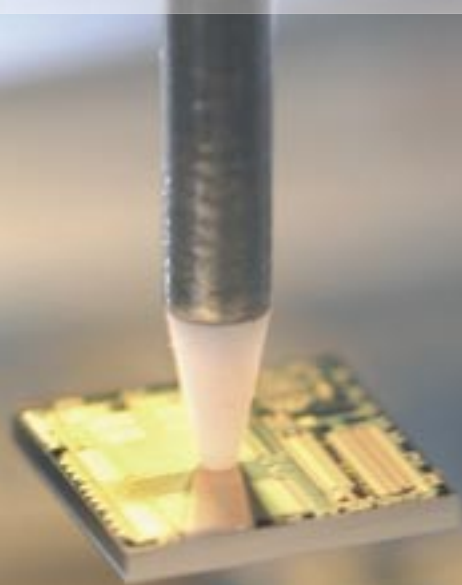




eee gr News

EAST OF ENGLAND ENERGY GROUP

August 2008



EEEGR '08
Conference reports
and pictures

Supporting Role
True value of our
supply chain

C-MAC
The heat is on



Skills for Energy
EAST OF ENGLAND

Skills for Energy and UKTI supplements inside

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SUPPLY CHAIN

E-Tech makes its mark in Ghana

E-Tech Group is already enjoying the benefits of this year's decision to establish a base in the former Commonwealth country, the Republic of Ghana.

Director Gary Williams said they had identified the country as a key place to be because of its tremendous potential for the oil industry.

Companies like Tullow had already earmarked it as one of the major world exploration centres for the future.

"The drilling companies are heading out there in force; there are rigs and drill ships in action. It is a place of major interest," said Gary.

The enthusiasm follows offshore

discoveries of substantial oil fields by companies such as Kosmos Energy which is set to become one the major oil and gas companies in West Africa.

Service companies were starting to see Ghana on their international radars.

"It is a safe haven which is friendly to UK and other European countries. It is a risk-free country to work in with a well-established local industry and engineering training background so we have only to retrain for our own

needs."

E-Tech has secured extensive premises from which it will operate as ETG-Ghana, providing logistical and supply services as well as providing warehouse and office accommodation to other companies wishing to establish a presence in the area.

Alan Gordon, a partner and fellow director of E-Tech Group, is managing and driving the Ghana development for E-Tech.

Closer to home, the group has just established another new base in Humberside with a local manager and staff to offer the total E-Tech service to

clients in the area.

"We have two new contracts already in what is a new area for us," said Gary.

The group has also announced the acquisition of Waveney Electrical Services, WES, as part of its diversification strategy.

It will take E-Tech into the water utilities industry with existing business in the London area, particularly as a primary contractor to Thames Water at several of its London sewage and clean water treatment facilities.

"It's a £2m turnover business which we will aim to double – and then grow again," said Gary.

» Gary Williams, E-Tech » 01493 419800 » sales@etechcentre.com » www.etech-group.co.uk

SUPPLY CHAIN

Hotel at the heart of the energy world

Initially it might raise an eyebrow to find a seaside hotel proclaiming itself as an important cog in the energy industry supply chain.

But Nick Mobbs, director of the Imperial Hotel on Great Yarmouth seafont, says the family business has been inextricably involved with the sector for around 40 years. And hardly a day goes by without another link in the chain.

It not only stages regular meetings and conferences, hosts receptions for influential overseas' guests, welcomes delegates and provides a refuge for offshore workers but it is also fully geared-up to play a vital role in the event of an emergency offshore evacuation.

"We understand all their needs from working alongside the industry for so long," said Nick.

"We have workers needing to sleep during the day after 24-hour shifts during a shut down, others need breakfasts at 5am or dinner at 11pm, or even packed lunches. Sometimes we have to suddenly help arrange beds for 60 or more people.

"Nearly everything happens at short-notice and we are handling an international industry with its different needs, languages, cultures and diets.

"No two days are ever the same and you never know who will be on the end of the next telephone call."

Even as he spoke, Nick had just

welcomed a delegation of 16 from the House of Lords on a fact-finding mission about the Scroby Sands wind farm.

He had just two days notice of the visit and their hospitality needs.

"But at least they can see the turbines from our breakfast room window," he said.

It took his mind back to one of the first links with the energy world when Bristow Helicopters based many of their pilots at the Imperial between offshore platform flights in the late Sixties.

"We could never understand why daffodil heads were always missing from one of our dining room floral arrangements where one of the pilots sat. It turned out he had been on a survival course and eating daffodils was part of it."

But the working relationship allowed Nick the chance to fly to one of the platforms and see first hand some of the work of the customers and learn more about the offshore industry which was to rapidly develop in the Southern North Sea.

"Yarmouth is lucky to have the offshore industry based here and we should appreciate what it has done for the town and the vital importance to us as a small business in the supply chain."



■ Clean energy: The Imperial Hotel is at the heart of the industry.

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EEEGR members show great spirit



Gary Williams of E-Tech Group receives his award from Colin Huggins, of the Great Yarmouth Mercury.

There was a tremendous boost for the energy sector when EEEGR members dominated the final of a prestigious business growth award in Great Yarmouth.

E-Tech Group ran out the eventual winners of the Great Business Growth title in the annual enterpriseGy awards.

But the group took the honours only after fending off competition from fellow EEEGR finalists 3sun and AK Precision.

John Balch, strategic director for NWES, said the result was tremendous news for the energy sector and

matched what they had seen for themselves in the previous 18 months of the enterpriseGy Wider Energy Horizons programme.

"This success was a culmination of the rapid growth in the sector – and even better it was across the board, from companies working in traditional, energy saving and innovative alternative styles. It bodes well for our local economy in the future."

E-Tech Group director Gary Williams said: "It was good to have the achievements of our organisation and its people recognised at such a prestigious event.

"I think we not only met every one of the requirements to win but probably exceeded what the judges thought it was possible to achieve. We ticked all of the boxes.

"It was good to see that the category had three EEEGR members as finalists – proof that there is still a successful energy industry here, that it has an important role in the region,

and it is still growing."

Graham Hacon, managing director for 3sun, said he thought that after only 18 months in business it was quite an achievement to be a finalist in two categories

"We would have been delighted to win but pleased that it went to another engineering services company. And it was a great result for EEEGR with AK Precision also as a runner-up.

"I'd like to think we were recognised for our growth, national and international markets, quality and safety accreditations and support for groups like EEEGR and Skills for Energy. We'll be back next year!"

The enterpriseGy business of the year award went to former student Simon Doidge who set up a back-bedroom Passion Automotive company to supply heavily discounted car parts and now handles more than 1,000 internet orders a week.

The awards were created in order to encourage, support and offer recognition to Great Yarmouth's most successful and resilient businesses.

The occasion has since become the town's premier business event of the year.

Keeping EEEGR members in the headlines

Your quarterly EEEGR News is not the only publication which helps profile members to a wider audience across the industry.

This year we have also produced and published our own East of England Energy Review which was handed to all delegates at the EEEGR '08 conference and exhibition.

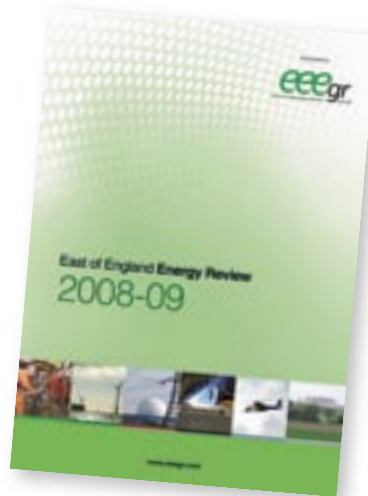
It looks at all aspects of business across the energy sector and also features a range of our members and their activities during the year.

Also landing on desks shortly will be the new EEEGR membership directory which lists and updates all our 300-plus

members as well as some lively editorial from the sector and a foreword by energy minister Malcolm Wicks.

It is also the only publication we produce at the moment which carries advertising from our members, allowing them to take an even more prominent role on the energy sector stage.

It is all part of our continuing ambition to ensure that the voice of EEEGR and its members is heard loud and clear across the industry.



To download both the 2008/09 Membership Directory and East of England Energy Review visit www.eeegr.com

Next issue

If you have stories or ideas you would like considered for the next EEEGR News, please email them as soon as possible to Roy Strowger at roy@tms-media.co.uk or Stewart Overy at so@eeegr.com

Photos, images or designs are also welcome to illustrate articles.

Our next edition will take a closer look at the "new nuclear" story – so if your company is involved, tell us more about your role in this energy force for the future.

The next issue is out in October and material must reach us no later than Friday September 5th.