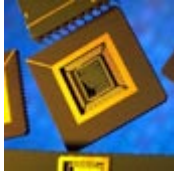


INDUSTRIAL PROFILE OF COUNTY DURHAM

PROFILE

Historically recognised for its traditional strength in coal mining, iron and steel and railway engineering, the County's industrial base has been transformed in recent years into a highly diversified economy, having a wide range of modern technologies and service industries.



Today the County can boast strengths in key areas of advanced technology including electronics, engineering, advanced materials, biotechnology, information technology and pharmaceuticals in addition to important areas such as textiles, plastic processing, food and drinks.

COMPANIES

Several major **UK** companies have chosen County Durham as a business & manufacturing location, these include:

Derwent Valley Foods Ltd	- snack foods
Explorer Group	- caravans and motor homes
Ebac	- humidifiers and air conditioning equipment
Filtronic	- semiconductors
Glaxo Smith Kline	- pharmaceutical
GT Group	- precision engineering, seals and metal finishing
SSL International	- healthcare products

A major factor in the diversification of the County's industrial base has been the attraction of many overseas companies. The County has been highly successful in attracting several companies from the Far East, particularly from Japan and more recently, from Korea e.g. Dong Jin Precision UK Ltd.

Japanese companies located in the County include:

NSK	- ballbearings (the first Japanese company to set up in N.E. England - established 1976)
Tosoh Quartz	- quartz glassware
TYK	- ceramic lance pipe

On the northern border of the County and a major source of sub-contracting work are companies like:

Nissan	- motor manufacturing company
Komatsu	- earth moving equipment

Companies from the **United States** now total over 40 with prominent names such as:

Black & Decker	- power tools and accessories
Caterpillar	- off road articulated trucks
Pactiv	- plastic packaging
3M(UK)	- safety masks
TRW	- seat belts and airbag components

There are also over 40 European companies in the County, including one of the largest concentrations of Scandinavian investment in Britain:

Electrolux Group	- cookers and plastic components
Norsk Hydro	- PVC compounds
SCA	- packaging
Uponor	- plastic pipes
Thorn Lighting Ltd	- light fittings and accessories

ELECTRONICS AND INFORMATION TECHNOLOGY

The County has a diverse and growing electronics and information technology industry with exceptional strengths in components technology and consumer electronics.

Bede

X-ray diffraction equipment.

EDS

US owned, one of the world's largest IT outsourcing companies.

Filtronic Compound Semiconductors

Electronic test equipment.

Seaward Electronic

Electronic test equipment

Senstronics

Electronic pressure sensors

ENGINEERING

Traditionally recognised for its engineering strengths, County Durham has turned its talents to newly emerging areas of engineering supported by:

- the growth in the automotive components market
- the servicing of the offshore contractors, module manufacturers located on the rivers Tyne and Tees
- a strong domestic engineering base in the North East
- a well developed industrial/academic interface e.g. the University of Durham, the CAD/CAM Centre in Cleveland and the Design Unit at Newcastle University



ADVANCED MATERIALS

With over 60 companies currently involved in materials technology, the North-East of England has developed a national and international reputation, much of this success being supported by:

- centres of excellence such as ICI, International Research and Development
- the IRC (Interdisciplinary Research Centre) in Polymer Science and Technology of the Universities of Leeds, Bradford and Durham, directed from Durham
- a well developed industrial/academic interface as exemplified by the discovery of SYALON, a new ceramic material as hard as diamond, strong as steel and light as aluminium.

BIOTECHNOLOGY

The County and the North East in general has an impressive track record of investment and research and development in the field of biotechnology.

Strengths in this sector are founded on:

- a substantial presence of UK and foreign-owned chemical and pharmaceutical companies
- leading-edge research in the region's academic institutions in areas such as genetic engineering
- product developments in the diagnostic field
- the Biotechnology Centre, a joint centre of excellence formed by Sunderland and Teesside Universities
- The University of Durham Department of biological Sciences with expertise in Plant Molecular Biology and Handling Pollutants and other areas.

BUSINESS SUPPORT

All the major accounting firms and commercial banks are represented in the area. They provide a full financial, professional and business service to the regional community.

A Regional Supply Centre has been established by the Regional Development Agency. It provides access and information on contracts from Central Government and many other major buyers. In addition, it provides a valuable source of information to regional companies looking to buy and sell their goods and services.

The Durham University Business School provides a wide range of industrial and academic training opportunities for company managers. Courses range from management development to exporting.



THE EUROPEAN MARKET

THE OPPORTUNITY

The 25 countries in the European Union now work as one market.

The achievements of the Single European Market offer opportunities and challenges on a new scale.

The barriers - national regulations, technical standards, customs, export documentation etc - have come down and the 25 European Union countries have become one vast trading area, bigger than the United States or Japan.

The market for goods and services has increased dramatically, with over 320 million consumers. This will, however mean increased competition from other European business. Companies will need to be organised to exploit the increased market opportunities, and to meet the greater competition which inevitably arises.