



Pioneering by nature:
Cornwall's aerospace industry

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For pioneering aerospace businesses, in both military and civil aviation, Cornwall is an ideal location.

In its short history, the aerospace industry has been dominated by pioneers – those who have challenged conventions, sought tirelessly for innovation and developed new markets in both the commercial and military sectors. Today's aerospace industry continues that trend, and some of the most innovative and exciting developments are taking place here in Cornwall.

With its rich pool of skilled staff, established aviation industry infrastructure, unique funding opportunities and the fast-growing hub of Newquay Cornwall Airport, Cornwall is an ideal choice for aerospace businesses looking to gain a foothold in the UK. And with more than 900 companies operating in the sector in the South West, Cornwall is home to world leaders such as Lockheed Martin UK and AgustaWestland. It also provides a perfect opportunity to join global supply chains and work with the best in the business.

So whether you are an innovative aerospace business looking for a UK location or a new start-up, Cornwall is the natural choice. Read on to find out more about the unique combination of strengths that Cornwall offers.



A world-class airport, an industry hub

Newquay Cornwall Airport, the UK's newest commercial airport, is an ideal location for aerospace businesses – with huge areas of land available for constraint-free development and an uncongested environment with established players already on site.



Whether you are involved in aircraft maintenance, training, parting or defence, Newquay Cornwall Airport offers a wealth of opportunities for companies in the aerospace sector. The airport, which is owned by Cornwall Council and operated by Cornwall Airport Limited, has one of the longest runways in the UK, ensuring it can support your aircraft operations, irrespective of aircraft size and specification. It also benefits from state-of-the-art air traffic control systems to eliminate congestion and is aiming to achieve low-carbon status by 2015, putting it at the forefront of the next generation of aviation.

More importantly still, there are over 325 hectares (809 acres) of land available on-site for commercial development. Of this, 40 hectares (84 acres) is earmarked for a new Airport Business Park, housing companies that contribute directly

to the airport's economic development. But the vision for the airport is that it will become a global hub for aerospace businesses, drawing on the area's commercial and defence sector heritage and skills to create an outstanding new business infrastructure. This will include a dedicated Aerospace Business Zone for fixed and rotary-wing aeronautical companies and an Aerospace Academy for fixed and rotary-wing flight and engineering training.

Just some of the companies who are already operating profitably from Newquay Cornwall Airport include global helicopter giant AgustaWestland and leading Fixed Base Operator Weston Aviation. The airport serves more than 15 destinations across the UK and Europe, including London Gatwick, Glasgow, Manchester, Newcastle, Leeds Bradford, Dublin, Dusseldorf, Zurich.



Newquay Cornwall Airport benefits at a glance

- Cornwall Council and its partners have invested more than £50 million in Newquay Cornwall Airport, giving local firms access to:
- 325 hectares of land available for development
- one of the longest runways in the UK (2744m), able to support aircraft of any size (including Boeing 747 and Airbus A340)
- uncongested airspace with a comprehensive suite of state-of-the-art navigational aids and Air Traffic Control Systems
- a new air traffic control tower
- a new fire station, fire appliances and fire training rigs
- a new arrivals hall and improved terminal facilities across the airport.



The ideal business location for AgustaWestland

Situation:

AgustaWestland wanted to open a new Operational Flying Training Centre (OFTC) to deliver high-quality training for helicopter pilots and mission crews.

Solution:

The company chose Newquay Cornwall Airport as the location for the centre, which incorporates a helicopter hangar, briefing rooms, computer-based training classrooms and offices. Graham Cole, Managing Director, AgustaWestland, says: "We are already seeing strong interest from military and public service helicopter operators around the world."

Benefits:

- Significant funding from the European Regional Development Fund Convergence Programme as well as support from the South West Regional Development Agency and Cornwall Council
- Creation of 30 highly skilled jobs at the airport site, including 13 aircrew instructors
- Capacity to train groups of up to 50 personnel and ability to scale up quickly in the future
- Ideal terrain and airspace to support world-class flight training
- Direct access to sea and cliffs makes Newquay Cornwall Airport an ideal site for Search and Rescue (SAR) flight training
- Operational capacity of the aerodrome and the ability to develop business at the Airport
- Ability to operate independently of commercial traffic and have own enclave

Development opportunities at Newquay Cornwall Airport

Aerospace companies looking for a UK site can benefit from state-of-the-art, purpose-built facilities being developed here at Newquay Cornwall Airport.

The two-phase development is now underway and design and build packages are available to potential aviation-related occupiers.



Phase 1 is centred around two existing aircraft aprons on the south side of the airport.

- The 404 Apron extends to over 4.4Ha (10.75 acres) and will soon be upgraded to meet CAA regulations. With direct access to the main runway and the capacity to deliver over 37,500m² (400,000ft²) of hangarage, this apron is the focus for proposed fixed-wing MRO activity. Over 3.5Ha (8.6 acres) of development land is immediately available.

- The 404 hangar and adjacent offices will be available for occupation in summer 2011, following extensive redevelopment. This 5,575m² (60,000ft²) hangar offers an ideal opportunity for aircraft maintenance companies, particularly those specialising in narrow body jet aircraft, such as Boeing 737 or A320.

- The 2Ha (5 acres) 402 Apron will be the focus for rotary-wing activity. Its existing hangar is home to AgustaWestland's OFTC centre, and there is scope to accommodate another 15,000m² (165,000ft²) of new hangar space around this apron.

Phase 2 promises to make available more than 24Ha (60 acres) of developable land for hangars or other aerospace buildings or activity. Potentially this could accommodate over 100,000m² (1mil.ft²) of buildings, and development sites and hangars will be available in a phased basis from 2012.

Rental costs and other packages can be discussed on application. Specific details about services and power availability can be provided.

Aerodrome Business Park: Serviced land (from 1-80 acres), will be available for development from 2011 for wider aerospace and airport business activity.



A wealth of skilled employees

Drawing on a long tradition of engineering, Cornwall's workforce offers the skills and experience that aerospace companies require.

Having been home to leading aerospace businesses for many years, the talent pool is full of professionals with direct experience in aircraft engineering, as well as those with vital flying and maintenance skills. What's more, Cornwall's wider industrial heritage provides an invaluable broader skills base: the county has a rich tradition of ship building and marine engineering, providing relevant readily transferable expertise for the aerospace sector. Further strengths include IT, military technologies and product design – all of which can be harnessed to real effect by prospective employers.

Importantly, Cornwall is also a source of new skills: businesses located here have access to some of the UK's finest graduates. The Combined Universities in Cornwall (CUC) offers higher education through a unique partnership model that means companies can benefit from the nearby University of Exeter, a top 10 UK university. Exeter has an internationally

renowned School of Engineering, Mathematics and Physical Sciences, which is an excellent training ground for skilled engineers. There is also a strong tradition of apprenticeships and vocational training, delivered in partnership with local colleges. Cornwall is also home to a number of high quality schools. All of the county's comprehensives have been awarded specialist schools status in at least one subject.

Attracting skills to the area is never a problem: with its excellent climate, beautiful beaches, unspoilt villages and stunning countryside, Cornwall is an extremely attractive place to settle – a fact borne out by over three decades of high inward migration.

The proposed **Aerospace Academy at Newquay Cornwall Airport** is set to further enhance the county's aerospace skills base. A fixed and rotary-wing flight and engineering academy is being developed, run by major industry partners, with an aspiration to establish an international centre of excellence in this area of training.

Royal Naval Air Station (RNAS) Culdrose: a model for skills development in Cornwall

With a workforce of more than 3000 people, RNAS Culdrose is not only the largest single site employer in Cornwall but also one of the busiest helicopter bases in Europe. It is equipped with state-of-the-art simulators, advanced IT packages, and is home of the multi-million pound Merlin multi-role helicopter from AgustaWestland.

The engineering and training support structure for Culdrose is extensive, making it a model for skills development in Cornwall. When skilled RNAS Culdrose helicopter maintenance employees reach the end of their Royal Navy service, they often look for work with locally based subcontractors. This has proved a huge benefit for private sector businesses such as Serco, Babcock Defence and Lockheed Martin UK, who have no problem recruiting skilled engineers locally.



A world-leading infrastructure for aerospace

Cornwall has harnessed EU investment to create a business-ready infrastructure for aerospace innovators.

The county offers low-carbon commercial premises, a well-integrated transport network, and work is underway on a £100m investment into next generation broadband connectivity, which will provide some of the fastest broadband speeds in the UK. This is in addition to the facilities already under development at Newquay Cornwall Airport.

Connected Cornwall

- Four and a half hours from London by road or rail
- Daily flights from Newquay Cornwall Airport to London Gatwick (60 minutes)
- 99% broadband coverage
- Plans to introduce high-speed broadband across the county

Cornwall's natural resources are also invaluable to the aerospace sector. With large areas of undeveloped land across the county, as well as Cornwall's unique position on the Atlantic coast, it is a perfect location for aircraft trials and test flights, as well as low-level flying.



Long-term investment in Cornwall: Lockheed Martin UK

Situation:

When Lockheed Martin UK was awarded Prime Contract for the Royal Navy's Merlin Mk1 multi-mission helicopter in 1991, the programme was the UK's largest and most sophisticated systems integration project to date. In 2006, the company secured the Merlin Capability Sustainment Programme to upgrade the Merlin Mk1 to a new Mk2 standard. 30 existing Mk1 aircraft will receive enhancements to significantly increase the multi-role capability potential in the maritime battlespace of the future. First flight of the new aircraft will take place in late 2010.

Solution:

Based at RNAS Culdrose, Lockheed Martin UK provides comprehensive support to the Royal Navy's fleet of Merlin Mk1 helicopters, through AgustaWestland's Integrated Merlin Operation Support (IMOS) contract.

In addition, Lockheed Martin UK also runs the Merlin Training System (MTS) or 'Merlin University' - a state-of-the-art training facility designed to train air and maintenance crews in the operation and support of the Merlin Weapons System.

Benefits:

- Access to Royal Navy trained engineers and test pilots
- Ideal location for flying over water and difficult terrain
- Established and improving communications and transport infrastructure to enable effective global support

Unique funding opportunities

Over the last decade, Cornwall has benefited from large-scale EU investment to help transform its regional economy – and that investment is set to continue until at least 2013.

Cornwall will receive some £500m of Convergence funding: c£347 million from the European Regional Development Fund and c£153 million from the European Social Fund. This will be matched by UK public money from local, regional and national sources giving a total value of c£712 million.

While strict eligibility criteria apply, aerospace businesses that are entitled to grant funding will receive more in Cornwall than other locations. In fact, if your business has fewer than 50 employees, you could attract up to 50 per cent of your funding in Cornwall.



Local networks and a global supply chain: WES Advanced Engineering

Situation:

WES Advanced Engineering was created to provide end-to-end engineering solutions for its clients in the automotive and aerospace sectors. It now operates in Rolls Royce and American giant General Motors supply chain.

Solution:

Setting up in Cornwall, WES is now a leading player in the Cornwall Aerospace and Defence Initiative (CADI) network. Member companies of CADI offer a comprehensive range of advanced engineering, manufacturing and logistics management services, providing a one stop shop for aerospace customers.

Benefits:

- An entrepreneurial approach to resolving engineering challenges
- A network of local contacts to support business growth
- Fast, easy access to global export markets

Delivering with precision: DP Engineering

Situation:

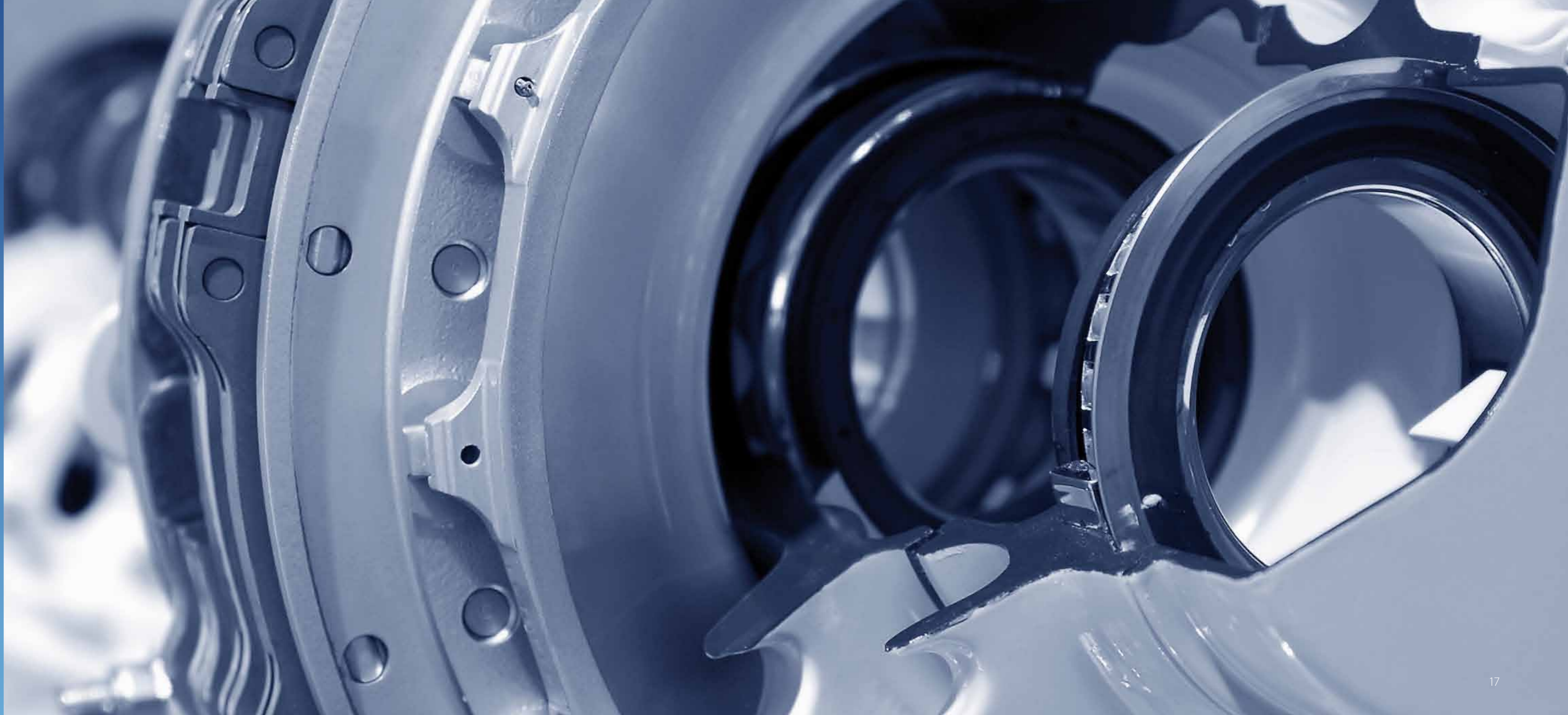
DP Engineering supplies precision-machined parts to the aerospace, defence, and oil and gas industries. The company, which is based in Cornwall, has access to a large local market for its marketing leading services.

Solution:

The company's broad local customer base includes blue-chip aerospace companies such as Rolls Royce and The Eaton Group. The company also supplies components to the MoD for systems including shoulder-launched anti-tank missiles and the Typhoon aircraft.

Benefits:

- Key local employer for over 25 years
- Benchmark for quality (ISO9000:2008 and aviation standard AS9100)
- the first manufacturing company in Cornwall to receive the Business and Manufacturing Excellence SC21 Bronze Award



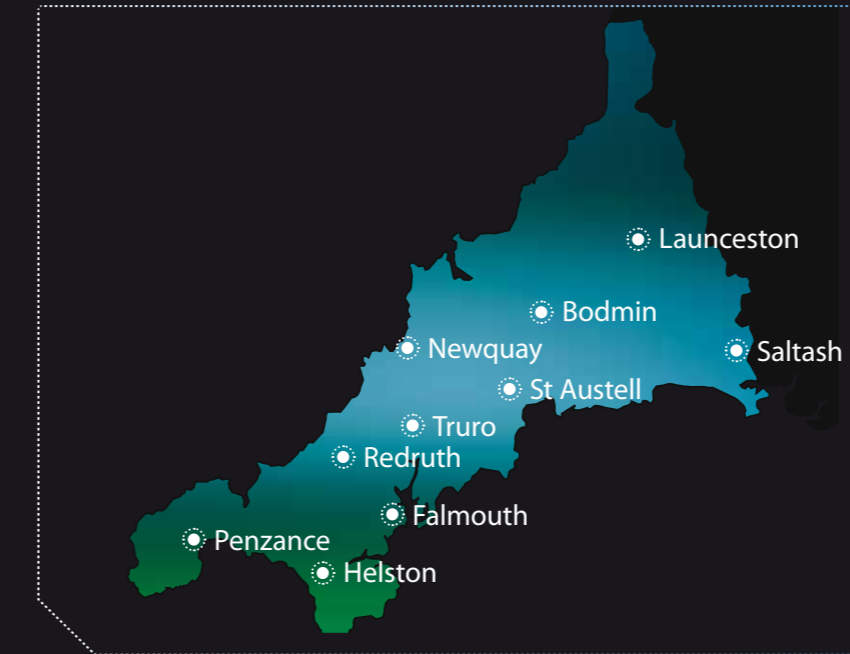
Valuable business support

Whether you're starting a new business or looking to relocate, InvestinCornwall can help you find out just what Cornwall has to offer – and ensure you get all the support you need to succeed here.

InvestinCornwall is Cornwall and Isles of Scilly's inward investment agency. We provide a range of pre-relocation services that help your business thrive, including:

- Property searches
- Funding advice
- Recruitment advice
- Information and insight about your industry in Cornwall
- Access to market sector specialists
- Hosted visits to our county and leading businesses

Once you've made the decision to make Cornwall your home, we continue to give you support through extensive networking opportunities, advice and information. All our services are free of charge for potential investors.



Cornwall – the UK's most southerly county, a beautiful location and home to many entrepreneurial and innovative businesses. Visit us to see for yourself.

Find out more by visiting our websites:

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