

Programme of SMMT Events

Table of Contents

Day one: Tuesday 7 June 2016	1
Open Forum	2
Session 1	2
Session 2	3
UK Purchasing focused panel discussion	3
Drinks reception and special guest	4
SMMT app	4
Day two: Wednesday 8 June 2016	5
Meet the Buyer	5
Morning Plenary	5
Meetings	5
Day three: Thursday 9 June 2016	6
UK Logistics Forum	6
Session 1	6
Discussion panel	7
Roundtable discussion	7
UK Aftermarket Forum	8
Session 1	8
Q&A	9
Speaker Biographies	10

Day one: Tuesday 7 June 2016



Location: Concourse Suites 1 & 2
Registration: 08:30 to 10:00 - Outside Hall 10

Session 1:

10:00



Mike Hawes, Chief Executive, **SMMT**
SMMT introduction and welcome

10:10



Andy Palmer, CEO, **Aston Martin Lagonda**
Aston Martin into our second century

Aston Martin now in its 103rd year has had a turbulent past. Leading the company into its Second Century, CEO Dr Andy Palmer will set out how he intends to define Aston Martin as a true Luxury company ensuring its sustainability and global relevance in a highly competitive world.

To provide visibility of Aston Martin Lagonda's plans for the future, the development of the brand proposition with new product lines and the value of maintaining a strong UK presence.

10:30



Ian Harnett, Executive Director of HR and Global Purchasing, **Jaguar Land Rover**
Jaguar Land Rover and the UK supply chain

Jaguar Land Rover is the largest automotive manufacturer in Britain. With an annual production purchasing spend of some £13 billion, we have more than 2,600 suppliers globally.

Jaguar Land Rover employs more than 35,000 in the United Kingdom with a further 135,000 in the UK manufacturing supply chain being dependent on Jaguar Land Rover as a customer of choice, that's nearly a 1:4 ratio.

Our people are our business and developing their learning and skill is key - as a company we are gearing up for the future and we support our suppliers to do the same. This helps to ensure that the UK supply chain is amongst the most competitive in the world.

10:50 Networking and coffee break

Session 2:

11:40



Nigel Stein, CEO, **GKN Plc.**

Driving success: How the Automotive Council is helping to deliver growth and sustainability in the UK automotive sector

Driving Success: How the Automotive Council is helping to deliver growth and sustainability in the UK automotive sector

In this presentation Nigel will review the achievements and ambitions of the Automotive Council in supporting technological innovation, growing the UK supply chain, developing skills and creating a better business environment.

UK Purchasing focussed panel discussion:

12:05



Moderator

Nick Hussey, Managing Director, **The Manufacturer**

This interactive panel discussion will provide you with the opportunity to pose your questions to our UK-based OEM's and tier 1 suppliers on a wide range of topics including:

- the UK's supply base, its capabilities and its relationship with the global market;
- market trends and drivers for new business opportunities;
- purchasing decisions, processes and factors affecting them.



Tony Allen
Plant Manager and Managing
Director
BorgWarner Turbo Systems



Mick Aiers
Purchase Manager
General Motors



Mike Mychajluk
Supply Chain and External
Engagement Manager
Jaguar Land Rover



Dave Probert
Executive Purchasing
Manager
Kostal UK Ltd.



Andrew Wareing
General Manager - Purchasing
Nissan Europe

13:00

End of Open Forum and start of SMMT dinks reception in hall 11, stand no. 11H60

Join us for our

DRINKS RECEPTION

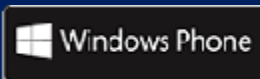
and to join our special guest Rachel Riley at the Great British Manufacturing Stand, starting at 14:30, to discuss the skills issues facing the industry and to take part in our interactive skills-focused challenges.

This will be followed by our networking drinks reception.

Tuesday 7 June 2016 | 14.30 - 16:30

**The Great British Manufacturing Stand
Hall 11
Stand no. 11H60
Automechanika Birmingham**

SMMT ARE GOING MOBILE WITH AN EVENT APP!



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All the necessary information needed across the three days of SMMT's events at Automechanika Birmingham, on the go.

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A verification email will then be sent to you, click on the '**verify account**' link

*Please note this is an app for SMMT activities only and is not related to the overall show

Day two: Wednesday 8 June 2016



Location: Concourse Suites 1, 2 and Hall 9


Registration: 08:30 to 10:00 - Outside Hall 10

Morning plenary:

10:00  **Mike Hawes, Chief Executive, SMMT**
Opening address

10:05  **Angela Eagle, MP, UK Parliament**

10:15  **Michael Wright, Chairman, Automotive Investment Organisation**
Automotive Investment Organisation - Securing jobs and growth in the UK automotive supply chain
The Automotive Investment Organisation (AIO) was established by UKTI in 2013 to secure jobs and growth in the UK automotive supply chain. Mike Wright will outline what the AIO has delivered since April 2013 to secure jobs and growth in the automotive supply chain, the uplift of UK content in UK manufactured vehicles, R&D investment in the UK and upcoming AIO supported events.

10:30  **Gareth Jones, Managing Director, Pritex Ltd**

10:40 Networking and coffee break

Meetings:

13:00 Start of meetings

16:30 End of Meet the Buyer

Lunch will be served through the day for Meet the Buyer – please use your food voucher, provided in your badge on registration.

You can still [register here](#)

Day three: Thursday 9 June 2016

UK Logistics Forum

Location: Concourse Suite 1

Registration: 08:30 to 10:15 - Outside Hall 10

Session 1:

10:15



Mark Poulton, UK Logistics Forum Chairman and Logistics and Purchasing Director UK, **General Motors**

SMMT introduction and welcome

10:20



Michael Martin, Vice President Strategic Development Global Automotive, **DHL**

Digital innovation in logistics

Rapid advancements in technology and intelligent connections of people, process, data and things... or the Internet of Everything.

By 2020, there will be “50 billion internet-connected things” in the world and our roads will have a “quarter of a billion connected vehicles”, with a host of new in-vehicle services and automated driving capabilities. Such advancements will usher in new business models, alternatives to car ownership and transform mobility in urban environments.

10:40



Mark Sabino, Operations Director, **Covpress Assemblies** and Carl Milbourne, Head of Operations, **Covpress Assemblies**

Smart production planning for flexible logistics

Supplying into OEMs for Just In Time (JIT) means you must have a JIT approach to your manufacturing operations.

What happens when you supply to both JIT OEMs and non-JIT OEMs? How does this impact production planning and logistics?



This is exactly a challenge Covpress Assemblies has been tackling, with the solution being a hybrid concept through a smart production planning process.

Mark Sabino and Carl Milbourne will explain the logic behind this and how it could impact supplier logistics in the future.

11:00



Natalie Chapman, Head of Policy, **Freight Transport Association**

Keeping the Cross-Channel parts supply flowing

Last summer saw huge disruptions to the supply of automotive parts from the Continent as a 'perfect storm' of industrial action and the migrant Crisis caused chaos on both sides of the Channel. Operation Stack was in place on the M20 for 28 days throughout June and July and lorries carrying vital supplies for the automotive sector were held up in Calais. This session will look back on those challenges and review the progress that has been made in tackling the security situation and keeping the supply chain flowing. It will also identify what still needs to be done to ensure that such scenes are never repeated again.

11:20



Professor Alan Braithwaite, Visiting Professor, **Cranfield University**

Digital transformation and the UK's supply chain infrastructure

Freight and logistics is neither binary nor digital. Delivering half a consignment is not much use to the customer and the acts of storing, picking packing, shipping and delivery are tangibly physical. Yet the digital transformation of the economy is revolutionising what is possible in the physical world. We are already doing things that were inconceivable ten years ago and there is much more to come. This presentation will describe how digital will influence the requirements for infrastructure as supply chains are re-designed; it will point to some of the policy challenges that need to be faced.

Panel Discussion:

11:40

Panel discussion

With the speakers and chaired by Mark Poulton

12:00

Networking break, refreshments and roundtable discussions

Delegates will have the opportunity to network in the concourse hall over a coffee with the opportunity to join in on our roundtable discussion.

Modern warehouse, engaged staff

Tony O'Sullivan, Business Development Director, Neovia Logistics



12:30

End of UK Logistics Forum

UK Aftermarket Forum

Location: Concourse Suite 2
Registration: 08:30 to 10:15 - Outside Hall 10

Session 1:

10:15



Peter Lawton, Senior Section Manager, **SMMT**
SMMT introduction and welcome

10:25



Sylvia Gotzen, Secretary General, **FIGIEFA** and
Neil Pattemore, Technical Director, **FIGIEFA**

Challenge and opportunity for the aftermarket with the connected car



The Aftermarket is undergoing considerable change as the connected car becomes a reality. With vehicles being “always online”, new opportunities arise, leading to increasing consumer expectations for new services and business models. The Aftermarket must be able to continue to offer innovative services to businesses and consumers in this new digital era - and the right legislative framework must be put in place to enable it to do so.

10:50



David Fitzsimons, Managing Director, **Oakdene Hollins**

Remaking the future – the value and potential of remanufacturing

China has announced ambitious plans to grow the Reman sector to \$60billion in its 13th five year plan. This ambition is reflected in the enormous Lingang business park in Shanghai that is dedicated to Reman. The plans in China can be contrasted with the fragmented approach in Europe. Whereas Reman is a key part of the “Made in China 2025” industrial policy, Reman is seen in Europe as essentially a small element of the nascent circular economy policies. The results of the European Remanufacturing Network market study will be presented along with the proposed work programme for the new business-led Remanufacturing Council www.remancouncil.eu

11:10



Peter Lawton, Senior Section Manager, **SMMT**

Keeping the MOT robust and current (3-1-1 into 4-1-1 shouldn’t go!)

SMMT does not support government proposals to extend the first MOT interval to four years from three on safety grounds and has commissioned exclusive consumer research to explore motorists’ attitudes to the value of the MOT. Do they know that a fifth of cars fail their first MOT? Do they realise that failures are often on safety-critical components? Does this impact on their attitude to interval periods?

11:30



Catherine Hutt, Principal Consultant, **Frost and Sullivan**

The importance of the UK aftermarket to the UK economy

This report will outline how valuable the UK Aftermarket is to the UK Economy. The number of companies and jobs associated with the Aftermarket will be identified, along with the estimated value added to the UK Economy by the sector. The report will give an overview of the Global Aftermarket and compare the UK to other European countries. There will be a particular focus on the split between the Independent Aftermarket and the Franchised/ Authorised network. The aim is to highlight to government and industry how valuable the Aftermarket is and where opportunities for growth lie.

Q&A:

11:50

Q&A Session

12:00

Networking break, refreshments and roundtable discussions

12:30

End of UK Aftermarket Forum

Speaker Biographies:

Professor Alan Braithwaite, Visiting Professor, Cranfield University

Alan is a Visiting Professor at Cranfield University where he contributes to research and teaching. In the last ten years he has taken a particular interest in freight transport sustainability and the implications for policy and investment. He was the lead author of the Chartered Institute of Logistics and Transport's – Freight Vision 2035 and has recently worked on urban logistics development. He is also the Chairman of LCP Consulting, an award winning supply chain and logistics consultancy.



Andy Palmer, CEO, Aston Martin Lagonda

Andy Palmer is a British-born chartered engineer, chartered manager and businessman with 35 years of automotive industry experience. Prior to joining Aston Martin, Palmer held the post of Chief Planning Officer at Nissan Motor Co. and was a member of the Nissan Executive Committee. Over the course of a 24 year career with Nissan he held a number of senior positions including, corporate planning, product planning, marketing, sales & IT leadership and Chairman of Infiniti from 2011-14.



Carl Milbourne, Head of Operations, Covpress Assemblies

Carl is the senior manager at Coventry Press Assembly for the Operations Group. As an Operational Specialist Carl is a highly motivated control Agent who is very progressive in his Approach.

A strong leader, who balances strategic vision with daily manufacturing requirements and recognises the importance of a hands-on approach to mentoring individuals and coaching highly motivated teams.

In Carl's spare time he enjoys bringing up a young family and teaching his Kids new Management techniques and [philosophy's](#).

Currently Carl is using the PDCA methodology to Master Golf.



Catherine Hutt, Principal Consultant, Frost and Sullivan

Catherine Hutt leads the European Automotive Retail & Aftermarket practice at Frost & Sullivan, providing detailed market research and consulting advice on these topic areas. Catherine has over 10 years' international experience and since joining the Automotive industry in 2006 has gained experience from all angles; manufacturing, industry level and now research & consultancy.

This broad experience has enabled Catherine to develop a deep understanding and a well respected network in the industry. Catherine's key passion is the development of the industry, particularly in the UK.

At Frost & Sullivan Catherine helps car companies, dealership groups and Aftermarket players to identify and quantify growth opportunities for their business. In addition to helping clients understand the Customer of the Future, Catherine works with companies to implement and realise these commercial opportunities. Prior to Frost & Sullivan, Catherine specialised in Automotive Business Development, Electric Vehicles and Operational Performance Improvement. Catherine holds an MBA from Cranfield School of Management and, when away from the laptop, she enjoys nothing more than a glass of wine and good food.



David Fitzsimons, Managing Director, Oakdene Hollins

Oakdene Hollins manages the European Remanufacturing Network. David has just returned from Beijing where he announced a new business-led Remanufacturing Council to be located adjacent to the European Parliament in Brussels. He will be speaking about the work programme of the Council and its role in driving Circular Economy policies in the future. He will be presenting the results of the European market study of the sector. David is Managing Director of Oakdene Hollins.



Gareth Jones, Managing Director, Pritex Ltd

Gareth Jones is Managing Director of Pritex Ltd, the manufacturer of acoustic and thermo-acoustic insulation products for automotive and industrial markets. Pritex is part of the €9.8 billion Steinhoff International Group.

He has worked for over 35 years in numerous supply chains including automotive, telecommunications, rail, consumer electronics, white goods and retail. A 'time-served engineer', he is a passionate champion of SME development in the Automotive Supply Chain. Gareth served as Chairman of the Business Environment work-stream on the UK Automotive Council and Chair of the Automotive Components Section in the SMMT. He is the current President of the SMMT.



Ian Harnett, Executive Director of HR & Global Purchasing, Jaguar Land Rover

In April 2015 Ian was appointed as Executive Director of Human Resources and Global Purchasing, also picking up responsibility for all Jaguar Land Rover Property matters globally.

Ian has been the Director of Purchasing, Jaguar Land Rover since 2009.

Previously Ian was responsible for establishment of the new Strategic Business Office at Jaguar Land Rover, as well as heading the Transition Team as Jaguar Land Rover was divested from Ford Motor Company.

Ian joined British Leyland in 1982 starting in the Purchasing Department at Longbridge and spent the next 25 years in various Purchasing / Project roles. For a number of years Ian was responsible for Honda Contracts and later headed a joint Purchasing team in BMW / Rover. In July 2000 Ian lead the Land Rover Purchasing team out of BMW ownership following Ford acquisition.

Born in South Yorkshire in 1961, Ian has a BSc (Hons) in Economics and Management from Cardiff University and a Diploma in IT from Warwick University.



Mark Poulton, UK Logistics Forum Chairman and Logistics and Purchasing Director UK, General Motors

Mark has spent 26 years in the Motor Industry since joining General Motors in 1990. He has held various positions within Purchasing and Logistics including roles in Onstar; and Vector GmbH in Germany. Mark has been in his current role since 2013 leading purchasing activities in the UK; together with the purchasing relationship with the partner on the Vivaro van built in Luton. He also oversees the 4pl service provider for inbound and outbound logistics operations.



Dave Probert, Executive Purchasing Manager, Kostal UK Ltd.

With more than 20 years in the UK automotive business, my current role is Executive Purchasing Manager of KOSTAL UK Ltd. As a first tier supplier of switchgear and mechatronics KOSTAL has a broad spectrum of electrical and mechanical component spend (£55m+) for which I head up the UK based team. My previous roles in the KOSTAL organisation have included various account management and sales management positions, with responsibility for most UK and Scandinavian based OEM's such as JLR, Nissan, Toyota Honda, BMW and Volvo.

I live in South Yorkshire with my partner and our 2 children, my hobbies are mostly sporting and include football, golf and the odd bit of training in the gym.



Mark Sabino, Operations Director, Covpress Assemblies

Mark is a Senior manager at Coventry Press Assembly and has Operational responsibility of site and 200+ associates across 4 Departments. Stamping, Die Maintenance, Welding and Logistics. Having progressed with CPA for many Years he has developed a very rounded approach to all things Production.

Being a major supplier to Honda UK (HUM), Aisin UK and also recently JLR has presented CPA with a number of fresh challenges.

Currently for 2016, Mark and the CPA team have worked extremely hard to redevelop there approach to the logistical movement of Parts.

Aside from CPA, Mark enjoys regular sessions at his local gym and dreams of a day when he gains his Microlight license.



Michael Martin, Vice President Strategic Development Global Automotive, DHL

Michael is Vice President for Strategic Development for the Global Automotive Sector in DHL Supply Chain, one of DHL's fastest growing sectors. Michael's role focuses on driving an aligned global sector strategy, using innovation and best practice to accelerate growth in both mature and emerging markets.

Over the past 15 years, Michael has amassed a wealth of experience within the automotive logistics industry working for OEMs and Logistics Service Providers.



Michael Wright, Chairman, Automotive Investment Organisation

Mike Wright was appointed Chair of the UKTI Automotive Investment Organisation (AIO) in May 2016. He will use this new role to champion the UK's thriving automotive sector as a destination for investment, and will work alongside Lawrence Davies, recently appointed Chief Executive of the AIO.

Mike brings unparalleled experience and understanding of the automotive industry. He was previously Executive Director at Jaguar Land Rover from 2010 where his worldwide responsibilities included Corporate and Product Strategy, Global Financial Services, CSR, the Special Operations division and (from 2010 to 2014) Government Affairs.

He began his career in the automotive industry in 1975 working for Rover Triumph. He subsequently worked for the company under various owners



continuously for over 40 years and had a variety of senior sales and marketing responsibilities for a number of international markets, including four years in Germany.

In June 2014 he published an independent review of the global competitiveness of the UK's advanced manufacturing supply chain commissioned by the Labour Party. Mike chaired the CBI West Midlands Council (from 2014 to 2016) and is Chair of the Advisory Board of Aston Business School. He is also a director of EEF Ltd.

The AIO is part of UK Trade & Investment and specialises in attracting overseas carmakers and automotive component manufacturers to the UK. They are also charged with attracting foreign investment into the automotive sector, investment for research and development and helping grow UK automotive sector exports.

Mick Aiers, Purchase Manager, General Motors

Mick Aiers has worked within the automotive industry for 30 years. Having qualified as a Mechanical and Production Engineer he moved into Purchasing at a large tier 1 supplier. He has worked for GM for 20 years in various roles including Engineering, Purchasing and Finance. Latterly, as a Manager in the GM Europe's Supply Risk Management department, he has exposure to all of GM's European suppliers and has lived and worked in Germany.

As a passionate advocate for manufacturing he values visits to suppliers' facilities to benchmark world class operations and mentor those suppliers to improve their performance.



Mike Hawes, Chief Executive, SMMT

Mike Hawes became SMMT Chief Executive on 2 September 2013.

He has more than 20 years' experience in policy and public affairs, the majority of which has been spent in the motor industry. He joined SMMT from Bentley Motors where he held a number of PR, corporate and public affairs roles.

Prior to that, he also worked for both Toyota and, more recently, Bentley's parent company, Volkswagen AG, where he developed the European and global knowledge needed for this challenging role.



Mike Mychajluk, Supply Chain and External Engagement Manager, Jaguar Land Rover

Mike has worked in the Automotive Industry for 17 years and currently provides business support to the UK automotive supply chain as the UK industry takes advantage of a period of strong growth.

Mike has a keen focus on removing the obstacles to achieve this opportunity for growth. There are many supply chain challenges that need to be addressed such as: access to finance; capacity constraints; corporate social responsibility; international competition; risk management; skills shortages; and supply chain standards and visibility. As part of this work Mike has taken leadership of the Automotive Council Supply Chain 'Access to Finance' workstream.

Mike has a special interest in re-shoring manufacturing processes & suppliers into the UK thereby encouraging regional supply which in turn will ensure a sustainable future for UK automotive industry.



Natalie Chapman, Head of Policy, Freight Transport Association

Natalie leads on regional lobbying activities in the Greater South East area on behalf of FTA's 15,000 members. This includes developing and shaping transport policy; working closely with the main governmental, political and policy stakeholders in the region; and representing the industry in the media.

Natalie played a central coordination and communication role in the management of freight and logistics for the London 2012 Olympic Games and she has also been a vocal campaigner for the construction of a new Lower Thames Crossing and a long-term solution for Operation Stack in Kent.

Natalie read Law at the University of the West of England in Bristol and graduated in 2003. She joined FTA later the same year.



Nick Hussey, Managing Director, The Manufacturer

Nick Hussey is Managing Director of Hennik Research, publishers of The Manufacturer magazine, organisers of The Manufacturer of the Year Awards and the owners of the on-line community website, themanufacturer.com. He has a degree in Banking, Insurance and Finance and an MBA. Nick has 25 years experience in media having established Ark Group in 1994. He sold this business in 2005 to the quoted media company, Wilmington. Nick acquired The Manufacturer in 2008 from receivership and has built it into the most significant and well respected publication and web community within manufacturing. Nick was seconded into Government and spent 18 months working for the Dept of Business Innovation and Skills where he led a project that aimed at changing the image of manufacturing and the legacy of that work is still seen today with the EEF Photography Competition, See Inside Manufacturing programme and the Made in Britain campaign. Nick sits on the IET Manufacturing Policy Panel and the Industrial Advisory Board at Cranfield University.



Neil Pattemore, Technical Director, FIGIEFA

Neil Pattemore has worked at a senior level, both in the UK and internationally for over 40 years in the Automotive Aftermarket, for parts distributors, parts manufacturers and vehicle test equipment manufacturers.

Neil is now the Technical Director at both FIGIEFA (Association of European parts distributors) and the EGEA (European Garage Equipment Association), working in Brussels with the European institutions to defend the rights of independent repairers throughout Europe to access vehicle repair and maintenance information.



Nigel Stein, CEO, GKN Plc.

Nigel Stein is Chief Executive of GKN plc, a UK based global engineering company serving the automotive, aerospace and land systems markets.

He joined GKN in 1994. In 2001 he was appointed as Finance Director before being appointed Chief Executive of the automotive division in 2007. He became Group Chief Executive in 2012.

Prior to GKN Nigel worked for several other UK engineering companies. An



Engineering Science graduate of Edinburgh University, he is a Chartered Accountant. Nigel is a past President of the SMMT and Chairman of the Automotive Council.

Peter Lawton, Senior Section Manager, SMMT

Peter has worked in the automotive sector for more than twenty years.

Starting out in the commercial vehicle sector, Peter then spent more than a decade as a consumer motoring journalist with What Car? covering ownership topics from fleets and financing to safety and service and repair.

Access to technical information for independent workshops, and consequent freedom of choice for consumers in service and repair, was a key strand of work through this period.

Peter transferred this and other topics, such as the importance of the MOT, into his editorship of independent aftermarket magazine Car and Accessory Trader where he continued to champion the independent sector in this business-to-business publication.

Now the work has moved into the policy arena at the Society of Motor Manufacturers and Traders where Peter works to connect industry, consumers, government and other stakeholders to promote a fair, safe and sustainable automotive sector for all.



Sylvia Gotzen, Secretary General, FIGIEFA

Sylvia Gotzen is Secretary General of FIGIEFA, the International federation and political representative of independent wholesalers and retailers of automotive replacement parts in Brussels. FIGIEFA's aim is to main effective competition in the automotive aftermarket and motorists consumers' right to have their vehicles serviced and repaired at a workshop of their choice. Before this assignment she was Deputy Secretary General of the European Movement Germany, an independent non-governmental umbrella organisation of 140 associations and interest groups. Sylvia Gotzen studied Political Sciences at the Universities of Bonn, Berlin and Paris and obtained a masters degree in European Studies at the College of Europe in Bruges.



Tony Allen, Plant Manager and Managing Director, BorgWarner Turbo Systems

Tony Allen has spent 25 years working in the Automotive industry.

After a Mechanical Engineering degree he took roles of increasing responsibility within Engineering, Supply Chain, Operations and General Management.

He has run Operations in The UK, Poland, Turkey and the USA.

Currently he is Managing Director for BorgWarner UK, a Global supplier of Powertrain systems focussed on fuel efficiency.

This includes products such as Turbo-chargers, EGR and Torque transfer systems.

He is a member of the UK Automotive Council supply chain group.

