



RESEARCH & BUSINESS

ISSUE 2 – NOVEMBER 2013

A Teesside University Magazine



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## ALISON THAIN

Meet the housing chief who is passionate about place

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### TAKING A STEP FORWARD

Supporting Global Entrepreneurship Week

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### RESEARCH & DEVELOPMENT

£1m collaboration with Sainsbury's

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### CRIME IS MUTATING

Two Teesside Professors are on the case

# Welcome from the Vice-Chancellor

**I am delighted, in this second edition of our R&B magazine, to share with you the role Teesside University plays in boosting the economy and reducing social exclusion.**

Teesside is a key driver of business creation and growth – including social enterprise. We act as an anchor for investment, development and research as well as promoting our area right across the globe.

In the last ten years, Teesside University has changed the centre of Middlesbrough with a £150m investment in the campus and the environment. We hope to add to that in the near future with a new £20m teaching and conference building set around a green campus that will benefit our students, our business partners, our neighbours and our communities.

This landscaped campus heart will help to attract more people to the town centre, energise the economy and create a more positive image of Middlesbrough.

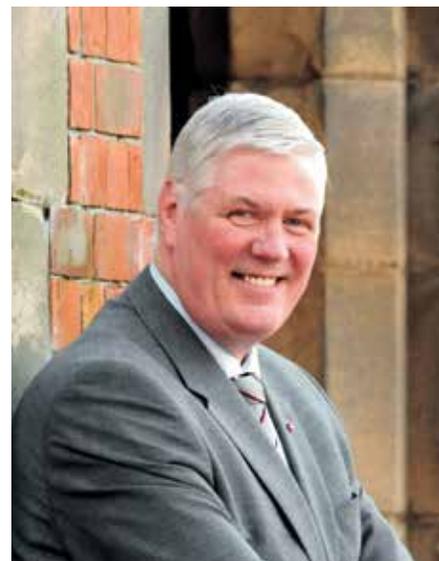
At the same time, our Darlington campus, alongside our partner Darlington College, is a fast-growing hub for professional development and new

business engagement. Investments by Darlington Council and the Centre for Process Innovation to create a business growth hub and the National Biologics Manufacturing Centre on the same site, promise the growth of exciting new opportunities for university-business collaboration.

Major capital developments like these are the backbone of strong economic partnerships and growth.

Here at Teesside University we play our part in helping to attract and realise new investments by collaborating closely with partners and with the Local Enterprise Partnership. These investments lead to jobs, wealth and real benefit to the community.

I hope you enjoy this issue of R&B, and that it gives you a deeper understanding of the work we do here at Teesside and the many and varied ways we can work with each other.



**Professor Graham Henderson CBE DL**  
Vice-Chancellor and Chief Executive

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# £1m collaboration with Sainsbury's could trim fat from favourite snacks

By David Roberts

Researchers at Teesside University have joined forces with leading supermarket chain Sainsbury's on a £1m project which aims to improve efficiency, reduce carbon output and help make fried snacks healthier.

Sainsbury's is committed to respecting the environment, so with an aim to be the UK's greenest grocer, the supermarket giant is partnering with Teesside University in a £1m project to find ways to cut the amount of fat used in fried food.

As well as improving efficiency and reducing carbon output, the three-year project could also result in healthier crisps and snacks.

The University is working with Sainsbury's and members of its supply chain to explore different ways to improve efficiency and reduce the take up of oil in fried food.

The project is part-funded by the Technology Strategy Board, a public body set up to accelerate economic growth by stimulating and supporting business-led innovation.

Teesside University will provide expertise in food science, chemistry and sustainable technology to optimise the management of oil in the production process.

The five main aims of the project are to:

- reduce oil use and oil degradation
- reduce production costs through increased productivity and efficiency
- increase the shelf life of crisps and other snacks, reducing supply chain waste
- reduce product oil pick-up during frying
- find options for oil and energy reuse.

Victoria Yell, Sainsbury's Technical Manager, says, 'We'll be looking at many different options for achieving these aims.

'It could be that we devise a new piece of machinery or a new process on the production line, a different way of preparing the food or a combination of different things.

'As well as increasing efficiency and



productivity, there is also going to be a health impact as there will be less oil used in the manufacture of the foods.

'I'm very confident that at the end of the three years we will have developed innovative ways to achieve our aims.'

The first year of project activity will predominantly take place at Teesside University and will involve a wide range of research and experimentation.

In the second year, ideas that have been developed in the laboratories will be upscaled and tested in the factories of Sainsbury's industrial partners.

In the final year of the project, the results will be analysed and published and any process or innovations which have been developed will be patented.

At all stages of the process, taste panels will be used to assess the impact upon the consumer.

Teesside University was chosen to collaborate with Sainsbury's because of its proven experience of similar projects.

Previous work the University has undertaken in this field includes spearheading the Resource Efficiency Pathways to Sustainable Growth (REPS) project – a £2m scheme, supported by the European Regional Development Fund to help over 150 North-East companies

improve efficiency and sustainability, make cost savings and reduce carbon production.

Teesside University also worked with Hartlepool based Camerons Brewery to improve its energy efficiency, bringing a graduate into the company, with academic supervision, to deliver the project.

Garry Evans, Teesside University's Sustainable Technologies Manager, says, 'This is a great project and it's fantastic to be working on it with a company like Sainsbury's. There is a lot of competition for these projects. Out of more than 1,600 applications there were only about 30 successful bids.

'From a University perspective it proves that we have the capacity and capability to deliver successful results. The market for what we're working on is in excess of £2bn so even a small reduction in the cost of the process could have massive impact.

'The work that we do could also have implications for many other industries.'

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# BUSINESS FOCUS

with Professor Cliff Hardcastle

**Professor Cliff Hardcastle is Deputy Vice-Chancellor for Research & Business Engagement at Teesside University. He directs the use of University skills and expertise in support of business and industry, heads the University's work on the regional DigitalCity regeneration project and grows and develops the institution's research strategy.**

Universities play a vital role in the development and growth of the economy through research and innovation, skills development and the provision of highly skilled graduates.

What is equally important is a close working partnership between universities and business.

It is evident from several high profile reports and reviews that the Government sees this partnership as a key driver for economic development. The 2012 Wilson Review of university-business collaboration, to which I contributed as a panel member, championed collaboration over competition and highlighted the need for significant improvement in the quality of university-business partnerships.

Sir Andrew Witty's Independent Review of Universities and Growth, published in October 2013, recommends a significantly stronger role for universities in economic development, improved SME access to universities and fewer complex funding streams supporting research and innovation.

When I became Deputy Vice-Chancellor, one of my driving ambitions was that Teesside University would achieve regional, national and international recognition as the UK's leading university for its work with business. We have an established track record of working with business to deliver innovative solutions in everything from research and development to academic qualifications, training and consultancy. Since January 2011, for example, we have worked with a total of 1,051 organisations.

Through our activities funded by the European Regional Development Fund we have supported 661 companies and created 554 jobs. To date, 430 new businesses have been created through the University's pioneering graduate enterprise and DigitalCity Innovation initiatives.

One of the great strengths of our University is that we have been able to respond rapidly to change. As the needs of businesses, public, private and third sector move on, so we have moved on. We have proactively aligned our strengths in engineering, science, digital, design and business to the economic needs of our business community and UK PLC. We have also sought to address the health and welfare needs of society through our excellent work in health, social sciences and our cultural offering.

The University works with all sectors – forming partnerships to help individuals and organisations achieve their maximum potential through high quality learning, teaching, research and innovation.

In the 2012 Heseltine review, *No stone unturned: in pursuit of growth*, one of the recommendations on how to increase UK growth was to empower Local Enterprise Partnerships (LEPs) with more support from business membership organisations. LEPs provide an opportunity for local authorities and businesses to work together to decide on priorities for investment – supporting economic growth and creating Enterprise Zones allowing businesses to prosper.

Teesside University supports the development of three LEPs – North East LEP, Tees Valley LEP and the York,



North Yorkshire and East Riding LEP. We contribute to the overall strategy and act as a mechanism to deliver strategic change, using our specialist expertise to help shape projects.

The vision is to create partnerships to support growth, jobs and investment for the region. As we move into a new round of funding for growth via European Structural Investment Funds the University will continue to work closely with the LEPs in supporting the needs of business.

I hope you will discover more about the work we do in this issue of R&B to inspire you to get in touch and find out how working with Teesside University can benefit you and your business.

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[tees.ac.uk/research](http://tees.ac.uk/research)  
 @DVCHardcastle



# Start it up at Teesside for Global Entrepreneurship Week

**Moves to create an exciting new start-up culture in the Tees Valley are taking another step forward at Teesside University as part of this year's Global Entrepreneurship Week.**

The week sees the University teaming up with the business accelerator Searchcamp to offer an innovative 'lean start-up' programme with world-class speakers between 15 and 24 November.

With 'Take a Step Forward' as a worldwide theme for Global Entrepreneurship Week, the University's events are aimed at new and aspiring entrepreneurs who are ready to move to the next stage in their plans.

Searchcamp was founded as a partnership between the University and local investors, offering new companies

up to £15,000 of seed capital and intensive mentoring over a three-month period while living and working on campus.

The lean start-up methods which form the core principles of Searchcamp are the central theme for Global Entrepreneurship Week at Teesside.

Bobby Paterson, Searchcamp Programme Director, says the programme is part of an effort to make a start-up economy and community in the Tees Valley, akin to places like Boulder, Colorado.

He says, 'It's fantastic to connect and work alongside highly talented and

energised people to look at ways of solving problems and working together.

'A collaborative economy helps to create a much more sustainable start-up environment.'

Activity begins on Friday 15 November with Evolv Weekend Middlesbrough, an immersive structured learning experience for start-up companies.

Throughout the weekend, business teams will receive intensive coaching and mentoring from leading entrepreneurs from the UK and Europe, in a similar manner to the full Searchcamp programme. Featuring intensive coaching and mentoring for

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business teams, delivered by leading entrepreneurs from across the UK and Europe, the weekend operates effectively as a mini-Searchcamp.

Prizes on offer for the best businesses include investment and a place on the next Searchcamp accelerator programme.

Past Evolv weekends have been held in major European cities including Rotterdam and Antwerp.

The week that follows sees new businesses, academic staff and researchers taking part in tailored workshops again delivered by high-profile experts in entrepreneurship.

Students who are interested in setting up their own business have their own one-day event, with sessions on start-up and

customer development – all based on lean start-up principles and first hand input. They will hear directly from the businesses that have graduated from Searchcamp and are now winning investment in their companies.

Bobby adds, 'Teesside University is committed to entrepreneurship as a very real career path and there is a pipeline of quality from the Fellowships at DigitalCity Innovation through to the incubator units at the Victoria Building. Searchcamp fits perfectly into that pipeline.'

'We're delighted to have the opportunity to work with the University to make Global Entrepreneurship Week a real stand-out experience for ambitious entrepreneurs. We hope that it enables many new

start-ups to look at ways of increasing profitability and making their business more sustainable.'

This project is part financed by the European Regional Development Fund (ERDF), managed by the Department for Communities and Local Government.

The ERDF Competitiveness Programme 2007-2013 is bringing over £300m into the North East to boost innovation, enterprise and business support across the region.

For more information on Global Entrepreneurship Week at Teesside University visit [gewtees.co.uk](http://gewtees.co.uk) and follow @teessideuni and @searchcamp.

# Success for Teesside Searchcamp

By David Roberts

**The first ever Searchcamp accelerator programme at Teesside University has been hailed as a resounding success.**

**Entrepreneurs from as far afield as Italy, Spain and Romania spent 13 intensive weeks on the campus developing their business ideas and products.**

At the end of the 13 weeks, six of the teams pitched their ideas in front of panels of investors and entrepreneurs at Demo Days at Teesside University and Campus, the co-working space in the heart of East London's Tech City powered by Google.

The start-ups ranged from a social networking site for cats through to a mobile dating app for students.

Over the course of the three month accelerator programme many of the teams saw strong revenue growth and some have already attracted further investment.

All six of the teams have now moved to

premises in the heart of Middlesbrough's Boho Zone and will continue to access world-class mentoring and advice from the Searchcamp team as they look to grow their companies.

Bobby Paterson, the Searchcamp Director, says, 'This has been an incredible learning experience for everybody involved. We set out to be the best we can be and I believe we have achieved that.'

Professor Cliff Hardcastle, Deputy Vice-Chancellor (Research & Business Engagement), adds, 'Searchcamp is a reflection of the entrepreneurial spirit of this University. We're always looking for opportunities to generate new businesses and this has been an amazing experience.'

'It's been a tremendous success and some wonderful companies have come out

of it and it's something we want to continue to support. I anticipate that many of these companies will be hugely successful and generate significant income for themselves and their shareholders.'

Searchcamp is a partnership between Teesside University and North-East entrepreneurs. Start-ups benefit from £15,000 of capital and workshops with internationally-renowned speakers in return for a small stake in their business.

Plans are now underway for the next Searchcamp accelerator programme in 2014.

For more information visit [www.searchcamp.co](http://www.searchcamp.co)



**SEARCHCAMP**

# Teesside academic to lead Engineering Professors' Council

**A Teesside University Dean has been elected to a leading position in a prestigious academic engineering organisation. David Roberts meets Professor Simon Hodgson, Dean of the School of Science & Engineering.**

Professor Simon Hodgson has been made President of the Engineering Professors' Council (EPC).

The Council represents academics from all the engineering disciplines and works to promote excellence in academic engineering in higher education. Its membership comprises 78 institutions and nearly 6,000 individuals.

Professor Hodgson was elected to the senior role after a successful 12 month tenure as vice-president. It is the first time that an academic from one of the post-1992 universities has succeeded to the post.

He says, 'I'm very honoured to have been elected president as this is a very prestigious organisation. I've been fortunate in my career to work in all kinds of universities which, to some extent, has given me a breadth of understanding of the sector.

'There are a lot of challenges and opportunities ahead and I hope that I will be able to bring a different perspective to the role.'

Originally from Kent, Professor Hodgson joined Teesside University in 2007. He has a PhD in the field of engineering materials and before coming to Teesside taught at Sheffield Hallam University, the University of Humber and Loughborough University, and has also worked in industry.

During his two year presidency of the EPC, Professor Hodgson hopes to concentrate on three key areas:

- ensuring that students coming to

university are sufficiently prepared and technically equipped to study an engineering degree

- ensuring that British engineering degrees are internationally competitive, particularly as in many other countries students spend an extra year studying engineering at university
- strengthening research and innovation and knowledge transfer.

He adds, 'I want to work extremely hard to strengthen these three areas as they are key to ensuring that universities in Britain will continue to develop the best engineering talent. The EPC represents many different engineering departments and faculties and the challenge will be how to get unanimity of views to ensure these aims are met.'



# Teesside University shortlisted for award

By David Roberts

**Teesside University has been shortlisted for a prestigious award as one of the UK's most enterprising universities.**

The University has been named as one of six finalists in the Entrepreneurial University of the Year category in the *Times Higher Education Awards 2013*.

The award celebrates universities which have 'developed an environment and culture that fosters enterprising attitudes among all members of its community and delivers significant entrepreneurial impact at regional, national and international levels'.

Teesside University has a strong reputation for business engagement and was described by business secretary Vince Cable as 'one of the best universities in Britain' and an 'example of how the private sector can get involved'.

It also has a particularly strong track record of helping new businesses. The University has well-established start-up units at the Phoenix and Victoria Buildings and the innovative Business Balcony at Darlington campus provides an ideal place for fledgling businesses to hotdesk and access meeting rooms.

In addition, the Fellowship programme at DigitalCity Innovation has helped to establish more than 200 companies and nearly 300 jobs.

In June Teesside launched Searchcamp, the only business accelerator programme in the country to be run in partnership with a university. Six start-ups from as far afield as Spain, Romania and Italy took part in the programme which saw them live and



work on the Teesside University campus while they developed their businesses.

Laura Woods, Director of Academic Enterprise, says, 'At Teesside we want to prove that entrepreneurship is a genuine career path and we have helped some fantastic companies to grow on our campuses in Middlesbrough and Darlington.

'We are delighted to have been shortlisted for this award which is a tribute not only to the hard work of our staff but also the entrepreneurial spirit of all the start-up founders we have helped.'

The winner of the awards will be announced on November 28 at a ceremony in London.

## Hundreds gather to Meet the Buyers

Businesses were given the chance to meet face to face with dozens of buyers at a business event held at Teesside University.

Doing Business@Tees saw more than 200 delegates visit the Middlesbrough campus for a chance to meet with some of the region's key buyers. Some of the North East's biggest business names attended to meet potential new local suppliers at a Meet the Buyer event organised as part of the day's events. They included PD Ports,

Fujifilm, Cleveland Police, Ineos Group, Kier, Pickering's Lifts and the Ministry of Defence.

Other features of Doing Business@Tees included the Marketplace where over 30 organisations were on hand offering help and advice in areas of business including sales and marketing and finance and funding.

There were also masterclasses and workshops from a range of speakers including David Robinson, Chief Executive of PD Ports, Colin Kelly, owner of digital

agency MAADigital and Dr Sue Smith, Assistant Dean of Teesside University Business School.

Laura Woods, the University's Director of Academic Enterprise, says, 'Teesside University has a strong track record of working with business and encouraging innovation and we were delighted, through this event, to show that the University is the place to do business.'



# North East entrepreneur engineers business take off

**The North East may have been hit by the recession but Bryan Bunn has refused to let that stand in his way. The Teesside University MBA graduate is now the boss of a rapidly expanding engineering design company at Wynyard.**



Teesside MBA graduate Bryan Bunn, the boss of a rapidly expanding engineering design company based at Wynyard, is reporting an extremely positive two years in business. Turnover has increased three-fold and the company has taken on 74 new members of staff since starting up in 2010 with a team of four.

Proud recipient of the North East Business Newcomer of the Year award, Nortech is without doubt a company that is going from strength to strength. Bryan studied part-time for his MBA at Teesside University, graduating in July 2004.

From Stockton-on-Tees, Bryan, 51, started out as an apprentice mechanical engineer at ICI Billingham in the early eighties. But his fledgling career was sadly short-lived when over a hundred apprentices were laid off as the recession hit. He went back to college then progressed to the MBA at Teesside to bolster his strategic management skillset. He was 43, married with a young family and working full-time in the engineering sector.

Bryan says, 'It was hard work, juggling study with a busy full-time job and family life, but it ultimately paid off. The sense

of achievement when I went up to accept my MBA from the Chancellor was huge, and I can honestly say that it is one of the best things I have ever done in my life. I'd recommend studying later in life to anyone who is considering supplementing their existing skills or moving up the career ladder.'

After a career in engineering that saw Bryan gain experience in the oil and gas, petrochemical, chemical, nuclear, iron and steel sectors, he took the decision in April 2011 to set up Nortech Solutions with an initial four members of staff.

The company serves the offshore and onshore oil and gas sectors as well as the chemical process and steel industries. From small beginnings, Nortech has undergone rapid strategic expansion and now has three different companies under the Nortech Group umbrella: Nortech Solutions, Nortech Staffing Solutions, and Nortech Oil and Gas Ltd.

Nortech Solutions is an engineering design and project management company, with the capabilities to provide fully integrated services through the life cycle of a project from concept to completion. Nortech Staffing Solutions provides advice and recruitment services

while Nortech Oil and Gas Ltd provides its clients with brownfield engineering design, procurement and construction management solutions.

'We hit the ground running with a contract from Jersey Gas Company Ltd, which still has six months to run. On the back of that deal we went from six to about 20 staff. The business has already exceeded our initial three-year plan,' Bryan smiles.

A multi-million pound contract from EnQuest took Nortech to another level and saw another 40 people join the firm. The company now employs 78. 'They have bought into the vision and taken a leap of faith. With such a young company you are asking people to take a chance, but with that comes a great opportunity to do something exciting and hopefully to have fun in the process.'

Like Bryan, many of the Nortech team have been born and bred in the North East of England and many have been keen to re-settle in the region after working overseas or making the weekly commute to offshore jobs in Aberdeen.

Bryan himself is a fervent ambassador for the North East and its people, 'I've travelled extensively overseas for work and on almost every occasion you find that the people making the job tick hail from the North East. Our people are one of this region's greatest exports and our engineering skills help to power companies all over the world.'

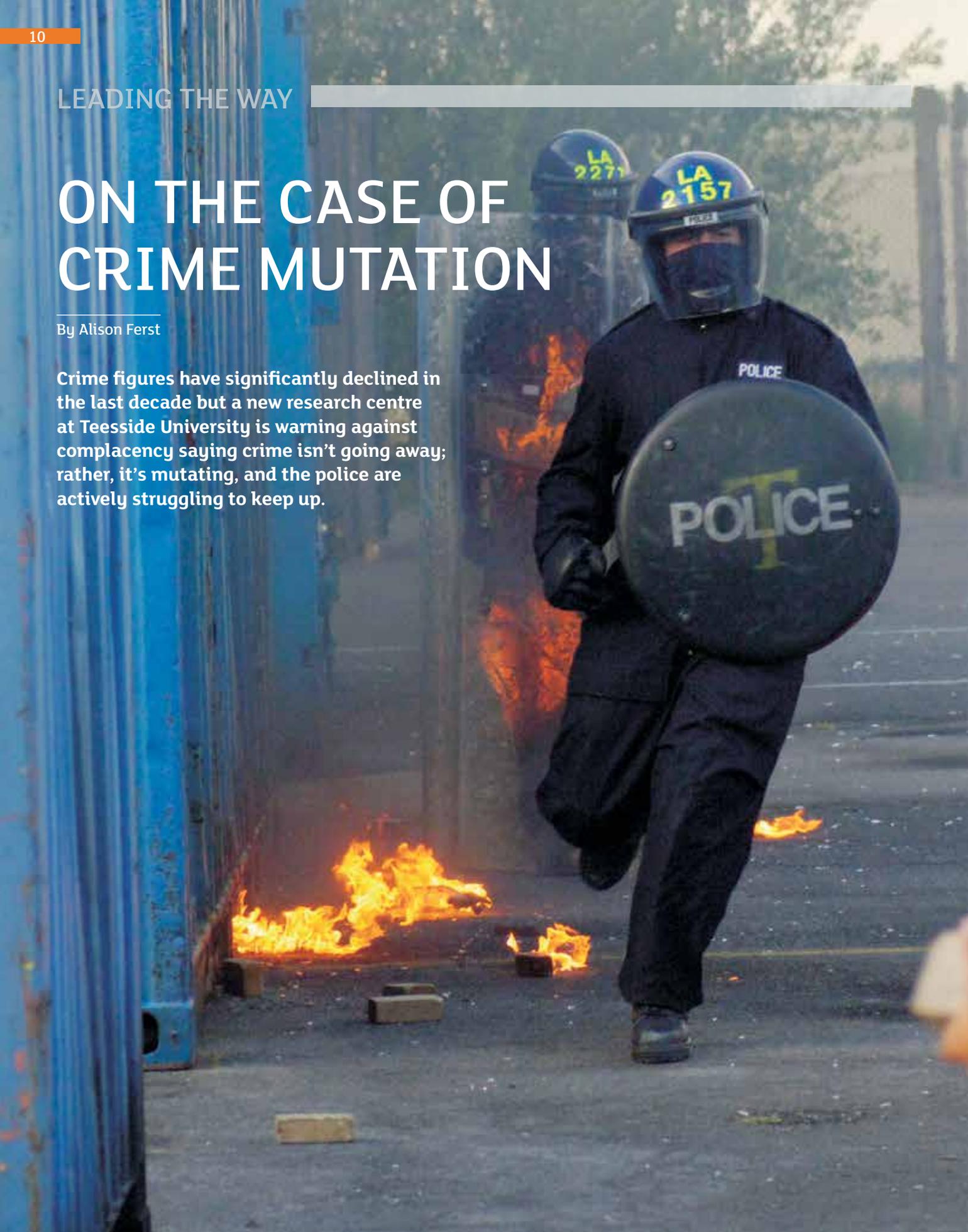
Nortech plans to further expand its client base in the upstream oil and gas sector and Bryan is optimistic about the company's plans for the future. He is investing in the future too: the company is also currently supporting five of its junior staff through courses at Teesside University.

LEADING THE WAY

# ON THE CASE OF CRIME MUTATION

By Alison Ferst

Crime figures have significantly declined in the last decade but a new research centre at Teesside University is warning against complacency saying crime isn't going away; rather, it's mutating, and the police are actively struggling to keep up.





Left to right are Professors Simon Winlow and Steve Hall.

**Teesside University's new Centre for Realist Criminology is set to investigate the changing nature of crime and the social harms and injustices that currently beset society.**

The University has a long established international reputation for research excellence in criminology, and some of the leading names in the world are now based at the institution.

Professors Simon Winlow and Steve Hall are the Centre's co-directors and they are determined to shake up contemporary criminological research.

The fundamental aim of the research centre is to promote cutting-edge criminological research that looks critically at the harms and injustices of contemporary society. They are also concerned with power, inequality, violence and criminal motivations.

Professor Winlow explains, 'Crime rates have dropped significantly since 2000 but most criminologists are unable to explain precisely why this is. All the indicators are in place that would suggest a significant growth in crime, like rising inequality, but crime appears to be falling. While the actual reasons for this disparity are quite complex, what we're seeing is the mutation of traditional criminal markets and the inability of the criminal justice system to keep up with these changes. For example, a number of crimes are increasingly negotiated or perpetrated electronically, on the internet. Traditional policing methods simply can't detect these crimes, and so a significant amount of crime is missing from statistics.'

Professor Hall says, 'At the same time, many traditional criminal markets are drying up, or adapting to changing conditions. For example, the sell-on value of lots of household items has fallen dramatically. We can buy a DVD player legitimately in the supermarket for £20, so why bother to buy one from a burglar in a pub? Changes like this, and the ubiquity of

security devices, make burglary much less attractive. Of course none of this reduces the motivation to commit crime, so we need to think again about the reality of criminal markets and not simply accept the standard 'crime decline' narrative.'

While, statistically at least, crime appears to be falling, this should not be taken as an indication that we are becoming a more humane or civilised society. Professor Hall adds, 'This is one of the key goals of the research centre. We want to look at the forms of social harm that exist beyond a narrow analysis of illegality. At the moment we see individuals, communities, indeed whole populations harmed by behaviours that are, on the face of it, entirely legal.'

Professor Winlow says, 'Politicians claim that the fall in reported crime is an indication that we are winning the war against crime. Some academics claim that we're all becoming nicer people, and that less crime is an indication of a more tolerant and civilised society. But look around you: we live in a society of huge inequality and injustice. Wars continue to rage constantly. We are more anxious and insecure than at any point in recent history. Our culture is increasingly competitive, and we have very little compassion for those that fall to the bottom of our society.'

'If we add to this the degradation of the natural environment and the huge ecological problems that lie just ahead of us, and the monumental problems we face in terms of generating enough food, water and energy to maintain growing populations, we should be able to see quite clearly that there is no room for complacency.'

'A good example of social harm is the explosion of anxiety disorders and depression that beset many western societies. The fact of the matter is that these problems reflect the way we live now. There is a tendency today to compare ourselves and our lifestyles to the rich and famous. When we don't measure up we judge ourselves negatively.

Furthermore, there is progressively less and less that is secure and reliable. Our jobs, our relationships, our friendships are increasingly insecure. This informs our emotional life, and more and more people are seeking help.

'These social trends are totally divorced from crime and illegality. Indeed, the pharmaceuticals industry makes billions out of providing a chemical cure for these ills. They're not crimes, but there is most definitely a significant cost to the individuals concerned and to our collective life together. What we hope to do is to develop analyses that address these kinds of harm, the harms that are ignored or treated as unavoidable and unimportant by other social scientists.'

Professor Winlow believes that the centre can solidify Teesside's reputation for ground-breaking criminological scholarship. He says, 'Teesside already has a global reputation for excellence in criminology and our goal is to build on that. I sincerely believe that Teesside is producing some of the best criminology anywhere in the world. The level of expertise we have in the centre is second to none'.

Members of the new centre include:

- Professor Georgios Antonopoulos, who is an expert investigator on the financing of organised crime and is developing expertise in how to prevent the online trade of fake medicines, with grants worth almost £1m from the European Commission.
- Dr Georgios Papanicolau, who specialises in research into policing, criminal markets and human sex trafficking.
- Dr Philip Whitehead: crime and neoliberalism, probation, criminal justice and crime and morality.
- Dr Anqi Shen: policing, comparative criminal justice and criminal law.
- Dr Louise Wattis: gender and crime and fear of crime.

# Top 20 songwriter is new social entrepreneur in residence

By David Roberts

**A songwriter who works to empower community groups with the help of digital technology has been appointed Teesside University's social entrepreneur in residence.**



Steve Thompson, who has composed hits for a variety of international artists including Celine Dion, Elkie Brooks, Sheena Easton, Elaine Paige and Sarah Brightman, hopes to use his latest role to increase student volunteering at the University and to strengthen links between social enterprises.

Steve, pictured above, who works at Teesside University as the DigitalCity Community Engagement Coordinator, is recognised throughout the UK and Europe as a leading figure in community engagement through digital media and ICT.

With the help of Teesside University's Social Entrepreneurship Fund, he has helped to set up his own social enterprise, East Cleveland Online (Ecol), which has created a digital network of community groups and creative projects.

His work has taken him across Europe where as well as being a founder member of the Community Informatics Research Network he has run workshops and

lectures in Poland and Austria. Steve intends to use his one-year tenure as social entrepreneur in residence to increase the University's contact with external social enterprises and seek new opportunities for collaboration and to strengthen links with social enterprise networks and events.

He says, 'This is an exciting new role and in many ways social enterprise is of its time. Having set up my own social network, Ecol, I'll be practising what I preach.'

Before working for the University, Steve had a long song-writing career which included penning the top 20 hit, *Hurry Home*, for Wavelength in 1982. He has also composed hits for the heavy metal band The Tygers of Pan Tang, as well as producing Venom and Raven and was also invited to write the soundtrack for *Jaws 3D*.

Steve's social enterprise, Ecol, grew out of a DigitalCity project, the Digital Discovery Route, which ran from 2004 to 2006, and helped to create a loose grouping of community organisations. Its members now include Cleveland Ironstone Mining

Museum, Skinningrove History Group, the Loftus Town Crier and Freeborough Academy Community Radio.

The social enterprise's primary function is to share and fund web space. However, it is also investigating new ways for the groups to collaborate and develop new online markets, as well as exploring e-commerce.

Steve is also working with Ecol to develop a community media channel and a citizen journalist network. He has also worked with Community Voice FM in Middlesbrough to train the volunteers at the community radio station how to maximise their potential by using the latest digital technology and industry standard broadcasting equipment.

Steve says, 'Music was the first part of my life and latterly I've been working with digital community engagement. Where possible I love to work with these two separate parts of my life and connect them'.

Teesside University is one of 56 institutions to be chosen to support social enterprise with a £25,000 award from social entrepreneur charity, UnLtd, as part of a new initiative by the Higher Education Funding Council.

Steve is taking over as social entrepreneur in residence from Kate Welch OBE DL, who as a leader of the Acumen group of social enterprises helped the University build a platform to support social enterprise.

**If you are interested in starting a social enterprise contact us:**

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# New business takes patients on a sensory voyage

By David Roberts

**Patients with debilitating conditions can find it difficult to get out and about and miss out on the everyday experiences we all take for granted. Now, thanks to a new business founded by two Teesside University graduates, they can still take a sensory voyage of discovery.**

Sensory Voyages is a new business which brings the sights, sounds, textures and even smells of a variety of different experiences to people who would ordinarily be unable to enjoy them because their debilitating medical condition limits physical activity.

The business is the brainchild of Olivia Gilgunn and Emma Wilson, graduates from BSc (Hons) Occupational Therapy at Teesside University. Together they came up with the idea for the business following a project they completed in their final year.

Students were asked to undertake a 'role emerging' placement working in a situation where there is no existing occupational therapy input. Olivia and Emma worked at a residential home for adults with neurological conditions and devised a group activity which brought the sensory experiences of a day at the beach to the residents.

The activity was designed to relax and stimulate participants and also encourage them to reminisce. As a story was read out, at various points the group were encouraged to handle a variety of objects in a sensory box, such as sand and other tactile objects, while listening to seaside noises and watching footage of waves on a beach. At the end of the story, they were encouraged to talk about what they had experienced and share memories.

Olivia, 21, from Ireland, says, 'We found that the story acted like a kind of catalyst. Everybody reacted to it slightly differently and the sensory stimulation helped to make the story more alive. When the placement came to an end we saw the benefits it brought and thought that maybe

we could take it a step further.'

The pair took advice from Teesside University's graduate enterprise team and set up Sensory Voyages. They are working with several clients to tailor the sensory boxes to each individual group's requirements. As well as the beach voyage, they have compiled several other sensory 'days out'. They are also exploring the possibility of registering the company as a social enterprise.

Emma, 26, from Middlesbrough, adds, 'We don't think there's anything like this out there. It really helps improve the quality of life for the people we work with and gives them something to focus on. It can be applicable to so many different people of all ages and needs – from people with dementia to young children. It's very

client-centred and we can work with people to deliver what they want.'

Cath Wright, Senior Lecturer in Occupational Therapy, says, 'The BSc (Hons) Occupational Therapy at Teesside was designed to help students to develop the skills to demonstrate how occupational therapy could be used in role emerging areas of practice. This is important so that graduates can sell their skills and show how employable they are.

'We are very proud of Olivia and Emma, who have found a gap in the market and are demonstrating the entrepreneurial skills we value. We wish them every success.'

For more information on Sensory Voyages visit [sensoryvoyages.blogspot.co.uk](http://sensoryvoyages.blogspot.co.uk).

Left to right are Olivia Gilgunn and Emma Wilson.



# PASSIONATE ABOUT PLACE

**Housing provision may not immediately strike you as the most creative of professions but Group Chief Executive of Fabrick Housing, Alison Thain OBE, begs to differ. Nowhere is her creativity more apparent than in the company's new office in Middlesbrough – and of course in her vision for the future of the company.**

**Alison Ferst meets one of the country's top housing chiefs in her new head office which is a living example of why place is so important.**

Deckchairs, honeypot-shaped meeting pods, squishy sofa break-out spaces plus a top class brasserie on the doorstep – it's like Google has moved to Middlesbrough.

Add to that views of a famous historical landmark and a sculpture of international importance and you can see why Alison Thain, the Group Chief Executive of Fabrick Housing, is pleased with the new head office at Hudson's Quay.

'It makes people smile when they come in and see what we have done. We all worked together, all the staff, to come up with the ideas to make the office space what we wanted. It's all open plan but with carefully crafted spaces which inspire creativity.'

'People are often mistaken that you don't need creativity to be in the housing business, but I don't believe you can run a business without creativity.'

And you can't run one as successfully as Alison does without passion either. 'I am extremely passionate about housing and community, as is everyone who works in this field. When I need a lift I go and visit the area offices and just see how everyone goes that extra mile to help people because having a stable home changes lives.'



Her love of working in the housing field began when she was just 17 working for Newcastle City Council. 'A lady rang up every day, she was being abused by her partner and she desperately needed to get out of the situation with her children. Service delivery was very different in those days and it wasn't easy to move. I went around the system and found her somewhere to live on the other side of the city. It changed her life and it proved to me how housing, having a stable and good home in a good community really does change lives.

'It was my epiphany and I knew that my career was in housing. Of course I never owned up to what I had done, which I do feel bad about,' she laughs.

Alison, now 57, came south to Middlesbrough over 20 years ago in what she thought would be a brief career move to be chief executive of a small housing association for Cleveland and Teesside which was struggling and in danger of being wound up.

'I had 500 houses and six staff. With acquisitions and mergers and the help of great people we have grown from there.'

Fabrick began in 2008 when it brought together the traditional association Tees Valley Housing and Erimus Housing

On 5 April 2014 Fabrick will merge with Vela Group housing association to become the largest housing association in the North East with 32,000 properties, almost £1bn worth of property assets, a turnover of £150m and 1400 staff. This will put it in the top 25 housing associations nationally. Vela Group incorporates Tristar Homes in Stockton and Housing Hartlepool.

One thing Alison is certain of is that growth will mean that the company can do more to improve communities. 'We have made a £10m profit in 2013 but all

that is reinvested into our properties and communities, we are like a big social enterprise.

'People were often saying to us that they loved their house, if only they could pick it up and move it to a different area which made it clear to us that we had a role in dealing with anti-social behaviour and regeneration.

'We work to support local people and communities, working in partnership with organisations like Teesside University to raise aspirations and help people gain skills. We've also worked with the University on a knowledge transfer project to evaluate our community engagement so we can continue to work on refining what we do.'

Alison believes the newly formed group, which is not yet named, will give them more power to deliver ever more services.

Fabrick is working with the Keiro project based on 'the Gateway' at Middlehaven – a multi-million pound project providing community based neuro-rehabilitation and support services. The company is also involved with the CIAC Community in a Cube, an apartment building which includes facilities such as a café, gym and health centre.

In an even more unusual move, but as part of the regeneration of the area, Fabrick has invested in the Brasserie Hudson Quay – which is already attracting diners from all over the region. It has been designed to recall the grand euro cafes of France, Spain and Italy and offers everything from coffee and breakfast to an a la carte menu.

'We knew this had to be a destination because there isn't really any casual footfall but we are delighted with how well it has taken off as a place to dine. It's very popular with businesses.'

Alison is also very keen to be involved with businesses all over the Tees Valley



**I believe networking is really important when you want to make things happen. It is important not just to the business but to the regeneration of the region which I am passionately dedicated to**

and beyond. She is a Teesside University governor and is involved in the Local Enterprise Partnership, as well as being a council member of the Confederation of British Industry and Chamber of Commerce.

As part of the office space at Fabrick, Alison is also developing a conference space which she wants to use to bring businesses to Teesside for events so they can see for themselves what the area has to offer and meet other businesses.

'I believe networking is really important when you want to make things happen. It is important not just to the business but to the regeneration of the region which I am passionately dedicated to.'

And with the number of people who would be delighted to have a tour of the inspired and inspiring work space she has been central to creating that shouldn't be any problem for Alison Thain.

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# Law clinic launches new legal apps

## Teesside University's law clinic has developed two unique apps to help people negotiate complex legal processes saving time and costs.

The clinic has developed a free app which guides litigants through the procedures to make a claim at the Small Claims Court. Another app, which costs £2.99, has been designed for landlords and takes them through the process of ending a tenancy.

Teesside Law Clinic, which offers free advice and representation to the public with the help of Teesside University's academics, external lawyers and students, now hopes to develop further apps on a wider range of legal issues.

The apps are a series of walk-through guides. At each stage of the legal process, the user is asked questions and depending upon their answers is either given an explanation of the procedure or directed to websites which can help them.

Andrew Perriman, Senior Lecturer in Law, who runs Teesside Law Clinic, says the

apps help people who are struggling with the processes of bringing claims or ending tenancies correctly.

He explains, 'For people who are unfamiliar with the legal system, even something relatively straightforward like a small claim can be extremely complex. Evicting a tenant can be a very lengthy process and if it goes wrong it could add months to the proceedings. Hopefully these apps should make the process a little more understandable.'

The small claims app deals with topics such as completing the relevant documentation, the hearing, compiling bundles and how to address the officers of the court. There is also a useful interest calculator to work out exactly how much money is owed.

The landlord app helps users to process an eviction under Section 8 or Section

21 of the Housing Act 1988, as well as more complex issues such as accelerated possession proceedings.

If the app is unable to provide the necessary advice users are signposted to links to solicitors' firms that may be able to help, although they may charge for their service.

Andrew adds, 'A lot of pro bono funding has been slashed and, coupled with the cuts to legal aid, there is even less money out there for us to do our work and for people to bring claims. These apps give people the opportunity to bring claims and end tenancies much more cost effectively and to obtain general information which may assist them.'

'There is an added benefit to us, as the income that we generate through advertising can be ploughed back into the pro bono work that we do.'

The app has been designed with the help of Pixelbrawl, a software development company founded by Teesside University graduates Simon Launder, James Whitmore and Matthew Daroczy and supported by the University's DigitalCity Innovation project.

The small claims and landlord app are both available on iOS and Android platforms. Search for them in your app store by typing 'TLC small claims' or 'TLC landlord'. Law firms can also advertise on the apps for claims that exceed £10,000 or where users need more help with landlord claims. Advertising revenue from the apps is used to provide our current services and develop further assistance to members of the public.

If you are interested in the services of Teesside Law Clinic contact us:

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[tees.ac.uk/lawclinic](http://tees.ac.uk/lawclinic)



# Divine Web De

## WEB DESIGN IS DIVINE

By Sarah Hughes

**A partnership between Teesside University and a growing digital design business is helping a recent graduate gain experience while helping the business grow.**

Through the University's unique Knowledge Exchange Internship (KEI) scheme, Divine Web Design have been able to bring on board the skills of recent graduate Kevin Slater, to help develop a mobile app to provide a one stop directory for business details and information.

The KEI programme is a model developed by Teesside University to help regional companies benefit from a full-time graduate in the business, supported by a team of specialist experts who use their technical know-how, research and innovation to help achieve key business objectives. It is part financed by the European Regional Development Fund.

Colin Nixon, Managing Director of Divine Web Design which is based at the University has seen the project benefit in a number of ways since joining the partnership.

He says, 'It was in the initial planning stage of the new directory that we recognised a need for additional specialised web knowledge and the opportunity to join the University's KEI

programme came along. We noticed a gap in the market to provide one portal that would give users a comprehensive directory of businesses across a range of sectors. The directory also allows businesses to buy in the service at various levels from basic details to premium packages.'

A KEI can be ideal for a company needing expert help with a short term project, perhaps to introduce new technology or new working practices. As well as help finding a full-time graduate the company also gets academic support to deliver its programme.

Since taking up the internship Kevin has flourished. He says, 'This is my first job since graduating. I saw the position advertised and thought it would be a great opportunity to develop my skills and gain some real hands-on experience with a young and vibrant company.'

The directory will be free to download on iOS and Android from the beginning of November.

To find out more about the directory and how to download the app visit [www.divinewebdesign.co.uk](http://www.divinewebdesign.co.uk).

Find out how your business could benefit from a KEI:

T: 01642 384068

E: [business@tees.ac.uk](mailto:business@tees.ac.uk)  
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**A KEI can be ideal for a company needing expert help with a short term project**

Left to right are Kevin Slater and Colin Nixon.

# RESEARCH IMPACT GOES FAR AND WIDE

**Whether it's the impact of unemployment, the fall-out from far-right and fascist attacks or evaluating the fear of crime, research at Teesside University is far reaching. The range of expertise means research has an impact across all communities and neighbourhoods.**

## Professor's generosity continues legacy of research

A Middlesbrough animation expert is at the forefront of ground-breaking research into simulating the way people move in relation to the size of their body and it's thanks to the generosity of a former Teesside University professor that the study is reaching its conclusion.

Satish Shewhorak, 32, is three years into a PhD study which, for the first time, uses computer-generated imagery (CGI) to simulate movement by people of varying weights and sizes – improving the believability and realism of animated crowd scenes.

The study is funded by the James Caldwell Scholarship, named in honour of Professor James Caldwell, a former Teesside University professor who generously gives £2,000 a year to fund a PhD student.

Professor Caldwell says, 'Satish is a very deserving student and I am convinced that I made the right decision to start this scholarship. It is very exciting and ground-breaking work and I am sure it will have a real impact in the field of animation.'

Satish, who studied MA Computer Animation at Teesside and previously ran moShine Animation Studio, explains, 'To use CGI to specifically focus on different dimensions such as weight and shape, as far as I know, has never been done before. I am using my own data and methodology to recreate how, for example, overweight people would move and accurately portray

them in a crowd scene. I hope my work will make a focussed and valuable contribution to knowledge in this area of animation and improve the realism of crowds and characters.

'It would be really interesting to expand this work and look at how movement differs by ethnicity, age and gender.'

Satish is particularly thankful for the generosity of Professor Caldwell who has made a commitment to reinvest in

Teesside University and its community.

He adds, 'It has been an inspiration knowing there is somebody here who is willing to invest not only in my future, but in research, in the University and in the region. I would like to think that in the future I can follow the example set by Professor Caldwell and pass on my own knowledge, expertise and generosity to the next generation.'



Left to right are Satish Shewhorak and Professor James Caldwell.

## Book that dispels myth of ‘benefits scroungers’ wins prestigious British Academy prize

Two Teesside University professors, whose book exposed the myth of the benefits scrounger, have been honoured with a prestigious award – and donated their £2,000 prize money to a charity that helps people living in poverty.

Professors Robert MacDonald and Tracy Shildrick have been awarded the British Academy Peter Townsend Policy Press Prize for their book *Poverty and Insecurity: Life in Low-pay, No-pay Britain*.

The book, written with Professor Colin Webster from Leeds Metropolitan University and Dr Kayleigh Garthwaite, from Durham University, is based on research with people from Middlesbrough who were caught up in the low-pay, no-pay cycle – churning between low-paid, insecure jobs and periods out of work, often over many years. It demonstrates that people living in poverty are not like the prejudiced portraits of benefit scroungers as depicted in popular culture. Instead it finds a lasting work commitment and a hatred of claiming benefits among those living in, or close to, poverty.

The biennial Peter Townsend Policy Press Prize is awarded for outstanding work with policy relevance on a topic to which Professor Townsend – one of the most distinguished global figures in contemporary social policy and sociology – made a major contribution. This includes poverty and inequality, ageing and the lives of older people, disability and inequalities in health.

Professor Robert MacDonald, from the University’s Social Futures Research Institute, says he is delighted the book has received such recognition from the British Academy.

‘The book shows how poverty and insecurity have now become the defining features of working life for many,’ he explains. ‘It details the life stories of people who have been poor for much of their lives, juggling precarious work and meagre benefits. Ours was a study of the personal consequences of poor work which



Left to right are Professors Colin Webster, Tracy Shildrick, Dr Kayleigh Garthwaite and Professor Robert MacDonald.

dispelled the myth of the stereotypical benefits scrounger often depicted in popular culture.’

The £2,000 prize money was donated to Thrive – a charity based in Thornaby that works across the Teesside area and combines research, campaigns and projects to help the most excluded households in the region.

Professor MacDonald adds, ‘Thrive does some fantastic work in helping people who are living through difficult financial circumstances. The esteemed recognition of our book means an awful lot and to be able to donate the prize money to such a worthy cause makes it even more special.’

Greg Brown, Community Organiser at Thrive, says, ‘We are extremely grateful for this donation and it means an awful lot to the charity. Our aim is to support people living in poverty and raise awareness through campaigns and research – the money is a huge gesture of kindness.’

Born in Middlesbrough, Professor Peter Townsend, a Teesside University honorary graduate, became an international researcher and public intellectual who made an immeasurable contribution to analysis and policy-making in the areas of poverty and inequality, health inequalities,

disability and older people. He was a Fellow of the British Academy and the prize was established to honour his memory following his death in 2009.

Professor Sara Arber, Fellow of The British Academy and one of the judges, says, ‘This first class, scholarly and well-written book makes moving and poignant use of qualitative material to provide real insight into the circumstances of people in North East England caught in the low-pay, no-pay cycle. It is in the tradition of Peter Townsend’s writing, is highly policy relevant and stands as an effective corrective to much current debate around social security, unemployment and low pay.’

Julia Mortimer, Assistant Director of Policy Press, adds, ‘We are really delighted that this important, much-needed and highly topical book has won the 2013 prize. It sums up exactly what the prize is all about – a book which throws light on the reality of living in poverty, challenges current myths and has the potential to impact on policy and bring about change. It deserves to have a wide readership and the prize will bring it to the attention of new audiences.’

## RESEARCH ROUND-UP

## European recognition for research support

Teesside University has achieved official European recognition for developing and supporting researchers. And with the researchers from across Europe and the world working at Teesside, it is a valuable endorsement that helps to bring new and specialist expertise to the Tees Valley region.

The University has researchers from overseas in many different areas including digital, technology and science – and they bring vital skills and knowledge into the region to further research and development and contribute to economic and social regeneration.

The Human Resource Excellence in Research Award from the European Commission means researchers can be assured of a high standard of personal support and development at Teesside and this encourages mobility among research experts across the continent.

The Award is given to organisations that can demonstrate a robust and public implementation strategy of improving the career development of researchers.

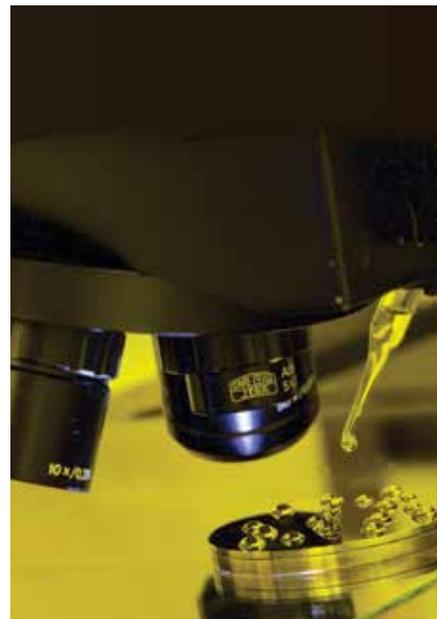
Professor Cliff Hardcastle, Teesside University Deputy Vice-Chancellor for

Research & Business Engagement explains, 'It is critical that Teesside can attract top quality researchers to the University as they contribute to the institution in terms of expertise and teaching excellence and they also interact with business and bring new elements of development to the regional economy. With this award new researchers can be assured that Teesside will, in turn, offer them the support they need.'

The University has five research institutes through which research of value to industry, the public sector and society is carried out – the Digital Futures Institute, Health and Social Care Institute; Institute of Design, Culture and the Arts, Social Futures Institute, and the Technology Futures Institute.

Juliet Amos, Director of Human Resources, adds, 'Teesside is an international institution and it is particularly important that when we get researchers from overseas we can provide them with the personal and individual support they need for their research activities and this is recognised through an official endorsement.'

The European Commission's HR in Excellence in Research Award in the UK is administered through Vitae, the organisation that champions the professional and career development of researchers in higher education and research institutes.



## International conference launches ground-breaking centre

Experts from around the world attended a unique conference at Teesside University to examine the history of fascism and the far right.

The two-day Fascism Ideologies Past and Present conference took place at the University's Darlington Campus and attracted a range of national and international experts from cities including New York, Stockholm and Budapest to address issues such as the historical impact of key radical right figures, lone-wolf terrorism and the evolution of Swedish fascism.

The conference was held to mark the official launch of Teesside University's Centre for Fascist, Anti-Fascist and Post-Fascist Studies.

The ground-breaking centre, part of the School of Arts & Media, is the first research unit in Britain dedicated to the study of the far right and its opposition.

Led by Professor Nigel Copsey and Dr Matthew Feldman, the Centre builds upon their reputations as two of the UK's leading experts on both historical and contemporary manifestations of fascism and radical anti-fascism.

During the international conference, Professor Copsey also presented a new report which shows that up to three-quarters of anti-Muslim hate crimes reported to a monitoring organisation are taking place online – with the English Defence League highlighted as the far-right group implicated in the majority

of internet attacks.

The report, based on data from the 'Tell MAMA' (Measuring Anti-Muslim Attacks), project also revealed a surge in anti-Muslim attacks since the murder of Drummer Lee Rigby in Woolwich, rising from an average of 1.5 reported incidents a day, to 6 to 7 reported incidents.

Professor Copsey's report has received significant media interest and has been featured in *The Observer*, *The Independent* and *Mail Online*, as well as *4 News* and *ITV's Daybreak*.

To find out more about the Centre for Fascist, Anti-Fascist and Post-Fascist Studies or to read Professor Copsey's report in full, visit [tees.ac.uk/designculture&arts](http://tees.ac.uk/designculture&arts).



## Teesside academic revisits the Yorkshire Ripper murders

**Peter Sutcliffe, who became known as the Yorkshire Ripper, murdered 13 women in Leeds, Bradford and across the North of England.**

Although his reign of terror was finally brought to an end in the early 1980s, the Yorkshire Ripper is still prevalent in the minds of many people, as many found themselves living in fear despite not being directly affected by the case.

Criminologist Dr Louise Wattis, pictured above, senior lecturer in criminology at Teesside University's School of Social Sciences & Law, is researching how the fear of crime sparked by the Yorkshire Ripper case affected the daily lives of many people.

As part of the British Academy funded

research project, she is speaking to people who were living across the Bradford and Leeds areas during the mid-1970s to early-1980s, to investigate their memories of the murders and how it shaped their lives at that time.

Dr Wattis says, 'I started looking into the background of the case as several people locally talked about how the case had affected them. Reports and commentaries on the murders indicate that it became a prominent feature in the lives of not only those who lived in Leeds and West Yorkshire, but also further afield.

'The murders clearly had an impact on women's fear of crime, as well as more general fears and concerns across the community. For instance, I've read about

how recordings of the telephone calls made by hoaxer Wearside Jack were played in pubs, nightclubs and youth clubs.'

Dr Wattis, who is also a member of the University's Social Futures Institute, began her interest in criminology as an undergraduate student at Teesside University, continuing with PhD research into the fear of crime.

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# Global success for energy industry specialist

By Gary Martin

The opportunity of a fresh challenge was enough to entice Graeme Burnett to swap the energy sector for the aviation industry.



Having worked all over the world during a hugely successful 30 year career and with seven grandchildren to keep him occupied, you would forgive Graeme Burnett for taking a step back and enjoying more time at his log cabin in Colorado.

But never one to shy away from a new challenge, the 59-year-old Teesside University graduate has recently taken up the role of Senior Vice President (Fuel Optimisation) for Delta Air Lines.

He will use his vast experience as an energy industry veteran to oversee the airline's new refinery and reduce its global fuel costs.

The former President and CEO of Total Petrochemicals & Refining USA, Graeme has worked all over the world including China, America, South Korea and Belgium. He is now looking to make his mark at Delta Air Lines where he is also serving as Chair of the Monroe Energy Board.

He says, 'The move to Delta is another new challenge for me, and I love new challenges. While there are some similarities with the oil industry, such as the competitiveness of basically a commodity market where everyone is trying to differentiate themselves while watching costs very closely, there are also many differences in the business drivers and the business model for an airline.'

Graeme, originally from Nottingham, studied BSc (Hons) Chemical Engineering at Teesside Polytechnic – graduating in 1976. Following four years working at Foster Wheeler, he joined Lindsey Oil Refinery in 1980. After holding a number of positions in the Port Arthur refinery in Texas, USA, Graeme was appointed General Manager, Chemicals Supply

Chain, at Fina Oil & Chemical in Plano, Texas. In 2006 he was appointed Executive Vice President and Joint Representative Director of Samsung Total Petrochemicals, a joint-venture in Seoul. He became President and CEO of Total Petrochemicals & Refining USA in January 2012 where he was responsible for 14 industrial sites, 1,600 employees and an annual revenue of \$16bn.

Reflecting on his career Graeme explains, 'It has been a mix of opportunities and blessings. I've had the opportunity to work in many different fields, including technical, operations, HR, marketing, supply chain, as well as executive management. I've also experienced different countries and met wonderful people, observing different cultures, and making life-long friends around the globe.'

In his new role Graeme will work on reducing what is the company's single largest cost – fuel – which amounts to over \$12bn of expense each year. 'They took an innovative step of purchasing a refinery last year, as a natural hedge for their jet fuel,' says Graeme.

'I have been brought in to optimise their supply chain in terms of global fuels costs, as well as oversee the refinery. I will bring my prior experience in refining to the management team of Delta, helping them understand that part of the business and reduce their overall energy cost.'

Graeme, who is married to Rebecca and lives in Texas, says it was studying at Teesside that gave him the focus for the type of career he wanted.

'I would definitely recommend it. One of the key attributes was the quality of the teaching staff who were very highly qualified in their respective areas.'

# Teesside University academic to help tackle multi-billion pound fraud

By Gary Martin

**Procurement fraud costs the public sector billions of pounds so it is no surprise that there is a move to deal with the issue. And Teesside University expert Rob McCusker is the man drafted in to tackle the problem.**

Procurement fraud cost the public sector in excess of £2.3 billion last year – and there are very real concerns that with the current economic climate that figure could rise again.

Rob McCusker, Reader in Fraud and Financial Crime, is part of the Chartered Institute of Purchasing and Supply (CIPS) and British Standards Institute (BSI) team putting together the first British standard designed to mitigate procurement fraud.

He is among a six-strong panel of experts from organisations across the country pooling knowledge over an intensive 12 month period to produce the standard.

Rob, who is also director of Teesside University's Centre for Fraud and Financial Crime, was asked to assist on the committee after working closely with the global procurement fraud adviser to CIPS, Paul Guile, and helping to build the University's reputation as a leading centre for expertise in fraud and financial crime.

He says, 'Procurement fraud has always been a concern and our aim is to produce a British standard, the first of its kind, which will help organisations mitigate the risk of procurement fraud.'

Procurement fraud is any fraud relating to the purchasing of goods and services. Examples include price fixing, bid rigging, cover pricing, false invoicing, overpayments, false payments, altered payment details and diverted payments and the delivery of inferior or sub-standard products. Procurement fraud is particularly complex and difficult to detect.

Research undertaken for the Annual Fraud Indicator revealed almost one in ten companies had suffered procurement fraud in the last year and over 40% of firms said that spend on construction is at greatest risk.

The research also revealed that procurement fraud is enabled by a perceived lack of accountability and controls, and that it could be prevented from happening in the first place through greater auditing and fraud awareness and training.

In 2012 procurement fraud cost the public sector £2.3bn, based on the 1% at risk figure relating to the total £230bn of procurement across both central and local government. Though there is no estimate of procurement fraud loss for the private sector, if the 1% at risk figure was applied to estimated private sector procurement expenditure of £2trillion, this could equate to £20bn lost.

With the current economic climate continuing to put people under financial pressure, procurement fraud is estimated to rise further in 2013.

Rob adds, 'Procurement fraud is costing billions of pounds and can be committed by people inside or outside an organisation. With companies under increasing financial pressure, it could trigger a surge in this type of fraud which can be particularly complex and difficult to measure.'

For more information contact us:

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**Our aim in formulating the first British standard is to mitigate procurement fraud and help organisations to manage the risk of fraud**

# C & A Pumps team up with University for industry challenge

**C & A Pumps and Engineering Ltd has teamed up with Teesside University to help businesses across the region work towards an internationally recognised industry standard accreditation.**



**Regional businesses are being given a helping hand to achieve ISO accreditations thanks to a new partnership between C & A Pumps and Engineering and Teesside University.**

The ISO 9001, 14001 and 18001 certificates are the benchmark which large companies look to when they outsource lucrative work.

However, businesses often struggle to complete the paperwork necessary to be considered for the accreditation because they don't have the resources available to see the process through.

Now help is on hand after Teesside University appointed Hartlepool company C & A Pumps to support businesses that want to put themselves forward for the ISO certificates.

Alan Roberts, the company's Managing Director, says, 'The ISO process is massively misunderstood. Businesses wrongly think they need to pull together masses of paperwork and that there's a huge cost associated with it. There isn't but the fact is many of them just don't have the resources to devote to completing the process and that's where we step in. Working in conjunction with Teesside

University, we complete the assessment for them.

'The ISO 9001, 14001 and 18001 accreditations are so important because it's what businesses across all industries look to. It's the benchmark which says you're working to a high standard; I've known businesses lose out on work because they don't have it. That's how important it is.'

Teesside Manufacturing Centre approached C & A Pumps after some of the businesses they support asked them what help was available to complete the ISO application process.

Dr Suhail Aslam, who runs the Manufacturing Centre explains, 'After meeting Alan at a research and development event, we thought there was the potential to form a partnership which would support some of the businesses we work with who had expressed an interest in putting themselves forward to gain the ISO accreditations. We have since formalised a rolling agreement with Alan and his team which I think will prove to be incredibly fruitful, particularly for regional businesses that are keen to secure the ISO 9001, 14001 and 18001 industry standards.'

C & A Pumps & Engineering Ltd, based at Queens Meadow Business Park in Hartlepool, provides electrical and mechanical installation services for commercial and industrial companies. It also provides emergency electrical and mechanical maintenance services, and has launched a separate health and safety training consultancy called C & A Safety Solutions which is certified to ECITB (Engineering Construction Industry Training Board) standards.

# Jack in the Box

**A passion for helping people with additional needs has led to an extremely successful social enterprise. David Roberts talks to Mahé Gladdon about how her business Jack in the Box has developed in its first year.**

The past year has seen some exciting times for Mahé Gladden. Since setting up Jack in the Box in July 2012 to provide activities for children, young people and adults with additional needs, her business has gone from strength to strength.

She already employs 12 staff, helping to provide activities for more than 150 families across the Tees Valley. And, her social enterprise has picked up a prestigious national award.

The business, which works with children and adults with a range of additional needs including physical disabilities, learning difficulties and autism started off in a start-up unit at Teesside University's Victoria Building and has now moved into business accommodation.

Mahé developed the idea for the business while studying a BSc (Hons) Sport and Exercise (Coaching Science) degree at Teesside University. She noticed there was a shortage of services for people with additional needs.

She says, 'I loved working with people and children with disabilities, doing activities that help their social, emotional and physical development and I wanted to run my own business. Jack in the Box brings that together. What is special about the company is that we have forums of parents, carers and children who we talk to so we can find out what they want to do, and then we test the activities with them to ensure the right format.'

To help build and grow Jack in the Box, Mahé was supported with a £4,000 award after applying to the University's £30,000 social entrepreneurship fund, made possible by a £25,000 grant from UnLtd – a support charity for social entrepreneurs.

She now runs activity sessions at various

locations across the Tees Valley using fully-trained staff who understand the needs of the clients and their families.

UnLtd recognised Mahé's success when it named Jack In the Box the first runner-up in the Outstanding Social Entrepreneur (Student or Recent Graduate) category at its Champions Of Change Recognition Awards.

'I was completely overwhelmed when I found out that we'd won this accolade,' says Mahé. 'We've had some fantastic feedback from the families we work with, but to win a national award is excellent.'

However, her ambition is driven not by financial gain but by the personal rewards she sees every day in her work. She says, 'Yes I have to pay the mortgage like everyone else but it is seeing the faces of people engaged in the activities which

makes it worthwhile and that is the same for the team.'

Jack in the Box is one of six businesses to be awarded funding from Teesside University's social entrepreneurship fund, which was set up to help University staff, students and graduates start social enterprises as part of a new initiative by the Higher Education Funding Council.

Laura Woods, Director of Academic Enterprise at Teesside University, says, 'It is no surprise that Mahé was given this award for Jack in the Box. What she has achieved in such a short space of time is nothing short of amazing and she thoroughly deserves it. We are extremely pleased that the University has been able to help her set up this vital social enterprise and we have no doubt she will go from strength to strength.'



# Enterprise Clinic



WITH STEVE DOUGAN

**Steve Dougan is Teesside University's Graduate Business Consultant. He coaches and supports graduate entrepreneurs as part of an award-winning business incubation project funded by the European Regional Development Fund.**



After more than 12 years as a development specialist and coach working in the mobile telecoms sector with Orange and Vodafone, he joined leading business consultancy firm Develop Solutions to support businesses across the North East. Steve now combines his University role with running his own consultancy business TeamSmart and photography studio Shootportraits.com.

In each edition of R&B Steve is on hand to answer any queries on enterprise and starting a business.

If you have any questions for Steve, please email [s.dougan@tees.ac.uk](mailto:s.dougan@tees.ac.uk) with your name, your query, the name of your business and your contact details.

**Q** What would you say is the most vital asset to make a business succeed?

**A** You! It's easy when you are in the whirlwind of running a small business to forget about yourself. We invest time, energy and money in developing our service, communicating our value to

customers and delivering quality products and services. We have service and maintenance schedules for all of our vital assets, the white van is rewarded with a costly annual service and MOT, the office printer is pampered with fresh toner while our laptops and devices are updated with the latest software. But, what about the most valuable asset in the business which is you?

**TIP:** There are three key activities that need to be scheduled into your calendar and given the importance of a fixed event that happens no matter what.

> Space to think and time to reflect: every business represents a journey, a path along which we encounter both challenges and success. However both our greatest successes and failures have one thing in common, the opportunity to learn. We need to learn to give ourselves the time and space to review our progress with questions such as: How valid is our goal? What is different now, compared to when we started? Where are we going if we continue down this path? Sit and think about some key questions. Invest in some reflection.

> Personal gap analysis: we need our upgrades just as much as the laptop or iPad. We live in a fast moving environment full of change and opportunity. Being aware of our own personal development needs, both professionally and generally, is essential to ensure that we are the best

choice to lead our businesses towards their goals. Whether it is a social media upgrade you need or communication styles and influencing skills, make sure that you are able to identify the competencies that your business needs and then assess yourself honestly against each.

> Stay healthy – family, food and fun: long hours and high levels of stress cause a gradual, almost imperceptible degradation of capability. It's easy to forget how much of our mental capacity, decision making ability and judgement are impaired by poor diet, lack of sleep or pressure at home. A healthy you is what your business needs. Try to schedule in family and friends time, even a face time or Skype call can be enough to plug you back into what really matters, putting your work into perspective by seeing the bigger picture is a great way to reduce stress. Taking time to eat a proper lunch is essential if you don't want a productivity sapping afternoon energy crash. Last but not least, build some fun into your day. You have the freedom to do what you want, when you want. It's your business, so if you need to turn up the music and bust your best moves, go ahead.

The key is that all of this needs to be scheduled. If it's not in the schedule it won't happen. You will get the time invested back in increased productivity, less illness and more sales.

## RESEARCH SPOTLIGHT

# Is the morning surge in blood pressure dangerous?

**Researchers from the Health and Social Care Institute at Teesside University have put together an international team to study whether the big rise in blood pressure between waking and lunchtime is dangerous for our health.**

Professor Greg Atkinson, Professor of Health Sciences and Biostatistics at Teesside University, explains.

'I have been working closely with Professor Alan Batterham, from the Health and Social Care Institute at Teesside University, as well as other experts from Japan, Australia and the UK to study whether the morning surge in blood pressure affects a person's health. Our findings have just been published in the European Journal of Applied Physiology.

Blood pressure can rise by 20% between waking and lunchtime in both healthy people and patients with a raised blood pressure. We questioned whether this morning surge in blood pressure is a normal and safe response to the usual changes in posture, taking breakfast and becoming active in the morning. Or is the morning increase in blood pressure important in medicine so that a bigger morning surge places a person at greater risk of future heart disease and strokes?

The team found out that there are many different methods to quantify the morning rise in blood pressure, and this variability makes it more difficult to find out the true impacts on health.

The morning increase in blood pressure can be quite different when measurements are repeated on the same people over a number of days. It is also really difficult to unmask the underlying body's increase in blood pressure, independent from everyday activities.

Professor Kazumi Kario, one of the researchers from Japan, has developed a method called blood pressure reactivity, which allows the morning increase in blood pressure to be purified from the influences of physical activity during everyday living.

We found clear evidence that the blood pressure reactivity to everyday activities, like getting out of bed and dressing, seems to be about 5% greater in the morning than in the afternoon or evening. Exercise might be better scheduled in the afternoon and evening than in the morning for people with high blood pressure, although exercise at any time of day is probably beneficial for these people.

The team found ten studies which concluded that a person with a big morning surge in blood pressure is at an increased risk of a heart attack or stroke. But we also found one recent study which

found the complete opposite relationship; a relatively low surge in blood pressure was related to an increased risk of cardiovascular disease. But this particular study was on relatively young and healthy people.

The team concluded that future research should focus on older people, some of whom have very large blood pressure reactivity in the morning. More research on this topic is needed to inform whether treatments like specific timing of medication should be given to people with high blood pressure in order to specifically counter the morning rise in blood pressure.'



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To book your place email Dr Amy Smith at [a.smith@tees.ac.uk](mailto:a.smith@tees.ac.uk), call **01642 342868** or visit [tees.ac.uk/masterclasses](http://tees.ac.uk/masterclasses)

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