HEATHROW: THE RIGHT CHOICE FOR BRITAIN’S SMEs
CONTENTS

Foreword 4
Heathrow’s SME Guarantees 6
The Importance of UK SMEs 8
Heathrow and SMEs 8
Business case studies 10
Business group case studies 22
Heathrow: Our Export Port 34
Conclusion 41
Heathrow is a cornerstone of the UK economy.

As the UK’s biggest port, goods from across the UK leave in cargo holds for export markets in every continent.

Business people and tourists from around the world arrive here on 80 airlines before travelling on to the rest of Britain.

Companies up and down the country provide goods and services to maintain Heathrow’s position as one of the world’s great airports.

Heathrow is a huge national asset whose global connections are the envy of Britain’s competitors.

It is why no other project is as important for the UK’s economy or our position in the world than expanding Heathrow.

Nor is there any single project which can deliver a greater return in terms of jobs and prosperity for all of Britain.

This is why the independent Airports Commission unanimously concluded that Heathrow expansion is the best choice for improving economic opportunity in every part of the country.

The Commission said it could deliver up to:

- £211 billion in economic benefits.
- 180,000 jobs spread across Britain.
- 10,000 apprenticeships.
- 40 more routes to international destinations.

These benefits are also why expansion at Heathrow received such overwhelming backing from business groups and individual firms, big and small, from all parts of the UK in their evidence to the Commission.

But the compelling case for Heathrow is even stronger after the outcome of the referendum on Britain’s relationship with the European Union.

If we are to make a success of Brexit and ensure its benefits are spread widely, we need to strengthen our links with the fast-growing markets beyond Europe.

Giving the go-ahead to this significant infrastructure project will also help boost confidence in our economy and underline to the world that Britain is open for business.

Only expansion at Heathrow, the UK’s global hub, can achieve these ambitions.
There are always obstacles to overcome, of course, with all national projects.

And as I know from my own experience leading the preparations for the London Olympics, there will always be those who doubt our ability to deliver.

I have no doubt at all that Heathrow, just as we did in 2012, will rise to the challenge.

Heathrow already has the private investment in place needed to expand its capacity.

Our plans for expansion have been improved to meet concerns and ensure they maximise the benefits for the whole country. And we are working to improve them further by exploring ways to deliver the benefits of Heathrow expansion quicker and cheaper.

We have listened closely to the views and needs of businesses who have helped, for example, shape our plans to double our freight capacity.

The relationship with businesses – those who use Heathrow and our partners who help make us Europe’s favourite airport – are very important to us.

We are determined to deliver what they need to create jobs and boost prosperity in every nation and region of the UK.

It’s why we have made five SME guarantees. Guarantees which will ensure businesses across the country can confidently access our supply-chain and which provide the tools needed to grasp the new market opportunities available from an expanded Heathrow.

This report showcases just a few of the ways in which British businesses will benefit from expansion.

It highlights their belief in the importance for their growth of better air links with the rest of the world.

And it shows as well their confidence that building the new runway and the infrastructure to ensure Heathrow stays a world-class airport will provide work for hundreds of businesses of all sizes across the country.

It’s why Heathrow is the right choice for Britain’s SMEs and to build an economy that works for everyone.

The country needs additional capacity at Heathrow. Business backs it and we are ready to deliver it. All we now need is Government approval.

Lord Deighton
Chairman, Heathrow
SMEs are the backbone of the British economy.

Heathrow spends over £1.5 billion annually with over 1,200 suppliers from around the UK – and their role will grow with expansion.

Overnight, Heathrow expansion will become the UK’s largest infrastructure project and a diverse supply chain will be required to deliver it.

The first wave of new jobs from the £16 billion project will come from the planning and development of an additional runway and new terminals, offering significant opportunities for SMEs across the UK.

That’s why we are making five SME guarantees, giving businesses across Britain the confidence and ability to make the most of expansion.

**HEATHROW’S SME GUARANTEES**

1. **Develop the successful Heathrow Business Summits across the UK.** These bring together SMEs with Heathrow’s procurement team and the airport’s principal suppliers.

2. **As a signatory to the Prompt Payment Code, ensure suppliers are paid on time** and ensure this practice flows down through the airports supply chain into SMEs.

3. **Establish a new Innovation Networking Forum to reach out to SMEs** and start-up organisations in the innovation and technology sector.

4. **Offer SMEs access to the millions of international passengers at Heathrow,** by brokering deals between stockists and World Duty Free and other retail tenants.

5. **Establish a grants programme** offering awards up to £2k for SMEs to spend on travel and trade missions to help SMEs reach new markets.
THE IMPORTANCE OF UK SMEs

99.9% of UK businesses are SMEs (BIS, Business Population Estimates, 2015)

15.6m people employed by SMEs (BIS, Business Population Estimates, 2015)

1/5 of the UK’s small and medium-sized businesses currently export. However, businesses are 11% more likely to survive if they export (CBI, SMEs and Exporting, 2014)

HEATHROW AND SMEs

30% of Heathrow’s first-tier suppliers are made up of SMEs (Heathrow)

£56m spent directly with SMEs in 2015 (Heathrow)
Based in County Durham in the North East of England, Rosh Engineering is one of the largest privately owned and operated repairers of electricity transformers in the UK.

Managing Director Ian Dormer, who took over from his father who founded the company, is proud of the business which has successfully expanded in recent years into the oil and gas sectors.

This growth has meant Rosh Engineering are increasingly being asked to work on projects in the Middle East and Asia. For Mr Dormer, the ability to fully seize the opportunities that these exciting new markets bring depends on improving Heathrow’s global transport links.

He said: “One of the most important factors for a growing business is being connected - and that is certainly the case for us and many other firms in the North East.

“It is vital for us to be able to get products and staff quickly and reliably to customers all over Europe and the world. And that’s why we prefer to use Heathrow whenever we can.”

But Mr Dormer said lack of capacity at the UK’s only hub airport has forced Rosh Engineering to rely increasingly on European hubs for connections to global markets.

“The greatest things that have happened in this country are when politicians are brave, so I want to see them take the right decision and expand Heathrow, ensuring our businesses can continue to be great.”

Ian Dormer, Chief Executive, Rosh Engineering

“I have been turning to Amsterdam and Paris to fly to global destinations.
because the connections are more frequent. It’s a choice I have made with real reluctance because it would be better for us and for the economy to be connecting to markets via Heathrow. It is why I believe expanding Heathrow is so important,“ he added.

As former Chairman of the Institute of Directors, Mr Dormer is passionate about British businesses and creating the right environment where they can succeed. He believes Heathrow expansion will give a much-needed boost right across the country’s engineering and construction sector.

He said: “My business is an SME, but we depend upon larger companies for 90% of our work. Heathrow’s expansion will provide guaranteed periods of work for businesses of all sizes, as well as a period of sustained orders for the supply chain.”

Mr Dormer is clear that for businesses like his across the UK to succeed on the world stage, they need a world-class hub airport and confidence from the Government that Britain will remain an outward-looking trading nation.

“My message to the Government on expansion is best summarised by an old Chinese proverb. ‘The best time to plant a tree was 20 years ago. The second best time is now’. There is no better analogy for Britain’s need for a quick decision in favour of Heathrow expansion.”
MACE

Mace and Heathrow have been working together for over 26 years, making the airport one of the company’s longest serving clients. The length of the partnership has seen the global consultancy and construction business help transform each of Heathrow’s terminals into the world-class facilities they are today.

According to Chief Executive Mark Reynolds, it was Mace’s leading role in the construction of Terminal 5 that had a significant positive impact on their business. The successful delivery of the world-class terminal was one of the major reasons Mace (as part of the CLM joint venture) were awarded the Delivery Partner contract for the London 2012 Olympic Games and grow its international presence.

“We would not have won the contract for London 2012 without first proving our abilities by successfully delivering Heathrow’s Terminal 5. In fact, we can track a lot of our recent success back to that project.”

Mr Reynolds believes Heathrow expansion would provide the same opportunity for businesses including SMEs across the UK. “Working with Heathrow has enhanced our businesses reputation, both at home and on an international stage. Expansion is an opportunity for businesses of all sizes to showcase what they can do”, he said.

He believes that a forward pipeline of construction and supply opportunities is more important than ever for the UK’s supply chain. “Heathrow already has the processes in place to ensure smaller firms can confidently access their supply chain. It is why many will see this project as an opportunity to grow their business and why it will have a positive impact on jobs and growth from day one.”

In Mace’s experience, the only way to deliver a project the scale of Heathrow expansion is to take a national supply chain approach. Whether it’s sourcing materials like British steel, or utilising the skills of prefabricators in the North East, suppliers from every nation and region of the UK will be key.
“I’m confident we can take the lessons learnt from delivering Heathrow’s Terminal 5 and the London 2012 Olympics, and apply them in the delivery of Heathrow expansion. It’s time to unlock the massive economic benefits this project will bring SMEs all around the country.”

Mark Reynolds, Chief Executive, Mace

“Heathrow have demonstrated that they are ready to tap into the entire UK supply chain to deliver expansion. This is not only critical to the success of the project, it will ensure it plays a major part in the Government’s industrial strategy”, he forecast.

Heathrow expansion will also enable Mace to apply many of the lessons the company learnt during the construction of Terminal 5, he added. The major project led not only to the recruitment of more graduates but also provided new opportunities and skills for the long-term unemployed. Many of those trained to work on Terminal 5 went on to establish long-term careers in the sector.

“I was proud to be Chair of the Airport Construction Training Alliance Programme, which was responsible for identifying the skills and training needs required, and supporting the recruitment of many who had previously experienced difficulty finding work”, Mr Reynolds said.

This approach to recruitment was such a success that Mace (as part of CLM) applied it in the delivery of the 2012 Games. Should expansion of Heathrow be approved, Mr Reynolds is confident that it would play a major role in the delivery of a third runway.

“Much like the 2012 Games, expansion has the potential to create new and highly skilled professionals. It will leave a lasting legacy for our construction and manufacturing sector.”
Parity Aviation is a technology company based in the Wirral on Merseyside whose work with Heathrow has enabled it to successfully move into new sectors.

The business started as a specialist provider to the medical industry and, through the parent company Parity Medical, provides technological solutions to leading healthcare companies.

But thanks to its partnership with Heathrow’s innovation team, it has now set up a fast-growing aviation subsidiary.

Working together with NEC and Heathrow, Parity Aviation developed a mobile display unit for use across Heathrow’s terminals.

This provides live flight information and keeps passengers better informed during times of disruption. It is a key part of Heathrow’s ambition to make every journey better for passengers.

“The expansion project will bring with it a range of challenges. But Heathrow have demonstrated they are ready to embrace new, ambitious solutions to existing and future problems.”

Gary Walters, Business Development Director, Parity Aviation

Gary Walters, Business Development Director at Parity Aviation, said both Heathrow and his company had big plans for the unit.

“The unit has been such a success that it has been embraced by airlines and retail outlets across Heathrow. We have plans to develop new versions of the unit, as well as a roll-out at key stations on the Piccadilly line, where many passengers begin their journey,” he said.
For Parity Aviation, working with Heathrow has widened the businesses horizons and provided new opportunities at home and abroad.

“Healthrow has given us the skills and confidence to work with other airports, both in the UK and overseas,” said Mr Walters.

Parity Aviation has found working in partnership with Heathrow’s innovation team to develop a brief and deliver a new product an extremely positive experience.

“Our experience highlights how keen Heathrow is to work with SMEs to develop solutions for their future needs. That’s refreshing, as it means it’s not just up to us to do all the ground work. Heathrow are our partners helping us to develop new applications for our products.”

Parity Aviation are keen to get involved in Heathrow expansion, and develop cutting-edge technology solutions for the hub airport of the future.

“Heathrow has shown that it is able to deliver projects of this scale, while spreading the work and benefits to businesses up and down the supply chain.”

If Mr Walters has one message for other SMEs looking to work with Heathrow, it’s a simple one: “I would encourage any SME to engage with the airport and have a conversation about how you could work together,” he said.

“We hope that expansion will provide the opportunity to continue our work together, potentially delivering a range of new products that will further improve the airport experience for passengers.”
LION AND GAZELLE

Lion and Gazelle is a fast-growing business consultancy, providing operations transformation and programme management services.

Formed in 2009, with offices in Glasgow, Buckinghamshire and the North-West, Lion and Gazelle’s 50-strong team helps businesses improve the way they work and prepare themselves for growth.

Among the main areas of its work is helping airports continue to offer the best possible services for passengers and airlines in the most efficient manner. Stan Ahmed, the company’s Founder and Managing Director has seen the rewards that these efforts can bring.

“We look at management training to ensure that these companies are as well-equipped as possible for growth, streamlining processes and reducing unnecessary costs,” he said.

Although Mr Ahmed spends most of his day ensuring that other people’s businesses are ready to expand and succeed, he’s keenly aware of the impact Heathrow has had upon his own company.

“We are a business that still does much of its work in Scotland. So we’re better qualified than most to say that the benefits from Heathrow’s expansion will have a big impact across the whole of the UK and not just London.”

Stan Ahmed, Managing Director, Lion and Gazelle

“Working with Heathrow has been hugely beneficial to us as a business. It’s the jewel in our crown as a case study. Our work with Heathrow has allowed us to grow our staff, diversify our skill set and to show potential customers that we can deliver on big projects.”
Mr Ahmed believes that Heathrow’s £16 billion privately funded expansion will help scores more businesses throughout the UK to grow at a time when investment and confidence may be more fragile.

“We are a business that still does much of its work in Scotland. So we’re better qualified than most to say that the benefits from Heathrow’s expansion will have a big impact across the whole of the UK and not just London.

“The whole country, obviously, stands to gain from the improved connectivity, particularly to new and growing markets, a new runway at Heathrow will bring”, he said.

“But I am confident that firms up and down the country will also directly benefit from the increased investment and opportunities this huge project will bring. For us and for many other firms, it will be an opportunity to invest in new hires, and another chance to showcase what we do to the global market.”

Mr Ahmed said the UK is already the world’s second largest exporter of commercial services. He believes that Heathrow’s expansion would enable SMEs like Lion and Gazelle to grow their business strongly both within the UK and internationally.
TURNER AND TOWNSEND

Turner and Townsend, like Heathrow itself, celebrate their 70th anniversary this year. And like the UK’s only hub airport, the firm has grown to become a global success story over the last seven decades.

Beginning as a single quantity surveying partnership in 1946, Turner and Townsend are now a world-leading professional services firm with 97 offices located in every corner of the globe.

But the links with Heathrow go beyond sharing an anniversary and global reach. Turner and Townsend’s first ever airport project was at Heathrow and the two companies have been working together for 20 years.

This experience on major development projects at Heathrow has been critical to building their expertise in aviation and enabled the company to win contracts at Hong Kong, Sydney and Abu Dhabi airports.

Chief executive Vincent Clancy said its long-standing partnership with Heathrow was a great advert for his firm around the world.

“Healthrow has shown that it is able to deliver projects of this scale, while spreading the work and benefits to businesses up and down the supply chain.”

Vincent Clancy, Chief Executive, Turner and Townsend

“Heathrow is recognised as one the world’s best airports. Many of our international clients look at Heathrow and see it as an exemplar, so working with the airport has certainly been important for our business.”

Turner and Townsend and their staff don’t only work at Heathrow. As an international business, they fly from the airport to offices and projects around the world.
Flying from Heathrow saves time and money. But capacity constraints has meant that staff are increasingly forced to travel via other European airports. Expansion would allow more frequent flights and new routes to emerging markets in Asia and South America which is vital to Turner and Townsend’s global ambitions.

The promise of Heathrow expansion extends beyond new connections. For Turner and Townsend it is an opportunity to invest in their apprenticeship scheme, bringing new talent through the business and further developing the firm’s expertise.

As one of the confirmed programme partners for Heathrow expansion, Turner and Townsend are already looking at how they can use the project to hire and develop staff. With an established apprenticeship scheme, the company is excited to add to the 10,000 apprenticeships that Heathrow has pledged to create at the airport if expansion is given the go ahead.

Turner and Townsend is confident that Britain’s highly-skilled manufacturing and construction sector can deliver this once-in-a-generation project. But Mr Clancy underlined how important it was, at a time when businesses and the economy need confidence, that the Government gave the go-ahead to private infrastructure investment.

“The UK is among the best in the world at delivering large infrastructure projects. However we have become one of the world’s worst at getting these projects approved and off the ground.”

Over the last two decades, Turner and Townsend have worked with many other UK firms, of all sizes, in Heathrow’s large supply chain. They know that the airport’s expansion will deliver huge benefits for businesses all over the country and want to see this potential realised.
Conigital is a technology start-up which develops innovative sensors and software platforms for an increasing number of sectors. It is part of a British consortium, including Heathrow and Birmingham City University which has secured a £2.2 million project to bring state-of-the-art driverless cars to the streets of Birmingham.

The new driverless vehicles will be built by modifying Heathrow’s existing driverless pods – currently used to transport passengers between Terminal 5 and the business car park – to incorporate 3D imaging and improved navigational sensors.

Conigital chief executive Monique Seth sees the project as an opportunity for the company to double their headcount from five to ten full-time employees.

He said “We have big plans with this project. Once successfully trialled, we hope to introduce these vehicles elsewhere in the UK. And given the exposure we’ve had, we’re now speaking to businesses in the US and Middle East about taking the vehicles abroad.”

Mr Seth was initially surprised by Heathrow’s willingness to work with Conigital - a small, newly established company. “For Heathrow to be so open minded and willing to work with a business like ours shows a commitment to innovation and a really great mind-set.”

“For Heathrow to be so open minded and willing to work with a business like ours shows a commitment to innovation and a really great mind-set.”

Monique Seth, Chief Executive, Conigital

He added the partnership with Heathrow has been a major factor in generating such interest from potential clients overseas.
"Given that Heathrow is a large business and well recognised brand, working with the airport has certainly opened doors that would otherwise have stayed shut", he added.

But Mr Seth believes that an expanded Heathrow is also important to enable his firm to capitalise on this interest and continue its successful growth.

“Our business is looking to engage with international clients and suppliers, so we need connections through Heathrow, both for transporting freight and attracting investment”.

He added that now the UK is leaving the European Union, it was vital to look further afield for export opportunities.

“Now more than ever this country needs connections to markets in places like Asia and Latin America. Businesses like ours are ambitious, but we are being held back by a lack of infrastructure.”

With Heathrow expansion certain to offer promising opportunities for SMEs up and down the supply-chain, Mr Seth appealed to businesses to get involved.

“My advice is don’t be afraid to let the airport know what you can offer if you have a strong proposal. Heathrow is always looking at ways of bringing new technology to the airport, particularly technology which will improve the journey for passengers.”
FEDERATION OF SMALL BUSINESSES

The Federation of Small Businesses (FSB) is the UK’s largest business organisation representing more than 170,000 small business owners and the self-employed.

It has for over 40 years fought for the interests of small businesses which, FSB national chairman Mike Cherry has explained, is why it is a strong supporter of the Airports Commission recommendation for extra runway capacity at Heathrow.

“It’s clear that the business and wider economic case for Heathrow proved decisive to the Airports Commission.”

Mike Cherry, National Chairman, FSB

Mr Cherry believes lack of airport capacity is damaging the export opportunities of his members – and is also encouraged by Heathrow’s commitment that small businesses will play a major role in the expansion project.

He said: “Our latest research shows that currently one in five businesses export, but this could be doubled if we can get the infrastructure and package of support right.

“Making that doorway wider and more accessible is vital to boosting exports and supporting long-term growth. Since the vote to leave the EU this has become even more important as UK business will need to get better at reaching out to new, developing markets,” he said.

Mr Cherry believes that Heathrow expansion will connect British businesses with growing international markets.

“Increasing our constrained airport capacity is an imperative for the UK’s future growth. Doing so will bring
a much-needed boost to regional connectivity and help to rebalance the national economy.

“It’s clear that the business and wider economic case for Heathrow proved decisive to the Airports Commission, which also took on board FSB recommendations on surface access and regional connectivity - both vital for UK small business.

“The tremendous benefits in terms of growth and jobs are clear, particularly so that the benefits of airport expansion are felt in regions beyond London and the South East.”

Underpinning FSB’s support for Heathrow expansion, he said, are the opportunities available to businesses from such a huge infrastructure development.

Mr Cherry added: “FSB has long campaigned for smaller business to have better access and support to allow them to bid for large infrastructure projects - both as suppliers to larger contractors, and for direct delivery of specific parts of the project.

“A cornerstone of our support for Heathrow expansion as recommended by the Airports Commission is the guarantee that smaller firms will play a big role in this process when the project is finally given the green light”.

With the benefits of Heathrow expansion backed by an independent study, he said FSB members want to see the Government act quickly on the unanimous recommendation of the Airports Commission.

“The Government has already commissioned an independent, expert review of all the options available in which FSB members participated in good faith. The Airports Commission did its job and made a clear recommendation. Ministers should heed that recommendation as the way to end years of political dithering.”
EEF, the national manufacturers’ organisation, champions the UK manufacturing and engineering sector at home and abroad. With thousands of member businesses of all sizes, it argues for the measures and environment which will help them create jobs and drive economic growth.

It is why the EEF has been one of the strongest supporters of expansion at Heathrow. The organisation’s own survey found that three-quarters of its members believed new capacity at the UK’s only hub airport was the solution for the country’s future.

EEF Chief Executive Terry Scuoler said the long-term success of manufacturing depended on improved access to overseas markets and the ability to get goods to them. Mr Scuoler says his members recognise that Heathrow expansion delivers on both counts.

“Healthrow already connects to more long-haul destinations in more corners of the world. With additional capacity, we will see more routes and more flights to both existing and new markets.

“... Heathrow's freight capacity to that of other UK airports, including Gatwick, it is easy to see why we are such strong backers of the Airport Commission’s recommendation.”

Heathrow is already Britain’s biggest port by value. More high-value freight travels through it every year, for example, than all the UK’s other airports combined.

Manufacturers value the ability to get goods to overseas markets quickly and efficiently through Heathrow. This depends not just on its frequent flights to destinations across the world but also its excellent road and rail links to the UK as a whole. EEF members know from long experience that Heathrow is the country’s best connected transport hub.

Mr Scuoler also believes Heathrow’s expansion will itself boost jobs

“...
and prosperity through the new opportunities the massive project will provide. He is confident that it will be British manufacturing firms that will supply the technology and construction materials and skills that will be needed.

“The benefits of Heathrow expansion for our members and the economy as a whole are absolutely clear.”

_Terry Scuoler, Chief Executive, EEF_

“Heathrow expansion will have an enormous positive impact on businesses up and down the entire UK supply chain. Firms, big and small and in every part of the country, will directly benefit from the supply and construction contracts awarded as part of one of the biggest projects we have seen in decades.”

He added that, given its size, it will also provide a huge boost to skills across the sector with training for both existing staff and new recruits to the sector. The EEF has already committed itself to playing its part in developing the skills required, working alongside the Heathrow Academy, the airport’s own apprenticeship and professional development training school.

For Mr Scuoler, the independent, multi-year inquiry into the UK’s aviation capacity is all the evidence he needs to be confident that expansion at Heathrow is the right choice.

“The benefits of Heathrow expansion for our members and the economy as a whole are absolutely clear. It is why the Airports Commission made such a strong recommendation in favour of new capacity at Heathrow. It is time to put the politics aside and for a decision to be made based on the evidence”.

"The manufacturers’ organisation"
CIVIL ENGINEERING CONTRACTORS ASSOCIATION

The Civil Engineering Contractors Association (CECA) represents British firms who together carry out around three-quarters of all civil engineering work in the UK. It has more than 300 members from major industry players to smaller specialist businesses.

CECA’s members have worked in partnership with Heathrow for decades. They have helped deliver major development projects such as the construction of Heathrow’s Terminal 5 as well as helping maintain the airport’s existing infrastructure.

The expansion of Heathrow is seen by the CECA as a major opportunity for civil engineers across the UK. Chief executive Alasdair Reisner has predicted it will provide an invaluable boost to the UK construction industry.

He said the £16bn privately funded infrastructure project would guarantee work for the sector over a long period and enable them to build new capability. But he said Heathrow would also provide a high-profile opportunity to showcase the outstanding work of British engineers to a global audience.

“Our global competitors are not holding back with expansion, now more than ever we need to see delivery of this important project.”

Alasdair Reisner, Chief Executive, CECA

Engineering firms of all sizes will benefit from the contracts and jobs created by Heathrow expansion. This includes many firms who are already set to begin work on the project and will see immediate benefits when the go-ahead is given.
CECA is confident that Heathrow’s expansion will provide opportunities for big and small engineering firms. The expertise of CECA’s biggest members in delivering large-scale infrastructure projects, many of who have worked with Heathrow in the past, will be key. But Mr Reisner said the specialist skills of small and medium sized firms would also be critical.

“Across the UK, our SMEs have developed specialisms which will be required at each stage of this project. Heathrow’s expansion will allow businesses to grow, develop talent and train new engineers.”

Ensuring Heathrow remains a world-beating hub airport will require new terminals and supporting infrastructure along with an additional runway. The ambitious designs for the new terminals will show British ingenuity at its best through the application of innovative engineering techniques.

According to CECA, the complexity of the project will help build new engineering skills in the UK, providing much needed capability across the industry. In a global market, this expertise will be critical to ensure British firms can win major contracts overseas.

CECA believes Heathrow’s expansion is a hugely important project for the industry and the country. In this period of uncertainty for the construction industry following Brexit, CECA believes it is more important than ever that the UK shows it has the confidence to deliver the infrastructure needed for a prosperous future. Its members are ready for the challenge. All that is needed is the green light from the government.
LEEDS CHAMBER OF COMMERCE

Leeds Chamber of Commerce, part of the West & North Yorkshire Chamber of Commerce, works on behalf of thousands of local businesses including many SMEs to create the conditions where they can grow and create jobs. It campaigns on behalf of its membership to promote investment in the regional economy, to ensure adequate skills provision as well as liaising with Government.

Chamber President Gerald Jennings, a small business owner himself, believes that an expanded Heathrow is crucial for the region’s economic success.

“It is a mistake to believe that it is only businesses on Heathrow’s doorstep which will gain through a new runway. As the UK’s only hub airport, it is important for firms right across the country. And that’s certainly the case here in Yorkshire.

“Our members say that lack of connectivity, both within the UK and internationally, is one of their major concerns. It is why they have come to the view that expansion at Heathrow which will overcome these barriers is critical to their future”, he added.

Leeds has become a hotspot for start-ups in fintech, media and the creative industries, with scores of small businesses seeking to grow their markets through international trade.

With an expanded Heathrow, they will be able to bring their products to market more cheaply, more quickly and more effectively. Mr Jennings is confident this will unlock hidden potential in the UK’s small businesses, allowing them to contribute even more to the wider UK economy.

“There is so much talent and energy in our SME sector. The goal must be to create the best possible conditions so they can maximise this potential. And ensuring they have access to new and growing markets at home and abroad is a major part of this.”
But he said improved connectivity is about more than just boosting the export potential of businesses in Leeds and Yorkshire. It will also provide a host of new opportunities for inward investment by making the region more easily accessible and attractive.

“I cannot overstate the need for Government to make the right decision as quickly as possible. The ability to export more, to build new partnerships with companies abroad and to attract more inward investment to this part of the world is more important now than ever before.”

He said local businesses, both big and small, were confident that they would play a major role in this huge infrastructure development which would see £16 billion of privately financed investment injected into the UK economy at a time when confidence continues to be needed.

“Our businesses including many local SMEs are keen to be involved. We see expansion as a massive opportunity which will bring real benefits and jobs to this region.”

"It is a mistake to believe that it is only businesses on Heathrow’s doorstep which will gain through a new runway. As the UK’s only hub airport, it is important for firms right across the country.”

Gerald Jennings, President, Leeds Chamber of Commerce
The Glasgow Chamber of Commerce has represented businesses from across Scotland’s largest city since 1783, making it one of the oldest bodies of its kind in the world.

Throughout this time, the Chamber has worked to ensure Glasgow remains an environment in which local businesses can prosper and grow.

And as Stuart Patrick, its Chief Executive says, that means supporting expansion at Heathrow so the city remains connected with markets around the world.

“Our members believe that only Heathrow can bring the expansion of long-haul routes that our exporters need in order to access high-growth markets in Asia, Africa and South America”, he explained.

“Sir Howard Davies’ report cast doubt as to whether expansion at Gatwick would be desirable, and for us that was enough – it’s too important an issue to be left to chance.”

A high proportion of businesses across Glasgow and Scotland already rely on demand for their products and services overseas. With high-value exports, such as Scottish salmon and whisky and the nation’s engineering expertise in great demand globally, Mr Patrick is confident about the future if his members have the chance to compete on a level playing field with their international counterparts.

But he warned: “The current lack of capacity at Heathrow means that our ability to compete with the French, German and Dutch companies seeking, for example, to enter the Chinese market is diminished. If the UK’s only hub airport begins to lose out to European rivals, then we will lose access to emerging markets.”
“Improving connections has always been important. But it is more vital than ever following the EU Referendum, with many businesses looking beyond Europe for growth opportunities and the need to show the UK remains open for business.”

Mr Patrick said Heathrow’s decision to establish its first supply chain hub in Scotland sent a clear message to local business about the opportunities available.

“The Heathrow is throwing the doors open on the procurement process. Given the scale of what is involved, our members are very confident that they can make a big contribution which is good for jobs, growth and future prosperity here.

“A number of local businesses played a role in delivering the 2012 Olympics in London. I have no doubt that they have the skills and expertise to do the same on this important project.”

“Our members believe that only Heathrow can bring the expansion of long-haul routes that our exporters need in order to access high-growth markets in Asia, Africa and South America.”

_Stuart Patrick, Chief Executive, Glasgow Chamber of Commerce_

In addition to the additional export opportunities that new routes and more frequent flights to Heathrow will help support, the Chamber’s members also believe they are well placed to benefit from the investment and work to expand Heathrow itself.
HOUNSLOW CHAMBER OF COMMERCE

Hounslow Chamber of Commerce is the voice for 18,000 businesses located in the area. It works tirelessly to help its members grow and to champion Hounslow.

According to the Chamber’s chief executive Stephen Fry, it is no coincidence that so many businesses are based in the area but because Hounslow sits at the heart of an economic zone created by Heathrow.

“Heathrow is the single most important economic impact driver for Hounslow. Businesses didn’t randomly arrive in this area. They are here and grow because of all the benefits that being close to Heathrow brings”, he said.

These benefits range from the world-class links that Heathrow provides to markets overseas and the opportunities that having such a major part of the national infrastructure on the doorstep brings.

The excellent connections to international markets is one of the reasons that Hounslow is home, for example, to many creative companies from across the tech, media, broadcast and production industries. Mr Fry said: “A real talent pool for the creative sector has been generated in Hounslow and thanks to Heathrow it is now one of the borough’s two key growth sectors.”

And it’s not just the larger businesses that gain from proximity to Heathrow. Mr Fry said that most businesses in Hounslow are locally owned and managed SMEs with under ten employees which benefit either directly or indirectly from Heathrow’s supply chain and the economic activity it stimulates.

“Businesses of all shapes and sizes, from the local cafes and retail stores, to production companies and specialist manufacturers, have succeeded because of the growth economy that Heathrow has created”, he added.

For those supplying goods or services to Heathrow, expansion will provide
an almost immediate boost. Orders and jobs will be generated as soon as expansion is approved and will enable many local SMEs to grow.

“Heathrow expansion is a prime opportunity this side of Brexit. We can achieve something bigger and better by getting on with Heathrow, and getting on with it now.”

Stephen Fry, Chief Executive, Hounslow Chamber of Commerce

There will also be a host of new skills required to deliver Heathrow expansion, many of which will come from colleges in Hounslow. Whether in engineering, manufacturing, customer service or IT, Mr Fry said it is training providers like West Thames College, where the Hounslow Chamber shares a site, which will provide the skills training needed.

“Our schools and colleges are geared up and ready to deliver the varied skills required for this ambitious project.”

Having spoken to many small business owners in Hounslow, Mr Fry said a common conclusion is that expanding Heathrow is a no brainer.

“In a post-Brexit Britain, we need the Government to do something decisive. Our community is confident that it will be even more successful with a third runway.”
HEATHROW HANDLES 29% OF UK TRADE OUTSIDE OF THE EU
HEATHROW HANDLES A GREATER VALUE OF GOODS THAN SOUTHAMPTON AND FELIXSTOWE SEAPORTS COMBINED.

£101BN
BOTH SEAPORTS

GATWICK ONLY HANDLES 0.2%

0.2%
GATWICK
HEATHROW: CONNECTING SMES TO EXPORT MARKETS

RUBYBLUE SPIRITS

📍 Location: Lisburn, Northern Ireland

👩‍💼 Employees: 3

Export markets:
- Ireland
- Australia
- Russia
- Finland

As Northern Ireland’s first craft spirits producer, RubyBlue Spirits make award winning potato vodkas and unique fruit liqueurs from their distillery in County Antrim.

Founders Stuart and Barbara Hughes manage everything first hand, ensuring the quality and ingredients (including real fruit) are second to none.

Opportunities with expansion:

Recently moving to their third premises due to growth, RubyBlue Spirits are looking at export opportunities in new markets such as the US and Canada.

They need Heathrow expansion to provide the frequent connections that will enable their products to get to markets quickly and cheaply.
The Sutherland family began their business selling locally caught seafood to the villages around Portsoy in 1908.

Fast forward 100 years and five generations and the Sutherland Family continue to produce top quality seafood, including smoked Scottish salmon, for customers in both the UK and abroad.

**Opportunities with expansion:**

Building on a century of success at home, Gourmets Choice are looking to access additional international markets further abroad, particularly in the Middle East and Asia.

Due to the need to get their products to market quickly, only Heathrow has the freight handling ability and frequent connections their business requires.
HEATHROW: CONNECTING SMES TO EXPORT MARKETS

MILLER

📍 Location: Cramlington, North East England

👩‍💼 Employees: 28

Export markets:
- Australia
- India
- Japan
- Russia

Founded in 1978, Miller today operates on a global basis from their main manufacturing site in Cramlington.

Miller manufactures a range of specialist attachments for the earthmoving and mining industries, as well as providing custom built products for specific applications and industries.

Opportunities with expansion:

With some of the world’s leading equipment manufacturers such as Volvo, CNH and Komatsu as clients, and numerous customers worldwide, Miller relies on connections from Heathrow to get products to markets in every corner of the globe.

Heathrow expansion will enable Miller to export to up to 40 new international destinations by 2030.
## TREGOTHNAN TEA

<table>
<thead>
<tr>
<th>Location:</th>
<th>Truro, Cornwall</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employees:</td>
<td>50+</td>
</tr>
<tr>
<td>Export markets:</td>
<td>Over 60 countries including China, Singapore</td>
</tr>
</tbody>
</table>

The UK’s first home grown tea company, Tregothnan has been producing high-quality English tea since 2005.

Home to the Boscawen family since 1334, Tregothnan Estate has proven the perfect location for growing a wide variety of speciality tea, popular both in the UK and abroad.

### Opportunities with expansion:

With significant interest in British tea and tea tourism, Tregothnan see Heathrow expansion as an opportunity to improve connections between Cornwall and growing markets in Asia.
“This is the promise of Heathrow expansion, the prize that awaits the UK if Heathrow is allowed to grow.”
British businesses of all sizes stand on the brink of a huge opportunity.

An opportunity to unlock their full potential through connections to the world’s new and emerging markets. An opportunity to share in a £211 billion economic boost and more than 180,000 new jobs.

And an opportunity to expand and grow, building their capability and showing that they can compete on the world stage.

From the largest right down to the smallest, we understand that SMEs are the backbone of the British economy. They are a vital part of our supply-chain, contributing the materials and skills needed to construct and operate a world-class airport.

It is why we have worked hard over the last five years to open up access to our supply-chain, ensuring businesses across the UK have the confidence to access it.

We’ve already committed to create logistics hubs across the UK, including in the north of England and in Scotland, simplifying the supply of products and services required during construction and creating work and jobs across the UK.

We’ve made five SME guarantees, each designed to ensure British businesses of all sizes can make the most of expansion.

And we have the private investment ready to go, meaning the benefits of a third runway will be felt from day one following approval.

This is the promise of Heathrow expansion, the prize that awaits the UK if Heathrow is allowed to grow.

It is an opportunity to create a lasting legacy for British businesses both through the investment in staff, skills, knowledge and equipment it will enable, and in the long-term export opportunities it will create.

Leaving the European Union means Heathrow expansion is more important than ever for Britain’s SMEs. Creating trading links to the growing markets of the world and controlling our trading routes is essential if they are to succeed post-Brexit.

The businesses showcased in this report represent just a handful of the thousands across the UK that will benefit from Heathrow expansion.

They are united in their support for Heathrow. They now need the Government to approve a third runway.