

News story: Quimera energy efficiency set for growth surge with US deal

London-based Quimera Energy Efficiency designs and delivers energy efficiency and smart building solutions for hotels around the world, and has secured a seven figure export contract in the US.

The firm will now see its systems installed in all three Marriott hotels operated by the MDM Hotel Group in Miami.

To help secure its partnership with MDM Hotel Group, Quimera Energy Efficiency worked closely with International Trade Advisers (ITAs) from the Department for International Trade (DIT) in London, who helped the business make key legal contacts and meet new commercial partners in the US.

In a bid to drive further US growth, Quimera Energy Efficiency is now working with government advisers at the British Consulate in Chicago to explore a new joint venture with Hyatt Hotels in the city.

The business is also in discussions with a further 30 hotels across the US market, which could deliver up to £6 million in revenue for Quimera Energy Efficiency between 2019 and 2022.

With growing overseas prospects, particularly in the US and China, the company expects to see its total revenue increase by 200% to more than £2.6 million over the coming year, reaching £35.4 million by 2024.

Quimera Energy Efficiency currently generates 70% of its turnover from overseas sales, with customers in 12 markets overseas, including Germany, the UAE, Oman, China, India and the Dominican Republic.

In addition to its UK-operation, Quimera Energy Efficiency has established wholly owned or controlled companies operating from Dubai and Shanghai. Over the next 6 months, the business aims establish a further 2 subsidiaries in Mumbai and Atlanta.

The business boasts the global energy efficiency sector's first revenue model based entirely on the performance of its solutions, taking a share of the energy cost saved by its partners instead of charging up-front for its services.

John Chambers, Business Development Director, Quimera, said:

The US is home to some of the world's largest hospitality brands, and we hope that this new US contract is the first of more to come.

We've been working with DIT since 2017, and its support in helping to source US legal and commercial partners was instrumental in making our deal with MDM happen.

Entering the United States seemed like a big step, especially considering the size of the market. DIT advisers were on hand to help develop our US operations, and have been on hand to offer advice on managing issues such as late payments from customers in other markets around the world.

Hospitality is a global industry, and our outlook has been global from the start. In addition to growing our business in the US, we'll also be working with DIT to help build our operations in China, where \$13 billion (£10.4 billion) of the \$27 billion (£27.5 billion) global energy services market was spent last year.

The success of companies like ours shows that exporting isn't just about goods, it's services too, and I'd encourage anyone interested to make the most of the support available – the demand is out there.

We're proud to be flying the flag for the UK overseas. With DIT's support, Quimera Energy Efficiency is now the world leader in its field, with clients including the major hotel companies and their properties that we service around the globe.

Parveen Thornhill, Head of London Region, Department for International Trade said:

Quimera Energy Efficiency has been quick to recognise the opportunities for rapid growth overseas. When Quimera's dedicated ITA Jim James first started working with the business, the US was identified as one of its priority markets for growth, and this deal is a major milestone.

The US market can be a daunting one to approach for many small businesses, due to its size, level of competition and its different regulations.

To help local firms tackle export hurdles such as these, we have a network of expert ITAs who can offer firms one-to-one guidance to help them conduct essential research, identify new partners and buyers, and navigate potential barriers such as regulations and tax.

I'm encouraging anyone interested in seeing what exporting can do for them to get in touch. If a company like Quimera can find success, there's no reason many others can't too.

[Press release: New incentives for farmers to strengthen biosecurity on bovine TB](#)

The Government has today (18 December) confirmed that farmers who have managed to stay clear of bovine TB for at least six years will be able to revert to annual, rather than six-monthly, testing.

This will reduce the testing burden on these lower-risk farms and incentivise other farms to take steps, to reduce their TB risks. The change will come into effect in May 2019 and will apply to farmers in parts of the bovine TB Edge Area.

The six-monthly testing also applies to farmers who have achieved Cattle Health Certification Standards (CHeCS) TB accreditation of their herds.

Farming Minister, Minister Eustice, said:

Bovine TB remains the greatest animal health threat to the UK, causing devastation and distress for hard-working farmers and rural communities.

By allowing these lower risk herds to revert to annual testing we want to encourage other farmers to take steps to reduce the risks of bovine TB.

From stringent biosecurity to the application of risk-based trading principles, farmers need to be doing everything they can to stop this disease spreading. As a Government we will also continue to robustly apply a range of interventions, including cattle movement controls, increased and better TB testing and licensed badger control in certain areas.

Defra and the Welsh Government have also today published a [joint report](#) with industry setting out recent progress and next steps on improving on-farm biosecurity – a key focus of the recent report by Sir Charles Godfray on the Government's bTB strategy.

This report sets out a new programme of action designed to increase farmers' resilience to bovine TB, including a £25,000 investment to improve the [TB Hub website](#) – the central hub for information on the disease.

Press release: Help for millions of self-employed to save and plan for retirement

New approaches that would allow self-employed people, around 15 per cent of the UK workforce, to save for short, medium and long-term financial goals – for example, catering for those with irregular incomes – will be tested through trials and research to be launched imminently.

Automatic enrolment has transformed pension saving with almost 10 million people automatically enrolled since 2012. Now the government is embracing the challenge of encouraging the self-employed to put away money for later life.

Guy Opperman, Minister for Pensions and Financial Inclusion, said:

Only around 1 in 7 (14 per cent) self-employed people were saving into a pension in 2016 to 2017. Our trials are designed to make sure that this diverse group of people gets help to plan ahead for greater financial security and the lifestyle they aspire to in later life.

We want to see effective, long-lasting solutions that boost the future prospects of millions of hard-working self-employed people, and will work with the financial services sector, professional trade bodies, unions and others to achieve that.

Features of the trials include:

- encouraging employees who become self-employed to keep making regular, affordable, contributions to a pension or other long-term savings product
- better use of financial technology to help the self-employed overcome barriers to saving
- making the most of communication points of contact used by self-employed people – such as online accounting systems – to promote saving for retirement in an easily understood way

A Department for Work and Pensions [report](#) published today confirms the continued success of automatic enrolment. New evidence shows that the rate of people stopping saving into a workplace pension for 2017 to 2018 was just 0.7 per cent, and this has not changed in the period April to June 2018 following the first increase in minimum contributions.

More information about the trials is available in [Pensions and long-term savings trials for self-employed people](#).

Media enquiries for this press release – 020 3267 5120

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[News story: New chair of the Animals in Science Committee appointed](#)

Baroness Williams, Minister of State for Countering Extremism and Minister for Equalities, today announced that Professor David Main has been appointed as chair of the Animals in Science Committee (ASC).

Professor Main will take up the appointment with the ASC on 1 March 2019, succeeding Dr John Landers who has served as ASC Chair for five years.

Baroness Williams said:

I am delighted to welcome Professor Main as the next chair of the ASC and I am confident that the knowledge and experience he will bring to the role will greatly benefit the Animals in Science Committee. I would also like to thank Dr Landers for his expertise and commitment during his time leading the committee.

The UK has one of the most comprehensive animal welfare systems in the world to ensure animal testing is carried out humanely and only when necessary. Under Professor Main's leadership the ASC will continue to play a vital role in ensuring the government receives transparent, independent advice on the use of animals in science.

Professor David Main is Professor of Production Animal Health and Welfare at the Royal Agricultural University and formerly Professor of Animal Welfare, University of Bristol.

A veterinary surgeon, Professor Main has research interests in welfare assessment, intervention strategies to improve welfare, and animal welfare education. He has been involved in several large collaborative projects including AssureWel that introduced welfare outcome assessment into UK certification schemes and EU WelNet, a network of welfare scientists that provided welfare advice to the European Commission.

Professor Main said:

I look forward to taking up the role of Chair to the Animals in Science Committee and to working with committee members to continue this important work.

I would like to pay tribute to my predecessor Dr Landers who has

led the committee since its inception in 2013. We hope to build on its already excellent achievements in this field.

The ASC is an independent public body sponsored by the Home Office. It provides independent advice about issues relating to the use of animals in scientific procedures within the context of the Animals (Scientific Procedures) Act 1986.

[Press release: Environment Agency announces new national salmon and sea trout byelaws](#)

Environment Agency's national salmon and sea trout byelaws, applicable in England, have been confirmed by Defra. This means that the byelaws will become law and come into force on 1 January 2019.

The Environment Agency are introducing these restrictions on fishing in England in response to the international decline in migratory salmon stocks. Salmon stock numbers are currently among the lowest on record and are below sustainable levels in many rivers.

The byelaws will become law on the 1st January 2019 and will see the following restrictions being implemented:

- Closing all commercial net fisheries for 'At Risk' and 'Probably At Risk' rivers (some fishing for sea trout will still be allowed). This will include all drift net fisheries;
- Mandatory catch and release by anglers on the rivers that are classed as 'At Risk' to be introduced in June 2019. These are the Cumbrian Calder, Dorset Stour and Yealm;
- Mandatory catch and release by anglers on the rivers that are listed as 'Recovering Rivers'. These are rivers where salmon were effectively wiped out and small populations have re-established in recent years with improvements in water quality on mostly heavily polluted post-industrial catchments. Examples of these are the Mersey, Yorkshire Ouse;
- Renewal of the 1998 Spring Salmon Byelaws. These protect the larger, early running salmon, and do not involve any new measures.

The new byelaws come into force following an Environment Agency consultation, which sought views on how to better manage salmon fishing in England and the Border Esk.

As part of new byelaws there will be voluntary catch and release expectation for salmon caught rivers classed as 'Probably at Risk' to ensure catch and release levels greater than 90%.

Reducing the taking of salmon by rods and nets is only one part of the Environment Agency's larger programme to protect salmon stocks. Actions taken by the Environment Agency and its partners that contribute to protecting salmon stocks include removing barriers, improving water quality and agricultural practices, and addressing unsustainable water abstractions.

Kevin Austin, Environment Agency's Deputy Director for Agriculture, Fisheries and the Natural Environment said:

It is only through continuing to take concerted action, and through the co-operation of others, that we will successfully protect this iconic fish for future generations.

We are not implementing these changes lightly and have consulted widely with those affected. There is no single solution to protecting salmon stocks; reducing the catch of salmon can only partly contribute to the recovery of salmon stocks.