

Plymouth Manufacturers' Group

Celebrating Manufacturing Success



Plymouth Manufacturers' Group

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Celebrating Success

On behalf of the Plymouth Manufacturers' Group, I invite you to join us in celebrating the success of a number of firms from within our membership - a selection of which are illustrated here in this booklet. These short case studies and news clips represent a series of examples of what is happening widely across the sector at this present time.

We are optimistic that the sector will soon return to its pre-recession levels of gross-value-added or 'GVA' when it generated just short of £680m out of a city-wide economy that's worth £4bn (in 2007). Although the numbers employed have gradually declined over the years, in part as a result of significant productivity improvements, engineering and manufacturing continues to provide work for fourteen thousand people, that is, approximately 13% of the total labour market.

As the Government nationally looks to re-balance the economy, Plymouth and its immediate hinterland is extremely well placed to make a very real contribution to this extremely desirable aim.

Mike Syrett

Chairman of the Plymouth Manufacturers' Group



Princess Yachts places Plymouth firmly on the global map

Princess Yachts occupies a special place at the heart of Plymouth and British boatbuilding. Its first model, a 31-footer, was launched from original premises alongside Stonehouse Creek in 1965. Now over 45 years later, the company occupies five sites across Plymouth with over 1,100,000sqft of manufacturing space and produces a range of luxury motor yachts from 42 to 130 feet for some of the world's most discerning owners.

In 2009, Princess established a long lease on new production facilities for its larger models in the city's ancient Royal Dockyard. Already in operation producing the company's new 32M and 40M superyachts, this South Yard site is being sought outright by the company so it can build one of the most advanced yacht construction facilities in the industry.

In January 2011 the Princess 32M, the first of the new Princess 'M Class' yachts to be built at South Yard, was launched to international acclaim at the London boat Show. Hull two and three of this new model are already in build at

the Yard with firm orders in place for additional slots. The 40M, the company's new 130 foot tri-deck flagship, has also begun production at the site with what is believed to be largest resin infused GRP hull in the world.

Elsewhere, the company continues to expand its world-renowned collection of sports yachts and motor yachts and is one of the largest employers in the Plymouth area. With this non-stop design and development, a continual striving for excellence, and exciting new operations under way, Princess Yachts is looking confidently to the future.



“...the company occupies five sites across Plymouth with over 1,100,000sqft of manufacturing space...”





Algram Introduces a New Clean Room

Since its formation in 1968, Algram has become firmly established as a leading manufacturer of precision mould tools and thermoplastic injection moulding components for customers around the world, servicing many industry sectors including; automotive, aerospace, electronics, telecommunication and medical; having the ability to successfully process the more advanced thermoplastics such as PPSU, PEEK and PEI.

Following its acquisition in 1996 by the Olympus Optical Company of Japan, Algram's manufacturing capability has grown considerably thanks to a programme of ongoing investment in new plant and machinery, including the installation of its recently upgraded, Class 100,000 clean room.

With the added capability of ultrasonic welding, assembly, testing and packaging, together with the recently achieved ISO-13485 international accreditation for the design and manufacture of medical devices, the company is fully able to produce medical components made to the most exacting standards.

This purpose designed facility, with its dust free, temperature controlled environment has been specifically set up for the manufacture of specialist components for the growing medical industry. The installation of a range of Krauss Maffei automated injection moulding machines using high performance polymers produce components capable of withstanding the auto-clave or gamma-radiation sterilisation process.

In addition to this new facility, Algram's knowledge and competency has grown in the 'process validation' of medical devices, using a team of engineers specifically trained in this area of the business. Algram's ability to 'tap into' the human resource element and invest in a complex training programme for the employees of the Company has created an environment for the Business to grow and survive.



“...the company is fully able to produce medical components made to the most exacting standards.”



Consistent Investment Will Improve Quality And Increase Capacity

Kawasaki are expanding their facilities in order to meet the growing demand for the hydraulic products manufactured and sold from its Plymouth site.

Kawasaki (KPM UK) are continuing with their plan to invest £8 million over a 3 year period at their Plymouth based site where they manufacture a range of hydraulic equipment which is used extensively across the construction, marine and industrial markets.

This investment is consistent with their strategy to manufacture geographically close to their European customers in order to rapidly respond to their 'just in time' requirements. This latest investment programme will result in an increase in capacity and improvement in quality across the range of hydraulic pumps and motors that are manufactured at their Ernesettle base.

This latest capital investment has been supported by a South West development Agency (SWRDA) grant which enables the Company to continue its investment in high tech

equipment, systems and machinery in order to meet the high specifications demanded by its global customer base.

With a turnover of £80 million forecast for 2011 representing an increase of 60% over 2010 levels of business the Company has to cope with a rapid expansion in business as demand increases. With 80% of this sales revenue being generated through exporting to globally recognised manufacturers this is a great opportunity to promote Plymouth as an area that can still provide the skills and knowledge required to manufacture products to the highest quality and at a competitive price.

Kawasaki remains committed to increasing manufacturing capacity in Plymouth and is currently considering plans for extending the current plant in order to cater for the further growth that is predicted in the future.

...this is a great opportunity to promote Plymouth as an area that can still provide the skills and knowledge required to manufacture products to the highest quality...

Kawasaki





Fairford Electronics and Luminati move to grow

World-renowned Soft Starter pioneer Fairford Electronics and leading design and acrylics product manufacturer, Luminati Waycon Ltd have both moved to new premises on the Lee Mill Ind Estate.

Fairford Electronics move will see huge improvements to the service that it can offer its partners, which will include access to even more skilled staff in its product development team and training and development for clients at the company's new Soft Starter academy. "Our new facilities really are a landmark in Fairford's history," said Mark Shepherd, Managing Director. "Over the past few years – with the help of our partners – we have made it a priority to develop increasingly new and innovative solutions, which has resulted in strong levels of growth. In order to continue providing our customers with a high level of support – we have had to significantly increase our capacity and resources, particularly in terms of sales support and research and development facilities."

Fairford's substantial investment was supported by the European Union with a £95,000 grant from the European Regional Development Fund, arranged through the South West Regional Development Agency.

Through investment and innovative product development Luminati has thwarted difficult economic conditions and continued to grow by 15% year on year. With a £2.1million turnover and 35 employees, last year was the perfect time to move into larger premises explains managing director Steve Senior: "Our previous premises were starting to impose restrictions on our growth and manufacturing development. We decided to take advantage of the general economic climate to find new premises that were perfect for our current and future needs. The location was also important to meet with our employees' approval - an important consideration with a skilled and loyal team. We can now concentrate on growth in a wide range of market sectors where added value can be made through bespoke design and product innovation. We have increased our employees by 14%, whilst benefiting from new efficiencies in manufacturing and utility management where we have made additional investment."



FAIRFORD
ELECTRONICS

“...we have made it a priority to develop increasingly new and innovative solutions...”



“With a £2.1million turnover and 35 employees, last year was the perfect time to move into larger premises...”



Rebirth of Plessey Semiconductors in Plymouth

Plessey has had a manufacturing base in Plymouth since the early 1970s. The current factory at Roborough was built in 1986 and has benefited from over £250m of investment under various owners since then.

The current management team took control of the site in early 2010, reinstated the name, and secured £0.4m support from SWRDA as part of a £0.9m capital investment for refit of the existing clean room and purchase of new processing equipment. The support forms part of a £6.3m investment by the company over three years. The first phase of this expansion has now been completed and has enabled the addition of several world leading bipolar semiconductor process technologies to the existing CMOS processes running on 8 inch silicon wafers.

Plessey's focus for new product development is in the area of sensing technology. Existing CMOS image sensors, Hall Effect switches and PIN photodiodes will all benefit from proven process technology and the skills and experience of its research scientists and engineers. Plessey's product development roadmap will lead to a range of exciting new technologies including a revolutionary new idea for electric potential sensors. This product line is known as the Electric Potential Integrated Circuit, 'EPIC'. Plessey has a worldwide customer base in the medical, scientific, industrial and consumer markets.



“Plessey's product development roadmap will lead to a range of exciting new technologies ...”



Hellermann Tyton invests in new High Tech Premises

Hellermann Tyton the leading provider of cable management systems will be moving to its new high tech product development and production centre later this year.

The Company which has operations in 34 countries around the globe, has had a presence in Plymouth since 1978 when it moved into its existing premises in Pennycross. The new purpose built 48,000 sq ft facility, located within the landscaped surroundings of the International Medical and Technology Park, will be built to an extremely high environmental standard and is expected to be awarded a very high BREEAM rating.

a highly skilled team of people in Plymouth. We have designed, developed and manufactured innovative solutions for customers all over the world. This project has been well supported by Plymouth City Council and by the South West Regional Development Agency, and will involve a very significant capital investment from our Company. Our decision to progress with the building of our new site reflects our confidence in the capabilities of our people and our commitment to continuing with our strong presence in the South West region.'

Steve Salmon, Chief Executive of the HellermannTyton Group said 'Over the past 32 years we have developed



HellermannTyton



“ We have designed, developed and manufactured innovative solutions for customers all over the world... ”





Bandvulc Re-Engineers Tyre Inspection for World Class Manufacturing

Bandvulc has once again shown the retread industry how to change the face of retreading with innovation, quality and efficiency using in house design and engineering.

Building on its re engineering of tyre repairs, known as Camelot, Bandvulc has now changed the way it handles over 18,000 truck tyre casings per month with the introduction of new processing equipment, collectively known as AVALON, installed at its retreading facility warehouse in Lee Mill, Ivybridge.

This £450k+ investment consists of:

- Further development of Merlin (bespoke bar coding system) to control casing sell-on procedure, customer narrative control and inspection routines as well as ultimately customer casing banks.
- New overhead rail system – casings are unloaded straight from our vehicles on to a rail system which feeds

the Casing Inspector. Data is entered into Merlin with gives instant CCC (Complete Casing Control) information.

- New automatic conveyor and shearography testing equipment – inspected casings are passed through an automatic system where casings are shearography-tested (according to a predetermined priority) and results are analysed before further processing.
- Changes to the working pattern within the warehouse, to that of an alternating shift pattern.

It is a great credit to all involved that such major advances can be made using people from within our own organisation', says Patrick O'Connell, Managing Director.

Bandvulc has now changed the way it handles over 18,000 truck tyre casings per month with the introduction of new processing equipment...



Pipex New Skills and Innovation Centre

Pipex px[®] is a privately owned, family run, manufacturing business. Manufacturing pipe systems, chambers, structures and bespoke fabrications from high quality thermoplastics and advanced composites. The main markets Pipex px[®] operate in are power, water, industrial, transport, oil, gas, marine, offshore and green/renewable.

Over the years Pipex px[®] has grown in terms of turnover, profitability, product offering and reputation. Pipex px[®] now includes the trading subsidiaries Pipex Composite Pipes, Pipex Drainage and Civil Products, Pipex Structural Composites and Pipex Project Services.

Reinvestment back into the business has always been paramount for the company, as part of an ongoing commitment to continually develop and improve in all areas of the organisation.

One of the recent major reinvestments Pipex px[®] have made is to construct a new building dedicated to product innovation. The Pipex px[®] Skills and Innovation Centre is ideally sited opposite the main factory and construction was completed at the end of 2010.

Pipex px[®] gained funding from the European Regional

Development Fund (ERDF) 2007-2013 providing £90,000 through the South West Regional Development Agency (RDA) under the "Competitiveness Operating Program", this funding added to the £210,000 Pipex px[®] invested towards the cost of building the new facility and the installation of equipment that will enable Pipex px[®] to accommodate training, product testing, product development and innovation.

The eco friendly facility incorporates Pipex px[®] innovative Flowstow[®] passive rainwater harvesting system, energy efficient lighting, 100% recyclable testing water system and a viewing room for clients to witness products under testing within a safe environment.

The South West RDA leads the development of a sustainable economy in South West England, creating the conditions for a business to thrive.



“Reinvestment back into the business has always been paramount for the company”



BD investing £18million in new facilities

Medical equipment manufacturer BD - Becton Dickinson and Company - which is the city's third largest private sector employer, is investing £18million to build a sterilising unit and a facility to make a new generation of safety flashback needles, specifically designed to help increase healthcare professionals' safety worldwide. The scheme is expected to create about 19 jobs and to safeguard 118.

The project has been supported by an award of £2.2million under the Grant of Business Investment scheme from the Department for Business Innovation and Skills. The South West Regional Development Agency backed the firm's application. Richard Hoskin, SWRDA's Business Investment Manager, said "Becton Dickinson is a flagship business within the region, a leading innovator in the medical technology sector and a company which is creating high-quality employment in Plymouth. We are very pleased to have been able to work closely with the company in support of its expansion plans and we welcome Becton Dickinson's decision to make such a major investment in its future in Plymouth and the South West."

2009 saw BD mark the 60th anniversary of its Vacutainer blood collection system product which is today used by

millions of healthcare professionals around the world. Plymouth Managing Director, Peter Burgess said: "BD's commitment to quality touches everything we do, and ensures that our associates are able to produce the high-quality products that our customers demand. This is reflected in our investment in people, new technology, processes and tools which lead to reduced variability and better and more consistent performance. Above all, the expansion projects represent a substantial investment, which demonstrates our commitment to future growth at the Plymouth site."

The firm originally moved to Plymouth in a bid to operate from a site close to its growing European market. Around 80 per cent of its products are still exported to Europe, with the remainder sold in America and Asia.



“BD's commitment to quality touches everything we do,...”



Aldermans investing in new technology

Aldermans are a reputable metal fabrication company of some 40 years standing and are committed with a new strategy that includes provision for ongoing investment in the latest manufacturing technologies.

While Aldermans supplies to all industries, the company identifies four sectors that are key to revenue growth: transport/automotive, specialist furniture, industrial, and retail. This diverse manufacturing company supplies components and assemblies ranging from airport terminal furniture and car parts, through to electrical enclosure components and point-of-sale shop fittings, to name but a few.

"Our lean strategy included relaying out the entire factory for improved flow and making space for the LC2012 C1 punch-laser combination" says Rob Johns, Operations Manager. "The flexibility of using punching and lasering in one machine achieves a better cost per part - while the laser is used for aesthetic profiling and apertures for which there is no tool. It's automation and accompanying new software Dr Abe, also allows us speedier processing times from the drawing office

to machine, and in particular allows us to be very reactive to prototypes and small runs."

The unmanned capability of the Amada LC2012 C1 is delivered thanks to an integrated part remover for automatic picking and stacking of finished components. Additionally, Aldermans took an automatic load/unload system to provide lights-out operation for sheet sizes up to 2500 x 1250 x 6mm (up to 3.3 tonnes of material can be accommodated at any one time).

Aldermans are now looking forward to a prosperous year and are working on improvements to other production areas and investing heavily in developing and enhancing their workforce, through in house training workshops, NVQ's and apprenticeships. In our business, quality and delivery are assumed - it is price that wins orders and the best way to drive prices down is through our people and smarter processes."



News in brief



Mouldtech Solutions are high precision toolmakers manufacturing injection moulds for all sectors and also specialising in product design and development utilising their strong knowledge and experience in R&D.

Moving positively into 2011, Mouldtech have invested in their CNC milling section by purchasing a new machining centre capable of machining just over one metre and have plans to expand their CNC spark erosion by adding a third machine later this year.

Mouldtech have also recently invested in the latest 3D design and machining packages giving them total control over their projects in house to maximise their efficiency and minimise lead times.



HYMID MULTI SHOT

Specialist plastic injection moulders Hymid Multi-Shot are pleased to announce our new Product Development office, in the recently remodelled Innovation Centre at South Devon College.

This expansion (helping to forge closer links with academia both home and abroad) is thanks to our continued growth and capital investment in training and equipment. Our new MRP system has streamlined processes, logistics and improved client care, enabling us to diversify into sectors spanning medical & healthcare to consumer electronics.

Hymid welcome an expansion of the workforce too – three new faces in the last six months at our South West base.



LASER INDUSTRIES

Laser Industries has invested heavily in the last 12 months installing two further Bystronic Laser machines – one a 4mtr x 2mtr bed – which brings the total of five Lasers in the company to the Plymouth region.

Sister company, Waterjet Industries has installed its second Byjet waterjet cutting machine with a capability of cutting any sheet material up to 150mm thick – from plastic to stainless steel.

Iain Wilson, owner of both companies is confident that the level of manufacturing in the local region is buoyant enough to warrant

the investment in the companies against the national trend.

Laser Industries – based in Saltash now employs a staff of over 20 while Waterjet Industries based in Estover has a team of two, both companies having employed new staff this year.



SOURCE

Based at Langage Industrial Estate, Source have been in manufacturing since 1992. They specialise in making precision stainless steel cable fixings and self adhesive products. They also make their own special purpose machines; offer progression tooling and have full tool room facilities.

Output this year is up 35% and Source have taken on three additional full time staff – an increase of over 10%. Furthermore, they have recently invested in a new three axis full CNC mill and have undertaken a lean manufacturing and six-sigma project with the support of the SW manufacturing advisory service.

Source now employ 26 people and have further plans to expand.