



British Manufacturing Plant Constructors Association

NEWSLETTER 2010

Issue 8

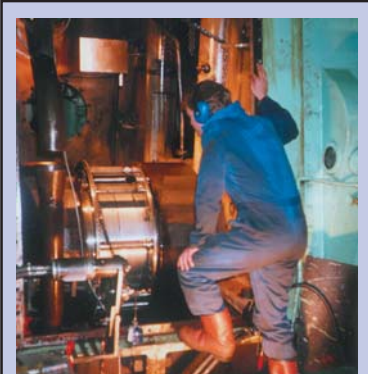
WELCOME...

...to the newsletter from the BMPCA. We aim to keep you informed of the progress being made by members of our Association.

The BMPCA is the Trade Association that represents companies who provide equipment and services to manufacturing industry in the UK and throughout the world.

Our membership includes two global metallurgical equipment suppliers who can design build and supply complete integrated steelworks. Complementing these large companies are specialist instrumentation and process control manufacturers whose equipment provides the data enabling full automation of complex processing equipment. There are also several specialist engineering companies who design and build equipment including components for companies mining high value alloying elements such as nickel and chromium. Other specialists include an onsite in situ machinist, aluminium technology specialist and water spray technology.

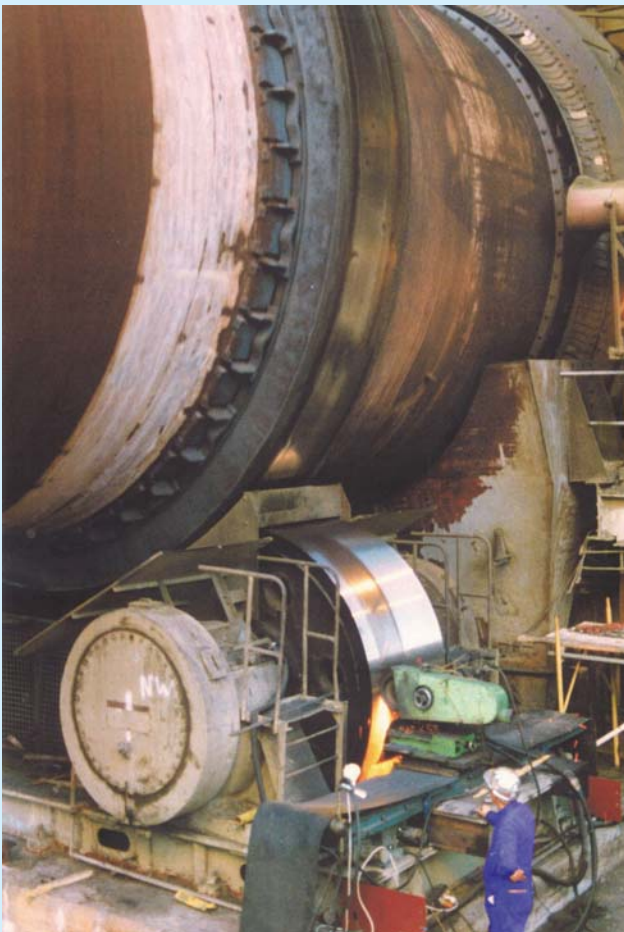
In fact our membership is the complete package when it comes to supplying the global manufacturing industry.



IN THIS ISSUE



Even well-maintained industrial plant Will eventually breakdown or wear out. There's never a 'right time', and when it happens, timely repair, renewal or upgrade is usually all that stands between continued profitability, unplanned costs and damaged reputations. That's when enlightened production managers turn to Metallock UK...



Picture shows a Rotary Kiln Support Roll being machined in situ

For nearly 70 years, Metallock UK has delivered engineering services that keep industry producing around the world. These range from casting repairs to in situ machining, alignment, shaft recovery, thermal/metal spraying and other engineering services that have evolved from the original Metallock process.

Thousands of delighted customers bear out Metallock's ability to deliver fast, cost-effective in-house and on-site engineering repairs. For small manufacturers and OEMs alike, Metallock UK regularly minimises downtime, extends service lives and avoids unnecessary equipment replacement.

A COMPANY THAT PROVIDES A REPAIR SERVICE TO THE GLOBAL ENGINEERING INDUSTRY

Around the world and around the clock support

Because so many Metallock UK services are undertaken in situ, customers regularly avoid costly removal of equipment to a remote workshop. It's even possible to repair plant that simply can't be removed from site. Where time and money are critical and downtime can cost millions, Metallock is like a motorist's emergency rescue service – around the clock and around the world support for extractive industries, petrochemicals, pressing and forging, general manufacturing and other industries.

Continuous growth since 1947



Picture shows a Large Crank Pin being Orbital Machined in Situ.

Metallock's roots go back to 1904, with the UK business being launched in 1947. Since then, the service has evolved into the market-leading Metallock Engineering brand. It's an expanding global resource that maintains the unique identities of its national members such as Metallock UK – and has just grown further with new joint ventures in India and Saudi Arabia.

If history is any indicator of the future, this engineering success story is set to continue. Plant will always breakdown or wear out and the pressures to keep operations running are relentless. In fact, as you read this, yet another production manager is probably sighing with relief and silently thanking Metallock UK, or another Metallock Engineering business, for coming to his or her rescue yet again

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MEMBERS OF BMPCA JANUARY 2010

Cognex UK Ltd

Corewire Ltd

Danieli Davy Distington Ltd

Davian Site Engineering Services Ltd

Davy Markham Ltd

Independent Control Systems

Industrial Automation & Control Ltd

Innoval Technology Ltd

Lechler Ltd

**Mechanical Installations
International Ltd**

Metalock Engineering UK Ltd

Moduloc Control Systems Ltd

Oldham Engineering

Parkegate Engineering Ltd

Sarclad Ltd

Sheffield Forgemasters Engineering

Siemens VAI Metals Technology

Thermo Fisher Scientific

MESSAGE FROM THE CHAIRMAN



We all entered 2010 with trepidation that world manufacturing would continue to decline further and that we were going to see a double dip. It is heartening to see that this has not been the case and key economic indicators such as car production, steel output and the general levels of enquiries are all showing encouraging trends.

The output from UK furnaces and mills has improved considerably over the last quarter and there is an increased requirement for repairs and maintenance type work at the UK sites. Whilst there are few signs of new investment in metals manufacturing plants anywhere in the World, I believe that investment plans which were shelved during 2009 will start to be revisited during the second half of 2010.

There are also signs of big infrastructure investments all of which will demand engineering and manufacturing support and I believe that the UK is well positioned to exploit these opportunities. The word on everyone's lips at the moment is renewable energy and CO2 control and capture. Regardless of your position regarding climate warming, there is definitely going to be a huge market in the need to replace old power stations over the next ten years and we should all be examining our own experience and skill base to see how we can meet the demand for new power generation facilities.

We have been encouraged by the interest we have received from the newly launched name encompassing the name MANUFACTURING and hope to be persuading some new members to join either as full members or as associates who work in research or not for profit establishments.

I hope that your year has commenced well and that you will continue to benefit from the networking and exchange of market intelligence the BMPCA continues to provide for you.

ANNUAL LUNCH 2009



Guest speaker at the annual BMPCA lunch, the Right Hon Richard Caborn MP, contended that manufacturing is critical to the future of the British economy and that this country could become the 'factory for the world' for green energy technologies. In his welcoming address, the BMPCA Chairman, Kevin Parkin, announced that the association is changing its name to the British Manufacturing Plant Constructors' Association, underlining its commitment to manufacturing generally and potentially broadening its membership beyond the metallurgical industry, to the process, defence and nuclear sectors.

Held at the Merchant Taylor's Hall in the City of London, this annual event was attended by around 180 BMPCA members and their guests. Kevin Parkin, who is MD of Sheffield heavy engineering company DavyMarkham, reminded those attending that Britain is still the world's sixth largest manufacturer, with some 150,000 producers generating around £500 billion annually. In order to maintain this global status, industry needs an inflow of skilled young people, who have acquired core technology and engineering skills through their secondary education.

Introducing the main speaker, Kevin pointed out that as well as being a qualified engineer, Richard Caborn had long been a friend to British manufacturing, particularly during his terms in office as Minister for Trade and Minister for the Environment.

Mr Caborn, who is Member of Parliament for Sheffield Central and was recently appointed Prime Minister Gordon Brown's Ambassador for the 2018 World Cup bid, made the point that the PM's new National Investment Corporation, with its £1 billion investment fund, provided the kick-start for a real manufacturing renaissance, particularly with regard to low-carbon energy technologies like nuclear, renewable and 'clean coal' power.

"With this kind of investment, British manufacturing can get a head start on other countries," he said. "We already know how to use these technologies and it is about making them more efficient, to take us forward into a greener age. So, we are not starting from scratch - We have the skills and knowledge on how to make this plant. We must advance on what we already have and make Britain a leader in world manufacturing, to supply future energy needs."

Members News

Innoval

Innoval's international trade success recognised by prestigious award



In attendance (L-R): Dr Tom Farley, Managing Director, Innoval; Dr Gary Mahon, Director, Innoval; Helen Forrest, Communications Manager, Innoval; Dr Nigel Davies, Non-Executive Director, Innoval Technology; Lesley Barratt, Commercial Manager, HSBC; David Cook, International Business Manager, HSBC; Andrew Brattesani, Area Commercial Director, HSBC.

Oxfordshire - based Innoval Technology (Innoval), a leading provider of independent technical expertise to the global downstream aluminium industry, is announced as the South East UK Regional Winner of the International Trade Awards 2009, sponsored by HSBC Bank Plc.

This prestigious award recognises the outstanding success the business has demonstrated in exporting its services across a range of industry sectors and to more than 20 export markets, including China and the Middle East, enabling their customers to get the most from their investments.

Chairman of Judges, Ian Campbell OBE said: "Innoval's global growth has depended on a clear international strategy, the skills and expertise of its multi-disciplinary teams, the development of niche, and often unique, training courses and a focus on specific marketing channels and tools.

With 71% of its business derived from overseas markets and its agility as an SME, Innoval Technology is a worthy winner of the South East International Trade Award."

David Cook, International Commercial Manager, HSBC Bank Plc adds: "Innoval has achieved a great deal since its inception in developing global recognition for its expertise in the field of aluminium technology and HSBC is truly delighted to reward this success. Businesses are navigating difficult and challenging times in the marketplace and, for HSBC, it is imperative that we continue to support companies such as Innoval, which has fully embraced its international opportunities. It is companies like this that will help drive the economic recovery in the UK."

Dr Tom Farley, Managing Director of Innoval Technology, says: "We are very honoured to be announced as South East Regional Winners of this well-known and important award. We have worked hard since our start-up and are proud of our achievements in new business growth and export sales. Our expertise is now sought by aluminium companies worldwide. Over the last six years, Innoval's engineers have helped our clients to improve the quality of their aluminium products and the performance of their aluminium processing equipment the world over."

He continues: "Our goal is to become the leading, internationally - recognised provider of independent technical expertise to the global downstream aluminium industry and its customers, suppliers and investors. Receiving this award will help us on our way to achieving this, and we would like to express our thanks to International Trade and HSBC."

Innoval Technology will now join 11 other regional winners at the UK final - which will take place at the House of Lords, London, in March - where each business will have the chance to win one of three national awards: Small to Medium Sized Business Category; Award for Excellence in Innovation; and the International Trade Company of the Year 2009.



Picture shows Tom Farley (right) receiving the award From Andrew Brattesani, Area Commercial Director, HSBC.

Sheffield Forgemasters

Funding confirmed for £2.7m research programme

17 February 2010

Sheffield Forgemasters International (SFIL) has secured up to 50 per cent funding from Yorkshire Forward for a £2.7m research and development project to further its hold in global power generation markets.



Sheffield Forgemasters group research and development director Dr Jesus Talamantes-Silva with chief executive Graham Honeyman

Due to the continuing demand for fossil fuelled power stations, SFIL has seen an increasing number of contracts secured for new super critical applications with current orders for generator and turbine rotors stretching beyond 2011.

These forgings, which typically weigh between 75-95 tonnes, have to meet very specified and refined standards to operate in extremely high temperatures with SFIL leading the technological advances in this type of manufacture.

Yorkshire Forward has approved a grant of up to half the project cost to help fund the technological development of these components at its newly created research and development facility at SFIL's Brightside Lane base in Sheffield.

The two-phase project, with funding matched by SFIL, will focus on the cleanliness of the steelmaking process through innovative technology plus research and development into ingots and forging, opening up access to markets valued in excess of £200m per year.

Dr Jesus Talamantes-Silva, who has just been promoted to Group Research and Development Director at Forgemasters, said: "The process will enable us to produce a much higher consistency of finished product which will result in greater manufacturing efficiency.

"The company is also seeking improved gas consumption and press efficiency during the forging process."

There is a continuing demand in Europe and China for these types of rotors as power generation moves to 1000MW super critical technology.

Turbine rotors are steel shafts, to which the turbine blades are fixed, and which rotate at extremely high speeds. This rotation powers a generator to produce electricity. The turbine is driven by steam and in this application the inlet temperature is much higher than in standard turbines, so being more fuel efficient.

Dr Talamantes-Silva added: "The first stage of the project requires fundamental research of the steelmaking process in order to explore the possibilities of implementing innovative technology. This is unique in this type of manufacturing process and will give SFIL a significant advantage against competition by dramatically improving steel cleanliness.

"The second stage of the project will concentrate on ingot and forging research and development. This will involve computer simulations to develop the most suitable technology in terms of ingot and forge tooling to manufacture these types of larger rotors.

"Our approach to R&D means that actual production of these components follows a right first time principle." Alex McWhirter, assistant director of business for Yorkshire Forward said: "Gaining access to finance from traditional sources for businesses looking to enter new markets at home or abroad is still extremely difficult in the current market.

"In our role as the region's Development Agency we understand that research and development is crucial to a company's success and in order for them to develop and grow their business with new and improved products and processes."

SFIL has also been investigating with various customers the market for turbine units for nuclear applications. Typically forgings in this sector weigh up to 250tonnes and this research project is a key step in the strategy to extend its business capability.

The company places great importance on research and development, spending between five and 10 per cent of its profits on R&D companywide. This compares with a national average of three per cent. Capital investment currently sits at £30.1m from 2006 with an additional £2.62m in the quarter to June 2009.

Investment in the new R&D facility includes a new computer cluster, microscopy equipment and software for advanced computer simulations plus a new team of researchers.

Davy Markham What Katy Did Next - Marketing



Katy Worton, a postgraduate in Occupational Psychology from the University of Sheffield, has joined Davy Markham's marketing team. She will play an integral role in the continued development of the company's successful marketing programme.

The heavy engineering concern was recognised recently in the Sheffield Business Awards for its work in promoting the city's manufacturing expertise and Kate will contribute her skills to this award-winning team.

"We maintain an active, global marketing campaign, using our in-house resources and external consultants, in order to raise Davy Markham's profile in key customer markets," says Marketing Executive, Jackie Cook. "Katy will help to ensure that we sustain high quality communications, both externally and internally."

Katy (26) was educated locally at Stocksbridge High School and Barnsley College, before studying for a degree in Psychology at the University of Hull, then latterly qualifying for her Masters at Sheffield. As a requirement of her masters degree Katy undertook a consultancy project at DavyMarkham, which reviewed the effectiveness of current policies and procedures. From this project, recommendations were made to the company and all have now been successfully implemented.

Her enthusiastic and methodological approach led to her being offered a full time position on the marketing team.

Davy Markham Picks Up Three Top Business Award

Engineering heavyweight Davy Markham scored a notable hat-trick in the 2009 Sheffield Business Awards, the Steel City's most prestigious business event. The company won the title Barclays Commercial Bank Outstanding Business of the Year, while its managing director, Kevin Parkin, was named Rensburg Sheppards Business Person Of The Year. The company also received the Creative Sheffield, Sheffield Champion Award for its work in promoting the city's manufacturing heritage and world-class products.

The event, which was organised by the Sheffield Chamber of Commerce and compered by TV personality Paul Ross, was held at the Ponds Forge International Sports Centre and attended by more than 500 guests. There were around 150 submissions for the fifteen different award categories, making it the biggest and best supported to date.

The award for Outstanding Business of the Year, selected only from those short listed for other categories, was for the company best able to demonstrate commercial leadership and vision, as well as successful performance against business plan. Davy Markham enjoyed record sales revenue in 2009, increased its workforce numbers from 160 to 220 employees, forged greatly improved internal communications and, despite the downturn, maintained its commitment to apprentice training. Kevin Parkin was recognised as Business Person Of The Year for his outstanding contribution to Davy Markham's exceptional business performance.



Business Person of the Year Kevin Parkin (right)

These titles are rewards for our combined hard work and determination over the past twelve months and beyond," says Kevin. "Although I have been named individually, both awards are a tribute to the entire workforce, because if apprentices, machine operators, welders, fabricators, designers, sales engineers, project managers and others hadn't worked to the utmost of their abilities, we wouldn't have survived, let alone achieved record figures."

The final Sheffield Champion award recognised DavyMarkham as an effective ambassador for the city and the Made In Sheffield symbol, which the company proudly displays on its corporate branding and marketing material. A successful ongoing PR programme, the use of iconic Sheffield images in its presentations and literature, and routinely playing host to visiting politicians, business groups, local organisations and schools, all contributed toward a highly proactive campaign on behalf of the city and its manufacturing expertise.

"We are huge supporters of the Made in Sheffield initiative and take every opportunity to promote it, wherever in the world we do business," adds Kevin.

Further enquiries to Davy Markham at Prince of Wales Road, Sheffield S9 4EX, telephone 0114 244 9971, email kevin.parkin@davymarkham.com, <http://www.davymarkham.com>

Industrial Automation and Control (IAC)

IAC celebrates the purchase of new premises



The UK's largest independent electrical systems integrator, Industrial Automation & Control Ltd is continuing with its expansion plans through the acquisition of new premises on Queensway Meadows Industrial Estate, Newport.

The Control systems specialist has continued to grow its team through the recession and is now looking to move the 64 strong workforce to a newer and more suitable building on the outskirts of Newport.

IAC is planning an opening event on Tuesday 4th and Wednesday 5th May which will also coincide with the Company's annual Open Day's. IAC's major partners, such as Siemens, ABB, Schneider, Rockwell and Omron & Mitsubishi are supporting the event, exhibiting their products and services as well as providing many of the seminars and hands on workshops.

IAC's sales & management team will be on hand throughout the 2 days for one to one consultation and to provide assistance where necessary, guiding visitors through the various events. IAC's Handling, Process, Security & Service divisions will also be showcasing new equipment and technology.

The 2 day event will commence with an official opening ceremony performed by Lord Kinnock and attended by customers, suppliers and other respected guests.

IAC will be issuing invitations to the event in the coming months, any interested parties should contact Kath Lewis on 01633 463110.

For Further details please contact:
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RELATED NEWS ITEMS

NAMTEC become Founder Member in new Nuclear Advanced Manufacturing Research Centre

NAMTEC are pleased to announce becoming a Founder Member of the new Nuclear Advanced Manufacturing Research Centre (NAMRC). NAMTEC will provide technology, skills and knowledge transfer services to the Centre which will be based at the Advanced Manufacturing Park in South Yorkshire.

The Centre will be led by the University of Sheffield in partnership with the University of Manchester and with Rolls-Royce as the lead industrial partner. The other founder partners include Areva, Westinghouse and Sheffield Forgemasters Engineering Ltd.

The NAMRC was a commitment under the Low Carbon Industrial Strategy, and is supported by £15m of government funding from the Strategic Investment Fund and £10m from Yorkshire Forward.

It will bring together university research and industrial expertise to develop manufacturing techniques and components that will meet the demand for new nuclear power stations. It will also benefit supply chain companies with support in securing accreditation to compete in the civil nuclear sector.

Announcing a number of initiatives for Yorkshire and the North West, the Business Secretary, Lord Mandelson said: "We know that we have to make the transition to a low carbon future, and the Government is determined to ensure that British businesses get the support they need to seize the business opportunities that transition creates. The civil nuclear sector is one of the key low carbon industries where the UK has the potential for job creation, economic growth and engineering and manufacturing excellence. Today's announcement is about investing in our future, a greener, smarter, more skilled, more balanced British economy."

NAMTEC CEO, Alan Partridge said: "The UK's nuclear programme is expected to create over 4.500 jobs over the next 25 years and contribute more than £1bn a year to industry. NAMTEC is proud of becoming a Founder Member of this major initiative. We have been very active in helping to secure the NAMRC for Yorkshire and in promoting the nuclear new build programme. NAMTEC will be supporting the development and delivery of a nuclear manufacturing skills programme, as well as continuing to support the development of the UK supply chain. We are looking forward to working with the NAMRC partners and with the wider nuclear supply chain in this very exciting venture".

Forthcoming Events
The BMPCA Sheffield Dinner
15th April at the cutlers Hall Sheffield

For further details contact.
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