



NEWSLETTER

Autumn 2007

Welcome to the Second Edition of the PDA Newsletter here to inform you of the latest news and forthcoming events

PDA - 25 Years assisting businesses to improve their profit performance

- Registered to carry out services on behalf of the Manufacturing Advisory Service (MAS) in Yorkshire and the Humber and the North-West
- Assisted over 2000 companies to improve their Profit performance
- Offer a free, no obligation appointment with a MAS registered Advisor
- International Company with offices in Bulgaria where we can source your requirements for materials and components and assist with export.



*FREE DIAGNOSTIC REVIEW

Funded through the Manufacturing Advisory Service

- A balanced assessment of your key production data, manufacturing systems and processes

*FREE RESEARCH DAY

- An investigation of a particular area of your business systems and technical advice

*Delivered by a MAS registered consultant



Call PDA on 01484 685879 to arrange your Free Diagnostic Review with a MAS Diagnostician

G W Energy's market leading energy saving lighting systems – advice that paid dividends



Expert advice from the Manufacturing Advisory Service Yorkshire and Humber has resulted in the Sheffield-based Company G W Energy successfully manufacturing a market-leading product which reduces by up to 40% commercial electricity consumption and the costs of running lighting systems.

In 1994 Wayne Cramer and Ged Hebidge pooled their voluntary redundancy money from British Steel to set up GWE, providing an electrical service to industrial businesses. They decided to bring more of their manufacturing in-house and brought in **MAS Adviser, Michael Whiteley of PDA** to assist, introducing a new factory layout and manufacturing processes which have enabled the company to eliminate their reliance on imports and produce two of their own core products. As a result of a series of MAS improvement projects covering lean manufacturing, strategy and new product development the company has achieved the following improvements:-

Wider range of cost effective products developed

- Increased market opportunities
- Client return on investment (ROI) improved by over 25%
- Production costs reduced by an average of 20%
- Lead times shortened by 35%
- Business far more focused on key success factors and direction

Making it Happen

In the first instance, MAS helped GWE to fully assess their existing products developed with imported components, highlighting their strengths and weaknesses. A superior design for a new unit was then developed which built on the strengths and removed all of the weaknesses. The feasibility of fully manufacturing the new unit in the UK was then assessed, quantifying and sourcing a bill of materials and then using Lean Manufacturing techniques to reduce costs to a minimum.

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Cultural Change Improves Performance for Barnsley Fabricator - Triten



Barnsley based manufacturer of wear resistant materials Triten, a fabrication company and leading suppliers to Corus, was established in 1992 employing 60 people.

This American owned company had an indifferent performance and poor culture before the revival was started by a change of approach with the introduction of the current management team a couple of years ago.

In 2005, Triten's MD, Phil Leonard, approached Mike Brook of PDA to undertake a MAS Diagnostic having previously met Mike with his connections via the Manufacturing Alliance of the Barnsley Chamber of Commerce. The aim of the diagnostic was to identify how Triten's manufacturing operations could be improved.

The diagnostic identified that the company had some degree of lean thinking but that there was still a high level of non value added activity evident. It was considered that a kaizen based Continuous Improvement Initiative would identify the areas of non value added activity and assist with the Company's efforts to improve performance by:-

- Improving quality
- Introducing a 5S mindset
- Implementing Standard Operations

A series of one day Lean Manufacturing Appreciation Workshops were delivered by PDA and funded by MAS for all employees, putting over the concepts of Lean in a simple way and identifying opportunities for improvement. From the Workshops, the previously sceptical workforce gradually came on board and an improvement programme and teamwork structure was developed which recognised that further specialised training was required.

Further detailed workshops on Kaizen, 5S, Waste, Standard Operations and Production Led Maintenance were provided for the employees and subsequent project management assistance to drive the initiative forward and implement the areas of improvement which continued to be unearthed.

As a result of the lean exercise, modest (1.42%) growth in turnover over the past 12 months has been accommodated with a 10% improvement in margin from 26% to 29% which has increased pre tax profits by almost 30%.

The Company are now in the process of finalising a contract with Corus to refurbish rolls on a scheduled basis, with Corus particularly complimentary about the operations at Triten following a site visit, this being a major contributory factor to the decision.

IN-HOUSE INTRODUCTION TO LEAN MANUFACTURING WORKSHOPS

Part-Funded Lean Training for your Workforce for as little as *£560

- 1 Day interactive In-House Lean Manufacturing Workshop at your premises
- Dates to suit your business
- Follow up report on how your business can get the benefits of implementation

Typical Workshop Includes:-

- Production Game
- What is Lean? What are the Benefits?
- Background to Lean
- Overview of the Lean Principles
- 7 Elements of Waste
- Some Lean Tools

Workshop can be tailored to company requirements

* Cost to company after grant support

Contact 01484 685879 to book your place or
Email: sandra.lodge@pdainternational.com

Free Disaster Recovery/Business Continuity Management Half Day Workshop 7th November 2007 - Huddersfield

Find out how a Company 'rose from the ashes' after an explosion devastated its site.

- Is your business prepared for the impact of any risk, threat, incident or disruption?
- What plans do you have in place should a potential threat become a reality?
- Could your staff be able to copy in such a situation?
- Could your business survive a major, or even minor disruption?

Find out how your company could be one of the first in the UK to create a business Continuity Management System that meets the requirements of BS 25999-2

Cost: Free to VAT registered companies.
Maximum 2 delegates per company
Contact 01484 685879 to book your place or
Email: catherine.burgess@pdainternational.com

BREW ENERGY SAVING CAPITAL GRANTS FOR BUSINESSES YORKSHIRE AND HUMBERSIDE



- 20% GRANT (MINIMUM £1K, MAXIMUM £8K) TO REDUCE WASTE – WATER/ENERGY/EQUIPMENT

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