



NEWSLETTER

SUMMER 2007

Welcome

Welcome to the first issue of the PDA Newsletter here to inform you about the latest news and forthcoming events.

2007 sees PDA Celebrate its 25th Anniversary

For 25 years PDA has been helping businesses improve their performance. Based in Holmfirth, West Yorkshire we work with all sectors of industry and have specialists at hand to cover the needs of your business. We offer a free, no obligation appointment with an Advisor to discuss your requirements.

Registered to carry out services on behalf of the Manufacturing Advisory Service, Business Link and A4E we have carried out many projects on the **grant schemes available to assist businesses like yours.

PDA is an International Company with offices in Bulgaria where we can source your requirements for materials and components and assist with export.

**Call PDA to find out if you qualify for the following funded assistance:-

MAS

- Free Diagnostic Review
- Free Research Day
- 50% funded projects for manufacturing improvements
- MAS MASTers Training Modules – Lean/Change/Leadership/Supply Chain/Offshore Sourcing & Supply Modules to transform your business and your people
- International Trade – Feasibility Study

A4E

- Funding for Training

Contact Catherine Burgess on 01484 685879 or email catherine.burgess@pdainternational.com

STOP PRESS.....STOP PRESS..... EVENTS FOR YOUR DIARY

Inside Industry Workshop – Litestructures, Wakefield
– Supply Chain Management/International Manufacturing 14th June 2007

One Day Introduction to Lean Manufacturing Workshop – PDA Training Facility, Huddersfield – 21st/26th June 2007 - 10th July 2007

One Day Introduction to Lean Manufacturing Workshop – Hull – September 2007

Inside Industry Workshop – Euroglaze, Barnsley – Production Planning in a Lean Environment – October 2007

Disaster Recovery Workshop – PDA Training Facility, Huddersfield – Bartoline ‘Phoenix Rises from the Ashes’ – November 2007

PDA , WOODFIELD, HOLMFIRTH ROAD, NEW MILL, HOLMFIRTH
WEST YORKSHIRE HD9 7LX

JOINING UP THE QUALITY CIRCLE - EUROGLAZE'S DRIVE FOR QUALITY CONTINUES



Barnsley-based trade windows fabricator Euroglaze began its drive towards World Class Manufacturing in 2002. Its success since then in implementing production and quality processes learnt from some of the world's best companies has helped it to achieve BS7412, ISO9001 and twice win a Yorkshire Productivity Award.

The company sees its commitment to lean manufacturing techniques as being a key commercial differentiator and certainly it has helped reduce internal rejection rates to just 0.5% and provided the foundation for a successful expansion.

In 2002 Euroglaze was making around 450 frames per week in REHAU's S706 profile, but this has now risen to around 1100 with a nationwide customer base loyal to a company which can guarantee both its quality and its service efficiency.

However, recognising that even the best companies don't stand still, Euroglaze has recently extended the lean principles and Quality Circles used in the production side of its business to the rest of the company as it aims to set itself further apart from its competition.

Assistance in Developing lean techniques was given by the Manufacturing Advisory Service through their Associate Mike Brook of PDA and the Company have been selected as an Exemplar Company for the **dti Inside Industry Programme**

with a workshop showcasing their operations in October.

Now, Euroglaze has extended the principle to its admin and accounts, sales and installation, sales order processing, stores and despatch departments.

Suppliers too have seen the benefit of the process with ordering procedures tightened to such an extent that Euroglaze now raises 48% fewer purchase orders per week.

With the first cycle of the continuous improvement process complete, the team are keen not to rest on their laurels however. With new departments being paired up, the Quality circles will start again shortly and a new round of improvements will be sought.

Martin Nettleton, MD of Euroglaze, says: "In some companies, phrases like 'continuous improvement' are just buzz words without any real substance. At Euroglaze, we really believe in the benefits of the work we are doing and the success we have achieved has helped to generate faith and enthusiasm throughout the workforce.

Significant additional benefits for Euroglaze from the lean office improvement project have been to make staff more efficient, leaving them with more time to look after customers and to make the offices much greener with less paper and less waste".

BARTOLINE DISASTER RECOVERY



PHOENIX RISES FROM THE ASHES



The plans that a business make to ensure they can operate during or after a major disaster whether natural or a criminal act is known as **‘Disaster Recovery’**

Every business should have a plan for possible disruption. An effective strategy can make a real difference and significantly reduce the impact on your productivity, income and customers.

The PDA Workshop will show how after a major incident Bartoline got their business back on track using their Disaster Recovery plan and hear about the lessons they learned and how they used this incident to spark positive change in their business.

In May 2003 Bartoline, manufacturer of fillers, solvents and other DIY products, suffered a devastating fire that engulfed their entire factory. Keen to ensure the incident did not jeopardise the business, they immediately set their disaster recovery plan in motion.

Three years on, the company built and moved into a brand new £5m factory and have used the incident to spark positive changes in the way the business processes are organised and run. They have successfully put into place a more efficient production layout and have introduced new management controls with the help of PDA and MAS.

Bartoline was featured in the Inside Industry Programme in 2006 and the Workshop is being re visited at the PDA Offices in November 2007. To reserve your place please contact Catherine Burgess on 01484 685879 or email catherine.burgess@pdainternational.com

INSIDE INDUSTRY – EUROGLAZE

Visit to Euroglaze – Production Planning in a Lean Environment – October 2007, Barnsley

Euroglaze of Barnsley, supplier of UPVC windows, doors and conservatories will open its doors for other manufacturers to learn how they have combined manufacturing planning techniques with Lean principles to achieve ambitious growth plans.

The event consists of a Workshop and Factory Tour Event commences 9.00 am to 12.30 pm

Cost £95.00 for first delegate and £50 per additional delegate, plus VAT.

To book your place on this event visit:- www.insideindustry.co.uk or contact PDA on 01484 685879 email catherine.burgess@pdainternational.com

OFFSHORE BE SURE SCHEME

- DEVELOPED TO ASSIST MANUFACTURERS TAKE AN ANALYTICAL APPROACH TO CONSIDERING OFFSHORE SOURCING OF COMPONENTS/PRODUCTS

- Free 1 Day Research Day – A MAS Specialist will discuss the issues of ‘Offshoring’ and assess the potential.
 - opportunities for collaboration with overseas companies
 - recommend the next steps to be taken.
- 3 Day 50% MAS grant funded Feasibility Study which utilises the Resource Books Produced by KPMG and commissioned by MAS

WHY USE PDA?

- Established in Eastern Europe since 1997
- Currently employs 12 fulltime staff in its UK Office and has 18 associate consultants.
- 45 staff in Bulgaria who regularly control around 2,000 productive operators in as many as 20 different factories.
- Supported by PDA Consultancy and Training Organisation established in 1982
- Expert professional multi-lingual technical staff permanently based in Bulgaria plus network of contacts across Eastern Europe
- All production process from specification to delivery managed by PDA.

Over the years PDA has built a reputation of integrity by combining the cost advantage of overseas manufacture with a high quality and fully accountable service. Our aim is to assist companies to limit their risks when considering offshore outsourcing as well as enhancing their competitive position.

J BARBOUR & SONS – CASE STUDY

Established in 1894, Barbour, a family owned company have developed clothing that suits the country lifestyle, mainly oiled cotton products with all manufacture sourced in the UK.

In the late nineties the market began to change and moved towards the more technical and products being offered from such companies as Timberland and Berghaus. Barbour did not have the structure or supply chain to adapt and sales fell dramatically.

The supply chain did not have the manufacturing skills, equipment or experience and the sources of materials and trim were limited and comparatively expensive. Decisions were made to widen the product range, build the internal structure, develop a design and supply chain team including external specialists from PDA. The result was that the organisation was better equipped for sourcing and manufacturing offshore.

Barbour remains an authentic British brand and whilst manufacturing some of its range offshore continues to have a strong base for manufacture in the UK.

INSIDE INDUSTRY – LITESTRUCTURES

Visit to Litestructures – Business Growth via International Manufacturing 14th June 2007, South Kirby

Litestructures of Wakefield, designers, manufacturers and commissioners of modular aluminium structures will open its doors to other manufacturers.

Learn how they have strengthened their business and increased profitability by manufacturing their ‘low value low margin’ components or products overseas.

Pick up tips on how to achieve outsourcing that compliments your existing base, and without causing detriment to your workforce

The event consists of a Workshop and Factory Tour. Event commences 9.00 am to 12.30 pm

Cost £95.00 for first delegate and £50 per additional delegate, plus VAT.

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