



Newsletter Summer 2010

www.pdainternational.com

PDA is a MAS registered company



50% Grant Support for Business Improvement Projects

How can a 50% grant help your company? - here are just some of the ways:-

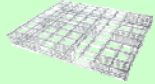
- Implementing lean manufacturing techniques
- Manufacturing and factory control
- Achieving ISO 9001:2008/ISO 14001/integration
- Product design for assembly
- Environmental management, energy waste reduction

Fully Funded Manufacturing Reviews:- a 100% grant subsidised review –

To identify actions you can take to enhance your business' competitiveness.

Delivered by an experienced manufacturing professional

The Clean Green Pallet Company Develops Innovative New Product



The Clean Green Pallet Company was formed by entrepreneur Steve Moore who developed an innovative alternative to the traditional wooden pallet and wanted to bring this concept to market. Steve saw his design would be of particular interest to the chilled food sector in which he had been involved for many years. With changing environmental and hygiene legislation his new pallet design provided a response to this challenge at the same time as offering many other advantages.

There was a strong initial market interest in the concept and Steve recognised the need for some help to be able to stand back from the technical detail and set out a strategy and plan to exploit his innovation. With the assistance of Geoff Clark of PDA, the Company undertook a MAS funded strategic intervention to kick start the development of the bigger picture. Geoff worked closely with the business owner and the new young team to ensure a transfer of knowledge and skills.

There was no question about the product concept and quality. The team worked together on defining the market and how to promote and market the benefits the product offered against traditional alternatives, particularly the environmental benefits offered both in the operational savings the client company could declare and also the fully recyclable and hygienic nature of the product. Also set out was the route to market. Managing strategic risk for the business also featured to secure the product manufacture and product design ownership.

Having identified the market opportunities the team set out the target sectors and potential customers. To ensure that the business structure would evolve, key business processes were identified and mapped out as the basis of ensuring independence from specific individuals. In particular whilst focus was clearly on generating sales in the first instance, success in this area had to be backed up by a secure and efficient fulfilment process. This is a service led business and retaining the client will be very much dependent on the ability to operate a high quality service.

Steve Moore says:-

'The project has been a huge success and help to the company's stage of development. We fully valued the input in helping us develop the strategic direction of the business. I would have no hesitation in using PDA and MAS again for future project support.'

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28 years assisting companies in Yorkshire and Humberside



DOUG HENDERSON - ENVIRONMENTAL CONSULTANT

Doug joined PDA in 2009 as a specialist environmental consultant with over 10 years experience in all aspects of resource efficiency and low carbon management within UK industry.

He has 10 years experience of working with over 100 Blue Chip companies in Yorkshire and Humberside to help improve their environmental performance and create more profitable businesses through improved utilisation of all resources. Over 70 ERDF company ASSISTS have been completed during recent years. During the period 2005 to 2009 over 200 companies have been helped to improve their resource efficiency resulting in improved profits, increased recycling, reduction in landfill, lower virgin material used and significant reduction in GHG reducing their carbon footprint significantly.

Doug is a member of the Chartered Association of Certified Accountants, a Carbon Trust Accredited Energy Consultant and a Qualified Industrial Symbiosis Practitioner



REVIEW YOUR ENERGY COSTS WITH A FULLY FUNDED MAS FOCUSED REVIEW

PDA can offer your Company a no-cost Energy Review to:-

- Reduce energy costs
- Improve resource efficiency
- Improve waste management

To find out more or book your review, please contact: Catherine Burgess on 01484 685879 or email: catherine.burgess@pdainternational.com

Lean Office and Lean Manufacturing - Why is being 'lean' good for your business?

When you apply a Lean approach you are delivering on the 5 key principles:-

- Know your customer and deliver on expectations
- Focus on doing the things that add value to your product or service
- Keep the process flowing smoothly with as little delay as possible
- Apply a 'pull' process flow rather than a 'push' process flow
- Have a mindset for continuous improvement – 'Perfection'

Every process is made up of a series of smaller process steps. Between each step either materials or information or both is passed from one step to the next.

When this transfer process is 'infected' by the wrong information or a small defect in the product, it is not uncommon for these defects to be passed all the way down to the last process step before they might be detected. Worse than that they might be found by your customers and then it is too late.

Applying Lean thinking and a Lean approach to your processes will help identify these causes of 'infection', help focus on removing them and improving the process in a way that they will never happen again and this will **deliver real value to the bottom line.**

Applying Lean brings about a culture change which engages the entire team and empowers everyone to continually look for ways to remove causes of waste in their processes.

For more information contact: catherine.burgess@pdainternational.com or telephone 01484 685879

PDA based in Holmfirth, West Yorkshire has been assisting companies in the region for over 28 years. We are a registered to undertake services on behalf of MAS and Business Link



