

‘The £10m collaboration’

presented by Gerry Dunne

Chairman of MAN

and MD of

Westley Engineering Ltd



Introduction

- About Westley Engineering Ltd
- The MAN Concept
- Evolution of MAN
- MAN in 2011
- Benefits of Collaborative working
- Questions



About Westley Engineering

Westley Engineering is a world leader in the design and manufacture of press tools, stamped/pressed components and precision CNC machined (small batches) parts.

Using the most advanced technology, we serve over 50 customers across the world, supplying Volume Pressings, Precision CNC Machined parts (1 off's & small batches) & Press Tools, to more than 10 different industries.



You wouldn't know, but...



Our sister company is Westley Richards Co. Ltd.
Established in 1812, and is one of the few surviving
bespoke English sporting gun makers.



About Westley Engineering

- Originally Westley Richards' Tools Division before name change to Westley Engineering Ltd in 1997
- Turnover £2.5m per year
- 26 strong workforce
- Markets served include automotive (domestic & commercial), air conditioning, aerospace, construction, window hardware markets, battery connectors, white goods, brown goods and electronics
- Export levels at 19%



World class factory

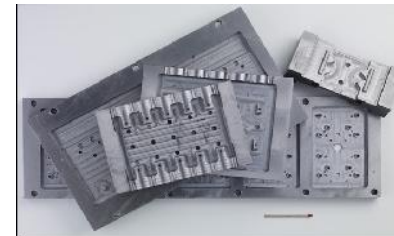
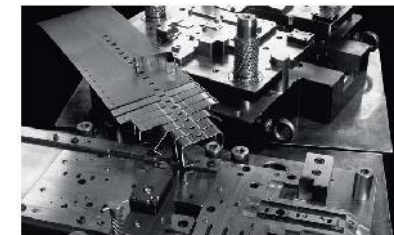


£1.5m invested in a purpose-built 20,000 sq. ft. factory at the heart of the UK in Birmingham.

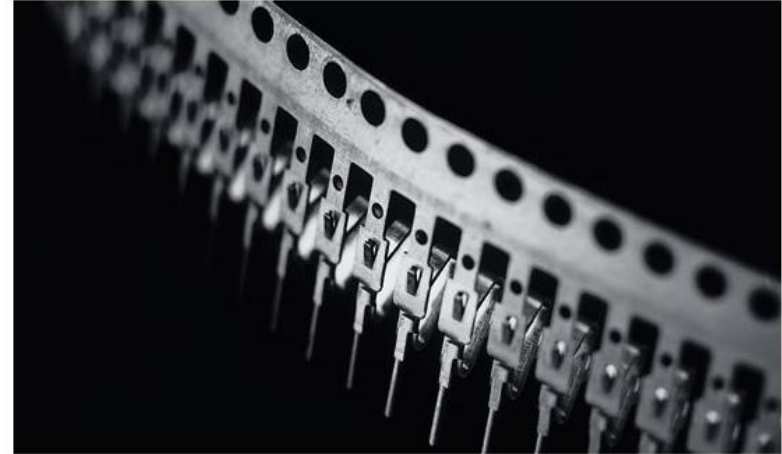
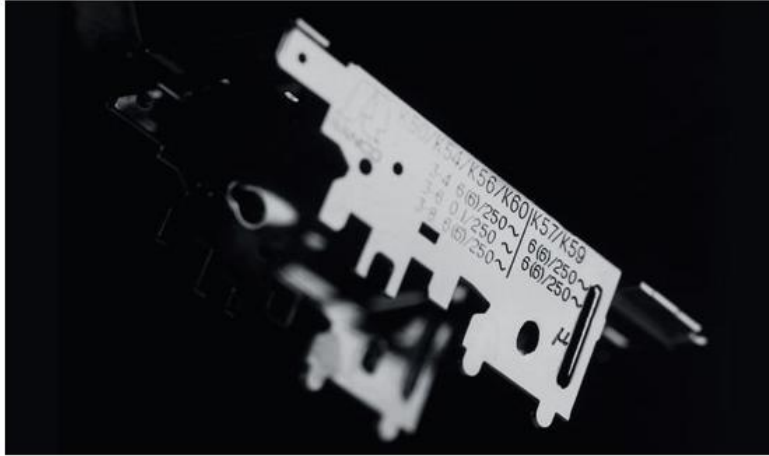


Our Capabilities

- Pressings/Stampings
Small to medium sized, in low to high volumes, including bandolier type
- Design & Manufacture of Press Tools
Multi-stage progression tools
- Precision CNC Machining
'One offs' and small batches



Product Gallery



Product Gallery



A galvanised steel support bracket for the plastic coin holder used in the Nissan Micra

Product Gallery

Building & Air-Conditioning

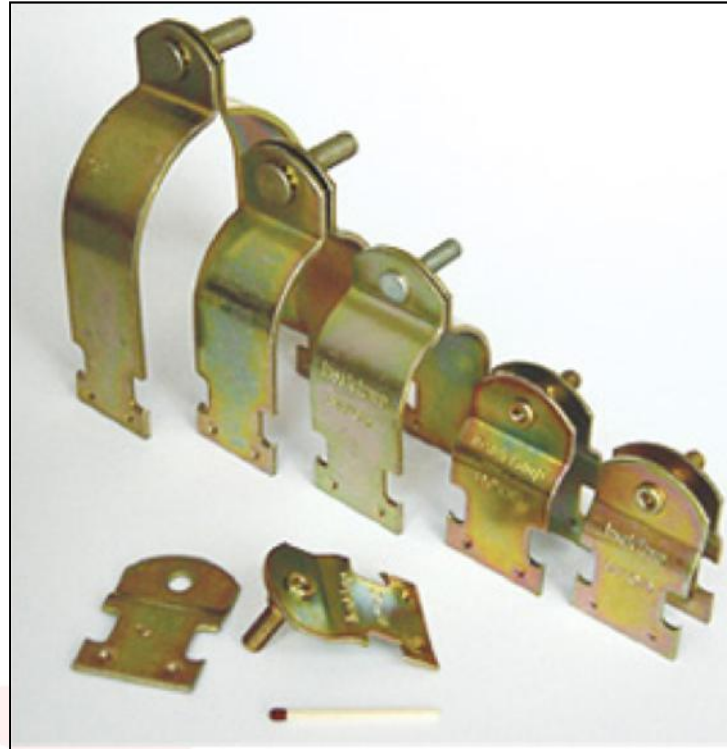


Suspenders - a simple, fast and efficient method for supporting pipe work from hanging rods. Parts are supplied fully assembled and in plastic bags in set quantities and sizes.



Grip Locks - designed for the air conditioning & refrigeration industry. Designed and manufactured the tooling with in-line Tapping. We produced the components and supplied fully assembled in set quantities in sealed plastic bags.

Product Gallery



Insulclamps - an excellent engineered solution to the problem of effective pipe support in the air conditioning, refrigeration & plumbing industries. Supplied in 14 different sizes of both male and female components

Commitment to quality



Westley Engineering is committed to world class quality standards and boasts:

- BS EN ISO 9001:2008
- ISO/TS16949 (Automotive)
- AS9100 (Aerospace)



The Midlands Assembly Network

What is the Midlands Assembly Network “MAN” ?

‘A unique collaboration of world class
sub-contract manufacturers offering customers a
single source for manufacturing solutions’



The thinking behind MAN

In 2005, UK Manufacturing was:

- Under pressure from low cost rivals in Eastern Europe, the Far East and Sub-continent
- Struggling to cope with an uneven international playing field
- Searching for competitive advantage and new markets



The answer

A group of five non-competing, like-minded companies joined forces to create the Midlands Assembly Network. The focus was on working together to:



- increase capability
- retain existing work
- win new orders
- secure more value added contracts
- offer a single source for manufacturing



How it started

Original five founding members were:

- Alucast
- Barkley Plastics
- Brandauer
- FW Cables
- Westley Engineering

Accelerate, the automotive supply chain initiative, provided financial assistance for the first 2 ½ years and an Initial brand was created. The group grew to 10 members.



Evolution of MAN

- Funding ran out in the early part of 2008
- MAN nearly folded, but decision made by companies to become self-sufficient
- Chairman and Accountant appointed
- Decision in 2010 to re-brand and embark on an aggressive sales drive



The rebranding

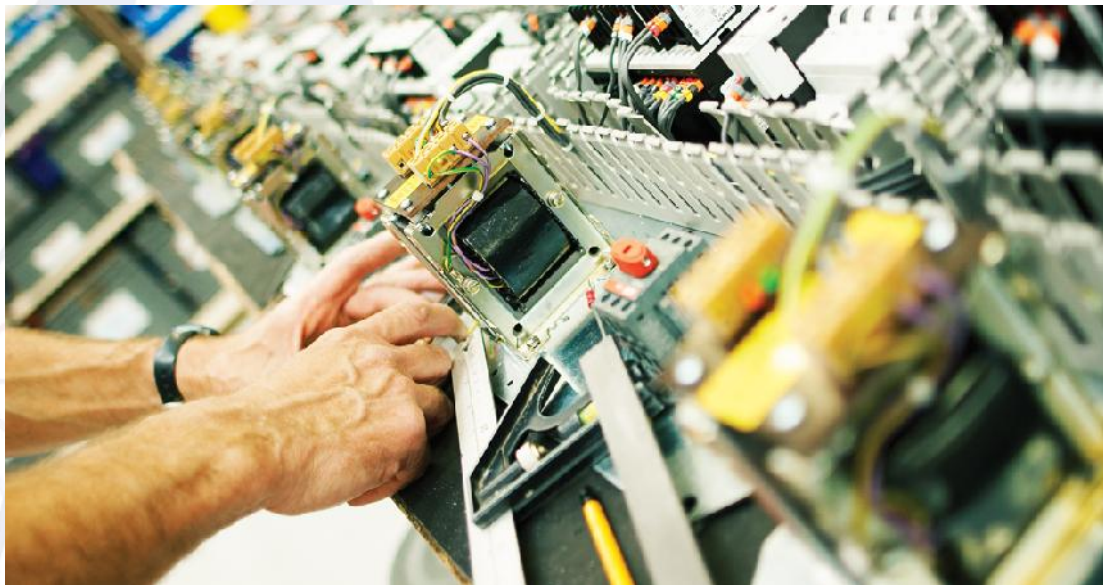
- New brand to represent new direction and promote British manufacturing
- New website to increase enquiries
- Appointed PR agency to support strategic marketing drives
- Launch at Subcon 2010



MAN in 2011

MAN is currently made up of ten sub-contractors from the Midlands and boasts a combined turnover of over £75m and a 650-strong workforce.

Together it has access to world class facilities and serves more than 450 customers across the globe.



The MAN Companies

- Advanced Chemical Etching
- Alucast
- Barkley Plastics
- Brandauer
- FW Cables
- Lightning Aerospace
- PP Electrical Systems
- SMT Developments
- Westley Engineering
- Wrekin Circuits



The MAN Capabilities

We offer technical excellence in every aspect of mechanical, electrical and electronic engineering, including:

- Aluminium Casting
- Cables Harnesses
- Chemical Etching and Prototypes
- Contract Electronics Manufacture
- Electrical and Electronic Assemblies



The MAN Capabilities

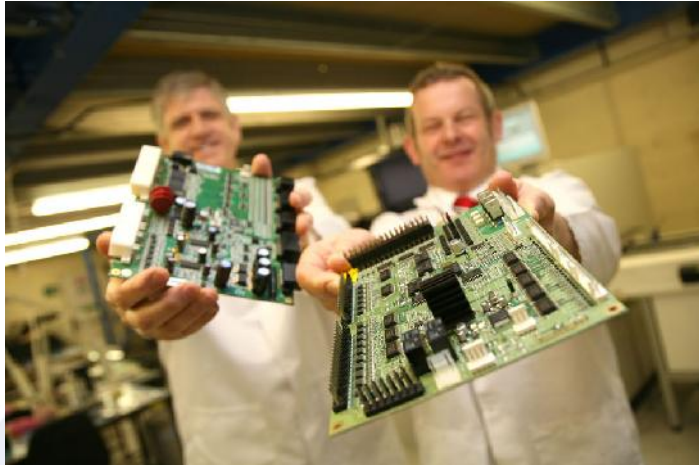
- Low, Medium & High Volume Precision Pressings
- PCB Manufacture & Population
- Plastic Injecting Moulding and Tool Making
- Press Tools and bespoke Precision CNC Machining
- Precision Sheet Metal Work & Assembly



Benefits of collaborative working

- Focused sales efforts
- Improved marketing activities leading to greater brand identity
- Greater presence at more exhibitions (10 members = 1/10th of cost)
- Sharing best practice and management practices
- Networking and business mentoring
- Sharing innovation and technology
- Process improvements

Benefits of collaborative working



And most importantly...

‘New market opportunities and increased sales’

How does it work?

- The customer can decide to use one, two, three or all members of MAN depending on the complexity of the manufacturing solution it requires
- For each order, the client is assigned a lead partner and they work with other firms in the group to meet the demands of the contract.



Customer Benefits

- Access to a single source manufacturing solution
- Security of supply
- Cost downs
- Value added design
- Unrivalled innovation
- World class quality certifications. The group boasts ISO9000, TS16949, ISO14001, SC21, J-STD-001, IPC-A-610 and AS9100



Current projects

The last two years has seen demand for MAN grow considerably and we are currently working on projects for:

- A major alternative fuel specialist (involving 3 member companies)
- Development of solar power products, including photovoltaic panels (3 members)
- Small volume tooling project for automotive tier 1 (2 members)
- High volume pressings for aerospace sector, secured off a major rival (2 members)



New Markets

Traditionally, MAN was set up to attract work from the automotive industry, but quickly found that our approach suited all sectors and we now boast clients in aerospace, construction, domestic goods, electronics and medical.

Next step is to build market share in growth industries

Including:

- Micro machining
- Rail
- Renewables
- Defence & MOD



Why does MAN work?

- Each company brings a complementary manufacturing discipline to the group
- No competition
- Clear leadership
- Equal financial contribution
- Like-minded businesses keen to share best practice
- Willingness to keep manufacturing in the UK



Don't take our word for it...

'the bottom line is £10m of orders secured
and growing by the day'



Q&A



Gerry Dunne

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www.man-group.co.uk

www.westleyengineering.co.uk

