

THE BUSINESS OF INNOVATION

Innovation is the key to the success of manufacturing. As part of its commitment to innovation in manufacturing, MAS Y&H was recently involved in the Yorkshire Forward "Business of Innovation Open Day" which was held at the National Media Museum in Bradford.

The main objective of the event was to demonstrate the importance of innovation in the region's industry and provided a platform to the Centres of Industrial Collaboration awards ceremony held later in the evening.

As part of its role in the event, MAS Director Robin Watson linked with Andy Toward from Sheffield Hallam's Design Futures CIC to present a seminar entitled "The Manufacturing Advisory Service - its role in supporting innovation" which was well attended. The seminar demonstrated how innovation through design can have a significant impact on how products can be designed for manufacture often with huge production cost savings.

A competition was held on the MAS stand which gave the opportunity for a manufacturing company to win a 10 day intervention, worth £5,500 in total. The winner was l'Ansons, an animal feed company based in Ripon, so congratulations to them!



Andy Toward presenting to a "full house" at the Open Day

To find out more about how MAS can support innovation in your company, contact us on 08700 111875.

NEW SERVICE AIDS ACCESS TO €53 BILLION R&D FUNDING POT



Did you know that organisations in Yorkshire and Humber can access funds of over €50 billion to support research and development?

But how can you access these funds? A new service is available to do just this. The European Research and Development Support Programme will be launched at the Radisson SAS hotel in Leeds on 7th March. It is tasked

with helping regional organisations access funds as well as signposting companies towards support.

Funded by Yorkshire Forward, the service is delivered by technology consultants RTC North and Sagentia. The programme will act as a contact point for regional companies looking to take part in collaborative R&D projects and provide up to date information on the latest calls for proposals.

For more information on the European Research and Development Support Programme visit www.euroresearchsupport.co.uk or call 0845 630 8003.

EVENT...

Get connected Stateside

'Doing Business in the USA' is a half day event to be held on Tuesday 24th April, at the Innovation Technology Centre on Rotherham's Advanced Manufacturing Park. This event is being run in conjunction with The British American Business Council for Yorkshire and Humber and the Council of American States in Europe (CASE), and MAS Y&H are hosting a stand.

CASE is the official organisation in Europe for any company looking to create or expand business contacts in the US. Its representatives will set up partnerships and answer any queries you might have. After presentations there will be an opportunity for meetings with the individual US State representatives. Price: BABC member £30 plus VAT, non member £40 plus VAT.

For further information on this event please contact 08700 111 875 or email enquiries@mas-yh.co.uk.

We hope to see you there!

Funded by:



Leading learning and skills



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Working in association with Business Links

Head Office: Saint Martins House, 210-212 Chapeltown Road, Leeds LS7 4HZ
Telephone: 08700 111 875 Website: www.mas-yh.co.uk Email: enquiries@mas-yh.co.uk

The Manufacturing Network

NEWSLETTER

Yorkshire & Humber Edition

The Manufacturing Network Newsletter is a publication of the Manufacturing Advisory Service - Yorkshire & Humber (MAS)

A GRAND MAS PROJECT



MAS Associate Phil Warrington of The Support Group received a surprise phone call on completing a process improvement assignment with Arkoni Ltd. He had unwittingly delivered MAS Y&H's 1,000th high impact improvement project!

Arkoni Ltd, based in Hipperholme, West Yorkshire, is a leading supplier of quality metalwork and fabricated components for shop-fittings, staircases, doors and windows.

Phil worked closely with Arkoni to address recurring faults in their front-end order process by developing clear processes and structured responsibilities across the business. A number of Lean improvement techniques were introduced to help with production planning, using the simple formulae

Customer Focus + People + Process
= IMPROVED PERFORMANCE

Following assistance from MAS, the company experienced significant growth leading them to invest over £900,000 in new premises. They have also achieved:

- £325,000 of gross value added
- £750,000 of increased sales
- Improved skills in process design and improvement
- A logical system of processes to meet customer demand
- A clearer vision and strategy for the future

**Here's to a prosperous future for Arkoni and for all manufacturers in Yorkshire and Humber!
To find out more about MAS and how we could help your business, call now on 08700 111 875.**



"Working with MAS helped us increase productivity and has significantly decreased the niggling faults that used to occur and reoccur. We now understand what we've got to do every time and have clear reporting lines and structured accountabilities across the business".

Mark Prentice, Managing Director



"Phil's methodology was well structured and easy to understand. This approach has made the processes robust and given the company confidence in sales and contact execution. This has been reflected in increased sales and increased margins".

Martin Quarby, Business Development Manager



"The production planning system developed by Phil is simple to use and visible so that everyone in the company can see what we're up to. The system gives me the instant information that I require to answer queries and service customer's needs"

David Leigh, Production Manager

In This Issue

We are all full of the joys of spring at MAS Y&H: it's our fifth birthday and we have also delivered our 1,000th high impact improvement project!

But we are not going to rest on our laurels: look inside for an update on the groundbreaking MASTers programme; to find out how to save money by using the online waste exchange "Why Waste"; and for information on new schemes to help you access lucrative European export markets and research and development funding of over €50 billion...

HAPPY BIRTHDAY MAS

MAS Y&H celebrates its 5th birthday this April.

Since it was established in 2002, MAS Y&H has helped to safeguard over 10,000 jobs and has delivered over £100 million in Gross Value Added to companies in the region, helping them to win more than £70 million* in increased business sales.

*Sales figure for work since April '05 - data not collected prior to this.



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WHY WASTE?

The average company spends 4% of its turnover on waste management costs*. Don't throw your money down the drain: register your waste for free and find a re-use or recycling outlet today.

Why Waste is a free online waste exchange that allows members to advertise material they do not want, or to appeal for materials they do want. Buyers and sellers contact each other by registering online. It is very simple and very effective.

Why Waste successfully matched retail giant **IKEA Leeds** with **Nutramulch Yorkshire Ltd**, a composting venture in Otley. IKEA's waste chipboard and wood are now turned into high grade compost.

Chipboard waste had previously been a real headache for the store's Environment Manager, Simon Ripley: "I have been struggling to find a local home for our wood waste for the last year. It is good to know we have reduced transport, helped the local community with employment and that our wood is now going to a valuable use."

The partnership is so effective that, in the past three months, 297 tonnes of waste has been exchanged – saving Ikea a whopping £3,860 in waste disposal costs.

Why Waste has also helped Simon find end users for a variety of other IKEA waste products including cushions, mattresses and textiles.



Emma Hill, Why Waste Scheme Manager says: "Waste disposal costs are set to rocket over the next few years with ever-tightening government legislation. Now is the time to act, both for the environment and your balance sheet. As well as on-line waste listings we provide staff support to make exchanges happen, offer on-site visits to assess waste and give advice on suitable recyclers."

*source: www.envirowise.gov.uk

The initiative has been developed by Bradford Environmental Action Trust (BEAT) in partnership with Eastex (the East of England materials exchange) with funding from Yorkshire Forward.

Register your waste today!
www.whywaste.org.uk also gives updates, latest news, case studies and clear guidance on waste treatment legislation.

EXPORT EXPERTS OPEN THE DOOR TO SUCCESS

Manufacturers in Leeds and the surrounding region can now access expert help to tap into lucrative central and eastern European export markets.

MAS Y & H has joined forces with UK Trade and Investment (UKTI) and Leeds City Council's international relations office to establish a unique service for manufacturers.

The Leeds International Manufacturing Group (LIMG) gathers together the extensive knowledge of these three organisations to offer a free service that opens the door into new export markets, joint ventures and investment opportunities.

Preparation is the key to success in entering overseas trade. Participating companies will gain a real competitive advantage by accessing the specialist advice on offer.

The first of these opportunities is a trade mission to the Roumanian cities of Brasov and Bucharest on 15 -18 April 2007. There is also a potential workshop, not to be missed, that all manufacturers looking to export or outsource should consider.

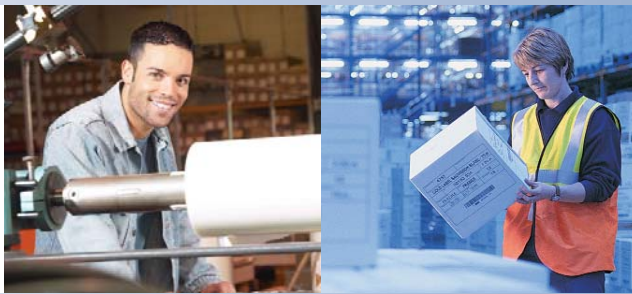
LIMG can help you with:

- Funding information
- Securing meetings with potential partners
- Access to UKTI international trade advisors
- Providing links with Leeds partner cities international trading networks
- Matching UK manufacturing capabilities with overseas opportunities through first hand contacts
- Access to exclusive high level networking opportunities with businesses and senior decision makers in partner cities
- Identifying opportunities for overseas joint ventures in low cost countries
- Accelerated overseas marketing information



Interested in knowing more about joining this international trade group and/or its first mission? Contact Bob Burns or Zoe Phillips at MAS on 08700 111875.

MASTERS UPDATE



Manufacturing MASTers Programme - Modules in Manufacturing Excellence

TAKE CHARGE OF YOUR DESTINY: STOP PLAYING CATCH-UP AND START LEADING THE WAY

Manufacturing MASTers can help you transform your business by placing your employees at the heart of your company's change programme.

MAS Y&H have developed a range of practical learning modules, each designed to help your people deliver instant measurable benefits to your bottom line. The Manufacturing MASTers programme is structured to allow progression in learning, with opportunities to suit every employee. All courses have been developed by experienced manufacturing specialists and higher level learning institutions, and are delivered in conjunction with the University of Leeds.

The module topics are designed to represent the majority of change situations faced by manufacturers:

Product Innovation	Managing Energy in a Manufacturing Environment	Supply Chain Development	Materials & Their Selection
Leading & Sustaining Cultural Change	Technology Management & Knowledge Transfer	A Practical Introduction to Lean Learning	Understanding Financial Management
Offshore Sourcing & Supply	Leadership in World Class Manufacturing	Total Productive Manufacturing	Investor Readiness

MAS (Y&H) Course in Change Management for Manufacturing Excellence
Recognised by the University of Leeds, a balanced course of three linked modules

Each module comprises 30 hours teaching time plus individual study time. They can be delivered as individual modules to meet specific needs, to individuals or teams; they can be collected together as a package to provide progression across the skills base; and they can provide progression to the higher Masters and postgraduate qualifications available in the programme.

An integral part of the assessment process is an assignment that tests learning and the participant's ability to apply it. It is expected that measurable benefits will accrue from each course.

Contact Manufacturing MASTers today, to see how best you can exploit this unique opportunity, and access the 50% grant subsidies available towards all course and qualification costs.

For more information go to www.mas-yh.co.uk/masters or call 0870 2200702 for further advice and details on how you can apply.

"Intelligence is something you are born with. Thinking is a skill that must be learned"

Edward de Bono

WHY YOU SHOULD BEFRIEND YOUR BANK MANAGER



We all work to have good relationships with our customers and our suppliers. But our banks?

Banks are often overlooked as business partners, but working closely with them can help your company to grow.

Banks can help find ways to finance your expansion plans - by raising capital, or releasing cash through invoicing. Building positive relationships with your bank can help you transform expected income into working capital - to purchase new equipment or ramp up your export markets. Banks can also help avoid business closures by funding management buyouts.

The Royal Bank of Scotland (RBS) have recently been involved in supporting management buyouts with two manufacturers in the region: Squire A Radcliffe and Sons Ltd & Mogul Engineering. Both companies are poised for new growth following buyout. "RBS worked to tight deadlines, with a strong understanding of our business and supported us with our plans for growth" said new Managing Director of Squire A Radcliffe, Stuart Mann.

Doug Mowat, Senior Director of Commercial Banking at RBS said: "Our approach is to understand customers' needs, add value and work together to help companies grow and succeed."

RBS also sponsor 'Inside Industry', our successful factory visit programme, encouraging the sharing of best practice in manufacturing across the region.

You can find out more about Inside Industry in the Factory Focus section of this newsletter, or by visiting www.insideindustry.co.uk