

# Medium Sized Companies Contribution to Growth via Innovation

**Richard Burslem**

Site Director, Wallwork Heat Treatment Ltd

[www.wallworkht.com](http://www.wallworkht.com)

Chair, Greater Manchester Chamber of Commerce  
Engineering & Manufacturing Sector Council

[www.gmchamber.co.uk](http://www.gmchamber.co.uk)

Foundation for Science & Technology 26<sup>th</sup> Nov 2012

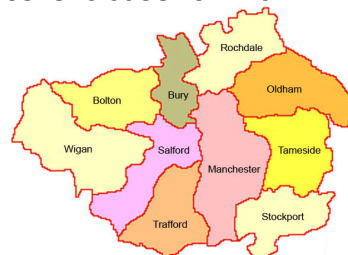


## Greater Manchester Chamber of Commerce

Largest Chamber in the U.K. With over 5000 members

Engineering & Manufacturing Sector Council:  
Supports E & M in the region

Promotes the region as an excellent base for E & M



## **G.M.C.C. - E.&M. Sector council comments Nov 12**

### **U.K. Exports on innovation, not price**

Universities are 'in the mix' but not necessary for innovation

K.T.P. Schemes are excellent!

Easy to get lost in the university maze

Innovation - worry about cost and fear of failure

**Universities need to promote  
their services to business**



## **Insider North West Survey Nov 2012:**

2/3 of companies who had not worked with universities did not know what was on offer

92% of companies who had worked with universities would do so again

**Ian Gordon, Lancaster University Management School  
"Most people want a one stop shop"**





Founded 1959 by Robert Wallwork  
3 Sites: Manchester, Birmingham & Cambridge  
Employ 245 people, T/O £15m  
Heat Treatment & Coating of Metals  
Vacuum Equipment Manufacture  
R & D of PVD Coatings  
Superalloy Foundry



## Major Markets

Aircraft manufacture & repair  
Automotive – passenger vehicles  
Automotive – heavy vehicles  
Medical devices & Pharmaceutical  
Oil & Gas  
Automotive – motor racing  
General engineering  
Tool making  
We support sole traders through to Aircraft makers





## Our Workforce

245 People (100 in Bury)

16 STEM Graduates

4 STEM PhD's

3 STEM Ambassadors

3 MBA's



## Innovation: Our Experience



### **Knowledge Transfer Partnership**

Project was facing internally – energy saving

We spend over £2,000,000 a year on energy

KTP with Sheffield University

Project was self financing within 24 hours!



## Innovation: Our Experience

### **Benefits**

£30,000 saving p.a. on process gas

£20,000 saving p.a. on pilot light gas

Furnace heating time halved

Burner gas consumption reduced by 2/3

Improved Carbon Footprint



## Innovation: Our Experience



### **TSB Supported LIBTEC Project**

Externally facing project– Titanium aircraft bearings.

Current steel bearings are too heavy

Partner sales / savings are many £ millions p.a.

[https://connect.innovateuk.org/c/document\\_library/get\\_file?p\\_l\\_id=1685205&folderId=2035327&name=DLFF-20426.pdf](https://connect.innovateuk.org/c/document_library/get_file?p_l_id=1685205&folderId=2035327&name=DLFF-20426.pdf)



## Innovation: Our Experience

### **Benefits**

£250,000 sales p.a. Of coatings

£2.8m saving on total aircraft life

Our investment £557,000 TSB grant £387,000

Project unlikely to have gone ahead without TSB support



## Innovation: Bury Black Pudding Company



Debbie Pierce



Packaging



35,000 Kg each week



## Barriers to Growth

- Difficulty of obtaining finance
- Lack of suitably trained people
- E.U. Regulation (e.g. REACH)
- Unintended consequences of new regulation (e.g. Retirement age)





## The Heseltine Report – No Stone Unturned in Pursuit of Growth

- 33 Industry council established between government & Sector
- 39 Government to commit to long term funding of Science & Research
- 40 UKTI, TSB, RC to promote inward investment
- 46 Private sector involvement in drafting regulation
- 53 Government to promote British interest in EU
- 54 Government to identify EU regulations well in advance



## The Heseltine Report – No Stone Unturned in Pursuit of Growth

- 64 Strong stable business support at local level
- 67 Trade Associations to become more professional
- 70 Leadership & management skills taught at all levels of education
- 72 Availability of long term PATIENT loan capital
- 76 Business engagement in school curriculum
- 81 Local funding of vocational training
- 84 Industry Councils to work with H.E. To ensure courses are relevant





# Thank You

**Richard Burslem**

Site Director, Wallwork Heat Treatment Ltd

[www.wallworkht.com](http://www.wallworkht.com)

Chair, Greater Manchester Chamber of Commerce  
Engineering & Manufacturing Sector Council

[www.gmchamber.co.uk](http://www.gmchamber.co.uk)

Foundation for Science & Technology 26<sup>th</sup> Nov 2012

