



Confederation of British Metalforming



Henry Williams

Henry Williams wins £4.5m, four-year deal to ease motorway congestion

A North-East engineering company has won a multi-million pound contract with the Highways Agency as part of a major project to ease motorway congestion in the UK.

Henry Williams Limited, of Darlington, will supply secure cabinets to house sensitive roadside electronic equipment.

The Type 600 cabinets, made from aluminium, are a key element of the Highways Agency's Active Traffic Management scheme, being piloted on the M42 in the West Midlands, where they help to regulate use of the hard shoulder by vehicles during busy periods to improve traffic flow.

The agreement, worth up to a maximum of £4.5m over four years, will help to secure work for Henry Williams' 106 workers for the foreseeable future and could create jobs at its Dodsworth Street factory if demand for the cabinets increases in line with the Highways Agency's expectations.

On September 12, 2006, motorists on the M42 near Birmingham became the first in the country to be able to drive on the hard shoulder during busy periods as part of a scheme aimed at cutting congestion.

In the first six months, use of the hard shoulder in peak periods saw the accident rate go down from 5.1 a month to 1.8 a month, average journey times fall by more than a quarter on the northbound carriageway and drivers' ability to predict their weekday journey times improved by 27%. Alongside this, overall fuel consumption reduced by 4% and vehicle emissions fell by up to 10%.

Now Active Traffic Management schemes are being considered elsewhere on the motorway network, including the M25 and busy stretches of the M4.

The Type 600 contract, won in a highly competitive tendering process against four other companies, is Henry Williams' second major Highways Agency contract in recent years.

The company, which celebrated its 125th anniversary last year, already has a three-year agreement until 2010 to supply the Government agency with Type 609 cabinets, made from galvanised steel, to house electricity supply interfaces, power isolation and distribution systems across the UK road network.

The Type 600 cabinets, which are grey and secured to concrete plinths, comprise of a power distribution unit, heater/thermostat and 19in rack transponder/responder frame.

A major supplier of engineering solutions for the country's railway network since 1883, Henry Williams, began diversifying into the highways industry in the 1980s.

"In a relatively short space of time we have become a key supplier of Highways Agency related products, helping expand the UK road network improving safety and convenience for road users," said chairman Howard Dilley.

As well as designing the cabinets in accordance with the latest Highways Agency specifications, Henry Williams had to demonstrate very high manufacturing standards, as well as quality controls, safety and environmental awareness.

In recent years, the company has invested significantly in plant and equipment at its Dodsworth Road site, including extending its range of forge hammers and introducing an advanced robot welding suite to optimise efficiency.

Added Mr Dilley: "The skills and expertise gained over many years in our original field are highly relevant to new market areas, such as highways equipment. We can call on first-class design and project management expertise, as well as advanced fabrication technology to meet the ever demanding needs of the highways industry."

"Henry Williams has a long association with the Highways Agency. The Agency operates to very exacting standards and the award of the contract, which would be desirable for any company to win, carries with it an ringing endorsement of our products."

www.hwilliams.co.uk



britishmetalforming.com



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Confederation of British Metalforming Associated Bodies:



Fastener Engineering and Research Association



Cold Rolled Sections Association
www.crsauk.com



International Institute of Forging Technology

Introducing Interactive!



Interactive Marketing are a full service agency based in Birmingham who are currently working very closely with CBM to help meet their on-line marketing needs. Over the last few months we have been working hard to re-design and develop CBM's new website: britishmetalforming.com, this is to be launched in the next couple of weeks.

Over the next few months in this newsletter, Interactive will be sharing some marketing 'tricks of the trade' to help you stay one step ahead of your competitors in this current tough climate. We'll be teaching you about:

- search engine optimisation and how to climb to the top pages of Google
- simple and free things that you can do to enhance your website
- how you can be number one in the market place

If you already have a website and would like to see how it is performing for your business, please contact our friendly sales consultants who will send you a free marketing analysis report.

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Germany Set To Cut Industry Power Bills

Berlin is preparing to help domestic industries overcome the economic crisis by cutting the electricity bills of the country's largest energy users.

Aluminium, copper and zinc producers are among energy-intensive industrial sectors that could benefit from the plans, which are set to be agreed ahead of elections in September.

Ministers have argued for months about how best to aid domestic industries and the chancellery has also intervened in the discussions, industry sources have told the Financial Times.

Any subsidies will be examined closely by competition authorities in Brussels and could prompt renewed criticism that Berlin is undermining European Union climate legislation.

The environment and economic ministries confirmed that talks were taking place but declined to reveal details of the plans because they were still being finalised.

In a further sign of Berlin's readiness to tackle high energy costs, leaders of the ruling coalition agreed on Monday to modify tax breaks on agricultural diesel, potentially saving struggling farmers more than €500m (\$700m, £440m) over the next two years.

Officials insist that German industry pays much more for its electricity than rivals in France or Spain, putting it at a competitive disadvantage that could force companies to shut down or shift production overseas.

Joachim Pfeiffer, energy policy co-ordinator for the Christian Democratic Union of Angela Merkel, chancellor, told the FT that some companies were "fighting for their survival".

"We are working on a package at full speed that we want to pass before the federal election," he said. "It is in the German people's interest that we preserve Germany's industrial base and core competencies during the crisis."

The bulk of any relief is likely to be found by reimbursing companies for the cost of carbon dioxide emissions trading certificates that utilities currently price into their electricity bills.

Germany successfully argued at an EU summit in

December that energy-intensive industries should be not be forced to buy emission permits between 2013 and 2020 because companies would otherwise shift production overseas.

Berlin now wants to go further by compensating energy-intensive companies in the intervening years.

Officials are also considering whether to reward big power consumers for their role in balancing the electricity network during peak-load periods.

But Claudia Kemfert, head of energy policy at the German Institute of Economic Research (DIW Berlin), said it was "not the government's job to subsidise the profits of energy companies".

She urged utilities to pass on to consumers the benefit of a recession-induced drop in electricity prices and emission certificate costs.

European Commission antitrust officials said they had not yet been contacted by German authorities, so could not comment.

IFI Technology Connection™

In 2008, the US Industrial Fastener Institute, which is the leading US trade association for fastener manufacturers, launched a new online technical service for members and non-members, called IFI Technology Connection™. This includes many calculators, cross references, converters, technical bulletins, inch and metric dimensional, mechanical, and chemical fastener standards.

IFI has continued to develop this service, and in May 2009 a new module was added for calculating the minimum thread engagement needed by various combinations of bolt and screw grades into various component materials, to assure the full strength of the fastener will be attained without thread stripping. This is a pull-down menu application, and the user simply selects the bolt or screw size, the strength grade and the mating material. When the 'submit' button is pressed, the minimum required depth of thread is immediately displayed in inches and millimetres. There are of course manual calculation methods available for doing this, for example in VDI 2230, and also the 7th edition of the IFI Handbook, but this module is orders of magnitude faster.

More information is given about this and the IFI in general at the IFI website at www.indfast.org.

Energy Renewals – Why Risk Delaying?

Critically, many organisations are still unaware that they can renew gas and electricity contracts well in advance of their existing contract end dates.

At present, wholesale energy prices are extremely low compared to the record highs witnessed last summer. Since a peak in July 2008, prices have fallen back by over 50 per cent, largely due to the slowdown in global economies.

TEBL are advising their clients that now is the right time to secure a price in order to take advantage of current market rates, especially for those with renewals due in the next 12 months or so. In fact, a large proportion of TEBL's clients with fixed-price fixed-term contracts have already taken advantage of the current marketplace by deciding to 'lock in' prices now for a 2 – 3 year term.

Predictions as to when global economies will pick up are still extremely uncertain; however, once clear signs of a recovery emerge, prices are expected to rise swiftly in anticipation of increased demand. Production cuts by OPEC have so far prevented prices falling even further, and once confidence in the global markets improves, energy prices have the potential to move back towards the high levels seen in the summer of 2008.

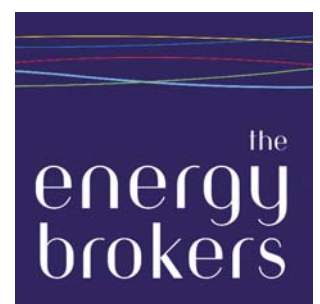
Although some companies continue to delay the renewal of energy contracts in the hope of further price falls, gas and electricity prices have hit a fairly steady floor over the last 2 months; in fact there are signs that energy values may start to pick up soon. Historically speaking, leaving

energy renewals until the last minute has rarely proved beneficial in terms of achieving the 'best' price.

The months ahead will already be tough for businesses battling recession, and therefore TEBL's advice would be to look to review energy contracts as a matter of priority, as delaying could be a riskier option than taking advantage of the current wholesale market.

The Energy Brokers Ltd (TEBL) are the experts in procurement and risk management for industrial and commercial energy users, contracting close to £1 billion of gas and electricity each year. If you would like to discuss how TEBL can save your organisation money on their energy costs, please contact

**0116 235 7300 or
email sales@tebl.com.**



your power to negotiate

Fastener Fair Stuttgart 2009



Fastener Fair Stuttgart will take place on 7th and 8th October 2009 at Messe Stuttgart, and has attracted a record number of exhibitors, in defiance of the recessionary times we are now in. 560 companies have applied to exhibit, which is 125 more than the previous largest event. CBM fastener members Caparo Atlas Fastenings and Clyde Fasteners are among these.

According to Jerry Ramsdale, the event organiser "Exhibitors are showing their confidence in the future. Now our task is to make sure that as many qualified visitors as possible attend the exhibition". To this end, the organisers have introduced a prize draw for every visitor who pre-registers online for the event, with an attractive prize for the winner. The prize, which is sponsored by Goebel GmbH and National Fastener Shows, includes return flights to Las Vegas for two people, four nights in a suite at the exclusive THEhotel at Mandalay Bay, plus free entry for two people to the National Industrial Fastener Show, which runs from 16 – 18 November 2009.

Fastener Fair Stuttgart provides visitors and members of the press with an opportunity to see a range of specialist suppliers in one place and at one time. The second Stuttgart event took place in September 2007, attracting 435 exhibitors from 37 countries and 3506 visitors from all regions of the world, predominantly the European Union, Eastern Europe, Russia and the CIS.

Early indications are that, just like exhibitors, visitors will be attending in record numbers too. "We've been surprised at how many visitors are pre-registering for the show so far in advance," says Ramsdale. "We're several months away from doors opening and already we're seeing higher levels of interest from visitors than ever before."

Information on the show and pre-registration for visitors can be found on the website at www.fastenerfair.com.

Diary Dates

2009

June

9-11		Subcon Show 2009 – NEC, Birmingham
9	9.00am	CBM Workshop: New and renewable energy
17	10.30am	CBM Sheet Metal Sector Meeting
30	10.00am	CBM Executive Board Meeting

July

7	10.30am	CBM Health, Safety & Environment Group meeting
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September

17		CBM Workshop
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October

7-8		Fastener Fair Gemany - www.fastenerfair.com
8		CBM Workshop
14	10.30am	Cold Rolled Sections Association [CRSA] AGM & Members' Meeting
15	10.00am	CBM Executive Board Meeting
27-29		BLECH Polska

November

4		CBM Workshop
18-20		BLECH India
25		CBM Workshop

December

10		CBM Workshop
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2010

June

9-11		MACH Exhibition, NEC Birmingham
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All events are held at the **CBM Headquarters, National Metalforming Centre, West Bromwich, B70 6PY**, unless otherwise stated.

If any member is particularly interested in attending any of the above events, and is not sure of registration details, please contact CBM for further details on 0121 601 6350.

CBM Events Update

britishmetalforming.com

We recognise the need for member companies to extend and expand their client networks. To help open up potential new income streams CBM is developing access to the rail and aerospace/defence supply chains.

The rail industry has adopted some pre-qualification benchmark criteria but this is not permeating down through the supply chain. CBM has engaged with the 'Rail Alliance' and tasked them to offer up OEM and 1st Tier procurement managers to engage directly with CBM members. CBM will convene a consultation event at the NMC if they are able to offer real opportunities for bidding into the rail supply chain. We will report back on any progress.

There is substantial funding available to support companies gaining full pre-qualification for the aerospace/defence supply chain. This funding is being channelled regionally through MAS (Manufacturing Advisory Service). CBM has made a proposal to MAS for a West Midlands 'Cluster', which will require participation of a minimum number of locally based SMEs. CBM is keen to

hear from any members who wish to participate. If there is significant interest from members in other regions of the UK we would be happy to seek funding under this scheme. Please email alan.arthur@britishmetalforming.com to register your interest.

The event held on 9th June with the support of the British Stainless Steel Association attracted over 50 delegates. This event focused on the application and supply of stainless steel components into the supply chain for renewable energy industries – such as wind turbines, solar energy panels, and wave energy technology. This is a rapidly expanding area of manufacture which can offer lucrative business for suppliers of metal components.

The event programme for September to December will be defined over the summer, further announcements will appear in our newsletters and magazines.