

NEW ERA FOR CBM

One of the East Midlands' best-known industrialists has crossed the region, to become our new chief executive.

Dennis Kent transformed Leicester-based Carlton Laser Services from a loss-making business with just fifteen workers, into a profitable venture employing five times that number, with high-profile contracts across Western Europe.

He represents the sheet-metal sector on the CBM's board, and is an ex-president of the East Midlands and Mid-Anglia branch of the Engineering Employers Federation.

Dennis joined us, after playing a lead role in our strategic operational review.

"Almost everyone thought the CBM was doing a really good job," he told CBM News, Views & Reviews.

"However, it was also clear we needed to get closer to our customers, raise our profile, and develop a national presence.

"I learned from the EEF how important it is that trade associations are heard, especially inside Westminster."

"I've always been passionate about manufacturing, and this is a time to really fight our corner, so I was delighted to come on board.

"It'll take a little while to bed the new strategies in, but it won't be long before you can see the difference. And if you can't, then do get in touch and tell me."

Dennis Kent, Chief Executive, CBM •



Fowlers of Bristol (Engineers) Ltd



2011 has proved to be an important and successful year for Fowlers of Bristol (Engineers) Ltd. This local employer has a workforce numbering some 28 people and originated from a partnership dating back to 1918, the company was incorporated in 1961 and celebrated its 50th anniversary on the 6th October.

In a challenging market the company has seen growth approaching 40% and has a current order book exceeding £750,000. The majority of new contracts have come from the Aerospace industry and a number of these are on long term agreements giving the management team confidence into 2012 and beyond.

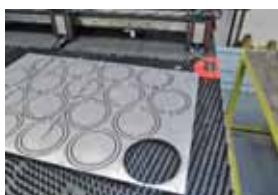
Fowlers has also achieved accreditation to Rev.C of AS9100 (International Quality Standard for Aerospace) and believes it was one of the first companies to do so, demonstrating a real commitment by the team to its customers and the Aerospace industry in general, the scope of this accreditation covers sheet metalwork, presswork, precision machining, welding and assembly.

Trade associations such as the CBM provide a wealth of specialist knowledge and resource that have helped the management at Fowlers progress in what is a very challenging environment for manufacturers

For further information on the range of products and services Fowlers can offer please contact:
Gary White, Sales & Engineering Director.

Tel: 0117 9422563

Email: gary.w@fowlers-eng.com
or sales@fowlers-eng.com
Web: www.fowlers-eng.com



Confederation of British Metalforming Associated Bodies:



Fastener Engineering and Research Association
www.fera.org.uk



International Institute of Metalforming
www.metalforminginstitute.org

Monitor has mixed messages

The monthly business monitor from the Engineering & Machinery Alliance is regarded as our sector's best guide to performance.

However, it was less easy than usual to identify trends from August data; with inquiries falling month-on-month for the first time in two years, but both the jobs balance and investment levels performing strongly.

The uncertainty may have been influenced by the time of year, with many companies and potential customers closed for the summer break, in the UK and overseas.

As always though, EAMA's analysis of the mood among its twelve member associations - including the CBM - contained worthwhile nuggets.

The three-monthly averages for orders remained roughly static year-on-year for domestic orders, but were sharply down for exports.

Almost 30% of responding companies were recruiting though, and around 40% continue to report investing across all areas of their business - twice the average level for 2010.

Roughly a quarter of firms also say they are continuing to progress investment initiatives, although they are not committing finance to their projects for the moment.

Unfortunately, after previous monitors indicated that access to finance was showing signs of improvement, there were no changes of note during August.



Anyone who thought traditional Black Country skills were long forgotten have been proved wrong - thanks to the forging ability of Ian Moran.

The blacksmith from Bearwood has gained international recognition after emerging triumphant in the World Forging Championships in Italy.

The 42-year-old joined forces with two fellow blacksmiths, Stephen Lunn from Northumberland, and James Spedding, from Norfolk, for the team competition.

The three blacksmiths were crowned champions for their city scene, complete with skyscrapers, called From Stone Age to Iron Age. Ian said: "When I was there I was not thinking I was in it to win it but to come out triumphant, it feels amazing."

Ian makes a whole range of bespoke items from his workshop in Woods Lane, Cradley Heath - from railings and wall lights to gate designs and sculptures.

He also does restoration work and recently created a gateway for the Sytch Lane Cemetery in Wombourne.

Source: Express & Star



Parents **failing** on engineer firm test

Half of parents cannot name three UK engineering companies, according to new research highlighting the problems the industry has attracting young recruits.

A survey of 1,000 adults by Siemens showed three out of four did not know enough about the profession compared to other jobs.

A separate poll of 500 children aged between 11 and 14 found that only one in 10 thought engineering was an important job, placing it behind doctors, nurses, teachers, politicians and lawyers.

Juergen Maier of Siemens said: "Our survey reveals we still have some way to go to persuade large numbers of children about the merits of engineering and the challenging, fulfilling and rewarding career it can deliver. As a nation we lag well behind countries like Germany in creating technicians and vocationally qualified people."

The study was published ahead of the WorldSkills event, which opens in London today aimed at promoting vocational training.

It showed that beauticians, fitness instructors and nursery nurses were the fastest growing vocationally skilled jobs of the last decade, with "green collar" jobs such as offshore technician and wind turbine technician expected to grow in the coming years.

Around 1,300 new apprenticeships have been announced to mark the event.

Source: Express & Star

A seminar given by American lawyers about the legal risks that may arise after shipping parts to the USA was held by Affix, the French fastener trade association. The slides used in the presentations have been made available to CBM.



There are three separate Powerpoint files:

1. Product liability law in America. A general review including types of product liability claims and ways to protect your company (14 slides).
2. Best practices for dealing with IP issues in US commercial contracts. A review of indemnification provisions in contracts (53 slides).
3. How to handle patent trolls. These are entities that collect patent rights but do not make any parts. The patents allow them to sue unsuspecting companies who are not aware that such patents exist (49 slides).



Any CBM members that would like to have a copy of the slides, please contact:
john.newnham@britishmetalforming.com

Subcon 2012

12-14 JUNE 2012 • NEC BIRMINGHAM

The National Contract Manufacturing and Technology Show

Buyers from all sectors of manufacturing and major industrial groups meet at Subcon to source new suppliers, obtain quotations - and do business. It is your best opportunity to:

- Make New Contacts
- Forge new partnerships
- Win new business

Subcon sponsors **British metalforming in association with CBM**

Take advantage of the 10% discount available to CBM members

For more information about exhibiting call Jon Clark on 0207 970 6742 or email jonathan.clark@centaur.co.uk

HEADLINE SPONSORS & SUPPORTERS

theENGINEER

SOURCE

MWP

cbm

CBM
Fastener
& Sheet
Metal



Sector Meetings - 10 November

A meeting of the CBM Fastener and Sheet Metal Sector has been arranged for 10.30 am on 10th November at CBM in West Bromwich. Three guest speakers are included in the agenda:

- The future trends in energy prices will be reviewed by Dr Cedric Rodrigues, Managing Director of ENER-G's Energy Management Division.
- Mark Evans will then talk about tax rebates available for engineering development work and other industrial R&D. Mark is a Director of R&D Tax and Grants Ltd.
- Finally Max Jones of Lean Education and Development Group will talk about training in lean manufacturing, which they have implemented for some CBM companies.



The first part of the agenda will be shared by the CBM fastener and sheet metal sector, and will be followed by a separate session specific to the each sector.

The fastener sector agenda will include a review of price trend tracking for purchased cold heading steels, and the status of the various fastener-related anti-dumping actions and other initiatives by the European Industrial Fastener Institute.

The sheet sector agenda will include state of trade report, Government subsidy/assistance and material prices including Steel Business Briefing update by the Chairman.

All members of the CBM Fastener and Sheet Metal Sector are welcome.

For any queries regarding the fastener sector meeting please contact John Newnham at the CBM on 0121 601 6350 or email: john.newnham@britishmetalforming.com.

For sheet metal sector meeting queries please contact Adrian Nicklin, email: adrian.nicklin@britishmetalforming.com.

Please register for the meeting on the CBM website: www.britishmetalforming.com/events.aspx.

EC expiry review on anti-dumping measures for stainless fasteners

On 5th October 2011, the European Commission published details of its expiry review of the anti-dumping measures implemented in 2005, applicable to imports of various stainless steel fasteners originating in the People's Republic of China and Taiwan. The review was initiated in 2010 following a request from the European Industrial Fasteners Institute.

The key finding of the investigation is that "there are no compelling reasons against the maintenance of the current anti-dumping measures", and the recommendation is that the measures applicable to certain stainless steel fasteners originating in PRC and Taiwan imposed by Regulation (EC) No 1890/2005 should be maintained.

For further information please contact John Newnham at the CBM on 0121 601 6350 or email john.newnham@britishmetalforming.com

members news

Critical components from a Sheffield engineering company have arrived at a Canadian gold mine as part of a £10m contract

Engineering specialist DavyMarkham, which designs and supplies large hoisting systems, won the lucrative contract to supply base metals mining company, Hudbay Minerals Inc, with three hoists for Lalor Mine Project.

This is the second major Canadian project DavyMarkham has secured this year. In July, the company won a £10m contract to supply drum hoists to gold producer Goldcorp Eléonore Project, in Québec.

Steve Henson, DavyMarkham's Lalor project manager, said: "The contract for Hudbay Minerals was to supply three hoists for use in their copper, gold and zinc mine, Lalor Mine Project. Four weeks ago the three hoists, which consist of a 16 feet double drum production hoist and clutch, a 14 feet double drum service hoist and clutch and an eight feet auxiliary hoist, left Sheffield by sea to Montreal."

The hoists then travelled by train to Winnipeg, and then by truck to the mine which is in the small town of Snow Lake.

Canada is the world's largest exporter of minerals and metals and one of the largest producers of gold.



www.davymarkham.com

**HKB Steel adds D2 tool steel to portfolio**

HKB Steel Services, part of Barrett Engineering Steels, has added D2 tool steel to its product portfolio for its high resistance against abrasive wear, good dimensional stability and high compressive strength. The new product is available in 2000mm to 3000mm lengths and in diameters 51mm to 303mm.

"This is a great addition to our steel stockholding," says Pete Rushton, Director of Barrett Steel Engineering. "HKB is well known for its extensive stocks of engineering steels as well as for its processing capabilities.



D2 tool steel's abrasion resistance lies in the high volume of hard carbides in its chemical composition, which includes high carbon, high chromium, molybdenum and vanadium. D2 is fully machinable in the annealed condition and is also fully heat treatable. It will offer a hardness range of 55-65 HRC with very little distortion, along with mild corrosion-resisting properties due to its high chromium content.

Typical applications can be found in: cutting; punching; stamping tools; shear blades; thread rolling dies; cold extrusion dies; drawing and bending tools; flanging and straightening rolls; fine cutting tools; deep drawing tools; and plastics moulds for abrasive polymers.

www.barrettsteel.com

**'Hardox In My Body' business success for customers**

Steel company SSAB is meeting rapidly growing interest in the business concept Hardox In My Body. In addition to delivery of high strength steel, the concept includes providing customers with technology and marketing support. In return, customers must complete SSAB's certification process. Turkish truck body manufacturer Özdesan is the latest to benefit from the business concept in its operations.

When SSAB launched the Hardox In My Body business concept, customers gave it a warm reception. The Hardox name was well established as one of the world's strongest and most sought-after abrasion-resistant steels. Now, ten years later, the concept is meeting rapidly growing interest all over the world and adding new markets.

Stronger and lighter

Underlying the strong interest in Hardox In My Body is an abrasion-resistant steel that opens the door to stronger and lighter designs.

"Usually, the weight can be cut by at least 1.5 tons in this type of structure if you make it in Hardox," says Robert Lind. "The Hardox properties quite simply open a number of opportunities to optimize the design. And the end result is a stronger and more durable product with better operating economy."

"For buyers of truck bodies and other parts where wear is high, Hardox is a quality guarantee for which they are prepared to pay extra," says Robert Lind.

www.ssab.com

**CBM events diary****• CBM H, S & E Group Meeting
02 November 2011**

The CBM H,S,&E Group meet quarterly to discuss relevant H&S issues.

The recent Accident Reduction in Metalforming Sector (ARMS) initiative has embarked on a strategy to reduce the accidents in the sector and subsequently reduce insurance premia.

**• CBM Fastener and Sheet Metal sector meeting
10 November 2011**

CBM sector meetings provide members and associates with the opportunity to meet and talk to senior managers and directors from other similar manufacturing companies, and at the same time receive presentations on topics of current interest.

**• 20th International Forging Congress
13-17 November 2011**

The 20th IFC will be held Hyderabad International Convention Centre, Hyderabad, India.

**• CBM Forging Sector Meeting
23 November 2011**

Forging Sector meetings provide members and associates with the opportunity to meet and talk to senior managers and directors from other similar manufacturing companies, and at the same time receive presentations on topics of current interest.

**• MACH 2012
16-20 April**

MACH 2012 takes place at the NEC, Birmingham.

**• Subcon 2012
12-14 June**

The next Subcon will take place at the NEC, Birmingham.

All events are held at the
CBM Headquarters,
National Metalforming Centre,
West Bromwich B70 6PY
unless otherwise stated.

For further information or to book
a place please visit:

www.britishmetalforming.com

appointments

Kespar Engineering Ltd is pleased to announce the appointment of Mark White to the position of Operations Director. Mark, with more than 30 years within the Forging Industry, is an active member of the Forging Sector.

Right: Mark White •

