

Case study

Endeavour International Ltd

Bath-based manufacturer cuts costs with efficient design

Established over 50 years ago, Endeavour International Limited produces Hydralok hose assembly machines and supplies its new range of electronically controlled swaging machines to over 60 countries worldwide. In order to expand its product offering, the business recently revisited the design of its swaging machines with the help of the Manufacturing Advisory Service in the South West (MAS-SW) to produce a cost effective, user-friendly electronically controlled swaging machine.



Above: (left to right)
MAS-SW manufacturing specialist Phil Townsend, sales director Steve Turtle, managing director Bonny Pereira and MAS-SW manufacturing specialist John Philipart

“The support and help we receive from MAS-SW is invaluable. Phil Townsend has helped us immensely, not only to get this project underway but on an ongoing basis—he is always at the other end of the phone to advise and discuss manufacturing issues and visits regularly.”

Bonny Pereira, managing director, Endeavour International

Key Achievements

- > The development of a low-cost, high-end, electronically controlled swaging machine
- > Cost savings by using efficient design and labour reduction

“Endeavour International have achieved a great deal with the development of the new electronically controlled swaging machine. By interrogating their product designs they were able to identify opportunities for improving the design; cutting material and labour costs at the same time.”

Phil Townsend, MAS-SW manufacturing specialist

How MAS has helped

Endeavour International worked with MAS-SW to design and develop an electronically controlled swaging unit. MAS-SW provided match funding for the project and engaged the services of a specialist that facilitated a ten day product design and development project to help redesign Endeavour International's swaging machine to operate electronically.

Result

As a result of the work and support delivered by MAS-SW, Endeavour International has developed three prototypes of the new electronic swaging machine that are already being shown at international trade conferences such as the Power Transmission and Control (PTC) conference in Shanghai. Its new range includes machines for swaging, cutting and skiving of hydraulic hose up to a 2-inch bore capacity. By developing the prototype the business has already managed to save on design, material and labour costs as well as helping stock levels by having one machine that can do the same job as three.



Endeavour International

No. Employees: 10

Turnover: £1.5m

Location: Bath

The five main levels of service that MAS provides are:

- > Advice and information
- > A free on-site review
- > Training and networking events
- > In-depth consultancy support
- > Signposting and referral

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