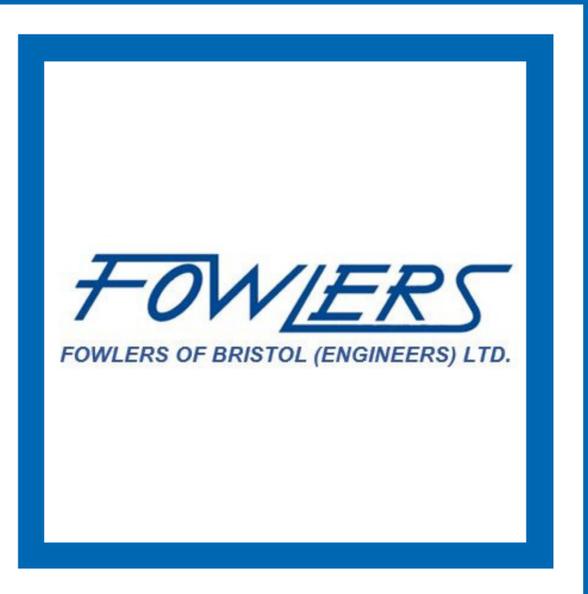


LOCAL MANUFACTURING ADVISORY PROGRAMME IN THE WEST OF ENGLAND

Specialist support & grant funding available for manufacturers.
Over 300 West of England manufacturing businesses engaged with support programmes delivered by SWMAS in the last 5 years.

'Installing the new machinery has allowed us to be much more customer focused, giving our customers the confidence that we can provide them with their exact requirements. The whole grant process really couldn't have been simpler and SWMAS were fantastic at providing the guidance we needed throughout – we have managed to buy machinery at a lower cost to the business thanks to the programme. Now we have this machinery and can offer machine-readable part marking, we can focus our energies on winning more work and more clients!' - **Gary White, Sales and Engineering Director, Fowlers of Bristol (Engineers), Avonmouth**



'We have been working with SWMAS over the last year or so to deliver training days aimed at manufacturing concepts, which have been tailored to our requirements and pitched at a level appropriate to the staff involved. The training was well received and from this I have seen a number of cost reduction improvements implemented. These have delivered a real benefit to the bottom line. SWMAS also helped us through the process of grant funding for a capital purchase and made it very simple and straightforward.' - **Andy Wiseman, Operations Director, Hobbs House Bakery, Chipping Sodbury**



'The support I personally have received as MD of BIE Magnum Ltd and the business, through the LEAN training from SWMAS over the last year has been invaluable. From helping to formulate a business plan to discussing internal staff issues, being the MD can be a lonely occupation so having the sound advice of an impartial expert is truly worth its weight in gold! The SWMAS Manufacturing Specialist is a great coach and has brought out the best solutions and is guiding me to the best outcomes. I have complete confidence and trust in him and feel very fortunate to have his support.' - **Sarah Rodgerson, Managing Director, BIE Magnum, Bristol**



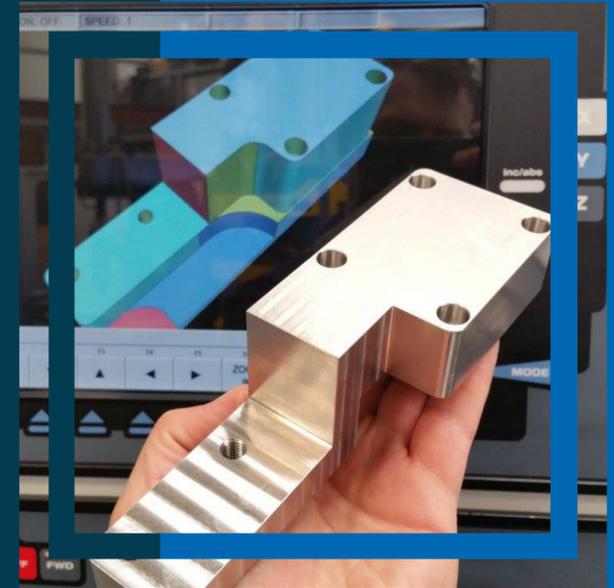
'Initially, I think, I was reluctant to get involved, but approached our first meeting with a "what harm can it do" attitude. I was interested in maybe seeing what funding could be sourced for potential future investments. Everyone likes something for nothing type of thing.

'Once I'd twigged that SWMAS were happy to support in other ways other than just funding assistance, it got really interesting. I discovered that the Manufacturing Specialist was quite happy to sit there and listen to me sound off about the issues I was experiencing and the problems I thought I was having. As the discussion developed, so solutions appeared.

'Day to day problems such as quoting, planning, time management, and personnel were all discussed and strategies put in place to help improve my activity. We have implemented tools and procedures for quote control and monitoring, and time management to ensure key tasks are being done. Management of performance review and the bonus structure has been better formed using the Specialist's advice and support. The management tools developed also assist with this, allowing me to monitor success.

'I found the time discussing the issues I have day to day with managing a small engineering company with SWMAS to be very rewarding and I am grateful for the time he has spent with us.'

- Paul Smith, Works Director, DS Machining, Yate



Tony Mattravers
**SWMAS Manufacturing
Specialist for West of
England**

Plug in to the **Local Manufacturing Advisory Programme (LMAP)** and benefit from:

- Grants for consultancy and capital investment
- Funded opportunities to develop business strategy and improve operational efficiency
- Insight and support of a dedicated team of experienced manufacturing specialists
- The extensive SWMAS network of connections, events, and other business support

>> Contact SWMAS today

Feb 2019