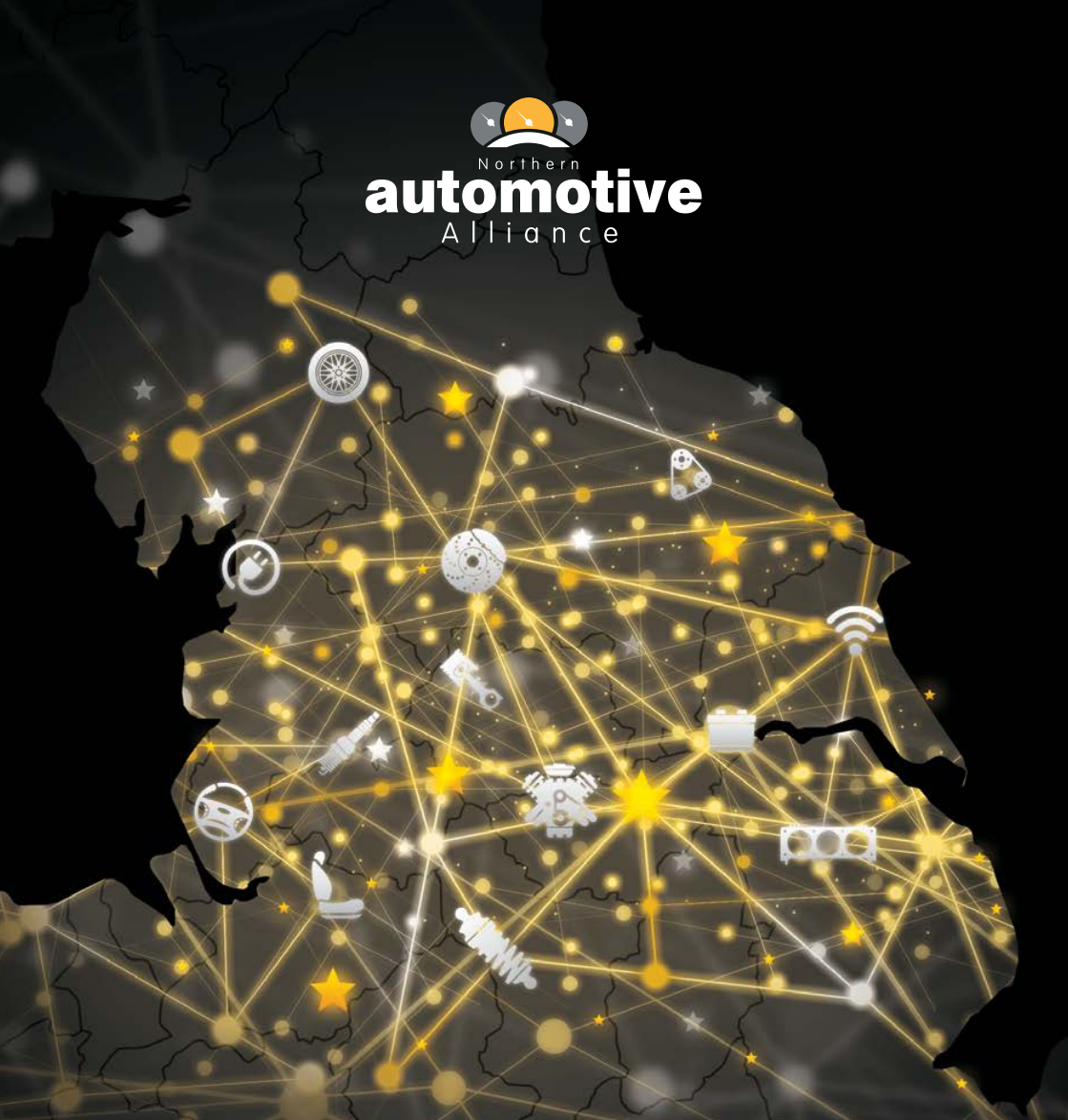
Northern automotive Alliance



Annual Networking Dinner & Business Awards 2019

7th November 2019

The Mere Hotel Golf Resort & Spa, Knutsford, Cheshire

Speakers & Menu

Speakers

Prof Jon King
Strategic Planning & Development
WMG Centre HVM Catapult

Wes Jacklin
Chairman of Directors, NAA

Rowan Egan
CEO NAA

Master of Ceremonies
Steve Dickson

Menu

Chicken Liver Pate,
Onion Marmalade, Chargrilled Sour Dough

—

Braised Blade of Beef,
Smoked Mash, Parslied Carrot, Wilted Greens, Roast Shallot,
Chestnut Mushroom, Red Wine Jus

—

Lemon & Passionfruit Tart,
Passion Fruit & Mango Sorbet

—

Freshly Brewed Coffee

Awards

Chairman's Introduction

Welcome to the Northern Automotive Alliance Annual Dinner from your Chairman

A key aspect of this year has been living with uncertainty. While our industry has always involved a level of change, with new vehicle models being introduced and the occasional adjustment of legislation, there's normally advanced knowledge of the direction. Right now there's some unclear challenges for our industry to embrace. Which are the best technologies to deliver the future mobility solutions? How will the global political landscape influence our businesses?

As individual companies it can be quite difficult to understand the potential impact that these changes represent. We should not underestimate the value of networking and communicating. Whether this past year has been positive or negative within your business, I would encourage you all to communicate more regularly, not just with the NAA and within our network, but also with local and national government bodies. It is through this communication and raising of awareness, that support and collaboration can be found to overcome the challenges we face today.

The Government has also recently released its 'Road to Zero' paper, which outlines the next steps towards cleaner road transport and delivering our Industrial Strategy. Amongst other things, it sets out an aspiration to see at least half of new cars built in the UK to be ultra-low emission by 2030, as part of plans to make the UK a global leader in electric vehicle deployment. The cars of 2030 are being designed today, and I would encourage those in attendance tonight who believe your business has an innovative product for the EV supply chain to come and speak to the NAA about how you may access funding for development.

Personally, this has been an incredibly exciting year for me and the team at the McLaren Composites Technology Centre in Sheffield. Following the Royal opening ceremony in November we moved into our new state of the art factory, enhanced the team, developed ground-breaking new processes, and delivered prototype products ahead of schedule. The next challenge is ramping up to full scale production with this innovative technology.

There are many similar positive examples across our automotive industry. We must continue to look for those opportunities and use our valuable skills and knowledge to deliver them.

This is our ninth Annual Awards Dinner, and my thanks go to the sponsors, I hope to speak to each one of you tonight. I am also grateful to everyone who has submitted an Award entry, even though there is only one winner in each category, in reality everyone wins, as applying alone represents a fantastic opportunity for exposure with no attached costs.

Thank you for joining us for this event and I hope you have an enjoyable and memorable evening.

Wes Jacklin, *Chairman of Directors and Advisory Board, Northern Automotive Alliance*

Speaker & Master of Ceremonies

Keynote Speaker
Prof Jon King

Jon started as a student apprentice with Ford, gaining a BSc in Mechanical/ Vehicle Engineering at the University of Hertfordshire and working through Car Body Engineering, Truck Vehicle Engineering and Truck Body Engineering before a spell at Nissan Motor Manufacturing UK when the Sunderland plant was first established. He moved into automotive engineering consultancy, eventually becoming MD of the UK arm of the business. Jon joined British Steel in 1996 to establish an automotive engineering group, moving to the Warwick campus with his team in 2003 and becoming responsible for all applications research in 2012. He joined the WMG Centre High Value Manufacturing Catapult in March 2017 with a focus on the electrification of transport and supply chain development, especially at SME level.

Jon is a Royal Academy of Engineering Visiting Professor in the Principles of Engineering Design and was awarded an Honorary Doctorate at UoHerts in 2002. He is a long-standing member of the UK Automotive Council Supply Chain Group, recently chaired the Society of Motor Manufacturers and Traders Automotive Components Section and sits on governance boards for automotive sector supply chain improvement programmes.

Master of Ceremonies
Steve Dickson

Steve is a marketer and trainer and is passionate about supporting teams in customer service, sales and presentation skills, delivering focus groups, customer feedback data, marketing and training, all within the 'Customer Journey' portfolio with a creative customer and client orientation. Sectors and channel experience in retail, automotive, FMCG, broadcast media, membership groups, hospitality and DIY.

Northern automotive Alliance

+

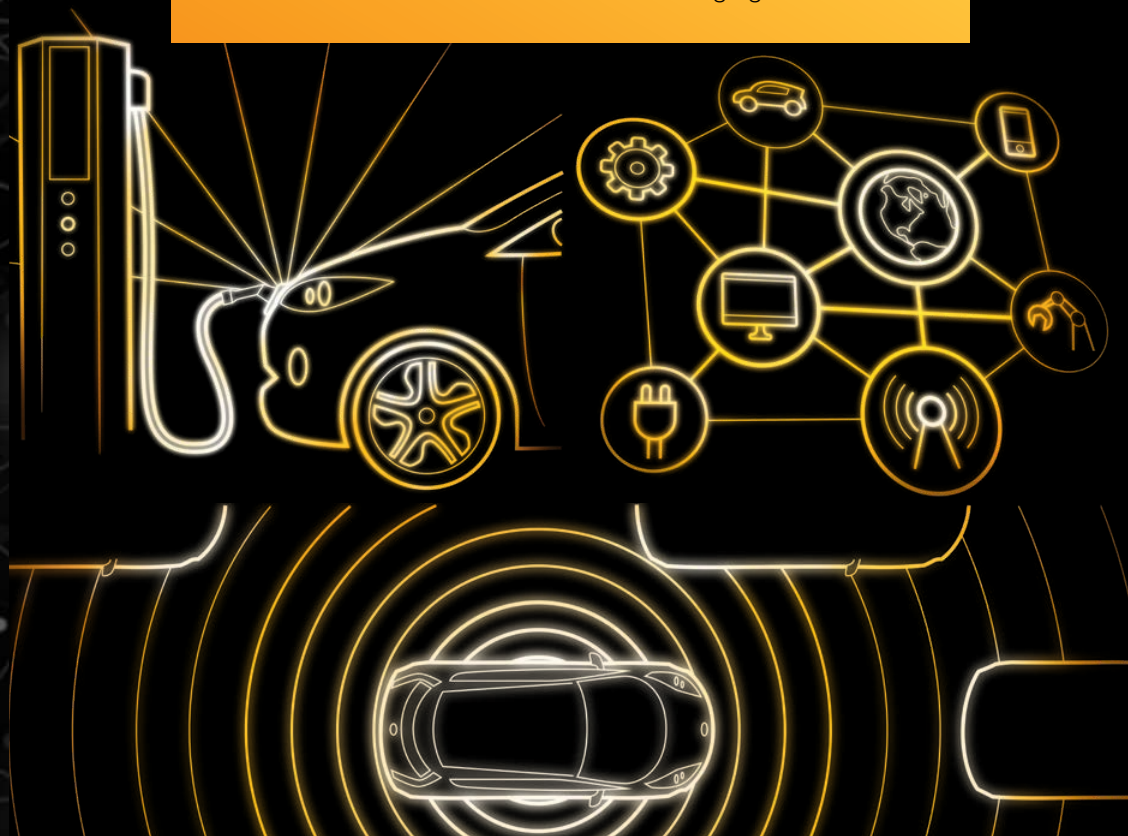
Automotive Comms

Automotive Business Opportunities

Helping businesses to gain commercial benefit from new opportunities in the automotive industry

Automotive Comms in partnership with the NAA can offer:

Market intelligence, project management, and the marketing and communication expertise needed to enter new automotive markets and achieve high growth



6 December 2018
NAA visit to Klarius Products, Stoke-on-Trent

6 February 2019
NAA visit to Businesswise Solutions, Nelson

6 March 2019
NAA Productivity Upskilling event, Leyland Trucks, Leyland

22 May 2019
NAA 'Are you Ready for Electrification?' event, STFC Hartree Centre, Daresbury

NAA 2019 Summary

6 June 2019
NAA Training Hub Launch, GEFCO, Speke

17 July 2019
NAA 'Printing the Future' event, FDM Digital Solutions, Burnley

12 September 2019
NAA Tackling Mental Health event, Morson International, Manchester

10 October 2019
NAA Health & Safety event, NGF, St Helens

A|2|O Innovation Solutions is a provider of innovative manufacturing solutions with a focus on manufacturing and product developments using advanced carbon fibre composite solutions. In order to conceptualise a virtual factory to prove the concept of an innovative carbon fibre production line, A|2|O required expert support from the LCR 4.0 consortium. Having recently moved to the Liverpool City Region, A|2|O is establishing partnerships and a digital supply chain within the region.

www.a2ois.com

Autac Products is a UK designer, manufacturer and market leader of electrical cable for use in the commercial vehicle, power and bespoke applications market. The company is a third-generation family-owned business and we endeavour to ensure quality is never compromised. Our ingenuity allows us to develop, grow and support customers in our National, European and International markets. We constantly develop new processes and products ensuring that our design and manufacturing capabilities are always to the highest standard and are able to satisfy the individual requirements and exceed the expectations of our customers wherever they are in the world.

www.autac.co.uk

Companies Shortlisted for 2019 Awards

Briggs Automotive Company (BAC) is the British manufacturer of the world's only road-legal, single-seater supercars – the Mono and Mono R. The Liverpool-based business was founded in 2009 by brothers Neill and Ian Briggs, who set about providing the world with a vehicle that offers the most authentic and pure driving experience possible using the very latest racing technology. BAC has sold its Mono supercar to over 40 territories worldwide and launched the limited-edition Mono R to pandemonium at the 2019 Goodwood Festival of Speed.

www.bac-mono.com

Businesswise Solutions. Our complete purpose is to enable our clients to focus their energy on powering their business. We are a full-service energy efficiency partner who understands our role in delivering tangible improvements to business performance beyond cost and consumption, helping clients visualise and eliminate energy waste. Using the power of data and technology, our energy specialists help our clients simplify and navigate the energy market, identify opportunities they never thought possible, make the most informed decisions and develop strategies that deliver better business performance.

www.businesswisesolutions.co.uk

CARBON PERFORMANCE

Carbon Performance is an automotive tech company, headquartered in Leeds, that develops innovative solutions for the automotive, motorsport and aerospace industries. With extensive R&D capabilities, Carbon Performance is led by a team with a combined industrial experience of more than 108 years. A deep tech enterprise, Carbon Performance's mission is to bring advanced manufacturing to the North of the UK and accelerate sustainable, autonomous, and connected mobility. A part of the University of Leeds enterprise programme, Carbon Performance's vision is to leverage technologies to accelerate the low-carbon economy in the UK.

www.carbonperformanceltd.com

Connect 4.0 Ltd

Connect 4.0 is a start-up business based in Liverpool City Centre. Founded in 2018, the company develops digital supply chain platforms, which connect factories with CNC (computer numerical control) and additive manufacturing capabilities directly to clients who are looking for manufacturing partners to produce products based on designs. Connect 4.0 breaks down barriers in the engineering supply chain, allowing those with production capacity to tender for the work, enabling clients to find the best possible manufacturing partner to suit their needs, budget and bring their product to market quicker.

www.connect40.co.uk

Companies Shortlisted for 2019 Awards

EQUITUS ENGINEERING
A Better Engineered World

Equitus Engineering is an SME mechanical engineering and innovations company. A people-centric approach lies at the core of what we do. Our three areas of service are mechanical engineering solutions, engineering-led product development and engineering-driven innovation. Our Vision is a better engineered world. Our mission is to keep people at the heart of everything, whilst applying engineering to drive innovation, develop products and solutions, and be effective, consistent and efficient in this pursuit. The Equitus Way is a set of six values that drives us: Integrity; Collaboration; Accountability; Professionalism; Customer Experience; Pursuit of Excellence.

www.equitusengineering.com

HYLOMAR®

Hylomar manufactures a wide range of high-performance sealants and adhesives used by some of the leading OEMs in the world of automotive, aerospace, white goods, power generation, electronics and general engineering. Hylomar products are also widely used in the automotive, aerospace and industrial aftermarkets, with Hylomar Universal Blue and Hylomar M being the leading non-setting gasket and jointing compounds in the world. Hylomar Aerograde and Advanced Formula are specified by various areo-engine manufacturers. Hylomar is a manufacturer and product formulator, therefore it can develop products to specific customer requirements.

www.hylomar.com

Irish Pressings specialises in the design and manufacture of tooling, metal stampings, and welded assemblies for the automotive sector. Established in 2005 by brothers Brendan and Declan Ward, the company operates as a Tier 1 and Tier 2 supplier to some of the UK and Europe's largest OEMs. Ancillary services available include design and simulation, sub-contract machining (CNC, Waterjet, Gas-Flame Cut, etc.), robotic welding, macro weld-testing, Research & Development and Quality Assurance.

www.irishpressings.com

Jaguar Land Rover is the UK's largest automotive manufacturer, built around two iconic British car brands: Land Rover, the world's leading manufacturer of premium all-wheel-drive vehicles; and Jaguar, one of the world's premier luxury sports saloon and sports car marques. We are driven by a desire to deliver class-leading vehicles, which provide experiences our customers will love, for life. Our products are in demand around the globe. In 2018, we sold 592,708 vehicles in 128 countries. We support around 260,000 people through our retailer network, suppliers and local businesses. From 2020 all new Jaguar Land Rover vehicles will offer the option of electrification, giving our customers even more choice.

www.jaguarlandrover.com

Companies Shortlisted for 2019 Awards

Juice Immersive is a market leader in immersive storytelling. The company curates and produces experiences and content including VR, AR and MR, for a range of agencies, sectors and brands. With over 35 years of combined experience, the Juice Immersive team produces, directs and project manages immersive (XR) projects and content.

www.juiceimmersive.com

Klarius Products supplies Type Approved Exhausts, Catalytic Converters and Diesel Particulate Filters to the EU passenger car market. They are designed, developed and manufactured in the UK and delivered via its own logistics operation. Manufacturing, R&D, test track, logistics and DC are all based in Cheadle, Staffordshire. Klarius Products is a £24m turnover company, with 138 manufacturing employees, selling over 80% of its products into the UK market, with the remainder exported. From our range of over 11,000 part numbers, we cover over 95% of the vehicle car parc and deliver next morning to anywhere in the UK.

www.klarius.eu

MGS Technical Plastics is a technically-led plastic injection moulder based in Blackburn, Lancashire. Formed in 1974, we have enjoyed an unprecedented period of growth in recent years and have become an established Tier 1 and 2 supplier to some of the automotive industry's biggest brands. We also manufacture high quality components for a range of other industries including aerospace, hygiene, medical, safety and energy. Delivering high quality components with our extensive range of machinery which ranges in capacity from 35 tonnes to 900 tonnes, we are an IATF 16949 accredited company, and we continue to lead the way in plastic injection moulding.

www.mgsplastics.co.uk

Morson Group is a unique blend of recruitment and design consultancy businesses that provide our clients with the skilled labour to succeed and support a growing candidate base in finding their next roles. From humble beginnings, we have evolved into a market-leading Group, supplying skilled staffing and engineering solutions to aerospace, defence, rail, oil, nuclear, gas and construction sectors. We reinvest profits back into operations to drive innovation and always add value to our customers. When opportunities or challenges arise, we believe solutions exist and go the extra mile to find answers and deliver our services in new, better ways.

www.morson.com

Companies Shortlisted for 2019 Awards

Pirelli UK Tyres was founded in Milan in 1872 and today stands as a global brand known for its cutting-edge technology, high-end production excellence and passion for innovation. It is among the world's major tyre producers, with 19 production plants in 12 countries and around 31,500 employees, 1,428 of whom are in the two production plants in the UK. As demonstrated by its leadership in the Dow Jones Sustainability Index, Pirelli is constantly improving its sustainability performance. A recent example of the group's distinction in this area is the focus on the sustainable management of its worldwide natural rubber supply chain.

www.pirelli.co.uk

Preston Technical is one of the foremost manufacturers of industrial consumable products in the UK. From a 14,000 square foot facility located in Preston, the company supplies bespoke shapes, sizes and material combinations of products as diverse as self-adhesive tape to coated abrasives. The entire focus is providing innovative solutions to customer product and process problems with an enviable reputation for quality of product and service delivery. Preston Technical is deep rooted in the supply chain of the UK Automotive industry with a specialised knowledge in the conversion of self-adhesive tape products for use within automotive components.

www.prestontechnical.co.uk

Companies Shortlisted for 2019 Awards

Sanko Gosei UK is a wholly-owned subsidiary of Sanko Gosei Japan. Sanko UK was initially a joint venture between Sanko Gosei Japan and Marubeni Corporation with the objective of supporting the Japanese Office Equipment OEMs who were the primary customers of Sanko Japan. At that time, Sanko UK was predominantly a toolmaker, with capacity to mould, with four moulding machines. Sanko UK first entered the Automotive supply chain in 1990 supplying parts to MG Rover and Honda. Since then we have expanded our customer base to include Honda, Toyota, Aston Martin, Bentley, Suzuki and JLR, supporting a site that now hosts 25 machines.

www.sankogosei.com

Setco Automotive (UK) was established in 2006, previously trading as Lipe Clutch. The company has a 40 year background in the design, manufacture and distribution of commercial vehicle clutches for OE and aftermarket customers. Setco Automotive is now the world's third largest manufacturer of medium and heavy duty commercial vehicle clutch systems by volume. With manufacturing sites in the UK, USA and India, Lipe-branded clutches have been developed for fitment to most major commercial vehicles on the road. The Setco Automotive manufacturing and distribution centre in Rossendale, Lancashire is proud to be certified to ISO 9001 and ISO 45001.

www.setcoauto.com

Companies Shortlisted for 2019 Awards

Sigmatex (UK) is a leading global supplier of carbon fibre textiles to the advanced materials sector. Supplying to a diverse array of end markets including Aerospace, Automotive, Space & Defence, Wind Energy, Consumer Electronics and Sports & Leisure, our business operates in a fast-paced and dynamic industry where innovation is critical to success. With the widest range of conversion technologies in our industry, Sigmatex offers our customers an unrivalled product portfolio, dedicated technical support and a first-class customer experience on their journey to getting the best performance from Carbon Fibre Reinforced Plastic (CFRP) products.

www.sigmatex.com

Follow the NAA online

@nautoalliance

/company/northern-automotive-alliance

Manufacturing Excellence Award

Award presented by Trevor Leeks

This Award will acknowledge the use of effective lean methodologies that focus on improvements in quality, cost, productivity, physical waste reduction and non-value adding activities. It encourages processes that develop an engaged workforce and a lasting culture of safety and continuous improvement.

Judges

James Brindley Ian Holohan Rowan Egan

Sponsored by

Jaguar Land Rover is the UK's largest automotive manufacturer, built around two iconic British car brands: Land Rover, the world's leading manufacturer of premium all-wheel-drive vehicles; and Jaguar, one of the world's premier luxury sports saloon and sports car marques. At Jaguar Land Rover, we are driven by a desire to deliver class-leading vehicles, which will provide experiences our customers will love, for life. Our products are in demand around the globe. In 2018 Jaguar Land Rover sold 592,708 vehicles in 128 countries. We support around 260,000 people through our retailer network, suppliers and local businesses. At heart we are a British company, with two major design and engineering sites, three vehicle manufacturing facilities and an engine manufacturing centre in the UK. We also have plants in China, Brazil, India, Austria and Slovakia. From 2020 all new Jaguar Land Rover vehicles will offer the option of electrification, giving our customers even more choice. We will introduce a portfolio of electrified products across our model range, embracing fully electric, plug-in hybrid and mild hybrid vehicles as well as continuing to offer the latest diesel and petrol engines.

Manufacturing Excellence Award
Shortlisted Companies

Klarius Products

Over the last year we have undertaken a culture change process, to enable the Group's turnover to double in 3-5 years, through Employee Engagement and Continuous Improvement, so continuing our growth despite long-term declining market size. A transformational change in management style and communication was driven by the new CEO supported by a seven-person Core Lead Team (CLT) formed internally - including promoting Production Manager Wayne Johnson to Manufacturing and Operations Director. Together, we set an inspirational vision and detailed five-year strategic plan (OGSM = Objectives, Goals, Strategies and Measures) to drive change and embed a CI culture. This is supported by weekly KPIs, open communication, formation of a Works Council, regular "stop the shop" all employee "Town Hall" meetings and incentivised productivity and suggestion schemes. Further we are driving standards and culture (Customer Quality, Values & Behaviours, Health, Safety & Environment) throughout the business.

MGS Technical Plastics

MGS Technical Plastics has grown rapidly thanks to our commitment to continuous improvement. We have made significant investments in more efficient machinery, upskilling our workforce, encouraging every employee to implement the 5S methodology, and installing an advanced ERP system. This investment in new technologies has maintained the high standard of manufacturing quality that our clients expect while allowing us to use fewer resources, reduce our impact on the environment, plan our projects more efficiently and handle the growing volume of demand for our products and services. By implementing personal development plans for each of our team and recruiting a record number of apprentices, we are working to overcome the skills gap that has developed in UK manufacturing and are helping to keep the North - and the country as a whole - competitive in the global marketplace.

Sigmatex (UK)

Facing the shut-down of an under-performing product line, the Sigmatex team embarked upon a radical approach to changing the performance of a production department by creating a best in class 'lighthouse cell' that embraced the essence of continuous improvement and culture change. The burning platform was a product line that was losing the business £500K per year. With the challenge set and the team engaged, a six-month project was successfully completed that resulted in a dramatic turnaround in performance, increasing output by X4, reducing failure rate from >50% to <10%, and reducing process scrap for c.30% to 10%. The result was a product line that now achieves almost 30% operating profit.

Logistics Excellence Award

Award presented by Barry Croft

This Award is for SME businesses that can demonstrate all-round logistical success, innovation and above all, excellence. This success can be focused on general business performance, launch or development of a new logistics process, environmental impact or people engagement.

Judges

Barry Croft Rowan Egan

Sponsored by

DHL Supply Chain. Improve your supply chain. Accelerate your growth. At DHL our experience shows that we can help you fine-tune your operations to help you become more efficient and productive. We've got some of the world's best manufacturing logistics planning experience in our team, and our consultative approach provides deep insight and analysis to help redesign your supply chain, from component collections to sequencing to line-side delivery. We'll even benchmark your operations to see how you compare to the best "known way". Against a backdrop of a radically changing manufacturing landscape, DHL constantly reviews, evaluates and adopts new technological solutions such as automation, electrification and digitalisation to make sure you have a supply chain ready for the future.

Logistics Excellence Award
Shortlisted Companies

Klarius Products

Klarius has seen many changes over the years but this last year, the organisation has undertaken a culture change process, to enable the Group's turnover to double in 3-5 years, through Employee Engagement and Continuous Improvement. The dedicated "Autologistiks" delivery fleet uniquely offers next morning delivery to Auto Factor branches, rather than DCs. These shortened lead times mean that you can actively store your stock in our warehouse, which can save storage room at your site. Parts can be ordered and delivered with increased speed, and improving your stock availability without compromising your on-site storage space. We have also set up a system so our distributors now have full electronic access to the entire Klarius product range of over 10,000 references from our vast warehouse capacity in Cheadle, Staffordshire. Customers can benefit from our complete range and space capacity, allowing stock to be kept on-site and delivered when required.

Setco Automotive (UK)

Setco Automotive (UK) Ltd has a 40-year background in the design, manufacture and distribution of commercial vehicle clutches for OE and aftermarket customers. A project was established to propose viable technology solutions to improve Setco's warehouse operations. Thanks to support from the Northern Automotive Alliance and Lancaster University, it was concluded that Setco would benefit from the implementation of barcodes on finished products in conjunction with new hand-held computer terminals to be used by the stores operators. This technology has been successfully implemented, creating a 5% efficiency improvement for the storage and dispatch department along with environmental benefits from the elimination of printed paper, and improved customer satisfaction is anticipated through a significant reduction in picking and packing faults.

Sigmatex (UK)

Recognising escalating costs within logistics, Sigmatex embarked on a cost reduction project. Through identification of the three main project workstreams, it was recognised that the benefits would be so much more than straight cost reduction and the project demonstrated that sustainability can have a positive environmental impact and benefit the bottom line. Through a shared multi-functional focus on the logistics area, Sigmatex has achieved a reduction in logistics and packaging costs and has benefitted from operational improvements through reduction of downtime. Added important benefits are a reduction in our use of cardboard and reduction in carbon emissions through better transport planning, reduction in quantity of pallets despatched and more effective use of transport services.

People & Skills Excellence Award

Award presented by Mike Dickinson

This Award will acknowledge and celebrate investment in skills by a small to medium sized enterprise employing less than 250 people in the engineering and advanced manufacturing sector. The category will recognise a business that invests in the training and development of its workforce and is able to demonstrate that it is a leading light in the area by showing clear evidence of how investment in skills can bring benefits to people and businesses alike.

Judges

Mike Dickinson Martina Rodrigues

Sponsored by

Industry Forum
Business Excellence Through Inspired People

Industry Forum was established in 1996 by the UK government, the SMMT and vehicle manufacturers to improve the performance and effectiveness of the UK's automotive supply chain. Today Industry Forum offers consultancy and training to make manufacturers across the Automotive sector more competitive: from operations transformations to shop floor training. Industry Forum has more than 150 specialist consultants and trainers and is active in over 30 countries. It has delivered over 400 consultancy programmes and trained over 25,000 people over the past 20 years. Industry Forum offers the broadest range of consultancy and training services in the manufacturing sector and is the most approved delivery partner to manufacturers, for national and international bodies and programmes including IATF, VDA, SMMT and the Automotive Council.

People & Skills Excellence Award
Shortlisted Companies

MGS Technical Plastics

At MGS Technical Plastics, our commitment to developing our workforce runs throughout the company - each employee is given their own individual plan which is regularly reviewed and adapted to ensure they possess all the skills and expertise required to excel in their role. We also provide training in off-the-job areas, including skills not directly related to current positions, and courses that help our team improve their mental wellbeing, leadership skills and more. We have also recruited our largest ever apprenticeship intake, now accounting for more than 10 per cent of our workforce. All of our directors began their careers as apprentices and we believe this is the best way to solve the skills gap in UK manufacturing which risks our country's competitiveness on a global scale. We encourage all businesses to consider apprenticeship schemes and we were invited to the House of Lords this year to further this cause.

Sanko Gosei UK

To assist in improving the safety culture within Sanko Gosei, an Interactive Safety Session - 30 Second Risk Assessment - was implemented which has assisted in driving down accidents. With networking opportunities available, this safety session has been shared amongst other companies, initially automotive supply, to help reduce accidents on a much larger platform and it is now being rolled out throughout the country. #SafetyisNo.1

Setco Automotive (UK)

Setco Automotive (UK) Ltd has a 40-year background in the design, manufacture and distribution of commercial vehicle clutches for OE and aftermarket customers. The company recognises that the skills of its employees are critical to the success of the business and therefore provides a structured approach to ensure that each employee is encouraged to develop their skills and learning as appropriate at every opportunity. From the successful implementation of internal mentoring programmes through to external training initiatives, including apprenticeships for both shop floor and office staff, the company is able to demonstrate positive impacts on its KPIs that have resulted from its learning and development systems and processes. Setco is proud to have developed a loyal and motivated workforce with minimal employee turnover.

Digital Media & Marketing Award

Award presented by Andy Mann

This award is for SMEs who can demonstrate an innovative and creative approach to digital media and marketing. It may be a one-off project or a new way of delivering the marketing communications, that has had a positive impact on the business. The project or delivery should be integrated in the fabric of the business and have its rationale firmly in the overall business aims and objectives of the SME.

Judges

Andy Mann **Martina Rodrigues**

Sponsored by

The Samuel James Group

The Samuel James Group is a Preston-based company, covering all aspects of PR, media profile raising, business development and marketing. Key online brands include: Business Lancashire, Business Manchester, Business Merseyside, Business Cheshire and Business Cumbria. Our knowledge spans multiple sectors, giving us the ability to represent our clients in a professional manner. We pride ourselves on impeccable customer service. We are passionate, love doing what we do and we feel very privileged that our dreams have turned into a career of choice. What you see is what you get, is the driving force for what The Samuel James Group stands for. We also have a close strategic partnership with Mann Communications.

Digital Media & Marketing Award
Shortlisted Companies

Hylomar Limited

Hylomar found that the easiest way to demonstrate to its customers was through video, especially through videos that were able to inform the customers about the features and benefits of Hylomar products. The videos are 60 seconds long and feature a typical application that relates to one of Hylomar's Products. There are currently four videos published, with more in the design stage. Hylomar's aim is to have an explainer video for every product and the decision to use CAD drawings is that it is easier to display on a video how to use the products. The videos have a good balance of being able to be used by qualified engineers and by the one-time users. The videos have been translated into 7 languages including German, Spanish, Italian, French, Chinese, Japanese and Turkish with many more languages being requested by customers. These videos are displayed on YouTube and Hylomar's website.

Juice Immersive

Mercedes-Benz Vans Immersive Roadshow 2019 - Juice Immersive was commissioned by live events agency, Meet & Potato, on behalf of Mercedes-Benz Vans UK, to curate and produce the digital content for a new Immersive Roadshow for 2019/20. Working collaboratively with Meet & Potato, along with a number of other technical and strategic partners, Juice Immersive designed, curated and produced a series of innovative brand experiences for a unique immersive roadshow event series, housed within a mobile articulated trailer. The roadshow contains four experiences, across different immersive technologies, including virtual, augmented and mixed realities (VR, AR and MR) - a CGI welcome message, a multi-sensory 360VR experience, an augmented reality wall and a cutting-edge mixed reality experience, utilising brand new Magic Leap technology.

Industry 4.0 Award

Award presented by Cindy Atinault

This Award will acknowledge companies who have implemented an innovative process or product through the adoption of digital technologies that has had a positive impact on their business. The 4th Industrial Revolution (4IR) is the convergence of digital, physical and biological assets and is creating unprecedented opportunities for UK manufacturing businesses and supply chains to optimise productivity and competitiveness, ensuring efficiency of their business.

Judges

Mike Dickinson **Martina Rodrigues**

Sponsored by

Senseye. Trusted by Fortune 500 industrial companies, Senseye's technology solutions suite, Senseye PdM, is used to monitor more than 20,000 industrial assets in real time around the world. Senseye PdM forecasts machine failure and remaining useful life of industrial assets automatically, enabling users to guarantee uptime and asset availability, streamline production processes and ensure safer, more efficient operations. Senseye PdM can be deployed at scale within 14 days and, used alongside Senseye's methodologies, typically delivers a complete Return on Investment within three months of adoption.

Industry 4.0 Award
Shortlisted Companies

Briggs Automotive Company (BAC)

BAC Mono R is a higher-performance, lighter and more advanced new generation of the iconic Mono supercar. Serving as The New Reference, R is the very pinnacle of design, innovation and engineering. It sports a stunning new generation of Mono DNA and is 35bhp more powerful and 25kg lighter than the standard Mono, at 340bhp and 555kg – equating to a truly remarkable power-to-weight ratio of 612bhp-per-tonne. Mono R is also the first car in the world incorporating graphene-enhanced carbon fibre in every body panel after a successful R&D project, while the engine's specific output of 136bhp per litre is a naturally aspirated global record.

Carbon Performance

Carbon Performance ventured out to do a project using Industry 4.0 technologies and measure its benefits against existing technologies and processes. As a part of our project, we used Artificial Intelligence and 3D printing to develop next-generation, ultra-lightweight, future-proof, environmentally sustainable auto parts (3D printed brake calipers and suspension uprights) for automotive applications, specifically passenger cars. The resulting auto parts from our Industry 4.0 project were incredibly organic in shape, reduced significant fuel consumption in fuel-powered cars, and increased the range in electric cars.

Corporate & Social Responsibility Award

Award presented by Cedric Chalcon

This Award is open to all companies and enables them to share their own approach on Corporate & Social Responsibility (CSR). CSR is a self-regulating business model that helps a company be socially accountable - to itself, its stakeholders and the public. Companies practicing CSR are conscious of the impact they are having on all aspects of society including economic, social, and environmental. To engage in CSR means that, in the normal course of business, a company is operating in ways that positively enhance society and the environment, instead of negatively contributing to them.

Judges

Sandra Trainor **Carol Holden**

Sponsored by

GEFCO

Partners, unlimited

At **GEFCO**, we believe that long-lasting cooperation with partners is the key to shared growth. Building on 69 years of expertise and a long tradition of excellence in the automotive industry, we design smart, flexible solutions for complex supply chains. Today, the GEFCO Group is the European leader in automotive logistics, and a top 10 global partner in multimodal supply chain solutions.

Corporate & Social Responsibility Award
Shortlisted Companies

Businesswise Solutions

In 2018 Businesswise Solutions made the commitment to raise £10,000 for Pendleside Hospice, a local charity which makes a huge difference to people with life-limiting illnesses, their families and carers. Businesswise employees were fully behind supporting the hospice and set up various fundraising events and challenges with the aim of raising £10,000, and to spur on support the business generously matched the first £5,000 donated. Successful employee events included a Mexican food day, pie day and coffee morning but the biggest event organised was the Pendle Three Peaks challenge where a team of 29 walked the 27-mile route to raise funds for Pendleside Hospice. The walk was particularly poignant for Businesswise Solutions' managing director Frazer Durris, who lost his dad, Peter Macgregor, to cancer a year to the day of the walk. In total Businesswise Solutions raised nearly £15,000 in support of Pendleside Hospice.

Jaguar Land Rover Halewood

As a responsible business, Jaguar Land Rover Halewood is committed to making a positive impact on the community through its employee volunteering, school STEM education and charity fundraising programmes. In 2018, a third of its Halewood workforce clocked up 11,635 volunteering hours. The hours donated by the Halewood team make its volunteering programme the largest across any of Jaguar Land Rover's 23 global sites. Last year, the plant's Education Centre welcomed 4,629 young people who learnt about STEM subjects and toured the plant. Volunteers also attended the Liverpool LEP Skills Show to promote apprenticeships to thousands of youngsters and 80 plant volunteers delivered educational activities to 600 young people at All Saints Catholic High School in Kirkby, their partner school. Last year the plant achieved a record-breaking fundraising milestone after raising £150,000 for 160 local charities.

MGS Technical Plastics

At MGS Technical Plastics, corporate social responsibility is not just an ideal to which it aspires, it is integral to the soul of the business. Every team member is made aware of their commitment at the outset and encouraged throughout their employment to make ethical decisions that not only go beyond compliance, but that positively impact their stakeholders and the environment. There are three fundamental pillars to their approach:

- Investment in people and the wider community
- Responsible Plastics
- Environmental Investment.

Corporate & Social Responsibility Award
Shortlisted Companies

Morson Group

Morson Forces is our dedicated community initiative to support and create longstanding opportunities for forces service leavers, reservists and spouses across a range of roles and industries. Built upon strong morals and a keen sense of social responsibility, Morson has been supporting the British military for more than 20 years. By formalising our offering into Morson Forces we have been able to elevate activity and focus on securing skilled employment for ex-forces personnel and supporting the transition into civilian life. The Morson Forces team comprises of several ex-military personnel that possess a combined 70+ years' forces experience, who are perfectly placed to help service leavers find secure employment. As well as employment, we support all aspects of military to civilian transition – helping to secure housing, support with mental health and heavily subsidised training courses - creating a huge network of ex-forces personnel who we support throughout their lives.

Pirelli UK Tyres

In 2017, after a multi-stakeholder consultation involving a variety of actors, including international NGOs, natural rubber suppliers and carmakers, Pirelli presented its Sustainable Natural Rubber Policy with the goal of promoting and developing responsible natural rubber supply chains. In 2018, to facilitate the policy's activation, Pirelli published an Implementation Manual and Roadmap of activities for 2019-2021 aimed at preserving biodiversity while guiding the supply chain towards sustainable, long-term development, respecting first and foremost people and the planet. This involves all Pirelli's supply chains worldwide. Regarding the UK plants' suppliers, the activities organised for 2019 include training in Thailand, Malaysia and Indonesia, as well as socio-environmental risk mapping of their respective sourcing areas. In addition, in April 2019 Pirelli launched "Being Fast Takes Time", a communication platform created to raise public awareness and share the company's commitment to the preservation of biodiversity and the development of local communities and economies.

International Trade Award

Award presented by Andy Allan

This Award is for SMEs who have been involved in exporting their products during 2019. It acknowledges companies who have adopted a methodical approach towards developing a trade strategy and who can demonstrate successful delivery of this strategy.

Judges

Andy Allan **Rowan Egan**

Sponsored by

MORSON GROUP

Morson Group is a unique blend of recruitment and design consultancy businesses that provide our clients with the skilled labour to succeed and support a growing candidate base in finding their next roles. From humble beginnings, we have evolved into a market leading Group, supplying skilled staffing and engineering solutions to aerospace, defence, rail, oil, nuclear, gas and construction sectors. We reinvest profits back into operations to drive innovation and always add value to our customers. When opportunities or challenges arise, we believe solutions exist and we go the extra mile to find answers and deliver our services in new, better ways.

Autac Products

Following the management buyout in 2016, the Autac team has been working to develop a real strategy in support of its ambitious growth and exporting plans. Thanks to research across its customer base and markets and the implementation of an internal continuous development plan, the team has been able to identify real areas for improvement, for market growth and has established a clear focus for the future. Exciting times ahead, as already in the last year, Autac has embarked on a shared project with Innovate UK and Salford University to develop new smart cables and connectors. This supports its ambition to become a key player in the global EV market and recently its recent acquisition of Stacey Cables, and the creation of Autac Assemblies, opens doors to more penetration within both sets of customer bases and the opportunity to attract new customers across multi-sectors, regions and markets around the world.

Briggs Automotive Company (BAC)

BAC Mono R is a higher-performance, lighter and more advanced new generation of the iconic Mono supercar. Serving as The New Reference, R is the very pinnacle of design, innovation and engineering. It sports a stunning new generation of Mono DNA and is 35bhp more powerful and 25kg lighter than the standard Mono, at 340bhp and 555kg – equating to a truly remarkable power-to-weight ratio of 612bhp-per-tonne. Mono R is also the first car in the world incorporating graphene-enhanced carbon fibre in every body panel after a successful R&D project, while the engine's specific output of 136bhp per litre is a naturally aspirated global record.

Hylomar

A professional and strategic approach to exporting has allowed Hylomar Limited to achieve levels of growth that has never been seen before. With the introduction of a new marketing team, developing business image has been a key element to help grow the business. Reaching out and working closely with our distributors in different countries allowed Hylomar to go from strength to strength. Hylomar has been focusing on creating new products that the market has never seen before and it is continuously working towards new specifications.

International Trade Award
Shortlisted Companies

Irish Pressings

Conscious of the challenges facing the automotive sector and the broader economy in general, in early 2019 Irish Pressings Ltd. identified the need to develop a strategy to diversify its business portfolio to reduce its exposure to individual companies and geographical regions. With this in mind, the company undertook an extensive project of market research and market prioritisation to identify regions and companies with whom Irish Pressings Ltd. would like to do business. Using these findings, an action plan was put in place to target potential customers and markets through a campaign that included a vastly improved online presence, greater engagement and direct communication using social media, production of high-quality promotional material, and attendance and engagement at trade shows and networking events. To date, the initiative has been an unequivocal success with a 30% increase in confirmed orders from new geographical markets.

Design & Innovation Award

Award presented by Mark Brickhill

This Award is for design and technical innovation, in relation to either a product or a process. The design and innovation should detail demonstrable, quantified benefits, from both a technical and financial perspective, with the product or process results demonstrating positive environmental impact, proven results, unique and innovative solutions.

Judges

Jon Beasley (APC) Mark Brickhill Doug Bentley Carol Holden

Sponsored by

Klarius™

Klarius Products is an Emission Control Products manufacture and supply company servicing primarily the UK and EU markets. The business supplies Type Approved Exhausts, Catalytic Converters and Diesel Particulate Filters designed, developed and manufactured in the UK and delivered via its own AutoLogistiks operation. Klarius Products operations are centred on the manufacturing, R&D, test track and Distribution Centre near Stoke-on-Trent. The Emissco range of Car Care and Maintenance Aerosol and Fluid Products have been launched in 2019, both Klarius Brand and Private Label.

Design & Innovation Award
Shortlisted Companies

A|2|O Innovation Solutions

A|2|O approached the Virtual Engineering Centre (VEC) under the LCR 4.0 Project (an ERDF-funded initiative which supported over 300 manufacturing SMEs within the Liverpool City Region. The main aim of the project was for the project delivery partners to help businesses to adopt Industry 4.0 technologies in order to remain competitive, improve efficiencies and productivity, whilst digitising their supply chain. A|2|O wished to create a simulation which would allow for them to test several layouts for within their factory, before committing to a final layout which they later wished to re-arrange, wasting time and resources. The VEC designed a smart factory for A|2|O which allowed for them to virtually test a number of layouts within their own factory, easily and quickly. This allowed for A|2|O to arrive at a well-informed decision quickly, enabling the company to make plans efficiently.

Briggs Automotive Company (BAC)

BAC Mono R is a higher-performance, lighter and more advanced new generation of the iconic Mono supercar. Serving as The New Reference, R is the very pinnacle of design, innovation and engineering. It sports a stunning new generation of Mono DNA and is 35bhp more powerful and 25kg lighter than the standard Mono, at 340bhp and 555kg – equating to a truly remarkable power-to-weight ratio of 612bhp-per-tonne. Mono R is also the first car in the world incorporating graphene-enhanced carbon fibre in every body panel after a successful R&D project, while the engine's specific output of 136bhp per litre is a naturally aspirated global record.

Carbon Performance

Carbon Performance is developing an autonomous system using deep AI neural networks to automate the process of designing, developing, and engineering cars. The process called Autofarming™ uses deep Artificial Intelligence to automatically generate and grow auto parts from the ground up based on minimal inputs, instead of human engineers spending weeks and months manually designing and developing them. This translates to dramatic reduction in capital, time, resource, errors, infrastructure requirements needed to develop and build the cars of tomorrow, reducing cost of EVs for end-consumers, which in turn accelerates the adoption of sustainable transportation.

Connect 4.0

Connect 4.0 was interested in looking at adopting Industry 4.0 technologies in order to increase its company efficiencies, increase the value offered to its customers through an effective and competitive service, enhancing the company reputation and speed of delivery.

Equitus Engineering

Conventional Computer Aided Design driven by humans makes products unnecessarily heavy, and limits the outcomes to human imagination. However, by applying generative design, we only define what is absolutely essential to the product, and let the software do the imagining and thinking bit. We thus move from Computer Aided Design to Computer Driven Design. We combine the best of human ability with the best of technological ability to collaboratively improve designs. A good design is essential to manufacturing a good product. Otherwise, no matter how smartly a product is manufactured, it will be pointless.

Preston Technical

With the Preston Technical ethos of innovation to solve customer design challenges, it has just launched the new TabTech design which is a revolutionary method of manufacturing specific die-cut lengths of double-sided self-adhesive foam tape which incorporate a new method of enabling the tape release liner to be easily removed as an operator assembly aid. The automotive component manufacturing industry is increasingly using double-sided tapes which provide both security of fixing and ways to reduce weight. The challenge is that thinner widths of tape are now required in trim part design. Cutting and dispensing such dimensions of tape is a major process headache for component manufacturers. TabTech is the answer to this as very thin dimensions of die-cut tape can now be manufactured continuously on a roll (rather than in sheeted form which significantly reduces process waste), whilst incorporating an easy way to apply the die-cut from the roll.

Design & Innovation Award
Shortlisted Companies

Sanko Gosei UK

The primary purpose of the project was to reduce weight whilst using existing specified materials without chemical agents and not effecting dimensional or structural stability. This had to be achieved using tooling that could mould solid parts or the reduced weight parts. The driving force behind this was to reduce fuel consumption, increase vehicle range, and if possible, reduce costs. In order to maintain end of life recyclability, chemical blowing agents to reduce weight had to be discounted. We looked at various methods of weight reduction without effecting part integrity, and decided that the MuCell Technology from MIT (Massachusetts institute of Technology) was the one that had the broadest benefits, i.e. weight reduction, lower clamp force, faster cycle times, recyclability. From our investigations we decided that injection moulding machine supplier Engel had the relevant experience to supply the right equipment and support.

Company of the Year Award

Award presented by Sally Hepton

This Award is for businesses that can demonstrate all-round success. This success can be focused on general business performance, launch of a new product, or development of a new process.

Judges

Sally Hepton **Rowan Egan**

Sponsored by

BENTLEY

Bentley Motors, celebrating 100 years this year, is the most sought after luxury car brand in the world. The company's headquarters in Crewe is home to all of its operations including design, R&D, engineering and production of the company's four model lines – Continental, Flying Spur, Bentayga and Mulsanne. The combination of fine craftsmanship, using skills that have been handed down through generations, alongside engineering expertise and cutting-edge technology, is unique to UK luxury car brands such as Bentley. It is also an example of high-value British manufacturing at its best. Bentley employs around 4,000 people at Crewe.

Which Award will your company be entering in 2020?

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