

Business Excellence Programme



Performance springs



Implementation of ISO14001 Environmental

Standard

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### Who are we?



Specialist Compression	on Springs:
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- High Quality
- High Precision
- High Fatigue
- Safety Critical
- High Risk Environments
- Medium Production Volumes

#### SME

£3m+ Turnover

45 Employees

Growing 10-20% pa World Class Vision Strong International Growth

1996	Performance Springs formed
1996	ISO 9001 Quality Systems
2002	Loan Journoy started

2002 Lean Journey started

2004 Internal training programs

2007 TS16949 Automotive Systems

2007 NAA Co of Year Award

2009 UKTI Passport to Export Award

2010 Joined NAA Business Excellence

2011 ISO14001 Environmental Sys

2012 NAA Co of Year Award - Bentley

2012 NAA Trade Co of Year - UKTI

#### 2013 Onwards>

VDA6 Automotive Auditing OHSAS 18001 Health & Safety

Continued Growth

## **Product Range**







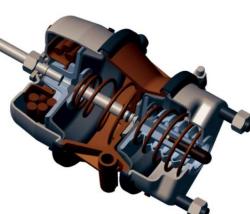




- Engine Valves
- Fuel Injection
- Clutches
- Brake Systems
- Transmission & Gearbox
- Steering Systems
- Hydraulic Pumps & Motors
- Hydraulic Valves
- Electrical & Mechanical Parts







#### **Markets Served**



# Performance springs



- Vehicle Industry
  - Premier Passenger Cars
  - Motorcycles
  - Race Cars
  - Specialist Passenger Cars
  - Light and Heavy Trucks
  - Locomotive Power
  - Marine Power
  - Off Highway & Construction
  - Industrial Power
  - Defence Vehicles
- Fluid Power & Handling:
  - Hydraulics
  - Pneumatics
  - Valves
  - Actuators
- Rail Track Systems
- Electronic Goods







## Why ISO14001 Environmental Standard?



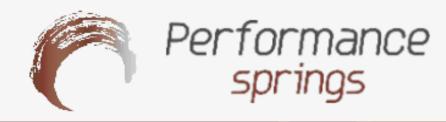
- Existing Customer Pressure
- Organic Growth Open the door to new customers
  - Internationally Recognised Standard
  - 40 to 50% Exports and Increasing
- Potential for Growth in Higher Volume Markets
  - Pre-requisite for OEM and Tier 1 New Business

### ISO14001 Approach?



- How we did it?
  - Top Level Commitment Policy Deployment Plan
  - Application for Consultancy/Funding NAA "Business Excellence"
  - Technical Support/Consultancy NAA "BEP" Smith Consultants Ltd
  - Gap Analysis
  - Project Plan
  - Integrate Procedures with existing ISO9001/TS14949 systems
    - Procedures to work for us not us for them!
  - Train
  - Implement
    - Heavy Emphasis on Legal Compliance
  - 9 Months to Implement
  - Initial Assessment BSI Sept 2011 Two auditors A real wake up!
  - Final Assessment BSI Dec 2011 Two auditors 2.5 Days

#### ISO14001 Our Hurdles?



- Knowledge
  - Knowledge Transfer
  - Smith Consulting
  - Environmental Legislation
    - Complex Bureaucracy
    - You can't know it all
    - Use the experts
    - It can be simplified
    - Fit into existing system
- Management
  - Lack of Management Time
  - Train
  - Delegate, Absorb and Spread the roles

#### Training

- Getting the right Mind Set
- Culture Change
- Environmental Systems
- Operators Awareness

#### Housekeeping

- 5S System Maintaining the system
- Auditing to Sustain and for Feedback

#### Costs

- Assistance from NAA
- Business Excellence Programme

## Outcomes and Benefits of ISO14001 Project



- Happy Customers
  - Improved Scorecard Rating with Existing Customers
  - Continuous Improvement
- New Opportunities for Growth
  - Including larger OEMs and Tier 1s
  - Internationally Recognised international opportunities easier
- Additional Benefits
  - Improved Safety
  - Improved Employee Knowledge & Awareness
  - Improved Legal Compliance and Awareness
  - Logical Extension or Bolt On to TS16949 or ISO9001
    - Hence on-going costs to manage are not high
  - Reduced Energy Costs
  - Improved Corporate Responsibility
  - New jobs created and existing safeguarded
  - Part of the Reason for Winning NAA Company of the Year Award!!!

### Benefits of NAA Business Excellence Programme



- Flexibility
  - We could choose the right project and consultants to suit us
- Funding
  - Would not have gained access to consultant without
- Knowledge Transfer from Consultant
  - Would have been too difficult and time consuming for existing management team
- Indirect Benefits of NAA
  - Networking
    - Collaboration and Referrals with other organisations
      - UKTI, SMMT Free Membership, Industry Forum, Apprenticeships, IMechE etc
    - Networking events, from quarterly meetings to awards dinner.
  - Attendance at Trade Shows
  - Benchmarking via NAA Awards and Company Visits
  - Formal Training Programs
    - Excellent series of Automotive Specific Courses
  - Automotive News and Information...

And More....

## **Thank You**



## Performance springs

