

Presentation – Meet The Buyer



Customer Presentation 26/02/2014 Stuart J Buck

Who Are We?

Specialist (not Niche) Compression Springs for Applications with:

- High Quality
- High Precision
- High Fatigue
- Safety Critical
- High Risk Environments

- £3m Turnover
- Growing 10-20% pa
- 45 Employees
- World Class Vision
- International Growth (45%+)



High Fatigue Compression Springs

1996	PSL formed in 1996, ISO 9000 approval
2002	Lean manufacturing journey
2007	TS16949:2002 approval
2007	NAA Company of the Year Award
2010	R & D Centre opened
2011	ISO14001 approval
2012	NAA Company of the Year Award

Markets Served

Markets

- Powertrain
- Drivetrain
- Hydraulics

Applications

- Motorcycles
- Race Cars
- Specialist Passenger Cars
- Premier Passenger Cars
- Light and Heavy Trucks
- Locomotive Power
- Marine Power
- Off Highway & Construction
- Industrial Power
- Defence Vehicle



Automotive/Transportation Applications

We built our experience in low to medium volumes and progressed to higher volumes over many years

'Meet the Buyer' Events Attended

- 08 NOV 2011 SMMT, Race Course, Chester*
- 15 NOV 2011 SMMT & Welsh Automotive, Forum, Bridgend*
- 03 JUL 2012 SMMT, Solihull*
- 03-04 DEC 12 – UKTI/SMMT Automotive Supply Chain Initiative, Stamford Bridge, London*
- 23 MAY 2013 SMMT, Solihull
- 10 JUL 2013 – UKTI/SMMT Automotive Supply Chain Initiative, Kia Oval, London.*

*by invitation only events



Spring Design Review Service

Currently working with four new OE/Tier1 companies on long term high value projects as a result of attending Meet the Buyer events.

Maximising the Opportunity

All the systems were in place in order to maximise the opportunity...

- World Class White Factory Vision
- Quality Approvals
 - TS16949, ISO9001
 - ISO14001 - Environmental
- Delivery and Quality
 - ERP/MRP – Advanced Logistics
 - On-time Delivery – 95% plus minimum
 - Very Low ppm Reject Levels
 - Product Capability and Repeatability
- Marketing
 - Professional, Modern, Clean, Crisp Image
- Workforce Development
 - Highly Skilled – Well Trained
 - Right Culture - Continuous Improvement
- Technical Innovation
 - Leading Edge Design inc 3D (FEA)
 - Latest Machinery and Processes
 - Specialist Materials
- R & D Laboratory Services
 - Metallurgical/Spring Failure Analysis inc SEM
 - Engine & Fatigue Testing



Dynamic & Dedicated Workforce

*Use the right networks: SMMT, UKTI,
Northwest Automotive Alliance.
Profile on the SMMT Automotive Supplier
Finder database*

Being Ready for the Long Haul!

Success generally takes a long time – 5 years+ to develop new relationships and products.

Be prepared for many objections:

- Looking to reduce suppliers
- Only sourcing from low cost countries
- Too small, too niche!

Don't give up

- Perseverance
- Patience
- Persistence



Delivering On-Time Worldwide

Create the right culture from the TOP down

Differentiate yourself from the competition.

Become a business partner not just a supplier

Contact Details

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Thank you

