

Portrait of a salesman

Don McBean, Business Development Manager for Newburgh, is always on the lookout for new business for the Derbyshire-based company.

Don is vastly experienced in engineering sales and marketing, having held senior positions with companies in Scotland, the north of England and the Midlands for the past 35 years. But he reckons his work for Newburgh over the past three years has been the most rewarding and challenging of his career.



"The difference with Newburgh is that we are never prepared to compromise on our capability," he explained. "We will tailor our solution to match the customer's need. We will go out and source the equipment which is required to get the best possible results for the project and the partnership."

And that's one of the parts of Don's job which he really enjoys – going out and sourcing that new equipment. "I'm sure the fact that we do not compromise to get the results has been one of the major factors in the company's success," he adds.

Don, who was born in Nairn, started work for Giddings & Lewis in Arbroath, where he worked for 27 years rising from a position as service engineer to become sales and marketing director in charge of European operations. Later he moved on as sales and marketing director with the Asquith-Butler Division of Marbaix Lapointe Ltd in Halifax, later becoming managing director of Marbaix Group Sales. He then joined AB Marwin as general sales manager in Wolverhampton, before setting up his own company, Don McBean Solutions, in 2003.

"I am now responsible for developing new business for Newburgh, and I am thoroughly enjoying it," he added.

Don lives in Collin, Dumfries, where he enjoys horse riding with his wife Shona and training their four Labrador dogs.

HIGH LEVEL VISIT TO ROTHERHAM PLANT

Newburgh Engineering of Rotherham was chosen from among 1,000 companies to represent the country's finest engineering concerns to a top-level visiting international group of British trade commissioners.

The delegation of 20 commissioners – representing British consulates from Brazil to Bangkok – visited the £5 million plant in Bessemer Way on October 31 to look around the precision engineering factory.

In the first-ever course of its kind, they also visited about 20 other plants throughout the country during an eight-day UK Trade and Investment Engineering Industry Briefing Course, organised by the Manufacturing Technologies Association (MTA). The aim was to develop overseas trade and business-to-business links, and to strengthen the UK's position in engineering marketplaces throughout the world.

The course was six months in planning, and the 20 companies which were visited between October 24 and November 2 were chosen from among 1,000 to represent excellence in UK engineering across a broad scope of disciplines.



Vincent Middleton, managing director of Newburgh (left), said: "We were absolutely delighted to be recognised in this way. We were also very



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pleased to be chosen to share and explain what makes engineering best practice to such a high-powered group of overseas UK trade and industry advisers.

"This visit puts the seal on our first couple of years in the new plant at Rotherham, where we have significant expansion plans for the near future."

The proposed new investment in the plant, for which planning consent has already been given, will cost nearly £8 million and create up to 70 new jobs in the area. It will more than double the workspace of the ultra-modern plant, which was officially opened by the Duke of York last year.

MANUFACTURING PARTNERSHIP: THE NEWBURGH PHILOSOPHY

Newburgh has customers in all major global industrial markets, and thus enjoys a stability of trading rarely experienced in the world of manufacturing.

This secure base has enabled our customers to rely on us and, in many cases, use us as their only manufacturing source. They enjoy the benefits that this partnership can bring: by working together, we aim to out-perform the competition.

If you have a specific opportunity, or would like to discuss the concept and benefits of a manufacturing partnership with Newburgh in more detail, contact the sales team direct on 01433 620401.

£2 MILLION OILFIELD CONTRACT

Business worth over £2 million a year for down-hole completion equipment for oilfields throughout the world has been secured by Newburgh.

They are making various gas lift mandrel and safety valve products for Schlumberger Ltd, of Belfast in Northern Ireland.

Three new lathes plus zinc phosphate equipment has been installed at Newburgh's Bradwell plant to carry out the precision work. The whole project has its own exclusively-dedicated Schlumberger cell within the factory managed by Ian Hallows, who rose from the

shop floor at Bradwell to become the Schlumberger project engineer.

Newburgh's marketing chief Matthew Jewitt commented: "This next phase is a significant step forward in our long partnership with Schlumberger. It will provide work and future growth for the company over the coming years. The profile for this business is fantastic – and this is just the start."

Remote Control works for Michell

Machine operators Mick Barber and Martin Richardson at Newburgh's Rotherham plant are used to getting their instructions first-hand – from a computer.

Weekly schedules and CNC programs for the highly-skilled and precise work they do for client Michell Bearings come daily by e-mail 130 miles away in Michell's Head Office in Scotswood Road, Newcastle-on-Tyne. Newburgh's machine set-up is an exact mirror image of Michell's facility, and is planned for as if it were another work centre in their own factory.

This remotely-managed job is entirely controlled by Michell in Newcastle, and Mick and Martin operate their specialist mill turn machine according to the e-mailed instructions.

The high-quality white metal bearings they produce for Michell are used in various marine and industrial applications.



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POWER POINTS News in Brief

High-flying: Newburgh had a presence at the prestigious Farnborough Air Show again this year, sharing a stand with the North West Aerospace Alliance. The show featured 1,480 companies from 35 countries, and there were 100 aircraft on display. Organisers estimate that more than 140,000 people attended over the week-long show in July.

Long service: An era passed when machinist Terry Armitt left Newburgh after a lifetime working for the company. When Terry, of Springfield Road, Bradwell, joined the company 48 years ago in 1957, the founder Mr Isaac Middleton, was still in post, and all the machines were manually operated. When he left in July, the company was at the forefront of computerised precision engineering operations. "But the company has never lost the family spirit," said Terry, who intends to spend time in his retirement on his hobby of breeding prize-winning budgerigars.

From shop floor to office: Thirty three-year-old James Mason, Newburgh's latest engineer, has had a meteoric rise from the shop floor. Starting as a machinist at the Rotherham plant just 18 months before, James so impressed his bosses that he was promoted to an office job in June, charged with cell process implementation.

"I worked mainly on the Sondex cell," explains James, who hails from Dronfield Woodhouse. "Working in the office now, with a shirt and tie instead of overalls, is very different, but I am really enjoying the challenge."

James is married to Rebecca, and the couple have two daughters, Poppy who is two and nine-month-old Matilda.

OPPORTUNITIES AT NEWBURGH

At Newburgh, people are seen as the company's greatest asset. And we are constantly on the look-out for new staff to help the company move forward.

Through our on-going involvement in Investors in People and a continuing commitment to the training of apprentices, Newburgh has developed an unrivalled team with the experience and motivation to succeed in an ever-changing environment.

The opportunities are many and various, all of which offer personal growth and constant support to allow you to become whatever you want to be.

If you are interested in joining the Newburgh team, check out the Job Pages posted on our website: www.newburgh.co.uk