

NEWBURGH EXPANDS INTO NEW FIELDS

Newburgh Engineering has acquired the engineering division of OSL Engineering to develop new 'rapid response' and pelleting and animal feed units at its Rotherham plant.



Gordon Kitching, Vince Middleton and Nick Finch at the signing of the OSL agreement.

The rapid response unit will give the internationally-respected precision engineering company greatly increased flexibility to deal with jobs which need a quick response, and will complement Newburgh's well-established and widely-praised cellular manufacturing systems, which are for long-term contracts lasting over several years.

Managing Director Vincent Middleton commented: "We took a strategic decision earlier this year to develop other business streams in addition to our cellular systems, and the acquisition of OSL's engineering division will strengthen our overall engineering capacity.

"The skills and flexibility of the OSL workforce will enable us to establish our rapid response division with the additional benefit of being able to balance the workload with stock manufacture for the pelleting solution side of the business. This represents a sustainable business division which will benefit all our customers and those employed in it."

Vincent Middleton paid special tribute to the 'skilled, experienced and talented' team at the Sheffield Road plant of OSL, and said he was looking forward to their integration into the Newburgh workforce.

Gordon Kitching, Sales Manager, commented: "Newburgh's acquisition of our engineering remit presents many positive opportunities for the future. Previous poor investment stifled several potential developments which can now be revisited. Many new opportunities will be created once we are up and running.

"We are looking forward to becoming part of Newburgh's precision engineering team, and we are sure that the future will provide mutual benefits to both parties and to our respective customers."

The day-to-day activity in Newburgh's rapid response unit (see page 2) covers industries such as steel manufacture and processing, coastal ports, agricultural, and mining and

quarrying; while the turnover from its long-established pelleting and animal feed business (see page 2) increases year-by-year from worldwide sales of components and spares held at Rotherham and in the Netherlands.

The 37 engineers and staff from OSL will effectively increase Newburgh's workforce at its Rotherham site by over 50 per cent, to bring it to over 110 employees. The move of the OSL staff, headed by Nick Finch, Operations Manager, and Gordon Kitching, Business Development Manager, along with its plant and equipment to Newburgh's ultra-modern factory in Bessemer Way, Rotherham, will be completed by the end of 2007.

Cellular Manufacture

Cellular Manufacturing is engrained in the culture of Newburgh Engineering. Dedicated customer cells provide allocated resources, focused on excellent quality and delivery for each particular customer. Cell Development Manager, Roger Pearson says: "This modern way of manufacture promotes long term relationships with customers. We can then apply Lean Manufacturing and 6 sigma techniques within the cell, to maximise cost benefits for all stakeholders."

The continuous development of the cells at Newburgh is the key to the overall business strategy. An accelerated improvement programme is now in place that moves the new cells from 'Forming' to 'Performing' in the shortest possible time. The programme includes how to project manage, New Product Introduction and the associated building blocks that need to be in place when forming a new cell, progressing through to the Kaizen and 6 Sigma techniques deployed to achieve the ultimate performance from the cell.

To drive these improvements our Cell Development Manager, Roger Pearson, has been assigned to manage and facilitate the programme. Roger joined the company in December 2005 as an Industrial Engineer for the Vetco Nailsea cell. He graduated from Durham University in 2003 and is set to become a Chartered Engineer with the IMechE shortly.

News in Brief

High-level visit

Liberal Democrat peer Baroness Angela Harris of Richmond made a flying visit to Newburgh Engineering of Rotherham recently.

Baroness Harris is a patron of Northern Defence Industries (NDI), a strategic alliance of about 200 northern companies which enables members to develop their business in global defence and aerospace. Newburgh managing director Vince Middleton is an NDI board member.

Newburgh's Marketing Manager, Matthew Jewitt, explained: "NDI capitalises on the north's position as an engineering centre of excellence, and we were delighted to welcome Baroness Harris to look around our plant. It confirms the company's status as a leading player in contract manufacturing."

Street Pride

A roundabout on the approach to Newburgh's headquarters on Bessemer Way, Rotherham, has been sponsored by the company in a bid to improve the town's environment.

The initiative is part of the borough council's Rotherham Street Pride campaign, and will involve signing and the landscaping of the roundabout, which features a sculpture epitomising the town's resurgence from the industrial dereliction of the recent past.

Newburgh's marketing chief Matthew Jewitt commented: "We felt it was important to contribute something to the council's highly laudible bid to improve the environment. And as one of the new companies which have recently moved in to Rotherham, we wanted to make our mark on the landscape."

Alan takes the crease

Alan Wood, of Woodseats, Sheffield, recently joined Newburgh as head of procurement. He previously worked in a similar position for 28 years for Dormer Tools of Worksop, and brings his experience to Newburgh's fast-expanding operation. Alan told *Discover*: "I found the Newburgh staff very friendly and welcoming, and I look forward to helping them develop the new Rotherham factory to the full." Alan, who is married with two grown-up children, was a keen cricketer for Aston Hall Cricket Club in Sheffield before an accident limited his appearances, he now enjoys a round of golf.

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

THE NEW UNITS **EXPLAINED:**

1. RAPID RESPONSE

Gordon Kitching, Sales Manager, explained: "Our core skills are in general engineering and machining, which includes turning, milling, gear cutting and horizontal and vertical boring."



The work has two principal functions:

- 'Breakdown' service: addressing emergency situations and implementing repairs to complete the necessary work in the shortest possible time.
- Problem solving: working closely with clients to resolve operating problems with their plant and equipment. Noticeably, the demand for this type of service has developed where internal de-manning policies have reduced the in-house engineering capability.

Predominantly, the industries served have included steel manufacturing, steel processing, agricultural, coastal port and mining and quarrying. Clients such as Corus UK, Associated British Ports MMD, Sheffield Forgemasters and Sandvik Mining are all historically linked to this process, and their quality approvals support our BS EN ISO 9001:2000 accreditation.

Gordon, who has an engineering background in the coal mining, steel forging and foundry industries and latterly in engineering sales, commented: "Looking to the future, it's hard to imagine how anyone can fail to be encouraged by the dynamics of the Newburgh organisation and its engineering resolve."

2. PELLETING AND ANIMAL FEED

Nick Finch, Operations Manager explained: "OSL's pelleting and animal feed experience extends over 140 years. We specialise in the manufacture of an extensive range of feed milling spares and we have steadily increased annual turnover from the sale of components for pelleting machines such as CPM, Buhler and Andritz."



Spares are supplied from the comprehensive stock held at the Rotherham and Netherlands sites, which are compatible with many older machines as well as the more recently manufactured models. Exports go to many countries, including Japan, South Africa, Australia, New Zealand, Canada and the Middle East. Sales to continental Europe are conducted through the warehouse facility in Almere, in the Netherlands.

The range of 'Orbit' pelleting machines are used in industries as diverse as charcoal briquette manufacture, bio-mass recycling, cat litter, renewable energy fuels and catalytic materials for steel manufacturing processes. A significant number of our machines are installed in maltings and distilleries in Scotland, where the by-products from making whisky are pelleted.

Nick added: "I have 30 years' experience in feed milling component production, which has made me adept in end-user problem solving. My added experience in home and export marketing gives us a high level of proficiency in the feed milling business."

NAILING ANOTHER VETCO CONTRACT

Newburgh has won a major repeat three-year contract from Vetco Gray Controls of Nailsea, Bristol for the supply of subsea manifold kits.

The contract is one of the largest won so far for the company's new £5 million plant at Bessemer Way, Rotherham, and will provide continuity of work for the dedicated, bespoke Vetco cell at Rotherham.

Newburgh's Marketing Manager Matthew Jewitt commented: "This contract is a major accomplishment for our Vetco team, the ongoing successful delivery of this project is built on their efforts and expertise. We have worked together with Vetco for over three years now, and this repeat order further cements our strong relationship with them."

The kits are manufactured to the highest technical specification because the valves housed in them are a vital control to the supply of oil or gas. The manifold kits are engineered from Grade 316 Stainless Steel, plus Duplex and Austenitic forgings. Two Heller twin pallet horizontal machining centres will be employed,

plus assembly, pressure test and support services, in order to deliver the program.

The manifold kits are designed to operate at water depths of up to 3,000 metres and to withstand pressures of 16,000 psi. The units have an operational lifespan of 25 years. The kits will be incorporated into Vetco's Subsea Control Modules for use on international deepwater projects.

Neil Robinson, Director of Supply Chain Management at Vetco Gray Controls, stated: "We have every confidence in Newburgh's cellular manufacturing system, hence the award of this repeat contract. We are hopeful that this contract will be the start of further agreements and co-operation between our two companies."

