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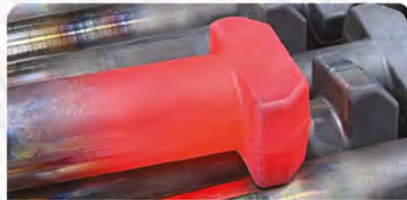
THE NON STANDARD SPECIALISTS



FORGING, BENDING AND FABRICATION SERVICES OVER 20 MANUFACTURING PROCESSES



Robot Forging



Upset Forging



Drop Forging



Counterblow Forging



Open Die Forging



Hand Forging



Hot & Cold Bending



Hot & Cold Pressing



Swaging & Pointing



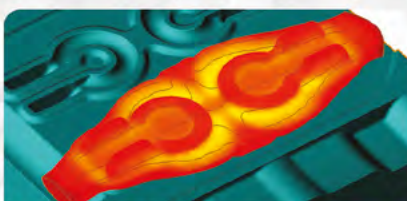
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Flash Butt Welding



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Front cover image courtesy of Forged Solution Group

up and coming events

Metallurgy for Non-Metalurgists Course:

14 & 15 March, 9.30-1pm each day Online Via Zoom

CBM Members Day:

30th March, The Church Suite, The Grand Hotel Birmingham 2PM-5PM

CBM Annual Dinner and Awards:

30th March, The Grand Hotel Birmingham.

Sheet Metal Sector Meeting:

April 2023, details to follow shortly

Health, Safety & Environment Group Meeting

16 May, 9.30am National Metalforming Centre, 47 Birmingham Road, West Bromwich, B70 6PY

Subcon

7 & 8th June 2023, NEC Birmingham

Manufacturing and Engineering week:

7th - 8th June, NEC Birmingham.

Advanced Engineering:

1st -2nd November, NEC Birmingham

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CBM Members Optimism overriding the 'Prophets of Gloom'

There's no denying that CBM members are facing economic challenges, and these are reflected across every manufacturing sector not just within our Metalforming members.

This optimism was reflected in a recent CBM and Crowe UK Manufacturing survey, where 60 % of members thought their turnover would grow in the next 12 months. This has certainly been reflected when Geraldine and I have visited numerous members over the past few weeks, despite the challenges it has always been a 'glass half full' outlook. The resilience that I have often referred to was there to be seen at every visit.

So, it makes it even more frustrating that we have endless economists talking down industry month after month and why are they always wrong? I am not an economist and I appreciate it's not easy but when it's your job is there any chance, they can get right? The Bank of England have played their part, we highlighted in November 2021 they were wrongly predicting inflation figures even then, resulting in interest rates not being raised early enough. The OBR have made some wayward forecasts, which given their position of influence just isn't acceptable.

No one is held to account, Mark Twain famously said 'when in doubt, tell the truth' well I say 'if you can't forecast correctly don't bother.'

This is important, as it impacts on the thinking of the banks and markets, which then stifles investment and growth.

It doesn't take much for that negative impact to result in trade credit facilities being changed or even withdrawn.

This then impacts down the supply chain, with the current cost pressures and the additional burden with the withdrawal of most of the Government support on Energy, this could lead to more insolvencies. The optimism of increased turnover is positive but if you cannot control your costs due to outside influences and no support, then your cash flow position comes under pressure.

We cannot blame everything on the economists and as we all know there are other factors in play, our productivity has been poor for well over a decade, some of this is down to lack of investment and training needs not being addressed.

The other major factor is Government's decision to reduce support on the energy scheme from £18 billion to

£5 billion, which is going to have a huge impact across the manufacturing sector, especially those who are high energy users. The Government are adamant that they won't increase the support and the new scheme has many flaws including using SIC codes to identify Intensive Energy Industries, which we are actively lobbying to have amended or even scrapped for a new scheme to recognise all high energy users.

If the government are not going to increase energy support for business, what can they or should they do?

To support on energy:

- Regulate all energy suppliers and brokers who are inflating prices on all other elements of energy costs above the 35 % element of the wholesale price – **NO COST** (to the government)
- Put right the biggest miss selling scandal since PPI – Companies coerced by fear or forced due to credit ratings into contracts by suppliers/brokers between July and December 2022, when the energy prices were at their highest – **NO COST** (to the government)
- Realign the EBDS so it captures all the Energy Intensive Industries or otherwise Government will oversee the collapse of industry across the country – **COST AVERSION**
- Bring in policies allowing companies with CBIL loans to convert them into green energy initiatives such as solar panels or other green energy options, allowing companies to be more self-sufficient.

To support investment:

- Scrap the proposed 6% Corporation Tax hike allowing companies headroom and possibility to invest.
- Keep in place the super deduction or replace it with a similar investment initiative and revise R&D tax credits to support SME's

To support productivity:

- Roll out Made Smarter across the country ensuring funding gets to industry not just universities and review the apprenticeship levy so it's more flexible for the requirement of training needed by industry.
- Labour shortages will be the long-term barrier to growth, so a plan for economic migration is needed to support manufacturing and incentives to get the economically inactive back into work.



• Steve Morley,
CBM President

These measures won't solve all the issues but will give CBM members and manufacturing companies across the country a fighting chance to get through the additional challenges ahead, especially on energy.

Our members have come along way through the impacts and the pandemic, Brexit, supply chain issues and inflation and need to be given the the opportunity and support to realise their optimism and grow stronger.

Steve Morley
President of the Confederation of British Metalforming



The UK's only specialist manufacturers' organisation for experts in metalforming

Why Join the CBM

You get valuable influence, business support, technical expertise and market insight as a CBM member.

Lobbying & Promotion

Get your voice heard within Government and the wider manufacturing industry

- Benefit from our active lobbying support, which has played a key role as post-brexite trade negotiations accelerate and the Government makes crucial coronavirus decisions.
- We collaborate with the Department for Business, Energy & Industrial Strategy (BEIS) on a weekly basis, covering issues ranging from Rules of Origin, electricity prices, Steel Safeguarding, to name but a few.
- Our mission is to represent UK in those industry discussions – and help you access opportunities through collaboration with a broad stakeholder group.

Compliance & Cost Management

Save money through your CBM membership

- As a CBM member, you get access to a range of practical services that save money and make operations easier.
- Our accredited energy tax rebate service is a key benefit – it's saved members £4 million+ annually in Climate Change Levy.
- You can boost your savings with our cost-effective Streamlined Energy & Carbon Reporting compliance service and Energy Saving Opportunity Scheme assessments – as well as discounted meeting room hire, our free business support hotline and more.

Marketing & Business Development Support

- Build relationships and develop opportunities
- CBM members come from across the supply chain – and work across automotive, aerospace, rail, defence, energy and Construction. We help you build relationships with potential customers and partners.
- You can also use our platform to promote your business – in Metal Matters magazine, at industry events and among our growing social media audience. Our popular website directory and Buyers' Guide is a popular way to get noticed by supply chain managers.

Technical Support

Leverage expert knowledge of metalforming techniques

- Whether you have a problem or want advice on a new process, our sector specialists are here to help. With your CBM membership, technical support is quick and cost-effective.
- Over 130 years' experience with our Sector Specialists who cover Forging, Fastening, Press work and Sheet Metal

Innovation & Knowledge Sharing

Keep your business on the front foot

- CBM events give you opportunities to share knowledge and best practice. Thanks to member days, sector group meetings, monthly market reports and more, it's easy to learn about developments that will help your business.
- Through your membership, you also benefit from our established links with universities and innovation hubs like Warwick Manufacturing Group, Advanced Forming Research Centre, Imperial College and Advanced Manufacturing Research Centre.

Training & Skills Development

Fill skills gaps and boost retention

- We offer training opportunities for technical and non-technical roles, so you can fill gaps in your business.
- In response to CBM member feedback, level 6 Apprenticeship (degree level) programme was developed by the CBMs Trailblazer group.
- The level 6 Tool Process Design Engineer Apprenticeship was specifically created for the metal forming sector in recognition of increasing skills shortages. It is the only Apprenticeship that recognises the unique and specialist skills for this senior technical role.

Health & Safety

- Our popular Health & Safety Group meetings provide a vital forum for sharing successes and getting advice on overcoming challenges.
- You have access to our HSE helpline, as well as discounted private healthcare and occupational health services.

NEW HR Support

- Exclusive access to a CBM dedicated website
- Designated Client Relationship Manager
- Discounted rates for litigated matters in any Employment tribunal

CBM membership pays for itself thanks to the opportunities, access and cost management benefits you receive. Contact us to discuss your business needs and the best membership

**CONTACT CBM NOW ON
0121 601 6350 or
email Melinda.jean@thebcm.co.uk**

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OF



“Survival rather than growth”: 81% of manufacturers say government support inadequate

New research from national audit, tax, advisory, advisory and risk firm Crowe shows the vast majority (81%) of the UK’s manufacturing sector believe they are not receiving adequate government support in light of ongoing economic instability. Despite this, sustainability remains in focus as 66% have continued to invest in becoming carbon neutral.

- 81% of manufacturers believe that government support for the sector is inadequate
- Over a third (38%) believe that global and economic conditions will be the main barrier to growth in the next 12 months
- Resilience remains, with 60% predicting growth in turnover, but optimism has tapered, as this figure is down from 74% last year
- 66% of the sector has invested in becoming carbon neutral this year
- Just under two thirds (62%) have seen wages stagnate, despite rising inflation and the ongoing cost of living crisis
- Brexit finally takes a back-seat with only 6% identifying Brexit as a main barrier to growth
- Downward trend of R&D claims and digital manufacturing is worrying for innovation in UK plc

There has been a significant increase in concern around global economic factors (38% see it as the main barrier to growth, ahead of recruitment challenges which topped the list last year), which reflects the impact of global supply chain pressures and war in Ukraine. Meanwhile, just 10% of respondents (down from 17% last year) see working capital/cash as a main barrier to growth in the next 12 months.

This is indicative of a sector focussing on survival rather than growth, especially given the ongoing economic hardship and rising energy costs, which were previously not featured as a concern at all (but now ranks third, behind only the economy and staffing challenges).

The spectre of Brexit remains, but is less of a concern than in recent years, ranked by only 6% as a key barrier to growth, down from 10% last year and 25% in 2020, showing that businesses are increasingly getting to grips with the challenges, as well as having to focus their attention elsewhere.

Of greater concern is the worrying trend of declining R&D claims. In 2021, 65% of respondents made an R&D related claim (59% in 2020 and 67% in 2019). The stark drop-off to just 38% for 2022 (a 42% drop) is a concern in that innovation may suffer, and there is a similar story being told around Industry 4.0 sentiment. While it is notable that 54% of respondents continue to think there be a significant or partial shift to replace traditional manufacturing methods, this figure is down from 61% pre-pandemic.

It is encouraging to note that 66% of respondents had already invested in working towards carbon neutrality. Reporting requirements have seen many manufacturers drive this initiative down their supply chain, while the impact of staggering energy cost increases, at a level that jeopardises profitable business models, is surely driving this trend, too.



Johnathan Dudley, Head of Manufacturing at Crowe said:

“It is a case of survival not thrival at the moment, despite the best efforts of manufacturers. While business is positive about growth prospects, the UK will not achieve the Chancellor’s ambition of becoming ‘the next Silicon Valley’ without drastic change to help stimulate the sector. More strategic thinking, in place of short-term tactics, is required to support innovation. Without such incentives, the Chancellor will be left with an (un)-Happy Valley, rather than the Silicon Valley he desires.

The ‘gamble’ of investment during a downturn must be weighed against the risk of businesses failing because of a lack of such strategic investment. The successful businesses will be those that manage their risks, anticipate trends and act on the opportunities presented by them. Government should act to facilitate this success and restore manufacturing as the nation’s lifeblood.”



Now in its fourth year, Crowe’s annual Manufacturing Outlook Report, produced in association with the Confederation of British Metalforming (CBM), collates results from a survey of respondents across the UK manufacturing community.

The findings demonstrate that the sector has been drastically impacted by ongoing economic turmoil and lack of government intervention, but that growth prospects remain relatively strong, with 60% expecting turnover to grow despite such challenges. This is a drop-off in overall sentiment and confidence from a year ago, when three quarters (74%) of respondents cited positive growth expectations.





Keeping you on track

Our Manufacturing Outlook Report has just launched.

Scan the QR code to discover the opportunities and challenges facing the sector in 2023.



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The NMC is COVID-19 compliant so the next time you're planning a meeting, exhibition, training session or seminar, take the pressure off your own office space and give attendees something special with our discount room hire.

To learn more and enquire about dates, call Marie Williams on 0121 601 6350 or email reception@nmcvenue.com. For more information visit website NMCvenue.com



The NMC Venue, home to CBM ticks all of the boxes for a great place to meet.

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just mention you're a member of the CBM to claim your discount.
Information correct at the time of printing



CBM Members Day
Thursday 30th March
2pm till 5pm
The Church Suite
The Grand Hotel, Birmingham
Free to attend

PROGRAMME

2PM - ARRIVAL & WELCOME

**2.30PM - MARION DOHERTY, DEPARTMENT OF
INTERNATIONAL TRADE**

**2.45PM - RICHARD GIBSON, GRAVITY RISK
SERVICES**

2.55PM - Dr. EVGENIA YAKUSHINA, AFRC

3.15PM - TEA & COFFEE BREAK

3.30PM - MATS PERSSON, PARTHENON EY

4PM - RUI TENREIRO, KAIZEN INSITUTE

5PM CLOSE

**Followed By CBM's Annual Awards and Dinner at
The Grand Hotel, Birmingham from 6.45pm**

To book your tickets please email Melinda Jean at



MEMBERS DAY SPONSORED BY

NMIS
National Manufacturing
Institute Scotland

**Advanced Forming
Research Centre**
University of Strathclyde

TICKETS NOW ON SALE



ANNUAL AWARDS & DINNER 2023

Thursday 30th March 2023 at
The Grand Hotel, Birmingham

Our annual dinner & awards is back by popular demand.

The annual CBM Metalforming Awards are a wonderful way to promote your company. As the voice of the industry, we can't wait to recognise your accomplishments and show the wider supply chain and business community what you've achieved.

Dress Code: Black Tie

£99 per ticket for member
£150 for non member.

Table for member £900.
Table for non member £1,000.

To book or for more information please contact Melinda Jean at Melinda.
jean@thecbm.co.uk

Sponsorship options and details about applying for an award are available.

Forged Solution Group - CBM Dinner headline sponsor

Forged Solutions Group provides high integrity forgings for the world's most demanding applications. From aerospace and energy production to underground mining, off-highway vehicles and space launch programmes, we have forged solutions for advanced manufacturing industries for more than 100 years.



Across established sites in the UK and USA, Forged Solutions Group manufactures shafts, rings, discs, asymmetric forgings and extruded cylinders in a range of titanium, nickel, aluminium and steel alloys. We have a global blue-chip customer base for whom we are a trusted, high-quality turnkey supplier known for our unique forging capability and ingenuity.

Our highly skilled teams provide comprehensive design-for-manufacturing assistance and combined with our advanced forging capabilities, co-located with heat treatment, machining and a world-class materials testing and certification lab, Forged Solutions Group provides an integrated solution; from billet to a finished, tested forging.

One of the key strengths of Forged Solutions Group is their ability to design and manufacture complex components and assemblies, including highly engineered and unique parts. Their team of experienced engineers and technicians use state-of-the-art technology and techniques to produce parts that meet exacting specifications, while maintaining the highest standards of quality and safety.



Forged Solutions Group is committed to investing in the latest technologies and processes to ensure that they can provide their customers with the best possible service. The company has invested in state-of-the-art equipment and facilities, including advanced forging presses, CNC machining centres and testing capability, to ensure that they can produce parts with the highest degree of accuracy and repeatability.

In addition to their manufacturing capabilities, Forged Solutions Group also provides in house design services, including product design, research and development, 2D and 3D process simulation, and testing. This enables them to work closely with customers to understand their specific requirements and to provide tailored solutions that meet their needs.

Forged Solutions Group utilises advanced forging technology, including open and closed die forging, extrusion to produce high-precision components, including seamless rings with excellent mechanical properties. They also have a well-equipped machining department that allows them to produce parts to tight tolerances.



In addition to their focus on quality, Forged Solutions Group is committed to providing exceptional customer service. Their dedicated team of engineers and customer service representatives work closely with clients to understand their specific needs and requirements. This approach enables the company to provide customized solutions that meet the unique demands of each project.

Forged Solutions Group operates a number of facilities in the UK and the USA, each of which is equipped with the latest technology and staffed by highly skilled professionals. This allows them to meet the diverse needs of their clients, no matter where they are located.

Another key strength of Forged Solutions Group is their ability to work with a wide range of materials, including carbon steels, alloy steels, stainless steels, and aluminium. This allows them to produce components for a variety of industries, including aerospace, automotive, energy, space launch and construction.

The company's expertise in the production of high-quality metal components has made them a leading supplier to many of the world's leading companies. Their commitment to quality, customer service, and sustainability has helped them to establish a strong reputation in the industry and secure long-term partnerships with their clients.



FORGED SOLUTIONS GROUP

Forged Solutions Group is a certified and accredited provider of advanced manufacturing and forging services. The company is ISO 9001:2015 certified for quality management and has received recognition from industry-leading organizations, such as AS9100D for aerospace and defence, Nadcap NDT, CP and MTL as well as being ITAR compliant. These certifications and accreditations demonstrate the company's commitment to quality, safety, and compliance with industry standards.

Forged Solutions Group is a highly capable and versatile provider of advanced forgings and engineering services and well-equipped to meet a wide range of forging needs. With a commitment to quality, safety, and innovation, Forged Solutions Group is the ideal partner for organisations looking to improve the performance and reliability of their components.



British Production of Super Duplex DIN 261 Hammerhead T-Bolts

Brooks Forgings specialise in the production of Hammerhead T-Bolts to DIN 261 and DIN 7992 specification. We hold tooling for all hot forged sizes, made to your exact requirements.

We were approached by a client in the early stages of a new subsea project requiring a substantial amount of M48 X 1950MM DIN 261 Hammerhead Bolts. Given the critical nature of the final application, our client requested that the components be produced from Super Duplex material that is known to provide excellent yield and impact strength, and resistance to both corrosion and stress corrosion cracking.

A strict production and quality plan was prepared as the material needed to be heated and handled correctly during all forging and post-production processes. Forged nuts and washers were also produced in Duplex material, supplied and assembled with each Hammerhead T-Bolt. All components were etched with a batch and heat treatment reference for full traceability.

The packaging was specially designed and produced for the project, and required to safely transport and accommodate a maximum of 3 bolt assemblies per box. This was due to weight and dimensional stipulations set by our clients' couriers who were tasked to airlift the boxes via helicopter to several sites across the project.

If you have any requirements for similar components, please contact the Brooks Forgings sales team today. We are more than happy to assist you.



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TR PSEP Malaysia receives prestigious award from Boon Siew Honda

The TR PSEP Management Team were delighted to be given this award, presented by Boon Siew Honda when they visited its manufacturing facility in late November 2022. Mr Tong Ping Siong and Mr Philips George received the award on behalf of their Team.

This was of special significance to the TR Team as the pandemic and manufacturing restrictions imposed by the Government to control Covid meant that they had to work very diligently to ensure that no customers were impacted. The award was given based on service and quality as the best Chutanki - Cold Forging Manufacturer in their supply chain managing over 130 parts.

Boon Siew Honda is a joint venture company formed in 2008 between Honda Motor Company and Oriental Holdings Bhd. TR PSEP has many years of experience in supplying Japanese OEM's and has been a vendor to Honda since 2001. The companies experience of Japanese materials, methodology and expectations has been their strength. This has ensured growth within the Malaysian automotive sector, both with the two major Malaysian brands and the Tier 1's who require the level of quality and service that TR PSEP can provide.

TR PSEP, established in 1972, is accredited to IATF 16949 and was acquired by Trifast plc in 2011. The company manufactures multi-stage and safety critical cold forged products at both of its facilities in Shah Alam. Their capability and knowledge in supplying the Automotive industry strengthened TR's manufacturing and product offering in this sector.

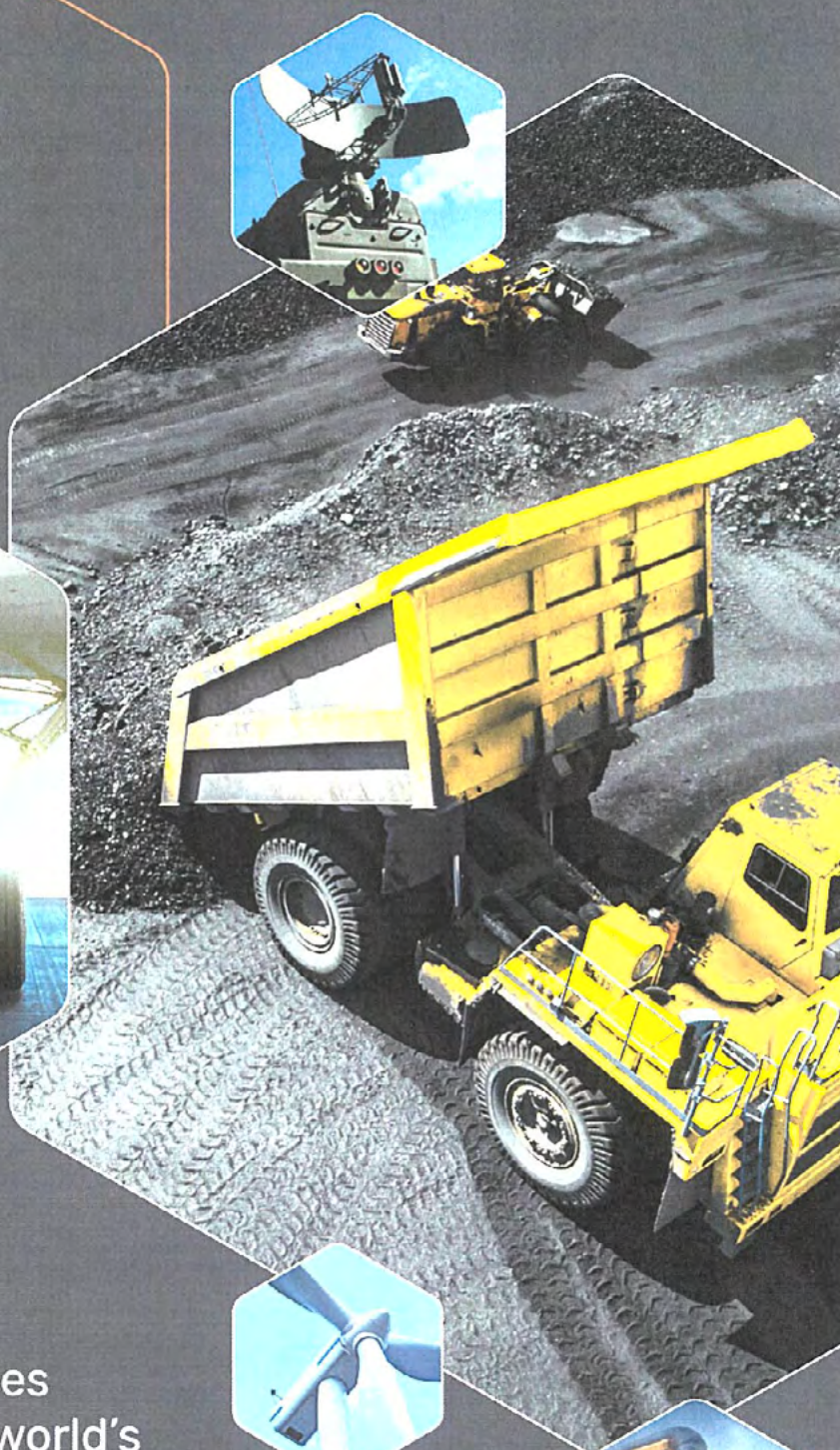
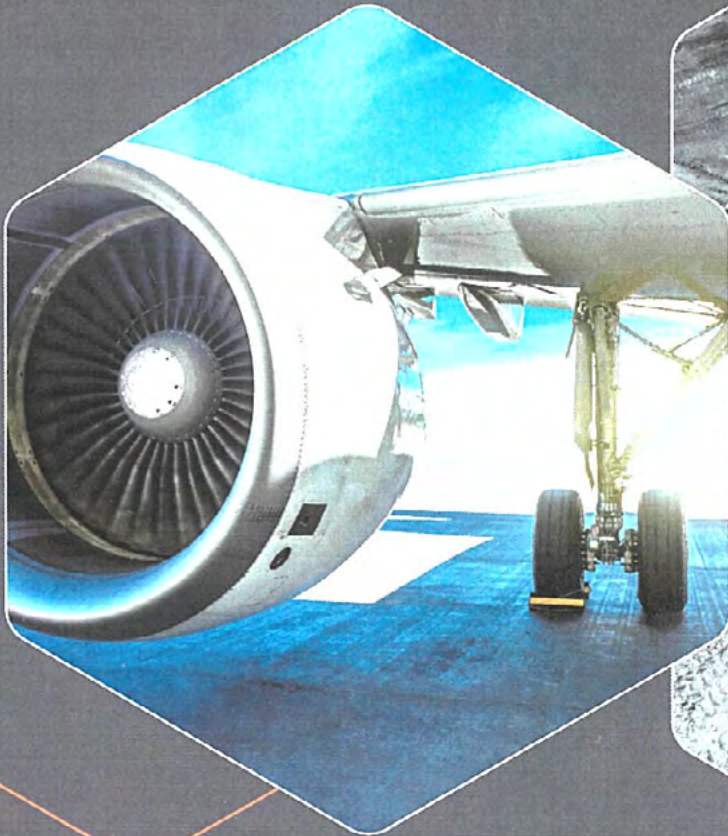
Mr Tong said "Following some difficult trading conditions due to the pandemic, receiving this award has really lifted everyone's spirits. We look forward to working even more closely with Boon Siew Honda. We are very grateful for this recognition."

TR PSEP has continued to invest in its facilities, completing the installation of solar panels on the roof of the buildings which provide not only the locations energy needs but enables the company to sell the overcapacity back to the national grid. Sustainability is a key pillar in the Trifast Group's strategy.





**FORGED
SOLUTIONS**
GROUP



Forged Solutions Group provides high integrity forgings for the world's most demanding applications.

From aerospace and energy production, to underground mining and off-highway vehicles, we have forged solutions for advanced manufacturing industries for more than 100 years.

Capabilities

- Extrusions
- Forged Rings
- Closed & Open Die Forgings
- In House Design
- Testing
- Complimentary Capabilities

Markets

- Aerospace
- Mining
- Off Highway
- Defence
- Oil and Gas
- Energy



Misati launches a pincer for high accelerations for transfers with split sheets



Technical and productive risks of handling cantilever sheets, and solutions applied thanks to Misati's constant innovation:

1. The pincer is not able to lift, fasten or prevent the distortion of the sheet.

When handling a cantilever sheet, a high torque or moment (M_1) is generated as result of multiplying the weight of the sheet (F_1) by the distance between the center of rotation and the center of the mass of the sheet (r_1).

Misati technical solution:

Pincers with a high fastening force, which can fasten, lift and transfer even the heaviest sheets. They have a longer lower gripper finger, as it works as a lever arm and compensates for the high moment (M_1).

2. The sheet loses its position while being transferred.

When working at high stamping speeds, the acceleration to which transfer and sheet are subjected is very high. The sheet tends to rotate and lose its position.

Any rotation in the orientation of the sheet may provoke a mechanical impact when going into the next die, resulting in a collision between the sheet and the die.

Misati technical solution:

- To ensure the correct fastening of cantilever sheets, Misati uses pincers equipped with two screws placed as far away as possible from each other and with a high friction coefficient $\mu=1$.

- These two screws are assembled on a swivel arm, which guarantees that, at an equal distance to the rotation axis, both gripper fingers make the same force on the sheet.

- How the swivel arm works:

The swivel arm enables a small rotation of the arm. When the first screw touches and grips the sheet, the arm swivels and bends sufficiently so that the second screw can also hold the sheet.

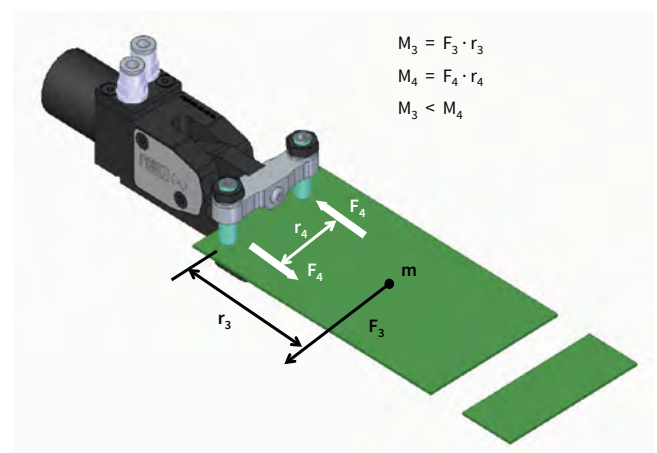
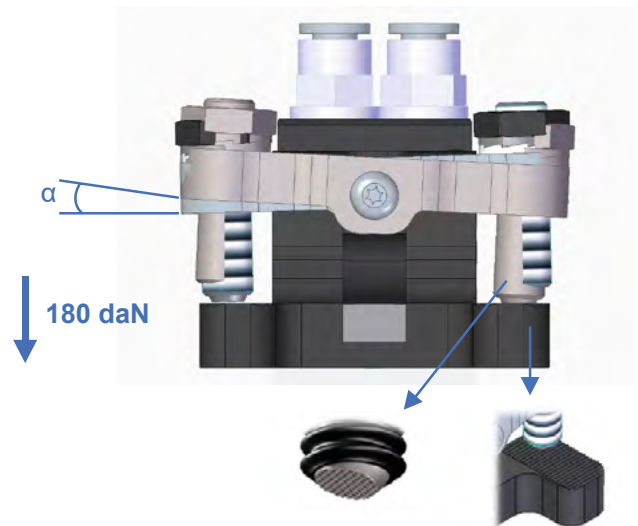
The sheet is fastened equally by both screws.

From the $M_3 < M_4$ unevenness, the sheet will not lose its position in the transfer.

Misati, expert in automating Transfer Presses, has developed a pincer with a swivel arm, particularly recommended for fastening cantilever sheets.

Advantages of stamping cantilever sheets safely and reliably with some specific pincers:

- Economic benefits > two sheets are manufactured simultaneously per stroke.
- Cost reduction > better use of the material.



For further information, please send us an email to misati@misati.com.

A brief history of Sertec

Sertec was founded in 1962 by a young Harry Mosedale and are now on a journey to becoming a leading provider of sustainable engineering solutions.



The organisation has over 60 years of experience specialising in the manufacture of complex lightweight body structures and electric vehicle components for major automotive OEMs and Tier-Ones.

Their people, manufacturing processes and technical expertise provide innovative solutions that deliver value and reliability for current and potential customers. This leads to long partnerships with key stakeholders who trust and invest in the business.

Sertec's production capacity includes automated stamping processes requiring capacity up to 1000 ton (progression and transfer), automated assembly cells, wireform assemblies and fine blanking, manufactured across well invested facilities in the UK and Europe.



More recently, they have specialised in high volume automated no-touch production capacity required for EV components, resulting in the launch of two significant production facilities manufacturing Battery Cases and Modular Busbar Assemblies.

The organisation are striving to be an employer of choice, supplier of choice and customer of choice through commitment to the Sertec brand and values, implementing a continuous improvement mindset to drive change throughout the business.

One of Sertec's longstanding customers commented that the business has a unique culture and DNA, "different to any other supplier".



METALLURGY FOR NON-METALLURGISTS

AUTUMN DATES AVAILABLE

THE METALLURGY FOR NON-METALLURGISTS PROGRAMME IS A TWO HALF DAY ONLINE COURSE DESIGNED FOR ANYONE WHO NEEDS TO KNOW MORE ABOUT METALS AND PROCESSES USED IN THEIR COMPANY.

OUTLINE OF COURSE CONTENTS

- Metal properties
- Metals structure
- Ore smelting
- Metals making & casting
- Rolling and metal forming
- Mechanical Testing and NDT
- Hot & cold working/shaping/forming
- Heat treatment
- Metal alloy classification
- Corrosion

BUSINESS BENEFITS

- The Metallurgy for Non-Metallurgists programme will enable participants to:
- communicate more effectively with technical colleagues
 - be better informed and more efficient when dealing with customer enquiries
 - avoid mistakes caused by lack of understanding
 - understand the production, processing and testing of relevant metals and alloys
 - appreciate the properties and applications of relevant industrial alloys

PROGRAMME CONTENT

Courses commence with delivery of core knowledge components and progress onto a series of extended knowledge modules.

PROGRAMME DELIVERY

Courses take the form of participative workshops, led by an expert metallurgist with extensive metals industry experience. The content, length and structure of the course can vary according to individual company needs. A folder of course materials is supplied and all attendees will receive a certificate after completing the two day course.



Places are limited, so to avoid disappointment reserve your place(s) now contact:

Melinda Jean at the CBM on 0121 601 6350 or email: melinda.jean@thecbm.co.uk

COST

CBM members £325 + vat per person,
Non Members £445 + vat per person

HOT EDGE DETECTION: THE FUTURE OF FORGE

Alaster McDonach, Senior Manufacturing Engineer at the University of Strathclyde's Advanced Forming Research Centre (AFRC), within the National Manufacturing Institute Scotland (NMIS), outlines the hottest new solution for the forging industry's manufacturers.

Over 800 years, the forging of metals has evolved beyond recognition and as technology develops, so too does our ability to forge an ever-expanding range of high-integrity parts.

Despite being one of the oldest manufacturing methods, much is still to be understood about the complexity of the forging process which remains crucial within the supply chain.

Forging has historically been resistant to industry 4.0, failing to keep up with other manufacturing processes. The majority of industrial forging equipment offers limited data collection capabilities with restricted or no data storage, meaning heavy reliance on skilled operators and tacit knowledge.

Compared with sleeker counterparts, like machining and metrology, the forging industry lacks a transformative data driven approach due to associated harsh environmental conditions. If we use data to understand a material's behaviour during the forging process, methods can be adjusted to produce better results with quality improvements met by digitising key process parameters - resulting in cost and energy reductions, less materials waste, and higher integrity parts.

Adding data to a historic process within seconds

The AFRC and NMIS Digital Factory and are looking at innovative ways to embed digitalisation into the core forging process because operators in the supply chain can only access a certain level of data that isn't live.

Part of that research involves using hot edge detection to gain surface evaluation of a billet during forging to determine a part's shape and microstructure – providing insight to the thermomechanical transformation during the process like never before.

Hot edge detection allows for automatic detection of hot edges and information gathering on the shape change that takes place. The conversion of a cast ingot into a billet requires many forging blows combined with reheating steps, making it difficult to understand exact structural changes.

Often, verifying a component's final size and shape within forging still involves some form of manual checking. Likewise, the process requires extreme heat, meaning manufacturers must



Alaster McDonach, Senior Manufacturing Engineer at the University of Strathclyde's Advanced Forming Research Centre (AFRC), a centre within the National Manufacturing Institute Scotland (NMIS) Group with Anastasia Khatuntseva, Digital Connectivity Theme Lead in the NMIS Digital Factory, and Constantinos Vassiades, a PhD student sponsored by Core Members of the AFRC.

validate the process from some distance. However, hot edge detection is changing that by turning the reliance on skills and knowledge into a numerical system based on data, allowing validation in a safe environment.

Hot edge detection uses an innovative system of cameras, which – within milliseconds – can identify wavelength radiation emitted by hot objects and pinpoint the edges of a given object safely and remotely. Crucially, once detected, the system feeds this information into a computer and measures the geometry evolution of hot parts during forging.

The cast ingots used in forging are typically expensive while the process is energy intensive, providing minimal margins for error. Yet an inability to retrieve data in real time means we can't alter the process and errors can occur, resulting in significant delays, energy wastage and increased costs.

Through hot edge detection, we can execute forging then examine the billet in real time, allowing us to review the shape change and alter our approach while the process is still underway. Manufacturers can learn how to implement and develop a more accurate modelling system that will make the

forging process more efficient in future.

Future forging

Integrating hot edge detection provides a reliable and automatic geometry measurement, presenting a huge opportunity for better understanding the microstructure evolution and better predicting the final properties.

Embedding industry 4.0 within a traditional manufacturing method doesn't come without challenges, however it unlocks a unique offering on a global scale with hot edge detection supporting a better understanding.

Given we'll long continue to rely on forging, it's crucial we ensure this historic art excels in the future by acting now and transforming it into a process that meets the demands of a digital world.

For more information visit afrc.org.uk.

NMIS
National Manufacturing
Institute Scotland

**Advanced Forming
Research Centre**
University of Strathclyde



CBAM – what is it and why it matters to UK manufacturers

The EU has now committed to introduce a Carbon Border Adjustment Mechanism as part of the European Green Deal Strategy. That represents a major development for EU importers of the products within the CBAM scope. It also creates significant issues for UK exporters to the EU. The UK government must now decide whether it will introduce a similar mechanism, and what form that will take.



white out of the blue

What is CBAM?

The EU Carbon Border Adjustment Mechanism is part of the European Green Deal strategy, aimed at defining the path towards the EU's target of a 55% reduction in carbon emissions compared to 1990 levels by 2030, and to become a climate-neutral continent by 2050.

The European Commission proposed a CBAM regulation in July 2021, subsequently discussed and negotiated with the European Council and the European Parliament. These 'trilogue' negotiations concluded in December 2022 with an in-principle agreement over the text of the Regulation and the scope of CBAM.

From 2026 EU importers of products within scope will need to obtain authorisation from a CBAM authority and purchase certificates corresponding to the carbon price that would have been paid, had the goods been produced under EU carbon pricing rules.

That might feel some way away, except EU registration and reporting requirements under CBAM will come into force on 1st October 2023. From that date EU importers will be required to report greenhouse gas emissions (GHG) embedded in their imports, although not to make financial payments or adjustments until 2026.

By end Quarter 1 2023, the Council

have adopted the final EU CBAM Regulation. The Commission will then publish implementing regulations, including confirmation of the scope of CBAM, detailed rules on the reporting mechanism and how embedded emissions in CBAM goods shall be calculated.

In the meantime, the EU has a CBAM webpage providing further information¹ and the European Commission issued a media release following the trilogue agreement².

Scope of EU CBAM

Originally it was envisaged that EU CBAM would apply to primary products e.g. steel, aluminium, cement, fertiliser, electricity and hydrogen.

However, a concerted lobbying campaign by several EU trade bodies gained rapid traction in the latter stages of the trilogue negotiations, clearly motivated by the opportunity CBAM represented to protect EU industries from imports. As a result, the EU agreed that the CBAM scope would be extended to certain downstream products, characteristically containing a very high proportion of steel.

This now means that products within the following tariff headings will be in the EU CBAM scope:

7326 - Other articles of iron and steel (Open and closed die forged products amongst a diverse list of other products)

A range of downstream Aluminium products is also in scope. While unlikely, there may still be amendments, which will be confirmed when the EU publishes implementing regulations.

The EU CBAM process

Imports of CBAM goods will have to be declared by authorised declarants. The EU importer will have to apply for an authorisation before importing goods in scope.

From 1st October 2023 EU importers will have to submit a CBAM declaration for the goods imported and their embedded emissions in the preceding year. The embedded emissions in the imported goods will be calculated based on direct greenhouse gas emissions per tonne of goods produced – so direct emission generated from the manufacturing process. It is also expected to cover indirect emissions, generated from electricity used in manufacture of the goods.

From 2026, EU importers will have to purchase CBAM certificates covering the embedded emissions of the imported goods. This will be calculated based on a default value specified by the Commission or the actual proven emissions, whichever is lower.

The CBAM certificate cost may be reduced to account for carbon prices already paid in the country of origin. However, this must be independently certified – again exactly how to be confirmed.

Countries that adopt the EU Emissions Trading Scheme (Iceland, Norway, Liechtenstein) or are linked with it (Switzerland) will be exempted from CBAM. A mechanism for other

7318 - Fasteners of iron and steel



be detailed by the Commission in due course.

CBAM Implications

EU importers must begin CBAM reporting from 1st October 2023 and purchase of CBAM certificates from 2026.

In the short term, importers wanting to calculate the actual emission values will need to obtain information from their supply chain on the GHG emission content in the products they are bringing into the EU. That represents significant additional administration. Alternatively, importers may opt to accept EU default values as the basis for CBAM certificate costs.

From 2026, continued importing of those products will necessitate the additional cost of purchasing CBAM certificates.

Inevitably, CBAM will mean some if not all EU importers critically reviewing their sourcing strategies to account for the immediate administrative costs and eventual additional costs of purchasing CBAM certificates. While these costs are yet to be confirmed, it is clear that some EU importers have already started this evaluation, presumably because of the lead-times involved in making significant supply chain changes.

Exporters to the EU

Short term, exporters to the EU from 'third countries' not exempted from EU CBAM are likely to need to provide information to their EU customers on embedded emission content of their products. Longer term, their products will become more expensive for EU importers to source, in terms of the cost

of CBAM certificates and administration.

The EU strategy presupposes that exporting sources will come under pressure to reduce the GHG content in products. It is not clear yet to what extent the EU might 'invest' CBAM revenue to support other countries in achieving lower GHG emissions.

What is clear, and is intended, is that CBAM will act as an incentive for EU companies to source within from lower embedded GHG sources, which means the EU and/or other countries exempt from CBAM.

Implications for the United Kingdom

As the Northern Ireland Protocol stands, NI companies can expect to be subject to the EU CBAM regulation. For the rest of 'GB' the implications hinge largely on the UK Government's own approach to CBAM, which is currently far from clear.

We do know that Government departments are monitoring the EU CBAM developments, with the UK accorded observer status at expert meetings conducted by the European Commission. This will, hopefully, ensure the UK Government is fully informed as the Commission finalises the implementing regulations and reporting requirements for later this year. It has been confirmed that the UK Government plans a consultation on CBAM in late spring/early summer 2023. In the meantime, the UK Treasury is collecting technical evidence from stakeholders, so that concerns and proposals from affected sectors can be fed back to ministers. Media reports recently suggested the Treasury was looking at UK CBAM to strengthen support for British steelmakers, which have signalled the proposed £600m support to adopt greener technologies will not be enough to sustain production levels and jobs.

Assuming the UK institutes a parallel CBAM there are two implications.

Firstly, UK importers will at some point begin registering, reporting, and then paying for the GHG content in product brought into the UK market. That represents increased administration and eventual direct costs to importers of products in scope. Very similar to Steel Safeguarding measures, the key question will be whether similar product

is available readily and cost-effectively from domestic sources, or whether CBAM effectively becomes an additional burden on UK manufacturing inputs.

If the UK can either negotiate exemption from EU CBAM for its exporters, or far more likely, introduce a mechanism of its own that the EU will recognise, then UK exporters are less likely to suffer. However, if neither of these is achieved - and within a short time scale - then EU CBAM is likely to become a further barrier to trade with EU companies.

The critical issue is timescale. EU importers are already beginning to require GHG content data from their supply chain. In the absence of a defined UK strategy, it will not be long before EU importers evaluate their sourcing options and 're-cost' dealing with UK exporters, adding CBAM costs to those already resultant from the UK leaving the EU.



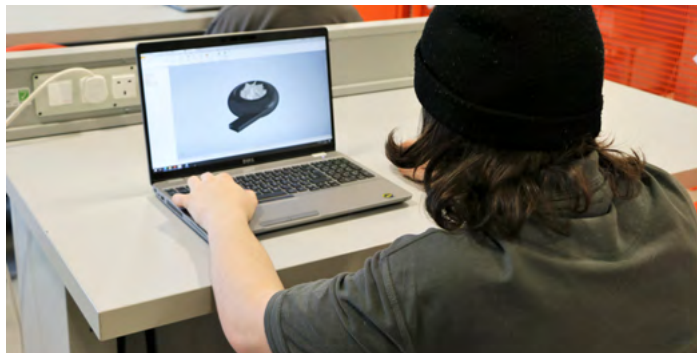
What CBM is doing

As you can see from the above the CBM is monitoring CBAM developments in the EU and UK. We are also in close dialogue with the Treasury through various policy groups and will continue to emphasise the need for the rapid development of a clear UK strategy in relation to both the EU and UK CBAM. As always, we will keep members regular informed via our email Bulletins and regular meetings of the Forging and Fastener Group online.

EU's CBAM webpage https://taxation-customs.ec.europa.eu/green-taxation-0/carbon-border-adjustment-mechanism_en
European Commission's press release https://ec.europa.eu/commissionr/detail/en/ip_22_7719

You can now do a Degree Apprenticeship as a Tool Process Engineer, AMRC Training Centre's apprenticeship first

The University of Sheffield AMRC Training Centre has become the first provider of its kind to deliver a degree apprenticeship for the level six tool process design engineer standard, which has been developed to meet the direct needs of the members of the Confederation of British Metalforming.



The new apprenticeship, which sees a Bachelor of Engineering (BEng) in Manufacturing Technology delivered as part of the offer, has been created through a collaboration between the AMRC Training Centre and the Confederation of British Metalforming (CBM). It marks the AMRC Training Centre as the first provider of its type to have a validated degree as part of the standard. Vitally, it addresses the skills requirements for toolmakers, which are in extremely short supply.

CBM is the only specialist manufacturers' organisation for experts in metalforming. Alongside members, CBM had identified a need within the sector to provide such an apprenticeship and approached the training centre for support.

Louise Cowling, head of degree apprenticeships at the AMRC Training Centre, described the new apprenticeship offer as an 'exciting move forward', adding: "We already provide apprenticeships to a number of CBM members in South Yorkshire and we are delighted to be developing our partnership with CBM further. For them to come to us with a need for a new apprenticeship reaffirms the importance that we, as a training provider, must continue to develop our courses on offer to meet the changing needs of industry."

"At present, there is only one other provider delivering this standard of apprenticeship, but does not include a validated degree, however ours will – which makes this a first of its kind apprenticeship and enables us to provide prospective students with a new and unique offer."

"We are looking forward to getting this new apprenticeship offer off the ground in September."

Geraldine Bolton, chief executive of the Confederation of British Metalforming, described this development 'as a very important step forward in addressing the skills gap in the metal forming industry.'

She added: "The AMRC Training Centre is a highly respected training provider amongst our members and we



look forward to working with them and promoting this offer. As an added bonus, employers can use funds from their Apprenticeship Levy fund to pay for employees to undertake this degree."

Thanks to the support of CBM, the confederation was part of the trailblazer group that pushed to get the apprenticeship offer approved by the Institute for Apprenticeships and Technical Education (IfATE).

The AMRC Training Centre is part of a top 100 elite Russell Group university and the AMRC, a world-leading research and innovation organisation. It also works with more than 460 employers that include titans of industry such as Siemens, Boeing, Rolls-Royce, Toyota Motorsport GMBH, McLaren Formula 1 and Airbus, alongside smaller companies which are the lifeblood of UK manufacturing.

Louise said the AMRC Training Centre is also involved in the trailblazer group, which is looking at refining the new level 3 toolmaker standard after receiving positive feedback from a number of employers expressing an interest.

The apprenticeship is planned to start at the AMRC Training Centre this September and employers can take advantage of the end-to-end recruitment service the training centre offers to help find the right apprentice for their company, or look to upskill existing members of staff.

Further information about undertaking a degree apprenticeship at the AMRC Training Centre is available via: <https://amrctraining.co.uk/apprenticeships/degree-apprenticeships-level-6>



CBM Developing New Cold Forming Apprenticeship

The CBM is in the process of developing a new apprenticeship scheme for Cold Forming.



The proposal for a Cold Forming Setter Technician Apprenticeship Level 3 has been submitted and approved by the Institute for Apprenticeships and Technical Education (IfATE).

We will now develop the Occupational Standard and then the End Point Assessment, both of which have to also go through the IfATE's approval process.

This is a milestone for the whole of the UK Cold/Warm Forming industry, the last recognised apprenticeship scheme finished in the 1980's and was mainly used in a couple of large companies.

The time has come for the introduction of a brand-new qualification designed to train the next generation of machine Setters and prospective Engineers. This is something that is long overdue.

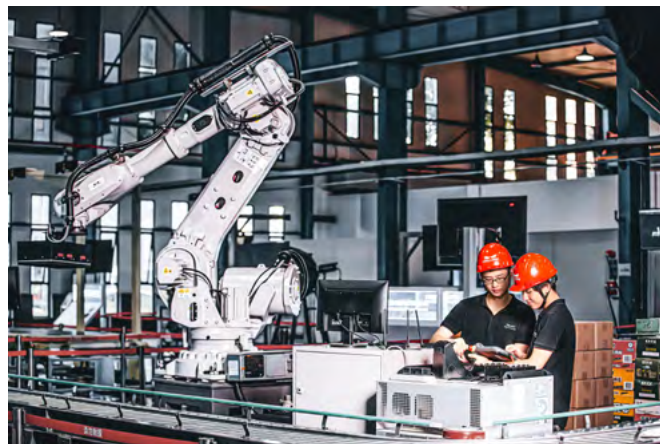
We have done a good job of hiding our industry from the general public, with very few people knowing that the Cold Forming process even exists. As the workforce has aged the problem of attracting new people into the industry has grown. This has been further exaggerated by Covid and Brexit, with many sectors now competing for a limited workforce.

To attract skills into the Fastener industry we need to promote the process and show what an amazingly satisfying and interesting industry it is to work in. The phrase that is often used by people in the sector is "Once Cold Forming gets in your blood".....

The process of attracting the next generation starts with a recognised qualification, if we don't have this then we fall at the first hurdle and the talent goes somewhere else.

The qualification must also be detailed enough to develop many skills, not just setting skills. It is an opportunity to discover the next Engineers and the

aim of the CBM is to attempt to develop a level 6 qualification in the future to achieve this. Having Engineers with setting skills is vitally important to creating highly skilled teams to lead the technology forward.



The IfATE put the proposal on their website for public consultation and I contacted many companies across the UK and encouraged them to complete the survey. This process closed at the end of January, I'm yet to receive any feedback.

We have a trailblazer group set-up to develop the standard, which is made-up of ten Manufacturers of varying size. This will give us the opportunity to really produce a qualification with the required level of complexity and achieve our goal of training a highly skilled workforce for UK manufacturing.



If you would like to be involved or would like further information feel free to contact me. derek.barnes@thecbm.co.uk

In-Comm launches £3m Technical Academy in the home of the industrial revolution

A new £3m technical academy, located just a few miles away from the home of the industrial revolution, has been officially opened to the public.



James Morgan, In-Comm Training's Apprentice of the Year, officially opened the Telford Technical Academy.

In-Comm Training, which already operates two highly successful facilities in the Black Country and Shrewsbury, is looking to train more than 350 apprentices and upskill 2500 existing workers at its T54 centre over the next twelve months and opened its doors today (Thurs 26th Jan).

The 'Ofsted Outstanding' provider has created 20,000 sq ft of manufacturing training space, fitting it out with new equipment and state-of-the-art technology, spanning from the latest CNC machines, robotics, fluid power and material testing to welding, electrical, lathes, millers, CAD/CAM and metrology equipment.

A team of 20 expert trainers – all with considerable experience in industry – will be on hand to guide the engineers of the future and to deliver best practice courses that will help local companies futureproof employees for years to come.



Apprentice Abbie Clinton, aged 16, is benefiting from In-Comm's new training academy in her home town of Telford



Apprentice Annabelle Wood, aged 16, is broadening her skill set at In-Comm Training's new Telford academy

"We've been operating in Shropshire since 2015 and all of our clients have been saying to us that Telford, regarded as the industrial epicentre of the north Marches, has been crying out for a dedicated manufacturing training centre for years," explained Gareth Jones, Managing Director for In-Comm Training.

"Our approach, being very much employer-led, meant we had to act on this, so we decided to make a £3million investment into taking on the building on T54 and creating a truly world class technical academy for the thousands of manufacturers operating in the town and county."

He continued: "Telford is just a few minutes away from where the first industrial revolution started and industry is going through the next one, with digital transformation firmly on the agenda and a move to more sustainable production high on the list of priorities."

"Companies must act to make sure they have the skills in place to support this transition and this Technical Academy will play an important role in generating the talent of the future."

"Our manufacturers have a major role to play in this and we are using the opening as a rallying call to get more strategic partners involved in how we deliver training in the area."



(from left) Gareth Jones, MD of In-Comm Training, Selina Graham, Sherriff of Shropshire, James Morgan, In-Comm's apprentice of the year and Bekki Phillips, In-Comms Training's COO

In-Comm Training (Telford) marked its official launch with an Open Day on January 26th, where senior delegates, including Selina Graham (the High Sheriff of Shropshire), Claire Critchell (Telford and Wrekin Council) and Kathryn Jones (Marches LEP) were given the opportunity to meet learners, trainers and the management team, not to mention touring the expansive facility.

They heard how the centre will be home to the Marches spoke of the Black Country & Marches Institute of Technology, which is pioneering a new approach to delivering today's higher technical education for tomorrow's careers.

The aim is to create a vibrant learning environment that leverages the capabilities of academia, employers, and higher education – all geared towards providing high quality

training opportunity with clear pathways to skilled jobs in automotive, advanced engineering, aerospace, construction, medical and renewables for example.



Around 200 guests were present to see In-Comm Training unveil its £3 million training academy in Telford

There will also be a strong focus on delivering upskilling and managed services from Telford, as well as expert consultancy on safety and quality compliance, leadership and management and continuous improvement.

In-Comm Training's HNC offer will be expanded, with new engineering and manufacturing Level 4 courses available through apprenticeships or upskilling opportunities.

Bekki Phillips, Chief Operating Officer at In-Comm Training, added her support: "One of the other differences that separates us from other training providers, is our ability to leverage the expertise and capabilities of an army of technical partners.

"This includes the CNC machining technology of the Engineering Technology Group (ETG), the automation knowledge of Telford-based Bauomat, precision toolmaking of Brandauer, clean air experts Filtermist, energy specialists Schneider Electric and the metrology, measuring and CAD insight of Hexagon and The Torus Group."

She concluded: "There's no escaping the tough economic climate, but, at the same time, local manufacturers have some great opportunities through reshoring and leading the electrification race. Protecting the skills of today and future developing the skills required for tomorrow will be key in turning the potential into reality.

"A strong UK economy needs a buoyant manufacturing sector, and we'll only achieve this by growing engineering and industrial skills. If we achieve this, our innovative companies will no longer have to worry about gaining access to the talent they need to lead the world."

Supplying lubricant technologies to the forging industry for over 30 years

Open & closed die forging	Hot forging
Hammer forging	Heavy duty forging
Extrusion	Precision forging
Billet coating	Complex pieces
Aluminium, titanium, cobalt, copper & brass	Aerospace, medical & automotive industries



Our Durcol forging lubricants...

- ➔ Are developed using our exceptional **research and development facilities**
- ➔ Improve **metal flow**
- ➔ Provide optimal **surface finish**
- ➔ Extend **die life**
- ➔ Provide excellent **cooling effects**
- ➔ Benefit from our **150+ years experience** in **graphite processing**
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Going green in 2023

Businesses play a critical role in accelerating the net zero transition. However, the current economic climate has meant that organisations are battling to drive growth and profitability whilst investing in low carbon emitting technologies to reduce carbon footprint.

While implementing an ESG strategy can help set businesses on the right path, achieving a recognised specification for carbon neutrality helps ensure the journey is simplified and the impact on their business is greater.

PAS 2060 certification

The British Standards Institution (BSI) PAS 2060 certification is the only internationally recognised specification for carbon neutrality. Following the PAS2060 framework provides an organisation with official documentation that attests to their carbon neutrality claims, increasing credibility and customer confidence.

There are numerous other benefits to certification:

- Brand transparency
- Enhance sustainability credentials
- Demonstrate leadership in combatting climate change
- Gain a competitive edge by offering greener services and products
- Improve business efficiency

There are four simple steps required to achieve carbon neutrality and become internationally certified:

1. Define and measure

Measuring the carbon footprint of the product, activity or organisation. It should include all scope 1 (direct) and 2 (indirect) emissions, in addition to any scope 3 (indirect third-party) emissions that contribute more than 1% of the overall carbon footprint.

2. Reduce

Developing and implementing a carbon footprint management plan will ensure that organisations reduce their carbon footprint, as well as showing a public commitment to decarbonisation. The plan should incorporate a timescale, specific targets for reductions, the means to achieving reductions and how residual emissions will be offset.

3. Offset

Purchasing high quality carbon credits to offset the total amount of residual carbon. The credits must meet specific criteria set out within the standard.

4. Document and validate

Organisations will receive official documentation declaring that the standards have been met and verifying their carbon neutral commitment. This will involve self-validation, validation from other parties and independent third-party validation.



Carbon solutions

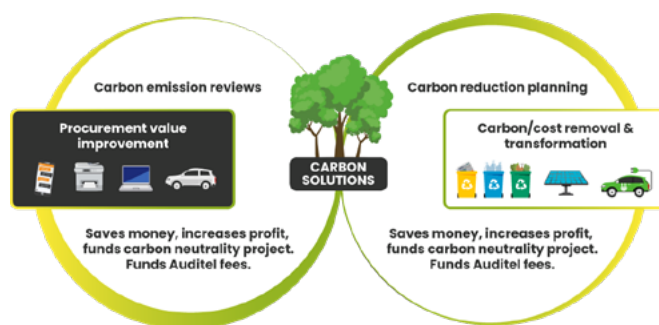
To simplify and assist with the certification process and journey to net zero, we are working with our carbon solutions specialist partner, to help businesses become certified carbon neutral within 12 months, without costing the earth.

Together, we can guide organisations through each part of the four step process required to achieve the international certification.

With the carbon solutions and energy procurement services working together, organisations can reduce both their carbon emissions and costs at the same time. The primary benefit is that there is no direct cost to the business – the fee is based on actual gains, not projections.

There are several other key benefits:

- Reduce emissions and cut costs
- Improve cashflow, profitability and EBITDA
- Better efficiencies and processes
- Stronger negotiating position and supplier relationships



Making net zero self-funding or even profitable

For many clients, the process is self-funding and can even be profitable. Our partner's carbon specialists work alongside your existing finance, operational and procurement teams providing the external guidance your organisation requires.

Achieving international certification for carbon neutrality

On completion and verification, you will be able to brand your business as certified carbon neutral on all documentation and marketing collateral.

As well as the obvious benefits, this will also help you with bid requirements, regulations and assisting your customers on their own net zero journey.

Next steps

Achieving net zero doesn't have to be time-consuming, costly or complex.

To find out more, get in touch on 01737 556631 or email info@cec.uk.com.

You can also download our carbon solutions brochure: cec.uk.com/carbon-solutions.





Carbon solutions to reduce emissions and costs





ENERGY SAVINGS OPPORTUNITY SCHEME (ESOS) PHASE 3 COMPLIANCE HAS STARTED

Confederation of British Metalforming is here to guide your company through the audit process with our expert knowledge of your sector

The legislation means all qualifying organisations have to prepare **mandatory energy audits** and if you know you will qualify for Phase 3 there is no reason why you shouldn't start doing your energy assessments now, if fact, starting early may exclude you from some of the upcoming changes that may include some level of compulsion to complete identified projects.

The audits identify cost-effective measures to cut energy spending, and phase 3 of the audits must be signed off by a registered assessor and submitted to the Environment Agency by December 5th 2023.

All companies with at least one of their UK group members with 250 employees or more, turnover above 50m euros, or a balance sheet value above 43m euros will be affected, which is likely to be more than 9,000 enterprises across the UK, and will affect 40+ CBM members. Please remember this is based on your organisation group structure. The scheme covers all power and fuel used by a company for industrial processes, building and transport.

Phase 1 has taught us that detailing all energy uses throughout a large business, and calculating means of reducing costs can be complex and time consuming, particularly for those already dealing with Climate Change Levy (CCL), the Carbon Reduction Commitment and the Mandatory Carbon Reporting Systems.



We are now taking bookings to carry out ESOS assessments and the following packages are available:-

ESOS AUDIT - CBM MEMBER PACKAGE

- ✓ £2000 plus VAT for ESOS assessment meeting and audit report sign off +
- ✓ £495 plus VAT per day, per site
- ✓ Reasonable travel and accommodation costs will be charged in addition to the costs above if required

ESOS AUDIT - CBM NON MEMBER PACKAGE

- ✓ £3000 plus VAT for ESOS assessment meeting and audit report sign off +
- ✓ £795 plus VAT per day, per site
- ✓ Reasonable travel and accommodation costs will be charged in addition to the costs above if required

The member and non-member packages include the following:

- ☐ An initial kick off meeting with the company, involving CBM and the lead assessor;
- ☐ A mid-term review of the audit report by the lead assessor
- ☐ Energy measuring and audit work
- ☐ Final sign off of the audit by the lead assessor.

At this meeting the audit process and timetable will be discussed and actions identified and agreed as who will carry the actions out. CBM members who are not required by the legislation to have a formal ESOS audit can also benefit from voluntarily opting to carry out an audit to identify practical energy saving projects for themselves. The cost of this service is £2,500 plus reasonable travel and overnight accommodation costs if this is required and will include energy measuring and audit work plus a final report prepared by our internal energy consultant.

If you would like to book your ESOS package and diary date or require further information please contact

Louise Campbell at CBM - louise.campbell@thebcm.co.uk

Alloy Wire International completes MBO and sets sights on record year

Alloy Wire International (AWI) has completed a management buy-out as it looks to target £15m annual sales for the first time in its 77-year history.

The senior management team, comprising Managing Director Tom Mander, Technical Director Andrew Du Plessis and Finance Director Adam Shaw, has purchased AWI from the current owners, cementing its long-term future.

The firm's owners were advised in the deal by Midlands law firm FBC Manby Bowdler, led by Corporate Partner James Sage.

The deal will see all 33 members of staff become shareholders in the business, reinforcing a company-wide commitment to each other and its 6000-strong global customer base.

The trio have also pressed the button on a near £1m investment drive that will see new wet drawing and single hole dry drawing machines arrive during the course of the year, along with an annealing line spooler and several hundred tonnes of raw material.

James said: "FBC Manby Bowdler has supported a number of MBOs as well as mergers and acquisitions in recent months and we're delighted to have advised AWI's former owners throughout this buyout.

"AWI has always invested in its people and we know it will go from strength to strength under new leadership, with previous MD Mark Venables moving into the role of Chairman for the next five years."

Tom Mander, Managing Director of Alloy Wire International, said: "This is another major milestone in the history of AWI and gives us the platform to capitalise on recent growth and massive export opportunities.

"The new owners have over 45 years' combined experience of working here, so it was a natural progression for us to step forward and take the business on.

"There's something very special about this business and this MBO ensures we maintain and cultivate this for the next 75 years.

"We will continue to focus on our USPs, which include delivering the fastest industry lead times, world class manufacturing quality and an expanding range of exotic alloys.

"It goes without saying that the technical expertise AWI is known for will continue to be a cornerstone of our approach."

Today, AWI continues to operate across 15 different market sectors and, despite global supply chain disruption, is still



delivering material from just three weeks from the order being placed.

Mark Venables, who led the previous MBO in 2013, is delighted that the new owners have come from within the company.

"The new management team are well versed in the Alloy Wire International culture and will also bring a youthful exuberance, passion, and eagerness to innovate traditional processes and industry norms.

"They have already ring-fenced significant investment for the next five years and are keen to work on increasing our international network of agents, with discussions currently taking place on establishing a bigger presence in Egypt and the Middle East.

"I'm really looking forward to seeing how Tom, Adam and Andrew take the business forward and achieve our aim of becoming a £15m business by the end of 2023."

Alloy Wire International has been supported in the MBO by Andy Wyeth, Corporate Relationship Director at HSBC Corporate Banking's West Midlands Team, with existing accountant, BSN Associates, helping to structure the deal.

Legal representation for the owners and buyers was by FBC Manby Bowdler and George Green LLP respectively.



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MOST POPULAR

The importance of Index Linking on Insurance policies

"Are your Commercial Insurance policies index linked? If not, you may find you are under insured" says Richard Gibson from the CBM authorised Insurance Broker Gravity Risk Services.

"With the increase in costs of goods and materials due to the War In Ukraine, The pandemic, Brexit, Inflation and the Global Supply-Chain issues, careful consideration of the commercial insurance sums insured needs to be undertaken"

♦ The rebuild value of a property is the total cost of rebuilding the property to its former state following a total loss.

♦ The 'sum insured' includes a percentage increase on top of the rebuild value, and is designed to cover inflation during the insurance year.

Index linking is undertaken to protect against the risk of underinsurance, where a policyholder may find they are responsible for a percentage of the total loss due to their asset not being insured for its full value. By applying index linking, the sum insured is automatically updated (usually increased) in line with economic changes when the policy renews.

Insurers use various indices to calculate index linking, including the Consumer Price Index (CPI) and Retail Price Index (RPI). For both residential and commercial buildings insurance many insurers refer to information provided by the Building Cost Information Service (BCIS), which operates under the Royal Institute of Chartered Surveyors (RICS). The BCIS uses a number of factors in their calculations including the cost of labour, materials and professional fees.

Below are the approximate increases most insurers are applying presently to index linked policies.

	Household		Commercial	
	Buildings % Increase	Contents % Increase	Buildings % Increase	Contents % Increase
Jan - 23	18.31	12.3	11.31	16.36
Feb - 23	18.18	12.64	11.25	16.24
Mar - 23	18.57	14.17	9.90	15.45
Apr - 23	19.37	11.17	10.12	17.20

However, there are some insurance policies that are not automatically indexed linked.

Gravity Risk Services recommend that your sums insured are examined carefully at the renewal of your policy. Any percentage of under insurance, could reduce your full or partial claim by the amount underinsured, so it is very important this is reviewed in detail.

Gravity Risk Services recommend that you undertake an estimated rebuilding cost valuation assessment of your property by a RICS approved surveyor to ensure your sum insured are accurate in the current climate. Gravity Risk Services can arrange these assessments starting from £180.00 plus VAT but dependant on the size and complexity of your premises.

For further information please contact Richard Gibson on 0116 478 2999 or cbm@gravityriskservices.co.uk

INSURANCE SERVICES FOR CBM MEMBERS



Geraldine Bolton
Chief Executive of the CBM

OUR APPROACH


Gravity Risk Services have partnered with The Confederation of British Metalforming to provide cost effective insurance solutions to their members.

Choosing the right broker to review your insurance programme can be difficult. The insurance market is intensely competitive and insurance brokers come in many shapes and sizes. Some exist by competing solely on price, and the quality of their advice and level of understanding can often be limited. It is vital to consider a broker who has the specialist knowledge and understanding of your industry and the issues you face. If an insurance broker cannot understand your business, the processes you undertake, the exposures of your business both internally and externally, how can this information be presented to insurers to obtain competitive pricing and bespoke policy covers? It is very important that insurers know all about your business so they can provide the best cover and the best price.

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Geraldine Bolton, Chief Executive of the CBM



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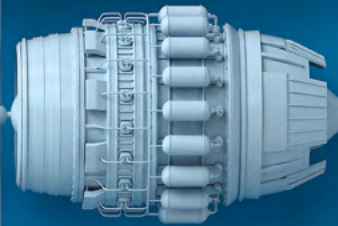
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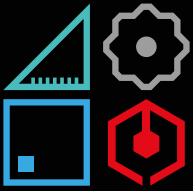
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