



MAS WORKED FOR ME

MARINE BREAKTHROUGH SET TO GO GLOBAL FOR NORTH EAST MANUFACTURER

“Our designers and engineers have come up with a fully calibrated way of testing the strength of marine bollards, creating conditions equivalent to 100 tonnes.

We are proud that the Bollard Load Test has been designed and manufactured completely in the North East.”

Jeff Main
Managing Director at Tyne and Wear Marine

A North East manufacturer has come up with a new solution for safely testing marine bollards and is planning to take the innovation global.

Working with the Manufacturing Advisory Service (MAS) and consultant Ade Walton from Prozeus, Tyne and Wear Marine (TWM) has spent the last year developing the ‘Bollard Load Test’ (BLT), which uses a powerful hydraulic ram and specialist torque rope to recreate more than 100 tonnes of ‘pull’.

- Already in use in the Port of Tyne
- Turnover expected to increase from £1.2m to £4m by 2018
- Two new jobs already created



MAS Expert

“Tyne and Wear Marine is a great example of how a SME can take an exciting idea and turn it into a commercially viable solution for an established sector.”

Alan Hewett, Manufacturing Advisor at MAS

The Manufacturing Challenge

This breakthrough replaces the traditional method of a tug pulling against the bollard, a method that has previously caused damage to vessels and can be dangerous to the people involved in the test.

The Port of Tyne initially approached the engineering team at TWM with the idea of finding an alternative and from a rough sketch the BLT was born.

As is sometimes the case with innovation, there was a danger the company could get too involved with the development work and required an external organisation to support it with protecting the IP and ensuring the new product could be rolled out quickly and effectively.

“TWM has successfully harnessed the considerable value of one of its many bespoke innovations. Working alongside MAS, we have ensured the company has protected its IP for future use and also looked at the best way to maximise its commercial potential

“This has involved targeting a number of ports and port maintenance companies from across Europe, who might operate the service as licensees.”

Ade Walton
Prozeus

MAS action

The Manufacturing Advisory Service and Prozeus worked hand-in-hand with the company on the development of the BLT and in securing funding towards market research, IP protection and development of market entry strategies.

They will now focus on helping the firm seek legislation to certify the performance ratings of bollards, not to mention putting in place the foundations for the expansion of its service division and structure for potential licencing opportunities. The service will involve ensuring each bollard is identified by GPS and has the potential to cut insurance premiums for ports all over the world.

Results

The BLT is now successfully being trialled in the Port of Tyne, with four more organisations looking to explore the benefits of the breakthrough product.

Thanks to MAS and Prozeus support, the company has a strong roll-out plan in place and, if sales go as expected, could see turnover rise from £1.2m to £4m by 2018. This has already led to two news jobs, with the possibility of tens more in the future.

Due to the anticipated interest, Tyne and Wear Marine is currently in the early stages of building a new factory - adjacent to its current site - to give it more capacity and the ability to develop a bespoke production layout.

The company will again tap into MAS support for tips on lean manufacturing and how to complete a feasibility study that it will use to leverage over £100,000 of funding from the GROW:OffshoreWind Flexible Enabling Fund.



Front: Jeff Main, Managing Director, Tyne & Wear Marine
Above: ‘Bollard Load Test’ (BLT)

Overview

Employees: 16
Turnover: £1.2m
Sector: Marine
Location: South Shields, North East

MAS	STRATEGY	<input type="checkbox"/>
MAS	INNOVATES	<input checked="" type="checkbox"/>
MAS	EFFICIENCY	<input type="checkbox"/>
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MAS is the trusted provider of advice and hands-on support for manufacturers aiming to achieve sustainable success. The five main levels of service that MAS provides are:

- Advice and information
- A free on-site review
- Training and networking events
- In-depth consultancy support
- Signposting and referral