

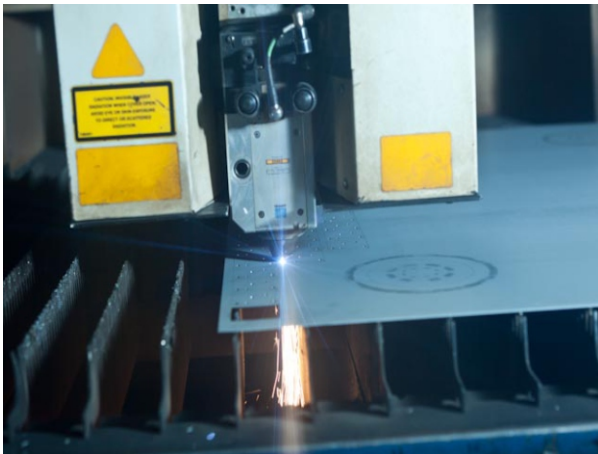
## 10 points to look for when choosing a Sheet Metal Cutting Company

- 1** Right Equipment / Latest Technology
- 2** Skilled Knowledgeable Workforce
- 3** Assistance with Design
- 4** Flexibility
- 5** Cost
- 6** Reliability / Integrity
- 7** Outsourced Requirements
- 8** Delivery
- 9** Reshoring
- 10** BSI / ISO 9001

## 1

### Right Equipment / Latest Technology

**The Sheet Metal Company's capacity list** - Does the Sheet Metal Company have the right machinery and equipment to manufacture the components you require efficiently?



As with any business a Sheet Metal Company needs to remain competitive at the same time it needs to embrace innovation and new technologies. Innovation drives new fabricating technology which can resolve inefficiencies. Innovation and new technology introduced onto the shop floor does have an effect on the production process chain. New machine technologies can launch existing manufacturing processes into being more productive more quickly.

This can result in more parts being produced more quickly and orders completed in a shorter timescale. A sheet Metal Company regularly has to ensure it invests in the right equipment and machinery at the right time in order to ensure it remains competitive.

## 2

### Skilled Knowledgeable Workforce

The Sheet Metal trade is a most varied and skilled trade. Plans, designs, specifications and materials have to be studied to determine what is required to produce the components needed.



Technology is always changing and improving new machinery is always emerging. The workforce of a sheet metal company will need to be trained and skilled in the latest technology and be able to competently use the latest machinery. They have to be willing to embrace new technology and innovations.

A Sheet Metal worker should be able to work independently as well as being a member of a team. They should be able to communicate effectively with you and have an understanding of what you require.

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## 3

### Assistance with Design

Are you looking for a Sheet Metal Company that can help to design what it is you require.



Some Metal Companies can offer a bespoke in house design service ensuring you realise your ideas before production begins.

These companies can help translate a concept through to design and production. Maybe you are looking to have a prototype, or sample produced before you choose to go ahead with the order, ensure the Sheet Metal Company you choose offers this service.

## 4

### Flexibility

Time scales are always important when it comes to manufacturing, so it is wise to discuss with the sheet metal company any proposed deadlines.

Ensure that the company can achieve what you require when you require it. Consider whether their manufacturing processes and technologies are flexible enough for the timescale you require.

## 5

### Cost

We all want the best job done for the least amount of cost to ourselves.

A Sheet Metal Company can ensure the cost of producing the components you require is reasonable by ensuring they develop them efficiently. That is to say the company will look at plans, designs, specifications and materials in order to produce all components using the best materials for the job.

It may be that in fact that a component could be produced more cost effectively should it be re-engineered. A sheet Metal Company should be willing and able to discuss redesigning a component with you if they believe this saving can be passed on to you 'the client'.

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## Reliability / Integrity

As a client you will want to ensure that the Sheet Metal Company you choose is reliable and honest with you. One way to do this is to find out if their previous customers would recommend using them.

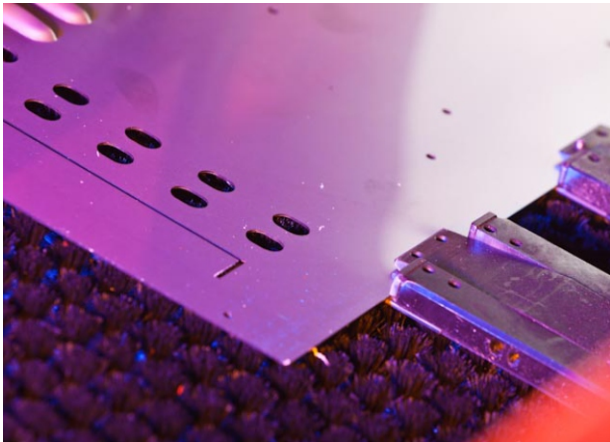
Often if the sheet metal company has a website they will have testimonials available on their site for you to view. Recommendations can help you to trust the metal company to quickly and efficiently produce exactly what you require.

Communication between yourself and the Sheet Metal Company is essential.

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## Outsourced Requirements

It is most important to understand before choosing a particular Sheet Metal Company what they can actually do for you.



A company may advertise the fact they can offer you exactly what you want, however you should be aware of any outsourced business the company themselves may require in order to satisfy your requirements. The level of outsourcing a company requires may result in you paying more in the long run.

It makes sense to search for a Sheet Metal Company that can complete the job you want to the level of satisfaction required without having to outsource at all.

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## Cost

Ensure that the Sheet Metal Company can deliver the products to you should you require them to.

Do they have the relevant transport required to deliver the completed components to your required destination. Agree the date that you wish to receive your products, if there is to be several deliveries required then ensure and agree with the company these delivery dates.

## 9

### Reshoring

The number of companies returning production from countries such as China is outstripping those moving output overseas, according to a survey of more than 500 small and medium-sized manufacturers.



The study, by the government's Manufacturing Advisory Service, found 15% of companies were returning production, compared with only 4% that offshored in the past year. Its findings suggest that reshoring, also known as "onshoring", has been modest in scale so far but may be gaining momentum.

More than a quarter of respondents (26% said concern over the cost of offshore production was the principal reason for reshoring, followed by improving quality (20%) and reducing lead times (18%).

## 10

### BSI / ISO

BSI also known as British Standards Institution was founded as the Engineering Standards Committee in 1901. In 1988 it was revised and the organisation was able to diversify, acquiring other businesses the name then changed to BSI Group.

In the year 2000 BSI ISO : 9001 changed drastically placing quality and process management at its core. The main aims are to understand the client's requirements before designing the processes that would enable a company to deliver to the satisfaction of the client ie: focusing on quality management as well as quality control.

BSI ISO : 9001:2008 incorporated changes to make it more consistent with the environmental management system standard.

In the 2015 ISO 9001:2015 sees the revised standard providing a stable core set of requirements for the following ten years or so. It reflects the changes in quality management system practices and technology since the 2000 revision. The Annex SL will be applied improving compatibility with other management system standards.

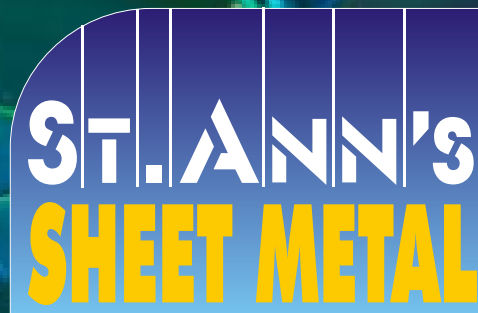


## About Us

East Midlands based St Ann's Sheet Metal manufactures a universal range of sheet metal components from sheet metals such as mild steel, stainless steel, aluminium, galvanised steel, Zintec and plated metals.

Founded in 1960, and operating from 660m2 state-of the-art facilities in Nottingham equipped with the latest laser cutting equipment, we are now one of the East Midlands' leading sheet metal companies.

As an ISO accredited company, our commitment to superior workmanship and excellence has earned us a reputation for producing high quality, competitively priced sheet metal components that give our customers a distinct advantage.



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