

LORIEN ENGINEERING SOLUTIONS – PRESS RELEASE

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Lorien Engineering Solutions

International work and client partnerships fuel growth

Each year Lorien are engaged on £80m of production, research and facility projects, adding to the £1.3bn already implemented. No wonder that Lorien is well known to the major food & drinks and pharmaceutical companies, and a growing reputation in the sustainable waste and energy sector for value-added engineering design and professional project management.

The company has its head office in the Staffordshire countryside just outside the cathedral city of Lichfield, and operates throughout the UK and Europe, with a growing presence further afield.

So what will be the most influencing factors for continued growth? Steve Slater managing director comments, “*Clearly non-UK work and client partnerships are two of the most significant features of our business for the future. A growing proportion of our work is based outside the UK, which is something we have been building towards over the past two years. Our prediction is that over the next few years we will see further steady growth in non-UK operations such that it will be a very significant part of our overall business mix. With regard to client partnerships, we regularly achieve a high percentage of repeat orders (clients maintaining a long-term relationship with Lorien). Each year we survey our clients and ask them to score a number of business Key Performance Indicators for us, and ‘Partnering’ was our no.1 KPI during our most recent survey (up from 2nd position last year). In 8 out of 10 cases clients approach Lorien with their project opportunity – their partner of choice.*”

Pharmaceutical specialist Bill Miles comments, “The pharma market, which was reputed to be dying in the UK, has really turned the corner for us. Highly serviced, technical processes and manufacturing facilities is where we see a lot of our forward growth. Our growing biotech / biopharm experience is also in demand, creating good revenue and lots of interesting projects to work on.”

For Lorien, the recruitment of talented engineers has become a way of life, continuously adding engineers to the main discipline areas of Building Design (civil, structural, architectural, environmental/ sustainability), Building Services, Mechanical Utilities, Process Engineering (including specialist pharma processes), Electrical Engineering (and automation engineers), Project and Construction Management, Compliance and Packaging Systems Engineering.

Engineering director Steve Turner comments, *“Recruiting the right calibre of people is not always easy. Having a healthy order book, a good employer profile and a varied portfolio of projects helps enormously however. In particular we are keen to grow experience within the business so we actively seek out talented graduates who want to make a name within the industry. The challenge is to steadily recruit 10 to 20 engineers each year in order to fuel the growing business – almost a full time job! The future growth of the company is based upon trust, empowerment and having talented people. To drive the business forward we are working to further develop relationships with existing clients, as well as also taking advantage of any new opportunities in emerging products, sectors and geographies.”*

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