

Manufacturing Insights

Company Visits across South East England

VISIT INFORMATION

GENERAL INFORMATION

Host Company: Drallim Industries Ltd

Contact: David Mooney
Managing Director

Location: Drury Lane
East Sussex

Postcode TN38 9BA

Website: www.drallim.com

Email: James@uk-oi.co.uk

Telephone: 023-9246-8978

AGENDA

09.45	Arrival & Refreshments
10.00	Introduction to Drallim Industries
10.30	Strategic Planning, mission and vision
11.00	Tour of product development, mechanical and electronic
11.30	Product Development Innovation The Hawk Cargo Hook
12.00	People Matter; the Drallim culture
12.30	Buffet lunch
13.00	Innovation in IT—EPICOR 9 ERP system
13.30	Implementation strategic plans
14.00	Factory tour Contract and batch manufacturing
14.30	Tea and questions
15.00	Close and depart/ network

ABOUT THE HOST COMPANY



Drallim Industries Ltd is a multi-divisional company with currently 65 employees based in St Leonards on Sea, East Sussex. Founded in 1958 the company celebrated 50 successful years last year. The Cargo Aids division, dealing with the majority of Defence business celebrates 50 years during 2009.

Drallim Industries Ltd is an engineering, equipment and systems manufacturer serving the aerospace, industrial and utilities markets. Our mission statement is:

Drallim, innovative people engineering quality niche products and services

Our skills range across mechanical, electrical, electronics and software engineering, through to a full design, assembly, special processes and test capability.

Leadership and Strategy

We have evolved our company over a period of 5 years from a perilous financial outlook to a company that has grown at a compound rate of 15% p.a. over the last 4 years, and is now profitable, despite the economic gloom. We have achieved this through a detailed strategic review process, coupled with the right organisational model and engagement with our staff. We have been able to lay down clear directions for developing the business across its divisions, with product roadmaps, marketing activities, product developments and acquisitions.

People Development

We have embedded an innovative approach through a continuous programme of organisational changes, product developments and quality improvements. The result is a very agile organisation; a great strength in these recessionary times. We have worked constantly to develop a "no blame" culture encouraging innovation and change in all areas. Staff benefits have been a key element with a bonus scheme, basic medical cover, appraisals and a commitment to staff training.

Innovation

Innovation is at the very heart of our business and is driven by our motivated workforce. Our approach has been very customer focused, developing cost effective niche products to solve specific customer problems for major customers including BT, National Grid and the MOD. We have also been innovative in moving from an antiquated management style to put into place strategies and policies, which stimulate profitable growth and engage people in a lean and effective organisation.

Awards

The Manufacturer Awards 2008 – Leadership and Strategy
The National Business Awards 2009 Southern Region – Highly commended SME
The Manufacturer Awards 2009 – Leadership and Strategy

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The manufacturing advisory service

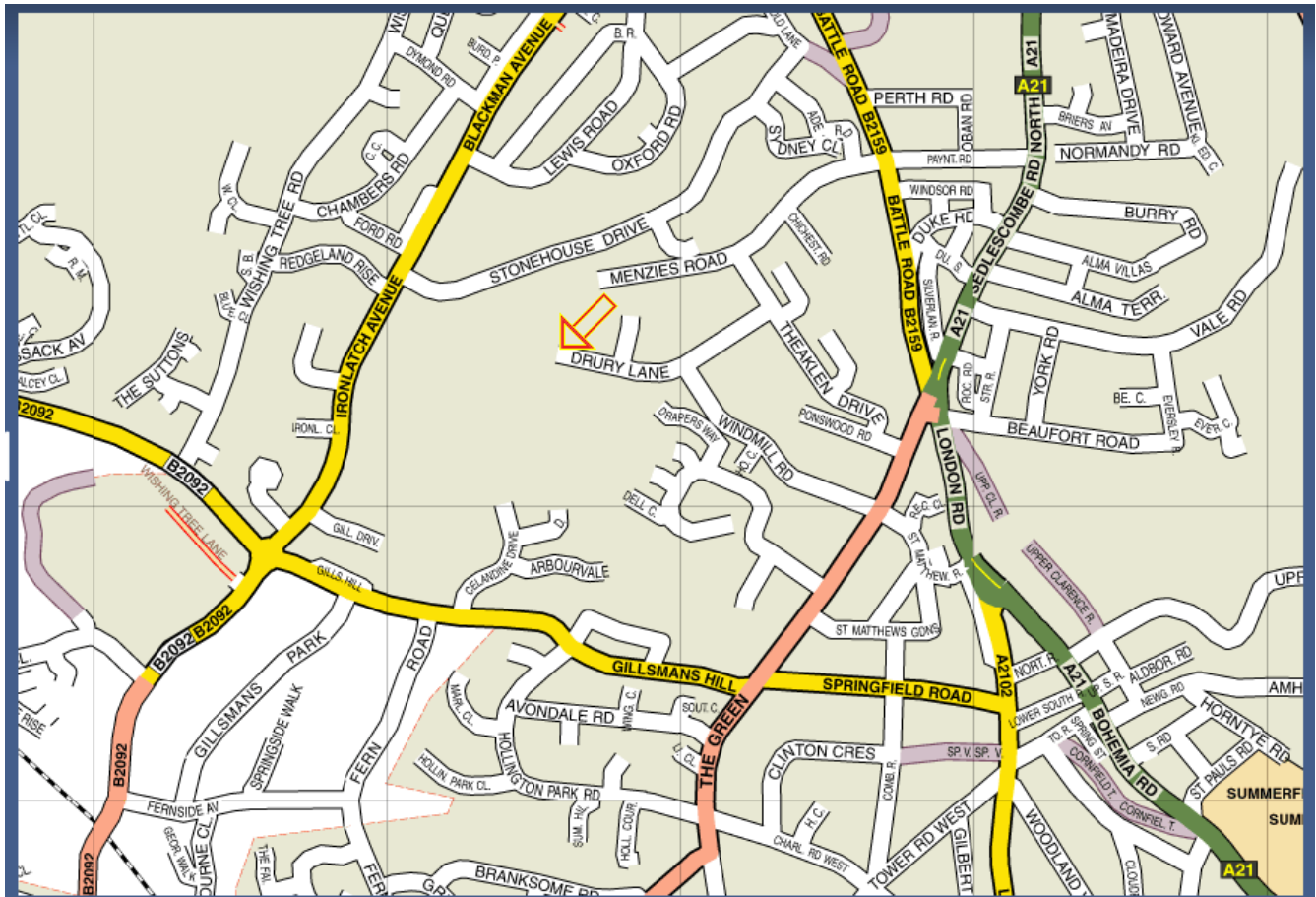
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VISIT INFORMATION (Cont'd)

HOW TO GET THERE



ABOUT ONSITE INSIGHTS

ONSITE INSIGHTS is a national company visit programme that exists to encourage the sharing and adoption of best practice between UK companies. We achieve this by organising visits to companies recognised for their best practice and success.

The programme:

- enables organisations to meet others and share how they have met challenges and achieved results
- improves productivity and performance in participating businesses
- encourages innovation.

How does it work?

- Companies recognised for their achievements and results are invited to host a series of workshops at their place of work (onsite).
- Managers and owners of organisations are invited to attend the workshops to share, discuss and debate specific best practice topics.
- Visitors and host companies discover new opportunities and ideas and implement them within their own organisation.

Best Practice in Practice

Benchmarking and the sharing of best practice between companies

- improves productivity and performance
- changes behaviours within organisations
- generates ideas and solutions
- accelerates the innovation process.

MANUFACTURING INSIGHTS is a programme of company visits organised by Onsite Insights specifically for manufacturing companies in the South East of England. The programme is subsidised and delivered on behalf of the Manufacturing Advisory Services South East.

For more information on the programmes contact us:
Telephone: 023-9246-8978
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