



## PRESS RELEASE

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### **March Engineering Company Leads the Field in Major East of England Funding Initiative**

Precision engineering contract manufacturer **Precision Component Manufacture Limited (PCML)**, March, Cambridgeshire, is the first business to be awarded skills development funding from 'Towards 2010' the biggest skills development project ever undertaken by the **East of England Development Agency (EEDA)**.

**David Marlow, Chief Executive of EEDA**, was recently quoted as saying: 'The skills shortage in East of England is often cited as the reason for the failure of small companies with good ideas to develop. We can only continue to grow and become a truly world class region if we invest in our people and give them the skills they need to be a success'.

The £4 million project, jointly funded by EEDA and the European Social Fund money is run by **Essex Development and Regeneration Agency (ExDRA)** and aims to develop the skills of people working in small and medium sized companies, it focuses on demand led training, with the eventual aim to increase both productivity and skills within the business.

**Gavin Goates, Commercial Director, PCML**, commented: 'Our business is continuing to experience very high growth and needs the Directors to become more strategic than operational. Responsibility must therefore be devolved to Team Leaders within our organisation to lead and manage the key operational functions. This will then enable us to sustain our competitive advantage. With EEDA prepared to contribute a significant grant towards the cost of employee training & development, linked to measurable outcomes, it was an ideal time to apply for funding support'.

PCML's training needs analysis was carried out on behalf of EEDA by the **Centre for Sustainable Engineering (CSEng)**, Peterborough, a regional agency who work with businesses to accelerate their growth in the environmental technology, products and services industries, by helping them to meet challenges such as skills development.



According to **Dr Stephen Mahon, Chief Executive, CSEng**, 'PCML are just the type of ambitious fast growth businesses that we are looking for to benefit from this funding opportunity. PCML have clearly demonstrated that developing the skills of their Team Leaders will have a real impact on the future success of their business, consequently we were very happy to recommend a significant training grant award for their Team Leader Training & Development Programme'.

The Team Leader Training & Development programme will be delivered By **Business Development Solutions (BDS)**, who specialise in the design & development of tailor made programmes for personnel development applications in all sectors. Working in partnership with PCML, BDS have developed a tailor made programme with the following objectives;

1. Help Team Leaders to become effective leaders and communicators and equip them with the supervisory skills needed to manage teams.
2. Help motivate Team Leaders to want to achieve their full potential and encourage them to take responsibility for developing their own team members

"Working in partnership with our suppliers is crucial to maintaining profitability, for both parties, in today's fast moving and extremely competitive world of engineering manufacturing", says *Gavin Goates*.

PCML provide a complete solution to their customers engineering manufacturing needs, giving input if required from the initial concept/design stage, through pre-production and manufacturing to the delivery of fully traceable finished components and assemblies.

According to *Kevin Miller*, PCML's Technical Director, they have helped many of their manufacturing customers in high technology growth sectors to both successfully develop & launch new innovative, leading edge technology products in both national and international markets. These customers manufacture a range of products including medical implants; laser based processing systems, electron beam microscopes, industrial ink jet printers and optical equipment & systems.

PCML always aims to ensure that their customers feel secure in the knowledge that they are dealing with an organisation that is totally market and customer focused.

The three guiding principles of PCML's business are to deliver excellent value for money whilst maintaining the very highest levels of quality as well as



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ensuring on time deliveries every time. The Company's ISO 9001:2000 Quality Management System enables them to consistently maintain the high level of service they provide their customers and ensure they continually strive for improvement.

**For further information, please contact:**

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