

# Stainless Metalcraft shares in growth

Stainless Metalcraft secured a Sellafield contract worth up to £47 million after driving business improvements with the Nuclear AMRC.

Metalcraft, a long-established manufacturer of large vessels and components for the most demanding applications, joined the Nuclear AMRC's Civil Nuclear Sharing in Growth (CNSIG) programme in late 2013.

The start of Metalcraft's CNSIG journey coincided with the arrival of new managing director Austen Adams. "CNSIG was a perfect fit for me when I arrived," Adams says.

**"While we had a great platform to work from, we needed to realign the business to meet the modern-day needs of the industry. For me, being part of CNSIG has been like having a team of helpers to facilitate that."**

Adams set the company a target of growing its turnover from £14 million to £50 million within five years. Winning new nuclear business – in new build, operations and decommissioning – will be key to growth.

Metalcraft has been active in nuclear for decades, producing vessels, tanks and other components for civil nuclear sites across the UK. It has supplier certification from Sellafield Ltd, Areva and Rolls-Royce, and a legacy of systems installed in EDF Energy's fleet of gas-cooled reactors through its sister company Maloney Metalcraft.

To help achieve his ambitions, Adams led the restructuring of Metalcraft into three business units with distinct value streams. All three are benefiting from CNSIG training and support.

The largest unit is Product Solutions, which focuses on volume work. The team has received targeted training in areas such as business improvement techniques and management, and has applied the learning to the shopfloor through a process improvement project involving a particularly challenging component.

The team has also carried out machining trials at the Nuclear AMRC's facility in Sheffield to remove a problem with tool breakage.

**"The guys who went to Sheffield have made that standard practice – we've used the expertise in Sheffield to make real improvements,"** says manufacturing manager Joe Mercuri.

The second business unit, Project Solutions, focuses on large high-integrity projects including work for Sellafield. The CNSIG training has been fantastically beneficial, says business unit manager Kelvin Boyce.



# Power Generation

- Fabrication & machining services power generation equipment
- Medium to large generator ho one-off, batch and volume



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“We’re now doing programme management training, honing the business into the shape it needs to be for the value streams,” Boyce says. “It’s a long process, because people have to change their responsibilities and skills sets, but it’s working well for us.”

The third and smallest unit, Proactive Solutions, focuses on short-track projects. Manager David Middlemass says that the CNSIG training has helped him get to grips with the specific requirements of the nuclear industry. “There’s definitely a sense of nuclear culture,” he says. “We’ve learned a lot about how much effort has to be put into everything.”

The target of £50 million turnover – with nuclear likely to be around 30 per cent of the total – is perfectly achievable if nuclear contracts do get placed, notes Adams.

“We made the decision to invest in CNSIG and we’ve absolutely thrown our heart and soul into it,” he says. “We have invested an enormous amount of management time and energy, with demonstrable benefits already. We’re looking forward to the next two years as we get this embedded and start focusing on revenue growth.”

Metalcraft’s efforts are already bearing fruit. In May 2015, the company announced a new contract, worth up to £47 million, to produce 3m<sup>3</sup> intermediate-level waste storage boxes for Sellafield Ltd.

The first phase of the contract, worth up to £8 million, will see Metalcraft develop a new production facility capable of producing over 1,000 boxes over the next 10 years.

“This is a landmark contract for the business and we’re genuinely excited by the potential it offers,” says Adams.

“Since joining the Civil Nuclear Sharing in Growth programme, the team has invested a huge amount of time and effort to develop their understanding of the decommissioning process, honing the skills and processes required among the team, and this contract is just reward for all their hard work.”

[www.metalcraft.co.uk](http://www.metalcraft.co.uk)

The Civil Nuclear Sharing in Growth (CNSIG) programme aims to develop the UK manufacturing supply chain for civil nuclear new build, operations and decommissioning. It includes a four-year programme of high-intensity support for 10 key suppliers.


The programme is part-funded by government through the Regional Growth Fund, and supported by industry leaders including Rolls-Royce.

Find out more: [namrc.co.uk/services/sig](http://namrc.co.uk/services/sig)



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