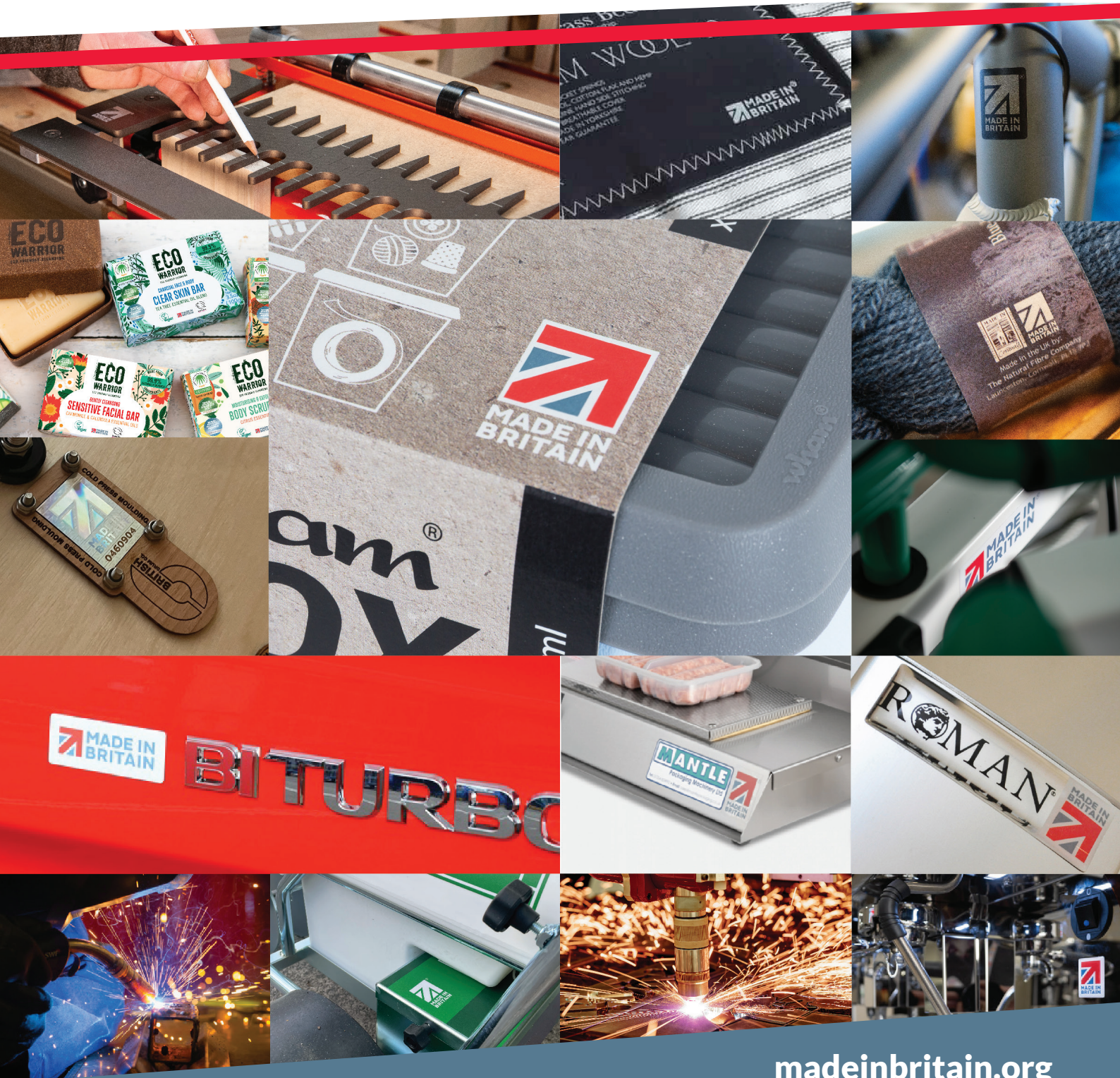




MANUFACTURING REPORT 2023



madeinbritain.org



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INTRODUCTION FROM THE CEO AND BOARD CHAIRMAN



The organisation brings together around 2,000 manufacturing companies licensed to use the official Made in Britain collective mark, which they display on their products, packaging and marketing to identify and promote their items as truly British-made – and to achieve more sales as a result.

Introduced just eight years ago, the mark is today recognised by 66 percent of British businesses and 50 percent of consumers, with the majority of those that know the mark saying that seeing it on a product makes them keener to buy.

We trust you will find our Manufacturing Report 2023 a clear and practical guide to the diverse and growing Made in Britain community. For more information about joining the organisation or partnering with us, please contact info@madeinbritain.org

A handwritten signature in white ink, appearing to be 'JP' followed by a flourish.

John Pearce
CEO
john@madeinbritain.org

A handwritten signature in white ink, appearing to be 'Chris Harrop' in a cursive style.

Professor Chris Harrop OBE
Chairman
chairman@madeinbritain.org



The Mark

Made in Britain and Made in Britain Northern Ireland are collective marks, registered at the UK Intellectual Property Office across 30 product classes.



Our Organisation

Board of Non-executive Directors

Prof. Chris Harrop OBE (Chairman), Group Director of Sustainability, Marshalls

Peter Atmore, Head of Global Sales and Marketing, Fracino

Henry Beaver, CEO, Beaver Bridges

Warren Gell, Group Director, Vision Linens

Camilla Hadcock, Director, Roach Bridge Tissues

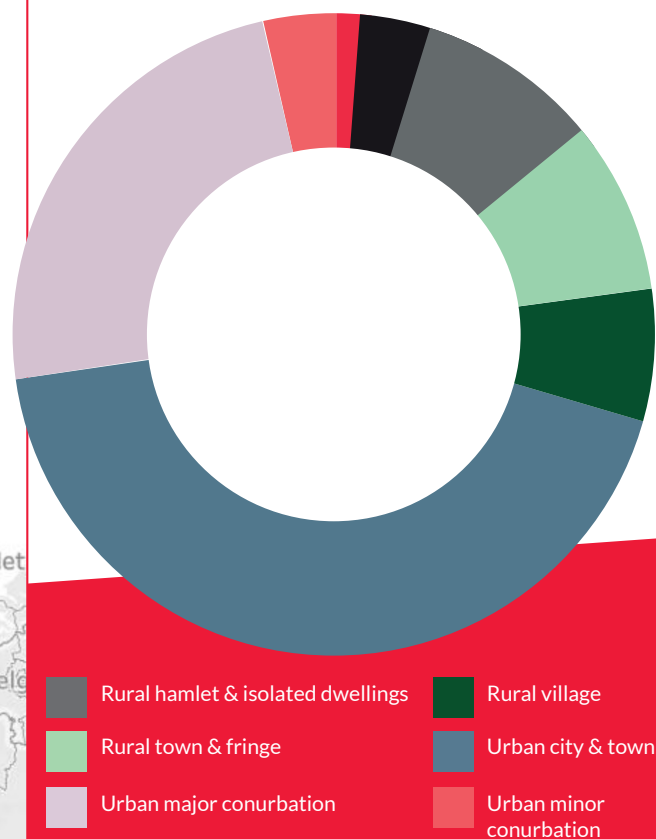
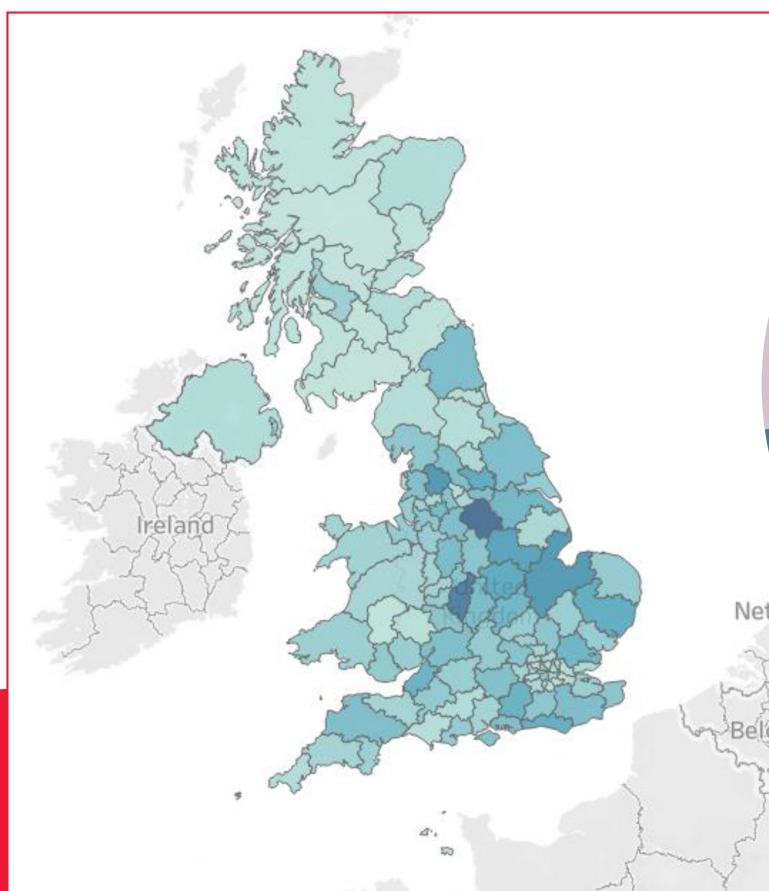
Katy Moss, Managing Director, Trent Refractories

Management Team

John Pearce, Chief Executive Officer

Ilika Copeland, Chief Operating Officer

Our Membership

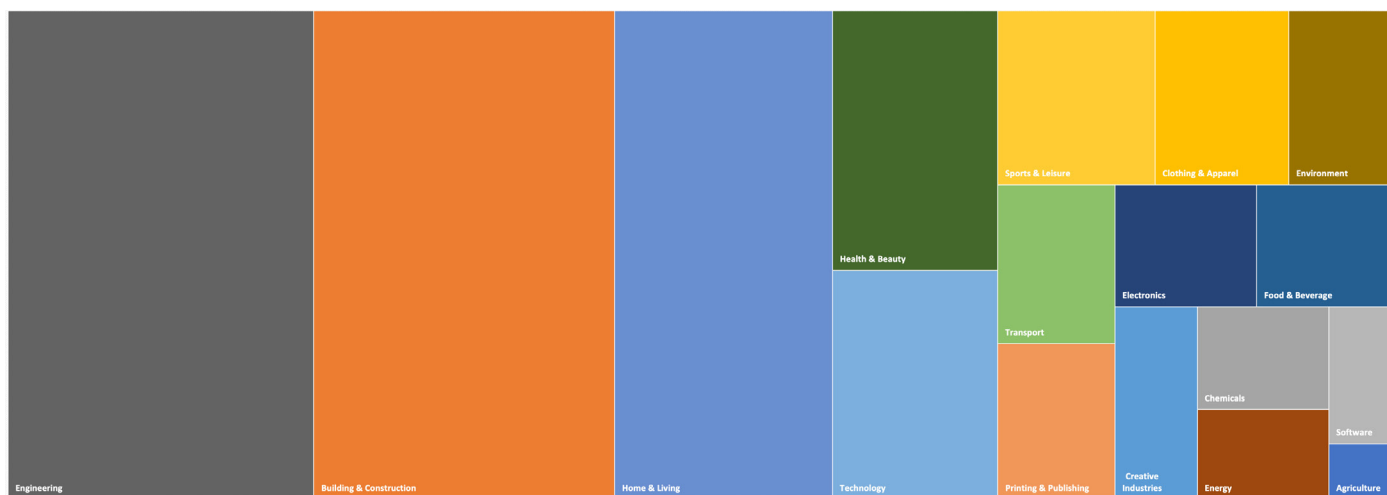


Geographical Analysis

UK Region (No. of members)			
South East	295	London	142
North West	275	Wales	74
East of England	252	North East	55
Yorkshire and The Humber	238	Scotland	53
West Midlands	233	Northern Ireland	7
South West	194	Channel Islands	2
East Midlands	185	Null	1
Grand Total			2,006

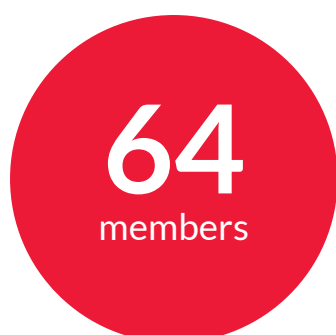
Source: Made in Great Britain Campaign Database. The map above is for illustration purposes only.

Sectoral Breakdown: Membership by sector



Agriculture	10	Environment	55
Building & Construction	435	Food & Beverage	50
Chemicals	40	Health & Beauty	127
Clothing & Apparel	69	Home & Living	315
Creative Industries	47	Printing & Publishing	54
Defence	1	Software	27
Electronics	51	Sports & Leisure	81
Energy	35	Technology	112
Engineering	442	Transport	55

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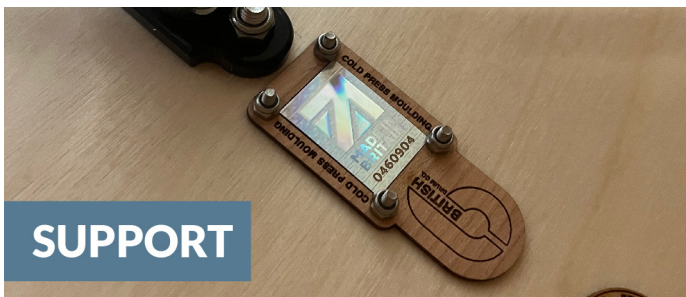
Our Activities

To deliver on our mission of promoting the official mark for British manufacturing and to help drive the sector's growth, Made in Britain serves our membership in four key areas;



Made in Britain unites more than 2,000 UK manufacturers by their licenced use of the official Made in Britain collective mark.

Members are featured in our searchable online Product Directory, showcasing thousands of UK-manufactured items; are encouraged to publish their stories in Member News; and are eligible for our annual Impact Awards recognising achievements in British manufacturing. Made in Britain engages in a year-round programme of PR (100+ press articles per year) and Social media activity (40K followers).



Made in Britain members are supported in International Trade, via an active programme and dialogue with the UK's Department for Business and Trade (DBT) and other relevant stakeholders; with access to major UK procurement entities via our engagement with public and private sector buyers, including on 'social value'; and in achieving their sustainability goals with our Green Growth programme developed specifically for manufacturers.

Made in Britain's CEO and board deliver keynote speeches and chair member panels at leading UK business events and trade shows and raise awareness of the mark amongst politicians, government departments and local authorities in the UK. We produce an annual Buying British Survey, polling 1,000 businesses and 2,000 consumers.



Joining Us

Applicant companies must meet Made in Britain's entry criteria, including providing evidence of manufacturing in the UK; pass our verification and compliance onboarding processes; and commit to our Code of Conduct.

Made in Britain members are subject to our ongoing review and compliance processes – safeguarding the quality and integrity of both the mark and the Made in Britain community of manufacturers.

Made in Britain Research

Made in Britain launched its annual Buying British Survey in 2019, polling 1,000 UK businesses and 2,000 consumers, to measure buying British sentiment amongst industry and the public and to gain insight on the key issues facing manufacturers.

Consumer Findings:



The Made in Britain Buying British Survey 2023, conducted in January, found that the majority of British consumers (58 percent) prefer to buy UK-manufactured products over alternatives imported from other countries. Despite the cost-of-living crisis, of those that prefer to buy products made in the UK, 54 percent choose to buy British “regardless of cost.”

Our survey also found that most British consumers (54 percent) want to buy more UK-manufactured goods than they currently do, and almost two thirds (64 percent) think supermarkets and other large retailers should stock more domestically manufactured goods.

Business Findings:

Made in Britain's Buying British Survey 2023 also polled 1,000 business decision makers involved in procurement, finding that around half of the country's businesses (47 percent) saying they prefer to buy products that have been manufactured in the UK over alternatives imported from other countries.

The research found that for those companies that prefer to buy British products, the key drivers are supporting the economy on one hand and cost-savings for their businesses on the other. Two thirds (65 percent) say a driver of this preference is “to help the British economy and support British jobs” and half (50 percent) say “it's more economical” to buy goods manufactured in the UK.



Member Findings:

61% **MADE IN BRITAIN**
MEMBERS HAVE
INTRODUCED **NEW**
INITIATIVES TO
HELP EMPLOYEES
THROUGH THE
COST OF LIVING
CRISIS



Together with our national survey, polling 1,000 businesses and 2,000 consumers across the country, we also surveyed Made in Britain members in January 2023. One hundred and forty-four member companies took part.

The results indicate that in the UK, a manufacturer is more likely to be environmentally focused than the average company. Our main business survey found that 51 percent of UK companies have a sustainability strategy in place – while our member poll found that almost 70 percent (69 percent) of Made in Britain members have a sustainability strategy.

Further, while our business survey found that 46 percent of British companies have introduced new measures to help employees navigate the cost-of-living crisis – the member survey finds that in our community of manufacturers that number is far higher, at 61 percent.

Examples of interventions taken by Made in Britain member companies include energy payments to cover spiralling bills, provision for rising fuel costs, free meals for staff, paying bonuses monthly rather than annually – and changing overtime hours from being done at weekends to being added onto shifts during the week, to help accommodate childcare costs.



2023 Press Coverage

MADE IN BRITAIN



ONLY 4 IN 10 BRITISH COMPANIES HAVE UK PROCUREMENT TARGETS

Only 40% of UK businesses have a British procurement target in place – despite around half of the country's businesses (47%) and even more of the public (58%) saying they prefer to buy products that have been manufactured in the UK over alternatives imported from other countries, according to newly-released nationwide research by Made in Britain, the organisation that unites close to 2,000 British manufacturers by their licensed use of the Made in Britain collective mark.

The fourth annual Buying British survey from Made in Britain also shows that for those companies that prefer to buy British products, the key drivers are supporting the economy on one hand and cost-savings for their businesses on the other. Two thirds (65%) saw a driver of this preference is "to help the British economy and support British jobs" and half (50%) say "it's more economical" for them to buy goods manufactured in the UK.

"Since the Made in Britain initiative launched 10 years ago, a key mission has been to advocate for higher British procurement targets in both the private and public sectors. Despite some progress in recent years, our new research shows that far too few businesses have implemented such targets. There's great demand for British goods among businesses and consumers alike. But more companies need to step up – buying British is key to helping drive the UK economy out of the slump it's in and avoid slipping into recession this year and next," said Made in Britain CEO John Pearce.

Additional Survey findings:

Supply Chain Localisation
Over the past year, British companies have been shifting their supply chains to home shores in the face of international disruptions and delays. Made in Britain's research indicates that almost half (42%) of UK businesses have experienced delays on goods from other countries during the 12 months to mid-January 2023. Of companies that have experienced shipping delays, a hefty majority (64%) say they started ordering more British goods as a result.

Most British consumers happy to pay premium for UK-made goods
Even amid a cost of living crisis in the UK, the majority of Brits (58%) prefer to buy UK-made goods over alternatives shipped in from other countries, Made in Britain's research shows.

60 MANUFACTURING AND ENGINEERING MAGAZINE

MADE IN BRITAIN®

More than half of British consumers (54%) say they prefer to buy British products "regardless of cost" and the same number (54%) would like to buy more UK-made products than they currently do. Of those that prefer to buy goods that are made in Britain, the most popular reasons given for their choice are the economy and trust: 64% of them say a key driver is "to help support the UK economy and jobs" (64%), while half (50%) cite "trust in British products" as a factor in their preference.

Almost two thirds (64%) of consumers think supermarkets and other big-chain retailers should offer more British made products. On top of that, amid confusion over labelling, over half of Brits (55%) think it would be very beneficial for UK-made products to display a known symbol signifying that they are truly made in Britain.

"Since the Made in Britain initiative launched 10 years ago, a key mission has been to advocate for higher British procurement targets in both the private and public sectors. Despite some progress in recent years, our new research shows that far too few businesses have implemented such targets. There's great demand for British goods among businesses and consumers alike. But more companies need to step up – buying British is key to helping drive the UK economy out of the slump it's in and avoid slipping into recession this year and next."

- John Pearce, Made in Britain CEO




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Behind the brand: Hunter & Hyland, British curtain poles heritage company

The stories you don't know about some of the world's best and little-known brands

Behind the Brand



Longstanding British company Hunter & Hyland started out in 1889 and is now a royal warrant holder. Photo: Hunter & Hyland

Perusing 130-year-old company catalogues is one of the perks for a heritage brand such as **Hunter & Hyland**, one of the UK's oldest drapery hardware manufacturers.

For sales director Sarah Moon, whose husband owns the company, it was a chance to delve deep into the company history and find paper document proof that messrs Hunter and Hyland were a partnership in 1889 – perhaps even earlier – in London's Oxford Street.

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Product carbon footprints must be tackled without delay

Chris Harrop, Made in Britain
30 August 2023 • 3 min read

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As the world reels from the hottest summer on record and the increasing likelihood of missing the

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Home • Feature: Marked for success –

3 minute read – 19th May 2023

Feature: Marked for success – Why British businesses value the Made in Britain mark

Following the publication of its fourth annual survey, Made in Britain CEO John Pearce looks at why so many British businesses value the Made in Britain mark.

Made in Britain's core objective is to help British manufacturers sell more, at home and abroad, through their licensed use of the Made in Britain registered, collective mark. As such, we are delighted to reveal that recently conducted nationwide research, conducted by OnePoll polling 1,000 decision makers at UK companies, has shown that the mark is recognised today by 66% of British businesses – a significant majority.

This is because Made in Britain members display the mark on their products, packaging and marketing materials, signposting businesses – and consumers – to British-made products. It has become a renowned and trusted symbol of manufacturing quality, high standards and truly British provenance.

The mark was launched in 2015, just eight years ago. Today, there are close to 2,000 British manufacturers within our membership community, enjoying licensed use of the mark.



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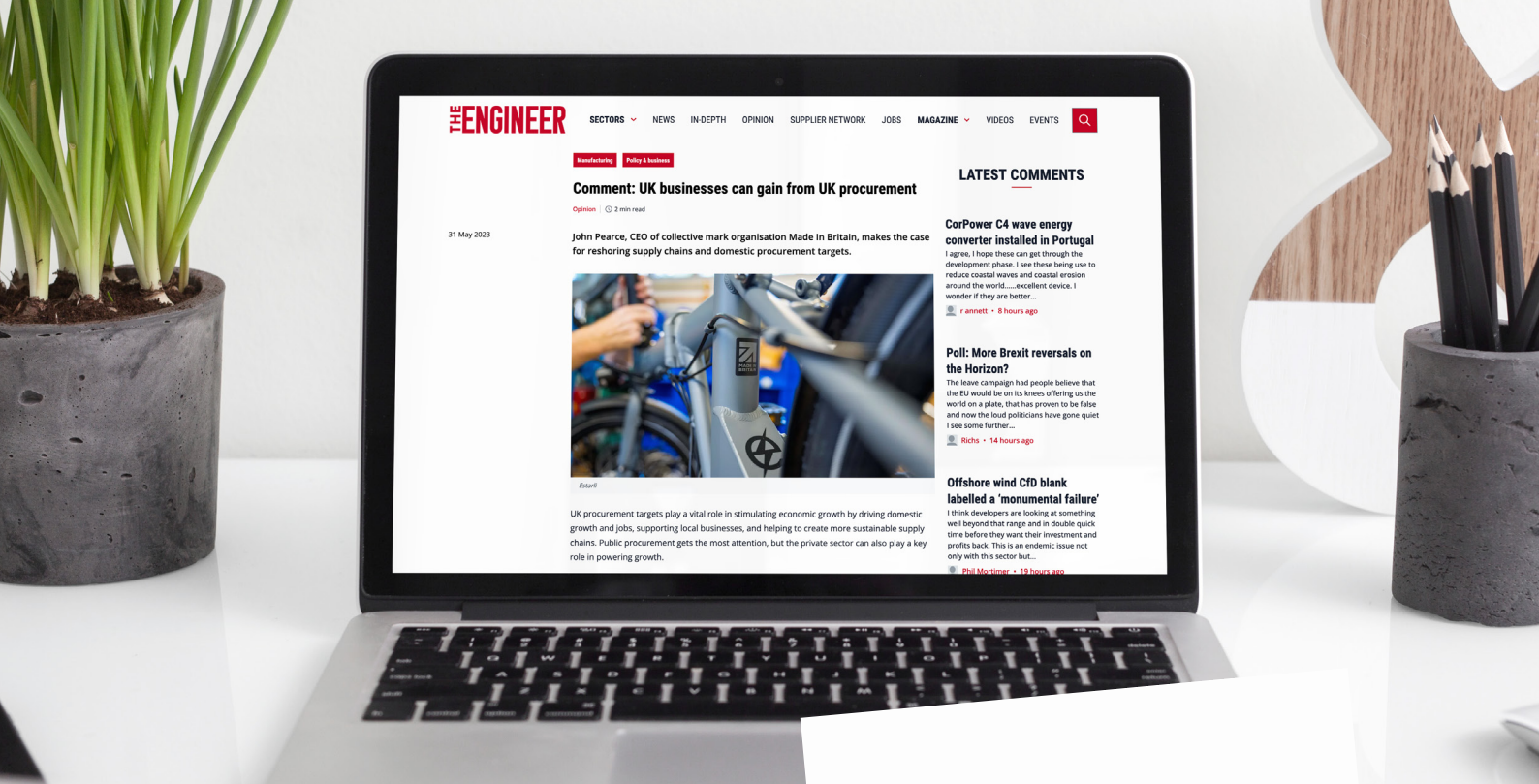
STANDARDS REPORTING INVESTING POLICY STRATEGY PODCAST CRITERIA COMPLIANCE MENU

Why localised supply chains are key to achieving your company's sustainability goals

Mark Jankovich, chief executive of UK ecological cleaning products manufacturer Delphis Eco and Made in Britain's Sustainable Leader of the Year, explains why localised supply chains are a sustainability imperative. Delphis Eco is a B Corp and holds two Royal Warrants.

10 May 2023, 07:48 By Mark Jankovich, chief executive of Delphis Eco and Made in Britain's Sustainable Leader of the Year





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SUSTAINABILITY

Only 4 in 10 British companies have UK Procurement Targets – Made in Britain research

Posted on 16 May 2023 by The Manufacturer

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Only 40% of UK businesses have a British procurement target in place – despite around half of the country's businesses (47%) and even more of the public (58%) saying they prefer to buy products that have been manufactured in the UK over alternatives imported from other countries, according to newly-released nationwide research Made in Britain, the organisation that unites close to 2,000 British manufacturers by their licensed use of the Made in Britain collective mark.

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NEWS

Thursday 7 September 2023

Made in Britain to Host its inaugural Defence Manufacturers' Panel at DSEI

Made in Britain, the trade association that brings together British manufacturers and promotes the use of the official Made in Britain logo, is delighted to be hosting a panel at the UK's leading defence event.

The annual event is a crucial opportunity for defence manufacturers to showcase their capabilities and connect with potential customers.

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Current Issue

Is it possible to fully decommody procurement?

posted by Supply Management in Ethics, Procurement, Sustainability 1 June 2023

Businesses need to 'decomodify' procurement and move to a system of radical transparency, because working directly with suppliers is essential to making meaningful progress on ethical sourcing and ESG, says a leading industry expert.

But do business leaders agree?



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