



Made in Britain CEO John Pearce



IN THE FAMILY

10 YEARS OF MADE IN BRITAIN

BY MADE IN BRITAIN CEO JOHN PEARCE

▶ In the 10 years since it launched, Made in Britain has transformed from a marketing initiative supported by a few hundred like-minded British manufacturers into an influential trade association of close to 2,000 member companies with combined Gross Value Added (GVA) of £3 billion – making a sizeable contribution to the economy and catering to the strong demand among British businesses and consumers for goods produced on home shores.

Over the past decade, the Made in Britain mark has become a renowned symbol of British provenance and high standards, with member companies using it on their products to help them sell more at home and abroad.

Our organisation is a galvanising force for today's makers, helping them to contribute to the vitality and growth of the manufacturing sector and the wider UK economy.

On visits to members over the last year, I've been struck by the sheer number of family businesses that are active in the Made in Britain community and their dedication to what they do. These companies bring together craftsmanship, passed down through generations, together with the newest manufacturing technology and processes. Here's my pick of just a few of the many manufacturers that are continuing to pass on the family business baton – as they innovate and expand, while vitally supporting the British economy and keeping jobs in the UK.

Blending modern tech and old-style craftsmanship – with HMG Paints

HMG Paints is a fifth-generation family business in Manchester, which has been producing paints for the automotive, railway, industrial, and decorating sectors from its Collyhurst site since 1930. The factory is believed to have been built on the location of the oldest paint, lacquer and ink-making facility in the world, dating back to the 1770s, according to Rebecca Falder – who is the company secretary and the great-granddaughter of HMG's founder.

"We see ourselves as being a partner with our customers," said HMG director Jonathan Falder, explaining that making paint tends to be a bespoke process

tailored to specific client requirements. HMG's expertise is built upon a combination of traditional skills, that have been passed down and honed over the decades.

"Grinding raw pigment down on a glass or metal substrate is something we still do today in colour-matching work," said Jonathan. "Our sub-mills can make a full dispersion in about 45 minutes. Back in the 1950s it would have taken us 24 hours to do the same thing and it still wouldn't have been as good as what we can manufacture today. That blend between modern manufacturing technique and the old-style knowledge and craftsmanship of manufacturing paint is at the very heart of what we do here at HMG."

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The team at HMG paints, including Rebecca Falder (front and centre), Manchester, November 2021

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From construction to fit-out – the full manufacturing spectrum at Byworth Boilers

Renamed Byworth Boilers, but still in the Baldwin family and based in Keighley, today the business is a one-stop for industrial boilers, doing everything from design to final fit-out and assembly. Byworth's innovations



Manufacturing at HMG Paints in Manchester, November 2021

include a fleet of 140 transportable boilers – as well its 'boiler on a skid', which allows the team to complete almost the entire install in the factory before transporting the whole assembly to the final location ready to simply be plumbed in.

Production director Rob Baldwin, grandson of Dennis, explained the company's philosophy: "We try to do everything ourselves – partly because we think we do it best and we do it how we want it to be done."

Less is more – for Packaging Products' brothers in business

Established in 1841 and based in Manchester's Irk Valley, Packaging Products (Coatings) Ltd. is one of the oldest manufacturers in the north-west of England. The area has traditionally had a lot of specialists in various aspects of papermaking. "We've tapped into those skills in pneumatics, hydraulics, steam, everything," explained Packaging Products' production director Robert Cornford.



Dennis Baldwin in the 1960s

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Manufacturing at Byworth Boilers,
Keighley, November 2021

Managing director, and Robert's brother, Andrew Cornford described the company's global reach and his optimism for the future, saying: "Forty per cent of our business is exports and that's continuing to grow. The market has increased since Brexit. We export all over the world, we have clients across Europe and as far away as Australia."

Packaging Products is committed to reducing its environmental impact, despite being in a sector that is notorious for producing waste. "Demand for our products is so high because we are actually reducing the amount of packaging our customers need. Less packaging is better for the environment. Less packaging is better packaging," said Robert Cornford.

Leslie's legacy – relatives drawn to the family firm at Crest Pumps

Crest Pumps specialises in chemical-resistant pumps, which are built in-house at its facility in the Hampshire town of New Milton. Leslie Dashwood formed the company in 1973 as a general engineering company. His son Tony

followed in 1976, bringing an increased focus on building up the pump side of the business, despite initially only joining the business for a six-week holiday job as a youngster. Other family members have, similarly, have been unable to resist the family business.

Today, Tony's son James is the firm's managing director, and has brought a new direction to Crest once again, with a focus on sustainability. "We're working through our entire product range to make them more energy efficient and reduce the impact on climate change," James said. The team also includes James' sister Liz Carey as marketing manager, and his wife Vicky, who is head of HR.

James Dashwood explained the importance of promoting Crest Pumps' British provenance and standards. "When you're a Made in Britain member, you're proving to the world that you genuinely care about your product and that you're working to deliver the best quality product every single time," he said.



Crest Pumps Manufacturing Apprentice
Sonny Bennett, New Milton, March 2022

"Family business means continuity and continual development, as well as the ethos of 'the family' toward all of our staff members and even our customers," James' father Tony told us just ahead of his retirement – a sentiment that runs through the British manufacturing sector and is a hallmark of the Made in Britain community.

Find out more about the manufacturing journeys of the Made in Britain members in this article, and many more, in the Made in Britain 'Spotlight' series: www.madeinbritain.org/news/spotlight-videos



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