



# Celebration

## 'SouthernSprings

### Celebrates 60 years of trading'

#### **New Milton based manufacturing company Southern Springs & Pressings Ltd celebrates 60 years of trading.**

Founded in 1948, the company has established an excellent reputation as a manufacturer of springs and pressings for customers world-wide.

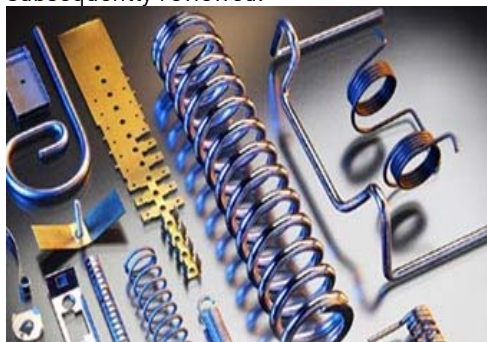
The company has very recently acquired two new 'state of the art' WAFIOS CNC wire spring production machines.

This represents a significant investment in the business and will enable Southern Springs & Pressings Ltd to target the volume spring market (much of which has been lost to China and India over recent years) for both domestic and overseas customers. The company has prided itself on producing high quality bespoke components over its 60 years and has achieved ISO 9001 accreditation to support this.

The new machinery will enable the company to build upon its reputation for excellent customer service and quality products. The new machines employ digital photographic facilities to 100% inspect all aspects of the components as they are made, ensuring total compliance to customer specification.

#### **Mentor and free advice**

Managing Director, David Banks-Fear, first contacted Business Link in 1992. An Adviser began working with David in a consulting and mentoring capacity and this close working relationship continued for a number of years. More recently, Business Link completed a review of the company which resulted in an 'Action Plan' being compiled and subsequently reviewed.



#### **Business review**

Nigel Smith, Business Link Adviser, comments, 'Since May 2005, I have kept in contact with David to ascertain progress and to advise on new areas where Business Link could be of help, for example a review of the company's website, advice on sustainability/environmental issues and information on partner organisations, such as the Manufacturing Advisory Service.'

The business link service is available locally and provides the information, advice and support you need to start maintain and to grow a business.

For more information call 0845 600 9 006 or visit [www.businesslink.gov.uk/southeast](http://www.businesslink.gov.uk/southeast)





### Train to Gain

Business Link also introduced a 'Train to Gain' Skills Adviser to review training needs within the business. The Skills Adviser formulated a 'Training Plan' and was also able to provide assistance in securing funding to support the company's training needs.

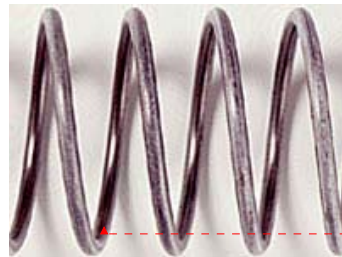
### The result

Business Link's involvement and support has provided the Board with an impartial view of the business, based on the Adviser's own observations, together with internal feedback from directors, managers and staff.

David Banks-Fear acknowledges that 'Since 1992, Business Link has been an invaluable source of guidance and support and I felt that having a 'mentoring' relationship with an external Business Link Adviser would benefit both myself and the company.'

### And finally..

Nigel adds, 'It has been an enormous pleasure to assist Southern Springs & Pressings Limited. The company is celebrating 60 years of trading this year and the directors remain focused on developing and growing the business for the future.'



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| <p><b>Company overview</b></p> <p>Established in: 1948</p> <p>Sector: Manufacture Springs &amp; Pressings</p> <p>No. of employees: 31</p> <p>Turnover: £1,500,000</p> <p><a href="http://www.southernsprings.com">www.southernsprings.com</a></p> |
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