

Tradition Meets Innovation: Tom Pearson & Sons Ltd's Digital Journey with Made Smarter

Case study



Tom Pearson & Sons Ltd is a fourth-generation family business based in Holmesfield, established in 1908. Initially, the company focussed on maintaining farms and homes in the local area, working with properties and families they have served since their inception. Today, the company specialises in the manufacture and installation of bespoke joinery products, tailored to clients' specifications in a well-equipped workshop.

Renowned for its craftsmanship and high-performance timber products, particularly in Heritage and Conservation work, Tom Pearson & Sons has built a strong reputation for quality. As a forward-thinking business, they sought to modernise their manufacturing process by incorporating advanced technology while maintaining their traditional values.

The Challenge

Despite their expertise, Tom Pearson & Sons Ltd faced limitations due to their reliance on classical machinery. Their existing equipment was slowing down production, creating inefficiencies, and increasing the risk of human error. Although they were already digitally proficient, they were eager to adopt more modern technologies, moving away from their reliance on traditional machinery. They recognised the need to modernise but were unsure how to proceed, which led them to search online for available support or grants that could help them invest in new technology.

The Solution

Through their research, Tom Pearson & Sons Ltd discovered Made Smarter East Midlands. With guidance from their Industrial Digital Technology Advisor (IDTA), David Dobson, they had a clear idea of the solutions they needed, but David played a crucial role in confirming that their choices were the right

ones. His expert advice and ongoing support throughout the process ensured they were on the right path. Together, they completed a digital roadmap to identify the most effective solutions for their business. With financial support from Made Smarter, they invested in a Martin Spindle Moulder, a modern, high-precision machine that would allow them to automate aspects of their manufacturing process.

The Benefits

Since implementing the new equipment at the start of 2025, the company has already seen significant improvements. The spindle moulder has improved efficiency, increased production speed, and reduced risks of human error. Manufacturing doors, in particular, has become much faster, saving at least an hour per unit. The automation of tool changes and programme settings has streamlined operations, making processes easier to manage and maintain. These

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advancements have not replaced skilled craftsmanship but have instead enhanced it, allowing the team to focus on precision and quality while reducing manual workload.

The Future

Looking ahead, Tom Pearson & Sons Ltd plans to integrate more digital technology into their operations. Their next focus is improving office and administrative processes by transitioning from paper-based systems to digital solutions for better workflow management and customer relations. They are keen to explore further support from Made Smarter to continue their digital transformation journey.

"This process has really opened our eyes to how we can modernise while keeping our traditional values. We're looking forward to continuing our digital journey, improving efficiency, and delivering even better results for our customers."

Nick Pearson, Director at Tom Pearson & Sons Ltd.

The company highly recommends Made Smarter, stating that the grant and advisory support significantly contributed to their ability to invest in new technology. With expert guidance, they were able to step back, assess their processes and implement meaningful changes that will drive long-term success.

