

UK manufacturing is capable of far more than this.

Most manufacturers are running at a fraction of what they could be. Not because of the people. Not because of the market. Because nobody has stood on the floor long enough to see what is actually happening.

I believe UK manufacturing should be world-class. Most of it is not. Not because the people are wrong. Because the systems, processes and assumptions built up over decades are working against them.

I have spent fifteen years standing on factory floors watching this happen. At every company, in every sector, the pattern is the same. Output lower than it should be. Costs higher than they should be. A team working hard inside a system that was never properly designed.

You have probably tried to fix it yourself. You may have brought someone in who handed you a report and left. I do not do that. I stay until the numbers change.

WHAT YOU GET

Five outcomes. Guaranteed in writing before we start.

01

Higher output from the same people and equipment

You do not need more staff or new machines. You need the system redesigned around what you already have. At Stuart Turner, RFT went from 70% to 99.8% across four sites. At Stelling Properties, the same assembly line went from one module per day to three. Nothing new was bought. The process was fixed.

OUTPUT TRIPLED. SAME TEAM. SAME FLOOR.

02

Lower costs without cutting headcount

The cost is in the process, not the payroll. At NORMA Group, in automotive manufacturing with Porsche, VW Group and Lamborghini, we removed £162,000 and £110,000 in annual waste. At Specialist Door Solutions, a 12% productivity lift with no redundancies. I find what is being spent on waste and stop it.

£272K SAVED ANNUALLY. NO JOB CUTS.

03

A clear picture of what is wrong before spending any capital

Most capital decisions in manufacturing are made without knowing what is actually happening on the floor. I spend two weeks watching before I say anything. Every station timed. Every process mapped. Every waste quantified. At Waverley Blinds, a ten-day diagnostic identified £300,000 of improvement opportunity. You see the full picture before committing a penny.

£300K IDENTIFIED IN 10 DAYS.

04

Automation that pays back within a defined timeframe

Most manufacturers have looked at automation and walked away because the numbers did not add up or nobody could tell them where to start. I find the right application on the floor, scope what it costs, model what it returns, and manage the implementation. I have done this in automotive, healthcare and commercial manufacturing. The question is never whether automation is possible. It is whether it pays back. I find out before you spend anything.

SCOPED AND COSTED BEFORE COMMITMENT.

05

A business that is ready to sell or attract investment

Operational performance drives valuation. A business running at 70% of its potential is worth significantly less than one running at 95%. PE-backed businesses, owner-managers planning exit, and businesses post-acquisition all face the same question: is the operation performing as well as it could? I answer that question and then I close the gap. The improvement in EBITDA follows.

OPERATIONAL VALUE. INVESTMENT-READY.

Three phases. Clear at every stage.

01

Diagnostic

Two weeks of direct observation on the floor. Not interviews first. Not data requests first. I watch what actually happens. Every station is timed. Every process is mapped. Every waste is quantified. By the end of week two I can tell you exactly where money is being lost and by how much. Output is a findings report with evidence for every discovery and a costed, prioritised improvement roadmap.

WEEKS 1-4

02

Implementation

For clients who want the improvements managed, I lead the implementation. Typically three to nine months depending on scope. I stay accountable for outcomes, not just observations. The work is done, not just described. Results-based where possible.

3-9 MONTHS

03

Automation

Where the diagnosis identifies automation as the right answer, I scope and lead the programme. I have done this in automotive, healthcare and commercial manufacturing environments. The question is always the same: where does it apply and does it pay back? I find the answer on the floor.

SCOPED TO NEED

WHO THIS IS FOR

The right engagement for the right situation.

A manufacturer who knows output is lower than it should be but cannot identify why. A PE-backed business in the first 100 days post-acquisition that needs a clear picture of the operation before committing capital. An owner-managed business planning an exit that needs to get the operation in order before a sale. A business that has grown fast and the processes have not kept up. A manufacturer who has looked at automation but does not know where to start or whether it will pay back.

"This is not a sales call. It is a direct conversation about what is happening in the business, where the pressure is, and whether there is a genuine opportunity to improve it. If there is, I will say so. If there is not, I will say that too."

TRACK RECORD

Numbers from real projects.

£700K

Cost reduction at Stuart Turner across four sites. RFT improved from 70% to 99.8%.

1 → 3

Modules per day at Stelling Properties. £3.5M CAPEX project managed.

£272K

Annual savings at NORMA Group. Automotive: Porsche, VW Group, Lamborghini.

12%

Productivity gain at Specialist Door Solutions. ERP and MRP implemented.

£300K

Improvement opportunity identified at Waverley Blinds in a ten-day diagnostic.

START A CONVERSATION

Most operations can do far more. Let's find out what yours can do.

I have spent fifteen years forming a view of what manufacturing should look like and what it takes to get there. The first conversation is where I find out whether your situation is one I can genuinely improve. If it is, I will tell you what I see and what I would do about it. If it is not the right fit, I will say so.

UK manufacturing is capable of far more. Email info@mnconsult.uk to start the conversation.

GET IN TOUCH

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Redefining the Possible.