

NEWS RELEASE
17 JULY 2006

TAMWORTH QUALITY SERVICES SET TO CLEAN UP COMPETITION

A Tamworth-based quality testing firm is measuring up for global success – aided by Business Link Staffordshire.

Tamworth Quality Services Ltd, based on Tame Valley Industrial Estate, is set on a major investment programme that includes a move to new 6,500 sq ft premises equipped with state of the art facilities and a clean-room to enable precise particulate measurement.

The five-year old business, which specialises in third party inspection, testing and product cleaning services for the automotive sector, is now on track to become a world player in its markets, and to increase turnover to £750,000 in the current year.

Tamworth Quality Services was set up by Dennis Powick, William Dicken and Brian Grainger in 2001 when the three engineers spotted an opportunity to start up on their own to exploit the growing trend among manufacturers to outsource non-core services.

The company has since built a loyal client base that includes car manufacturers and components suppliers, not only in the UK but also in 50 countries worldwide.

However, just one year ago managing the rapid growth of the business was bringing its own problems, and the firm turned to Business Link Staffordshire for guidance.

Ian Kiley, Accelerate manager at Business Link Staffordshire, has been working with the directors to create a sound platform for the company's future growth.

Improvements have included restructuring its finances, introducing new quality procedures, and bringing in specialist advice and mentoring from Warwick Manufacturing Consultants to improve efficiencies.

Business Link is also working with Tamworth Quality Services on a staff training and development programme, with some activity supported through Staffordshire Learning and Skills Council's Train to Gain scheme.

Ian explains: "This was a business with the potential to grow rapidly but, following its early success, the directors were faced with increased demand and a need to expand operations, while maintaining the quality of service.

"We have taken a holistic approach that has covered all aspects of the development of the business from planning and finance to staff training and quality control.

"I am confident that Tamworth Quality is now ideally placed to out-perform its rivals and achieve its targets for further growth."

Business Link Staffordshire helped to secure funding towards some of the development projects through Advantage the West Midlands (AWM) Accelerate programme, which is designed to assist companies in the automotive sector that have the potential for growth.

Dennis Powick commented: "This additional support from Business Link Staffordshire has made a fundamental impact on our ability to compete more effectively.

"We have been able to expand our capabilities, extend our services, and improve our customer service. Indeed, we are proud to refer to our

customers as friends and like most people, we will always strive to maintain our friendships.

“We are now looking forward to a more challenging future where we can continue to grow with all our customers. And, as the business climate continues to demand an ever-changing environment, we will positively respond to this by becoming as flexible as our industry dictates,” he added.

The company officially marked its move to the Tame Valley site with a reception attended by the Mayor of Tamworth, Councillor Maureen Grant.

Business Link Staffordshire is the first point of contact for information on any support services available to small businesses in Staffordshire. Visit www.businesslinkstaffordshire.co.uk or telephone the Customer Services Team on 07002 20 21 22.

Ends

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