

# MANUFACTURING *Matters*

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## Marshall launches new operations in Australia to serve Asia Pacific

AN upsurge in demand in the Asia Pacific Region has prompted Marshall of Cambridge Holdings to set up a new business for its land systems arm in Australia to serve the whole burgeoning region.

Military projects are one of the main target markets. A potential office HQ has been identified and the company is talking to Australian state officials about the best sites for a manufacturing and maintenance feature.

The foundation of Marshall Land Systems Pty Limited in Oz follows a positive assessment of the levels of business the Cambridge company expects to generate and to support existing business in Australia and the wider region.

The company will begin supporting existing projects and then move on to future projects. Marshall will have manufacturing and customer capability support functions, including design and supply network management capability.

The new business will initially feed off the world class capability of its UK based activities. But there will be a planned migration of skills to the new company to increase the overall capacity of Marshall Land Systems.

The increased capacity will allow Marshall Land Systems to better service the world markets it is operating in. In particular the new company will look at the protected

workspace and protected logistics military markets.

Peter Callaghan, chief executive of Marshall Land Systems said. "We are setting up Marshall Land Systems Pty Limited because we can see a profitable and sustainable future for it in the short and long term.

"The way that Marshall Land Systems, and indeed the whole of the Marshall Group, operates is to identify specific areas of operation and commit to them for the long term - as illustrated by Marshall Aerospace's support to the RAAF and its C-130 programme.

"We see this as evidence of our support to our defence and prime contractor customers throughout Australia and the wider Asia Pacific region and to the concept of Australian industry capability.

"We have already identified a number of projects we are working on as well as partners, such as Tectonica Australia Pty Ltd that we are working with. We are working with State governments to identify the best site for the company to operate its manufacturing and maintenance facility.

"The initial operating office is expected to be close to DMO (Defence Material Organisation), possibly co-located with Tectonica" he added.

Marshall Land Systems (MLS) specialises predominantly in defence vehicle and shelter



Peter Callaghan, chief executive of Marshall Land Systems

design, manufacture, integration and product support.

MLS has five major components, which design and produce shelters and specialist vehicles, manufacture vehicle load beds, a specialist design division which carries out UOR work, EOD, EMI, EMC, safety cases and consultancy, a fleet solutions division dedicated to provision of whole fleet support and a 50:50 JV with Plasan to provide armouring solutions.

The Asia Pacific move expands Marshall Group's global ambitions; it recently established a new business in Scandinavia, Marshall SV Norway, to support its work in that country and has handled consultancy projects in India and elsewhere.

## Whole firm shipped across the Irish Sea

NORTHAMPTON-based Salvesen Enterprises (TSE) has not only acquired a flourishing construction company based in Cork, but is moving the entire operation lock stock and barrel across the Irish Sea to its new base at Moulton Park in Northampton.

After nearly a year of negotiations, TSE sealed a deal to acquire Fusion Business Systems last month and now the team is working full steam ahead to get its new 80,000 sq ft production unit at Moulton Park up and running by December.

Already tonnes of production equipment including a 50 tonne specialist EPS machine are making their way to the county.

Director of TSE Mike Fairey said: "Relocating a company in its entirety is no small feat, but include a sea crossing in that move and it becomes quite an interesting experience! It would be fair to say there have been times when my heart has been in my mouth."

Fusion was first established in 2000 in response to a growing demand for offsite building solutions in the UK and Ireland. Its success has been quite astounding as it rapidly grew to become one of Europe's largest producers of pre insulated light gauge steel structural building systems.

The opportunity for TSE to invest in Fusion arose because Fusion's parent company JJ Fleming Construction fell into receivership earlier this year.

Director Tom Salvesen explained: "Fusion is and always has been an excellent business. It only really stopped production due to the difficulties of its parent company.

"Up until then Fusion was trading profitably delivering first class innovative and sustainable building solutions. We are delighted to have been able to act swiftly to secure its future and to be given the opportunity to build on its excellent legacy."

Since its conception, Fusion has supplied and installed over 5000 building systems ranging from care homes and housing developments of up to 700 homes to luxury six-storey apartment developments and a five-star hotel, as well as numerous individual dwellings.

## Shearline proves value of graduate internships

COMPANIES registering with Anglia Ruskin University's Graduate Internship Programme for a graduate intern by September 30 will qualify for a big reduction in the cost of the scheme.

It is expected that many businesses will take advantage of the saving to help improve performance during the challenging economic conditions.

Shearline Precision Engineering Ltd, based in Ely, approached Anglia Ruskin University's Graduate Internship Office in June for assistance with a marketing strategy project to explore new markets for the company.

Graduate Sherif Abou Touk, an International Business graduate from the University of East London, was quickly recruited by Anglia Ruskin to work full-time at Shearline for the length of the project.

Andy Hayward, sales & marketing director of Shearline, said: "Sherif made a significant contribution to the company.

"He produced a substantial report which has given us insights into our operation which are fresh and different, as well as helping us to strengthen the direction of our marketing plans.

"We were very impressed by Sherif's enthusiasm and ability to understand our operation quickly and we are already using some of the market intelligence he has

gathered for us. The project has been a great success.

"Anglia Ruskin University's Internship Scheme is very well run and administered and we are very pleased with the outcome. I would recommend it to other colleagues and customers - well done to all concerned."

Companies registering by September 30 will qualify for a discount of £100 per week, making the cost to the company only £150 per week plus VAT, instead of the standard cost of £250 per week plus VAT.

The graduate receives a weekly wage of £250 (tax and NI exempt). The discount has been made possible with funding from the Higher Education Funding Council for England. From October 1, the cost to companies will return to £250 per week plus VAT.

Register for a graduate intern by completing the expression of interest form on the Business pages of the Internship Microsite. Alternatively, if you would prefer to discuss your company's requirements before registering, contact 0845 196 3177 or email internships@anglia.ac.uk

Recent graduates interested in participating in a paid internship with a local company can view opportunities at on the Graduate pages of the Internships Microsite and apply by sending their CV to internship@anglia.ac.uk



Shearline's Andy Hayward