



# Confederation of British Metalforming

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## METALS INDUSTRY DINNER HAD LESSONS FOR US ALL

A quartet of award-winning CBM members - and Dragon's Den survivor Rachel Lowe - showed they had what it takes to succeed at our recent Metals Industry Dinner.

Barton Cold-Form was chosen 'Company of the Year' for a spectacular increase in sales, impressive overseas expansion and a move from Birmingham to a purpose-built £4 million HQ and manufacturing plant in Droitwich.

Cramlington Precision Forge won the 'Product of the Year' category for its innovative approach to net-forging the drive teeth on truck-sliding clutches, via a combination of advanced die development and automated production.

George Dyke was given a special 'Concept of the Year' award for transforming a wheel-clamp, previously made from bits of bent bar and sheet metal, into a single forging, which has now been successfully relaunched.

The 'Company Achievement of the Year' prize went to Chesterfield Special Cylinders for winning exports, creating jobs and making significant investment at its new Sheffield site, since a successful MBO.

Director General John Houseman said the latter awards had been created to mark

achievements outside the traditional annual prize categories.

"The work George Dyke did in taking an existing product through new design and forging stages, right down to creating colour graphics and new 'point of sale' material, was very impressive," he said.



"The judges also considered the success of John Hayward and his MBO team at Chesterfield's worthy of note, particularly their ability to win business against rivals in the Far East."

The highlight of the event though was a powerful presentation by one-time taxi driver Rachel Lowe, derided by the Dragon's Den judges for a lack of financial nous, but now running a multi-million pound games business.

"The strength of character she displayed to overcome withering criticism on national TV, and the tenacity and commercial awareness she demonstrated in setting up her company have lessons for us all," admitted CBM President David Brooks.

An entertaining, and very different, after-dinner speech from former Scottish prison governor, Robbie Glen, rounded off the evening; held once again in the impressive surroundings of the Marriott Forest of Arden Hotel & Country Club.



**CBM would like to thank the following companies for sponsoring the 2007 Metals Industry Dinner:**

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