



Open communication is something Unifabs values highly, and with this in mind we'd like to welcome you to the first issue of our biannual newsletter, where we'll aim to keep you updated with what's happening at Unifabs. We hope that you will find it informative, learn a bit more about the business and catch up with any announcements you may have missed.

## GROWING STRONG

Unifabs has seen around 65% growth over the last two years, and today we are proud to operate from a single site with 52,000 ft<sup>2</sup> of manufacturing space. Our ambition for growth does not stop there. 2022 will see us target a further 25% growth.

The investments in technology put in place last year support our ambition to be a trusted contract manufacturing partner to our customers, not just another supplier of sheet metal fabrications and parts. Our customer service sets us apart from our competitors, but it is our commitment to continually invest in the latest technology and automation that keeps Unifabs at the forefront and provides direct benefits to our customers.

Our strategy for 2022 will see us support this growth through the introduction of the Unifabs Academy, offering manufacturing engineering apprenticeships to provide a steady stream of exceptionally trained young engineers going forward. 2021 was a successful year, thanks to new partnerships formed and those we have maintained. Let me share and celebrate a few of those successes, milestones and achievements with you here, and take a forward look into what the remainder of 2022 has in store for Unifabs.



TOM JAMES, MANAGING DIRECTOR



# £12.5M

Turnover  
(£10M in 2020)



# 120

Employees



# 1,179,346

Parts Delivered  
(869,412 in 2020)



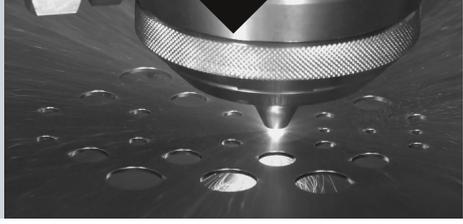
# £1.75M

Equipment Investment  
(2021)



# 52,000

sq. ft. manufacturing  
space



# 59

R&D Projects YTD  
(68 in 2021)

## STAYING AT THE FOREFRONT

2021 saw Unifabs strengthen its 'design to delivery' offer with £1.75 million invested in new technology across laser cutting and bending to support ambitious growth targets. In order to maximise productivity, reduce lead times for laser cutting, and bring outsourced work back in-house, we invested in the latest in laser profiling technology from AMADA, the high-speed REGIUS CNC fibre laser profiling centre. We also identified that advances in automated bending technology could offer our customers significant advantages in prototyping, and unlock potential design improvements. May 2021 saw the installation of a Salvagnini P2Lean automated panel bender, followed towards the end of the year by an AMADA HRB with automated tool change.

In this section, meet the new machines and learn some of the strategic benefits we've experienced since installation.

### INTRODUCING THE REGIUS: MORE POWER, FASTER PARTS

Unifabs was one of the first manufacturers in the UK to receive the latest laser cutting technology from AMADA. The 6KW laser in combination with its process monitoring systems and intelligent head movement has made huge efficiency savings. Not only does it use a lot less power, we are also finding that parts over 4mm thick are around 50% quicker to cut, and this is translating into shorter lead times for our partners.

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### MEET THE HRB-ATC: AUTOMATING TOOL CHANGES

We manufacture a lot of samples, prototypes and small batch runs to help get components ready for serial production. With a lot of our work coming from the product development service we offer, we required a solution to drastically impact throughput in this area. The Automatic Tool Change on the HRB was just the solution we needed. The CAD team can program a prototype part offline, send it to the HRB and it can be folding within minutes. We have seen a reduction in lead times for prototyping by circa 1 week, meaning our customers are able to get products to market more quickly.

## MEET THE SALVAGNINI P2L: AUTOMATED BENDING AT ITS BEST

The Salvagnini has been an incredible addition to our sheet metal bending centre, enhancing our capabilities and capacity. Its ability to configure tooling and manipulate components automatically has increased accuracy, repeatability and productivity. From a design perspective, the Salvagnini has unlocked many potential design and commercial improvements, for instance for one customer we were able to remove the welding process altogether whilst maintaining the integrity of the part and reducing the cost to manufacture.



## ON THE MOVE

We've been busily making changes here to the site's manufacturing buildings over the past 8 months, not only to accommodate new equipment but to increase productivity and streamline logistics processes in production.

The new factory layout is much more practical and has enabled 6 existing press brakes to be co-located with the Salvagnini and HRB-ATC, bringing all metal bending back under one roof. Final Assembly has joined Powder Coating in order to increase efficiency between finishing processes and final shipping. Welding now has its own dedicated area along with drilling, tapping and sawing next door. The changes in 2021 formed the start of an on-going project with further works planned for 2022 such as the Academy area ready for Summer in-take, and the relocation of reception for visitors.

## SECURING THE FUTURE FOR UK MANUFACTURING

Unifabs is passionate about investing in the next generation, and firmly believes that apprentices are the future of our business. We are excited to launch the Unifabs Academy later this year offering manufacturing engineering apprenticeships in partnership with North Warwickshire and South Leicestershire College.

We'd also like to introduce three new apprentices who have recently joined Unifabs and wish them success in their future careers: Ellie-Anne, Jamie Hamilton, and Eddie Moore.

Ellie-Anne joined us back in February on a Business Administration Apprenticeship and supports Lauren in Admin. Jamie has also been with us since February and works within the design team headed up by Matt Grealy. He is undertaking a CAD Design Engineer apprenticeship. And lastly Eddie, soon to be joined by a further three apprentices, will be undertaking manufacturing engineering apprenticeships through the Unifabs Academy.

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## PROUD TO BE A LIVING WAGE EMPLOYER

Unifabs is proud to be a Living Wage employer and last December we celebrated gaining our accreditation. As a rapidly growing sheet metal manufacturer, we pride ourselves on our exceptional employees and doing right by them. This accreditation represents our on-going commitment to them, their wellbeing and that of their families.

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## AWARDS, ARRIVALS & ADVANCEMENTS

### LONG SERVICE AWARDS

Without the dedication of our talented employees, Unifabs wouldn't have grown into the successful sheet metal fabrication company it is today. Here we recognise the loyalty and commitment of our long serving employees and congratulate them on achieving service milestones:

#### 10 Year Service:

Waldek - Laser Cutting Operator

### ARRIVALS

A section to welcome and introduce some of the new staff members over the past 12 months.

Ben - Sales Account Manager

Jenny - Marketing Assistant

Tony - Junior Sales Engineer

Sam - CNC Programmer

Cameron - CAD Engineer

Chris - CAD Engineer

Ellie-Anne - Business Administration Assistant

Jamie - CAD Design Engineer Apprentice

Eddie - Manufacturing Engineering Apprentice

### ADVANCEMENTS

Unifabs is passionate about career progression within the business. Here we highlight some promotions over the past year.

Jason Austin - Managing Director to Chief Executive

Tom James - Operations Director to Managing Director

Tom has been with the business since it was established in 2007 and has progressed through all parts of the business to become Managing Director in December 2021. Jason Austin announced the promotion stating "Over the past ten years, with the hard work and dedication of Tom and the team at Unifabs, we have successfully grown the business. It has been an incredible journey, one I've been proud to lead. The new structure will enable us to make strategic improvements in all aspects of the business. Not just in the products and services we deliver, but also the well-being of our staff, and our dedication to training the next generation of engineers."

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WELCOME TO UNIFABS





## MEET THE TEAM

*Matt Grealy - Technical Manager*

**How long have you worked at Unifabs?** Eight and a half years; Unifabs has grown massively in that time, from a small sheet metal company to a market leading sub-contractor with the most advanced equipment available in our sector. I have had the privilege to grow with the company from a programmer to leading a team of designers, to my current role of technical manager today.

**What emerging trends in manufacturing excite you?** Automation. With today's ever advancing technology, automating traditional fabrication processes is the way to go and it is rewarding to implement this into our factory and see the results.

**Bablake School approached Unifabs for support with their new 'time machine' project; a DeLorean which students plan to convert into a replica. Would you most like to travel to the past or the future?** I think I would like to go to the past. Maybe to see how the Pyramids or Stonehenge was built.

## WHAT'S NEXT?



Unifabs plans to launch a new website in 2022 to deliver an improved user experience and online presence.



New signage will be introduced over the coming months to improve wayfinding and visitor experience.



Apprenticeship Academy launches this summer.



Open day - Celebrate our 15 year Anniversary in September and join us for a tour of the facility. Further information coming soon.



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