

Cumbria **Business Growth Hub**
& Rural Growth Network



European Union
European Regional
Development Fund

How to get your business ready to do business with TSP Engineering



Eva Chua,
Supply Chain Development Manager,
Cumbria Chamber of Commerce



John Coughlan
TSP Engineering



Martin Burrell
TSP Engineering

CUMBRIA BUSINESS GROWTH HUB

WHAT IS ON OFFER?

- 1-2-1 **FREE** practical support
- Range of training **workshops**
- Access to **opportunities**
- Access to sources of **funding** and **subsidies**
- **Signpost** to partner organisations – CITB, NAMRC, Cumbria Manufacturing Services, DIT, Trading Standards etc
- **Events:** - Network Five, Meet the Buyer, Power 40 Group, High Profile Lunch and Dinner Events, Supply Chain Club events
- Online **Supply Chain** Gateway



**For information about how to access your free support
Contact**

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Cumbria
Chamber of Commerce



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Advanced Engineering Sector Supply Chain Support

Upskill & Grow Your Business



A worker wearing a white hard hat, safety glasses, and an orange safety vest is focused on a task inside a large, circular industrial opening. The background shows a complex industrial structure with various pipes, cables, and metal frameworks. The overall scene is dimly lit, with some bright spots from overhead lights.

WELCOME TO
TSP ENGINEERING

Offering technical solutions to complex problems

PRESENTED BY:
CEO, JOHN COUGHLAN
SUPPLY CHAIN MANAGER, MARTIN BURRELL

COMPANY OVERVIEW

TSP Engineering offer technical solutions to complex problems, delivering heavy engineering to swiss watch tolerances. We are an important supplier to the nuclear sector and other key industries, known for building on its heritage in the steel industry to supply today's clients.

With open minds and safe hands, our skilled employees tailor each service to individual business needs ensuring a high-quality outcome. Our comprehensively equipped facilities, locality and engineering experience makes TSP Engineering a key supplier to the industries below:



STEELMAKING



DEFENCE &
SECURITY



NUCLEAR

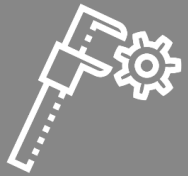


OIL & GAS



CONSTRUCTION

SERVICES



**ENGINEERING
& DESIGN**



**HIGH-INTEGRITY
MANUFACTURING**



**PROJECT
MANAGEMENT**



REFURBISHMENT



**E&I DESIGN &
MANUFACTURING**

OVERVIEW

Engineering Services

- Project Management (turnkey)
- Installation & Commissioning
- Plant Relocation
- Mechanical, Electrical & Pipework Engineering
- Design (initial concept to detail design)
- Fluid & Gas Media Services
- Process Control
- Consultancy
- Feasibility Studies
- Process Evaluation
- Modify / Redesign Original Parameters

Workshops/Manufacturing

- Fabrication
- Machining
- Assembly / Fitting
- Weld Reclamation & Cladding
- Shot Blasting & Painting
- Heat Treatment
- Testing
- Electrical, Process Control & Control Panels
- Refurbishment



“

TSP Engineering has demonstrated the highest level of commitment by any supplier as part of the certification process. I'm very impressed with this level of commitment and enthusiasm from the TSP Engineering management and shop floor workers, well done to all.

- Martin George,
Head of Supply Chain Quality for Sellafield Ltd

AWARDS

2016

- UK Manufacturing Champions Award
- Chamber of Commerce: Commitment to People
- CN Group Business Awards: Excellence in Manufacturing
- Shortlisted – NDA Supply Chain Awards: Best Supply Chain Collaboration
- Gold Medal at Work Skills: Weld Finals
- Sellafield Certificate: Commitment to Quality and Technical Standards

2017

- RoSPA Award for Health and Safety
- Chamber of Commerce: Health & Wellbeing
- In Cumbria Business Awards: Manufacturing Business of the Year
- Better Health at Work: Bronze Award
- The Manufacturer Top 100: Hannah Ridley, Project Engineer
- Shortlisted – UK Manufacturing Champions Award

2018

- BECBC: Company of the Year
- RoSPA Gold Award for Health and Safety
- Better Health at Work: Silver Award
- The Manufacturer Top 100: Dean Robinson, Project Buyer
- The Manufacturer Top 20 Exemplar: John Coughlan, CEO

2019

- In Cumbria Business Awards: Best Businessperson of the Year, John Coughlan
- RoSPA Gold Award for Health and Safety
- Finalist – The Manufacturer MX Awards: Achieving Customer Value
- Highly Commended MAKE UK: Engineering Apprentice of the Year: Rising Star, Jade Hughes
- SME NEWS, Energy and Power Awards: Best Nuclear Engineering Company
- Finalist – In Cumbria Business Awards: Best Manufacturing Business
- The Manufacturer Top 20 Exemplar: Georgina Stalker, Project Engineer
- The Manufacturer Top 100: Sam Beattie, Quantity Surveyor
- The Manufacturer Top 100: Ben Carter, Project Manager
- The Manufacturer Top 100: Glen Weightman, Welding Engineer

“

Our vision is to be strategic procurement experts who deliver best in class, total cost reduction solutions, while providing outstanding customer service and process efficiency.

- Martin Burrell,
Supply Chain Manager, TSP Engineering

SERVICES WE REQUIRE

- Scaffolding
- NDT / MPI
- Shrink Fitting
- Machined items (small, medium and large)
 - Fabricated items
- Surface coating (nickel plating, galvanising etc.)

MATERIALS WE BUY IN

- Plate (stainless steel – various grades, carbon steel, aluminium)
 - Tube
 - Bar
 - Fasteners
 - Bearings
 - Shims
 - Oils and greases
 - Specialist paint
- Ad hoc materials of all types as dictated on Client drawing
- Lifting equipment and Load cells (both purchase and rental)

OUR COMMITMENT



We are committed to developing a strong, reliable supply chain including proven SME's and Cumbrian Suppliers



We will select vendors for each client project as laid out and in line with the requirements of the particular project



We will, where all things are equal, give Cumbrian suppliers the status of preferred suppliers



We have made a commitment wherever possible to procure 35% of the contract value of any project from Cumbrian businesses and SME's

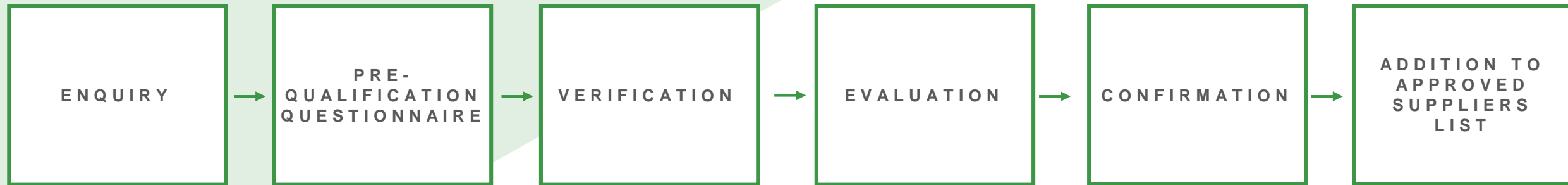
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All our suppliers and sub-contractors, no matter how big, are helped to understand the scope of their supply ensuring they deliver the best service possible to meet our business needs.

- Martin Burrell,
Supply Chain Manager, TSP Engineering

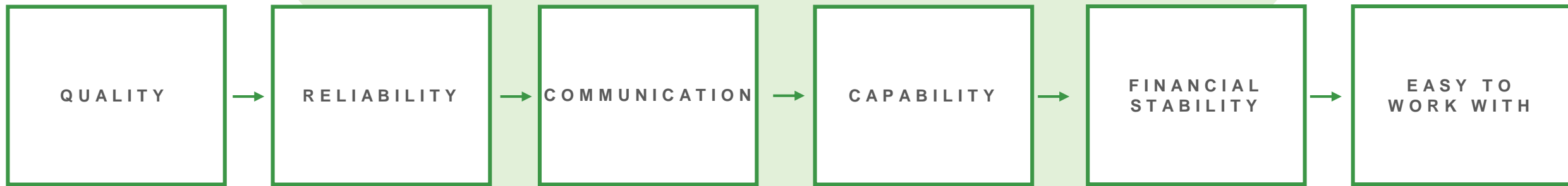
OUR PROCESS

To ensure the highest standards throughout our entire supply chain, each supplier or sub-contractor must complete our pre-qualification process.



SUPPLIER SELECTION CRITERIA

The TSP Engineering supplier selection criteria is shown below:



All suppliers must have at least ISO 9001:2015 and in some instances at least one of the externally listed accreditations below:



SUPPLIER PERFORMANCE

If approved, a critical and key step for our business is the measurement and programmed improvement process for supplier performance. Performance is measured by:



Delivery on time in full performance



Defect note / NCR performance



Stock levels and order cycle



Lead time variability and communication

Ultimate customer service is determined by the interaction of all these factors which affect the process of our business in order to help us meet customer project requirements, milestones and delivery of products to our customers in line with their requirements.

OUR SUPPLY CHAIN IS ESSENTIAL TO OUR SUCCESS

We seek to build constructive, long-term, mutually beneficial relationships with all our suppliers, as well as continuously improving our supply base. We request that the exacting standards we hold are maintained by our suppliers, thereby ensuring we can maintain high standards of quality and compliance for our clients at every stage of the process.



A worker wearing a white hard hat and an orange safety vest is seen from a high-angle perspective, looking down into a large, circular industrial opening. The worker is holding a small object in their hands. The background shows a complex industrial structure with metal beams and cables. The image has a dark, semi-transparent overlay.

WWW.TSP-ENGINEERING.CO.UK

ANY QUESTIONS?

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