Winning contracts from CERN.

24th October 2014

Today's speaker
Alan Crow
Company Profile

• Founded in 1968
• Accredited to ISO 9001-2008, ISO 14001 & OHSAS 18001.

• **Capabilities include**
  • Toolmaking
  • Metal Pressings
  • Sub-assemblies
  • Electroplating
  • CNC Wire Erosion
  • CNC Machining
  • Busbar Manufacture
  • Laser Cutting
  • Employ 100 staff
  • £12 million sales turnover

Company registration 00921793
How to register for tender's.

- Register on STFC Portal www.stfc.ac.uk/tenderopportunities
- Register on CERN supplier database
- Direct contact with CERN
- Tendering received through STFC.
Once in receipt of your first tender.

- Enquires received in the form of a contract which clearly defines project requirements,
- Good level of support from CERN during tendering process,
- Technical meetings with CERN. Improvement ideas and design changes welcome.
• Develop a relationship with project designer.
• Clear quality build instructions,
• Cutting sample's required for first order
• Independent quality inspector required for first contract,
• Regular communication between you and CERN,
• Support and visits from CERN throughout contract.
• CERN require use of their own carriage company, project quoted ex-works.
Once contract is delivered

- HVW present for assembly of parts,
- Build CERN database and contact’s,
Further opportunities since CERN

- Direct sales from STFC Rutherford
- CCFE
- UKAEA
- JET
- Diamond light
- Brookhaven laboratories
- Fermilab
- KEK Japan
Further opportunities

• Members of Magnetic society [www.ukmagsoc.org](http://www.ukmagsoc.org)

• Advertising and tendering opportunities in CERN Courier

• Exhibitions and exhibiting opportunities at CERN

• Exhibitions and exhibiting at STFC

• Technical ‘Meet the buyer’
Our Future with research centers

- On going manufacturing opportunities with CERN,
- Regular scheduled visits to CERN,
- Thriving business with UKAEA.
- The important point to make is to keep working at it.
Finally, thank you very much for taking the time to listen today, it was a real honour for us to be invited to talk.

If you have any questions please do not hesitate to ask, we will be here for a short while and have an exhibition stand also so please feel free to pop by.

Once again thank you for listening.

Please visit our webpage on www.hvwooding.co.uk