

Case Study: Hutchinson Engineering



SUPPORT RECEIVED

Business Transformation
Sharing in Growth Programme

BUSINESS PROFILE

- Liverpool-based manufacturing and fabrication business focused on steel structures
- Manufacture components and equipment for offshore and onshore wind farms, as well as other infrastructure related sectors
- Independent UK manufacturer with more than 150 employees, aiming to further improve their offshore wind services and reduce costs for customers

Impact of the support

Since we started working with Hutchinson Engineering, the company has achieved significant growth:

Achieved 9% cost reductions for offshore wind customers

Employed 23 new staff members

Increased turnover by 10%

Overview

Hutchinson Engineering is a manufacturing and fabrication company, established in 1979. Though its key focus has primarily been in petrochemicals, they now have a strong foothold in the UK wind energy industry, as well as other infrastructure related sectors. Hutchinson are currently the only UK-based manufacturer of onshore wind towers and are a leading supplier of construction equipment and internal platforms for offshore wind farms. Hutchinson specialise in computer aided design, serial manufacture of steel products, welding, plate rolling and surface treatment from their manufacturing facility in Liverpool.

A closer look...

Having already established themselves in the offshore wind sector through the manufacture and supply of wind farm construction components, Hutchinson Engineering sought to enhance their competitive position. They joined the SiG programme in 2021 aiming to overcome cost challenges and become more cost-competitive through a long-term cost reduction strategy.

Offshore Wind Industry Solution

Manufacturing components and equipment for offshore wind farms

Championing the offshore wind supply chain through membership of the Offshore Energy Alliance cluster



Before

Before engaging with the OWGP, Hutchinson was performing reasonably well and had achieved some success in supplying to the offshore wind sector but required business coaching to help them become more efficient, productive and competitive. They identified the need for intensive intervention to help them level up their business and identify suitable opportunities in the market to reduce the cost of their products.

During

Hutchinson's stated aim to reduce costs for developers while increasing manufacturing activity within the UK strongly aligned with OWGP's mission and the needs of the sector. Since being introduced to the Sharing in Growth programme in July 2021, Hutchinson made significant improvements across multiple areas of their business.

Through Sharing in Growth, OWGP has helped Hutchinson to analyse and optimise their supply chain and manufacturing processes and make enduring production efficiency improvements. Through the engagement, Hutchinson was able to build the business case to invest in new technology. Hutchinson has developed a technology roadmap to bring key manufacturing steps in-house.

Hutchinson have also managed to improve productivity through higher levels of staff engagement, a sharpened approach to governance and various employee training programmes. Together with the OWGP, Hutchinson have set an ambitious target to reduce costs to customers by 10% by 2026 and are already on their way to achieving this.

After

Hutchinson continue to work with OWGP and their engagement to date has contributed to significant growth in both their capability and reputation in the offshore wind sector. Improved productivity has led to cost savings of 9%, which have benefited key customers in the offshore wind sector.

Hutchinson's technology roadmap is being put into action, bringing innovative technology into the business, including a new 500,00 PEMA Skytrack robotic welding station.

These advancements will help Hutchinson to improve their long-term capabilities, product offering and competitiveness.



In 2023, Hutchinson also joined the Offshore Energy Alliance cluster to promote offshore wind supply chain opportunities across North Wales and Northwest England, taking on a leading role in championing the sector locally.

The Sharing in Growth (SiG) programme has helped us analyse and optimise our supply chain and manufacturing processes. Through the programme we have developed a technology roadmap aimed at bringing key manufacturing steps in-house. As a result, our turnover has increased by 10%, profitability has improved, and we have been able to offer a wider range of capabilities specific to the needs of the sector. We are hugely positive about the impact the programme has had on our business. We can see tangible improvements and would definitely recommend it to other businesses wanting to solidify their place in the sector.

STEVE ADAMS
CEO
Hutchinson Engineering

