

402.00	7,524.00	0.00	457
1,569.94	0.00	0.00	149
89.70	0.00	0.00	3
-2,452.65	0.00	0.00	-
0.00	0.00	0.00	
-26,497.90	25,958,000	32,113,110.00	
-380.00	172,700	11,718,650.00	
2,217.84	19,300	2,259,400.00	
0.00	1,421,400	33,457,350.00	
-112.82	23,000	4,296,600.00	
1.30	1.10		
75.00	64.75		
125.00	105.00		
24.75	21.75		
200.00	173.00		

Manufacturing Sector

Will today's workforce deliver tomorrow's growth?



CoffinMew
SOLICITORS



Manufacturing Sector

Will today's workforce deliver tomorrow's growth?



Infrastructure challenges

- Infrastructure impacting on ability to attract candidates from a wider geographic reach
- Lack of coordinated plan
- Could businesses work together to solve transport issues?



Culture

- Making manufacturing sexy!
- Sell the future
- Perception change: dirty factory Vs advanced technology
- Traditionally conservative approach
- Parental influence and view of sector



Recruiting and Retaining Talent

- Skills gaps & work ethic
- Succession planning
- Foreign labour and Brexit unknowns
- Continued professional development



Engaging staff to enhance productivity

- Core values
- Reward, nurture and culture
- Striving to "be better"
- 'Super Guru' salary
- Team work – one team approach
- Family days out, employee engagement programmes



Apprentices

- Graduates expectations Vs apprentice attitudes
- Rise of University Technical Colleges (UTC)
- Education ongoing within business
- Apprentices' need for pastoral support



Margins

- Pricing pressure and impact on ability to reward staff
- Recruitment costs
- Automation through volume Vs low batch production but high value
- Rise in on-shoring to address quality and intellectual property issues

"Coffin Mew LLP's commercial team has the necessary clout and work together as a team."

Legal 500, 2014

"The firm is very good at what it does. If you want anything done in a hurry, the lawyers pull out the stops every time."

Chambers and Partners, 2015

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