



## Client – F3 Sheetmetal, Leicester



F3, a leading specialist metal manufacturer of world class products for both business and consumer market sectors have been able to expand with direct support from Cowden Consulting coupled with Manufacturing Advisory Service (MAS).

### Objectives

Following a business analysis and the development of the business's strategic plan for the future, the company identified a set of clear strategic goals for the company to work towards over the next three years, which include:-

- Secure existing key customers.
- Develop new channels to market
- Expand the width of its product base

### Outcomes

- Improved operations as an advanced manufacturing company.
- Developed new products and improved existing products to exploit new market opportunities.
- Introduced new GREEN technology to reduce costs and improve productivity.
- Improved communication with customers, including regular briefings.
- Opened new channels to market as a world class manufacturer.

***"It's a very exciting time for us at the moment, we have developed new capabilities and products and want to be able to take them to market, and Richard has helped identify the best routes for us to take."*** comments Duane Fowler MD of F3.

The company, now has been able to secure key clients in the advanced technology and educational sectors all operating internationally, is now in a position to expand and develop its portfolio and client base further.

*"The potential for us to grow is greatly enhanced by having expert assistance from Richard and the support of MAS which has enabled us to undertake this major development programme."* Says Duane Fowler.



*"F3 are a great company, they are making world class metal products in a number of specialist fields, their product range and diversity are simply exceptional and working with companies like them is such a great pleasure."* Comments Richard Gourlay.