

IES builds on growth for more success in specialised engineering services

As its turnover, expertise and technical capability grows for another year, UK-based IES carefully balances growth with sustainable future development in specialist engineering services as well as existing operating fields such as national and international factory relocation and export packing.

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As IES builds on its factory and equipment relocation capabilities with other specialised equipment services, the UK-based company has enjoyed growth of 17 per cent in turnover and 14 per cent in non-subcontract employees since 2010. As Bristol-based IES celebrates 20 years in specialised engineering services, this growth accompanies a maturing business with a refreshing openness about the secrets of its achievements. Such candour speaks volumes about the company's confidence, strength and technical capability. And with success (but never complacency) come useful pointers for other growth-hungry businesses...

For IES, 2010–11 saw more project work, more [factory relocation](#) and more customers seeking total solutions that draw on the company's range of services – and its massive accumulated expertise and technical capability. As the business enters a third decade, its capabilities range from single machine relocations to CE marking, hi-tech machinery movement, export packing and engineering programme management. Underpinning the growth is an unwavering commitment to seek and develop new capabilities that complement its core skills. This isn't growth from a low base either, as IES's annual turnover now exceeds £6m. Nor is it haphazard. Instead, it's carefully staged for the sustained future growth that will be vital for continued success over the next 20 years.

Success secrets in factory relocation and related services

IES customers are as diverse as a worm-farm supplier and multinational semiconductor wafer manufacturers. While the economy's current malaise undoubtedly helps, years of accumulated expertise and technical capability mean IES is positioned to succeed in good times or bad. When times are hard, companies streamline, resize and outsource more. But with a buoyant economy, demand for outsourced engineering staff, [machinery movement](#) and facility relocations increases for different reasons.

'The professionalism of IES'

With its proven mix of expertise, hard work and the right people in the right places, IES is more than just an 'ambulance chaser' in hard times. Indeed, its various engineering services make a life or death difference for customers. IES is undoubtedly doing lots right, as reflected in customer comments such as one from Grahame Brookes at Qioptiq who said, 'Great job well done, I knew I could rely on the professionalism of IES'.

A maturing business focused on sustainable growth

Describing the last year, IES Managing Director, Niels Morch says: 'Although the business has grown, we like to think of it as more of a maturing as we master and deploy fresh approaches to equipment relocations. And new skills in pursuit of sustainable growth in specialised engineering services. We've always worked hard and listened carefully to customers' expectations before consistently meeting and exceeding them.

'An important lesson for any growing business is that we're very good at learning from one industry (such as semiconductors, where we've always done factory relocation), then transferring that expertise to another (such as pharmaceuticals). We integrate with customers' philosophies, help them save money and invest in the long-term relationship. Many businesses claim to do this but we achieve it, as reflected in our long working partnerships with multinational organisations in semiconductors, pharmaceuticals, aerospace and other industries. And of course, high quality service and competitive pricing helps.'

Supporting factory relocation customers and the economy

Continued growth at IES has been good for the local economy in various ways, including demand for materials the company uses and creation of more jobs at its Bristol site. Since 2010, IES has added five full-time employees, bringing its team (excluding subcontractors) to 40. Ashley Payne, one of the newest recruits, brings extensive experience in machinery movement, as well as in crane hire and logistics.

As well as opportunities with an undoubted leader in its field, if there's one thing all IES employees are guaranteed, it's variety. The comments of long-time IES engineer Dave Kilvington say it all: 'IES works in all sorts of interesting industries and I'm kept very busy. No job is the same; working for IES and its customers is very varied.'

A great time to join [IES in Bristol](#)

For the latest recruits, it's a great time to join IES. Niels Morch again: 'We're outperforming the sector due to our flexibility, technical capabilities and high quality people. And we're bucking the general economic trend too.' Asked to elaborate, he explains: 'I guess not being reliant on any specific industry is important – and a valuable lesson to other businesses, regardless of their operating area. We've also taught ourselves to excel at learning and re-

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The Engineering & Logistics Specialist

“ IES celebrates 20 years in specialised engineering services... which speaks volumes about the company's confidence, strength and technical capability ”

applying knowledge and technical expertise in areas as diverse as business relocation, export packing and inventory management. And, uniquely in our field, we work with original equipment manufacturers (OEMs) and end-users.'

Into the future

From equipment installations to import-export intricacies, the next year's outlook continues positive, with further staged growth through existing services and more carefully selected value added services. The emphasis will continue to be on managed growth that's sustainable in the future. It will be growth based on robust systems and carefully designed infrastructure – but never with the luxury of resting on laurels.

Niels Morch has the final word: 'Creativity and resourcefulness gives us flexibility to deliver professional solutions for customers' needs. Add our continued infrastructure development and we believe we have the right mix for sustainable growth in factory relocation, engineering resource support or any of our current or future specialised engineering services'

[RESOURCE BOX]

IES

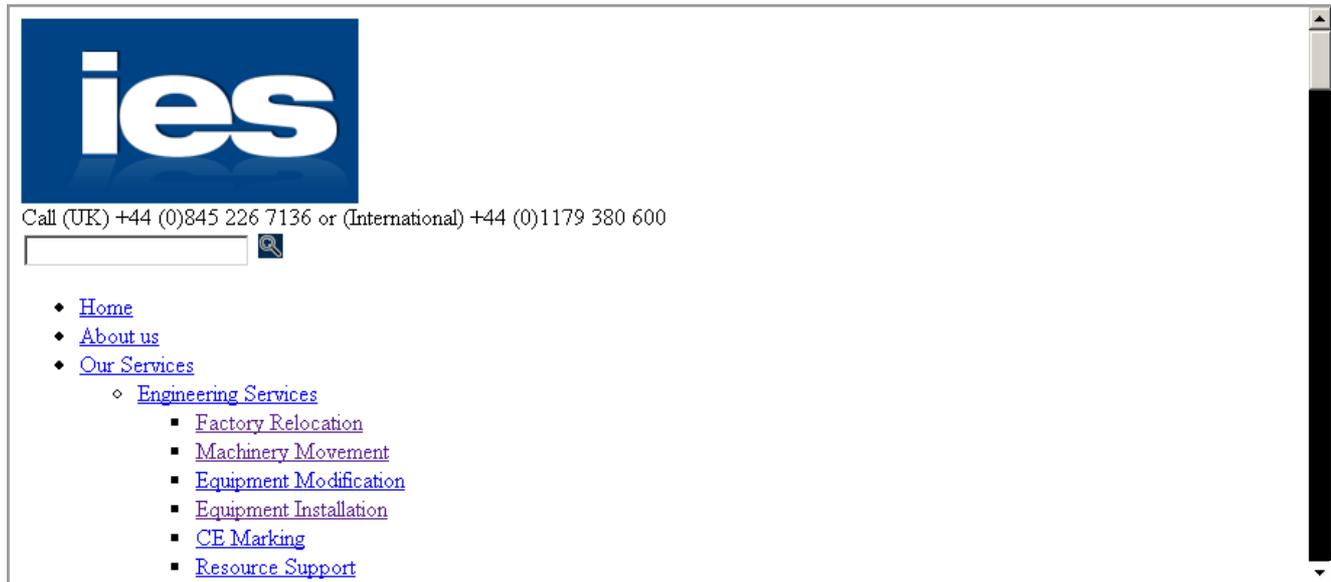
Since 1991, IES has developed special expertise and acclaimed technical expertise in factory relocation, machinery movement and other specialised engineering services for the semiconductor industry and other technology industries. Other IES specialist engineering services include these:

- Hi-tech machinery movement
- Machine installation
- Equipment installation and modification
- Export packing and case making
- Road freight and logistics services
- Customs clearance
- Business relocation services
- Engineering programme management
- Industrial storage
- Engineering resource support

These integrated services make IES the perfect one-stop partner for organisations in many different industries. From sending precision machinery across town, to moving a complete semiconductor fabrication plant around the world, IES has everything covered so its customers save time and money and enjoy priceless peace of mind.

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The screenshot shows the IES website homepage. At the top left is the IES logo, consisting of the lowercase letters 'ies' in white on a blue square background. Below the logo, the contact information is displayed: 'Call (UK) +44 (0)845 226 7136 or (International) +44 (0)1179 380 600'. There is a search bar with a magnifying glass icon. A navigation menu is visible on the left side, listing: Home, About us, Our Services, Engineering Services, Factory Relocation, Machinery Movement, Equipment Modification, Equipment Installation, CE Marking, and Resource Support.

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