The logo consists of the text "IMfT" in a white serif font, centered within a black rounded rectangle. This rectangle is itself centered within a larger green rounded rectangle that has a white border.

IMfT Metalforming Awareness May Day Seminar

Introduction and Welcome

Steve Walkinshaw – Chairman BCFG/IMfT 2002 – 2003

Peter Standring – Technical Secretary

IMfT

IMfT

1951



2003

The Journey to Today

In January 2003 the BCFG ceased to exist.

British



Global

Cold Forging



All Metalforming

Industrial Metalforming Technologies changes this

Area of interest



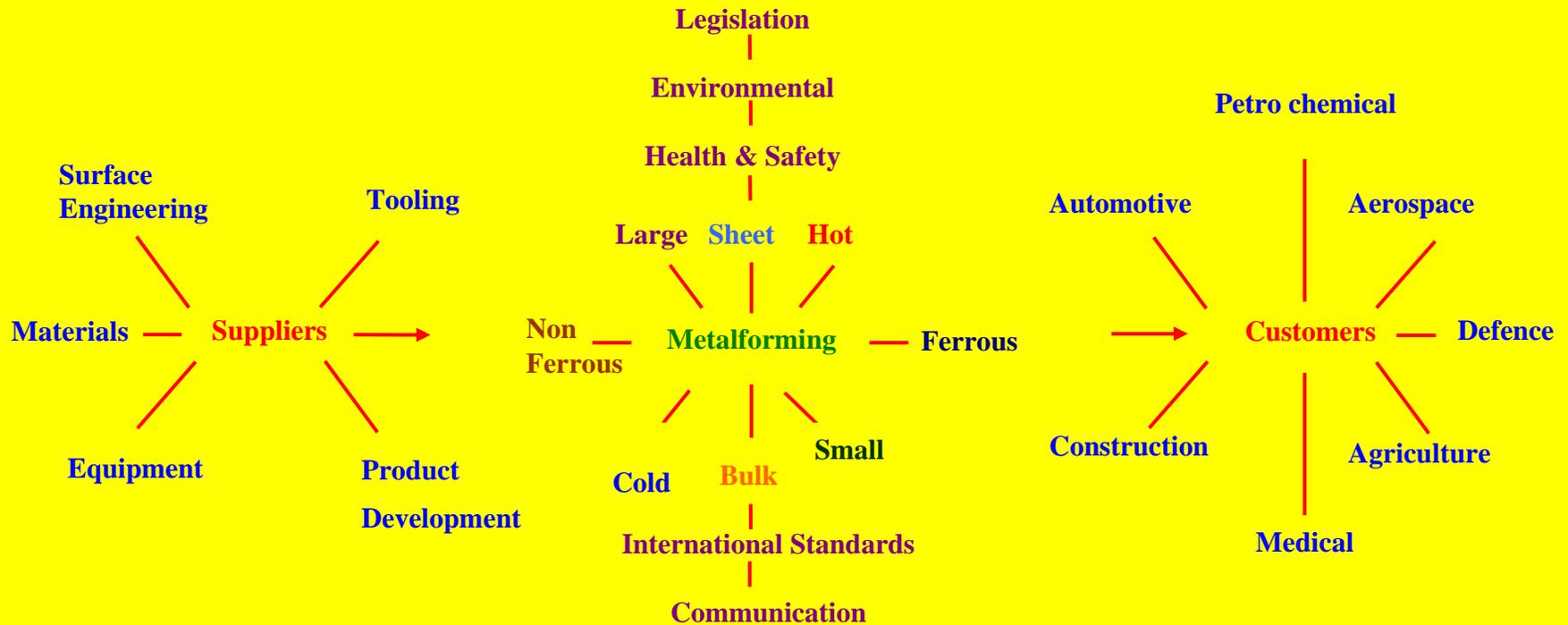
Technology

Timescale



short, medium and long term

THE IMfT METALFORMING PARTNERSHIP



OBJECTIVES

- **To promote all metalforming technologies and their supply base**
- **To provide a global web based service for:**
 - **enquiries**
 - **library facilities**
 - **contacts with other national/international bodies**
- **To support the development and use of innovative metalforming solutions**

SUCCESSFUL METALFORMING IS A PARTNERSHIP OF EQUALS

- EQUAL SKILL

- EQUAL KNOWLEDGE

- EQUAL RESPONSIBILITY

THROUGHOUT THE SUPPLY CHAIN

Where did it start?

- **The BCFG was born out of post WWII need**
 - **German production material yield ~ 97%**
 - **UK production material yield ~ 37%**
- **NEL investigation**
- **1951 – Anglo German collaboration on cold forging**
 - **BCFG formed**
- **1961 – OECD grant to promote cold forging**
- **1967 – formation of ICFG**

How did it operate?

- 1951 – 1988**
 - **BCFG was a gentleman's club**
 - **membership by personal invitation**
 - **never more than 10 persons**

- 1988 –**
 - **open membership**
 - > 50 workshops**
 - **4 international conferences**
 - **3 national conferences**
 - **major metalforming library facilities**

Backdrop to Activities

- 1950 – 2003** – **Manufacturing Environment UK, Europe World**
- **1960's** **Asset stripping in the UK**
- **1972** **UK joins EC**
 - **import tax on European cars abolished**
 - **Japanese vehicle imports/transplants**

1970's/80's

- **Japanese domination of world consumer markets**
- **US/Soviet Union arms race**
- **Japanese transplants global**
- **Concept of 'local content'**
- **Japanese driven improvements across global supply chains**

- Late 1980's**
- **Soviet Union Bankrupt**
 - **Europe changed**
 - **Tokyo royal palace worth more than California**

- Early 1990's** – **Cold war ended**
- **Soviet Union military budget cut from \$220 bn
→ \$26 bn**
 - **US economy reflatd (long hours/low wages)**
 - **Massive German financial losses in former
Soviet Union and huge spending on East
Germany**

Mid 1990's

- **Convergence of Euro economies to launch Euro**
- **Huge growth in Asian 'Tiger' economies (following Japanese route map)**
- **India abandons command economy**
- **collapse of Japanese home markets at ~70 yen to \$**
- **Rationalisation of supply chains (Ford 30 000 to 3 000 by 2000)**
- **China adopts capitalist principles and seek membership of WTO**

- End 1990's**
- collapse of Far East economies**
 - flood of new low cost suppliers hit Western markets**
 - Dot com bubble investment insanity**

2000's

- **massive expansion into telecoms**
- **China joins WTO**
(G. W. Bush ignores it)
- **lean, keen and mean**
(move to low cost country)

Today

- borrowings at all time high
- inflation very low
- investment in property very high
- investment in manufacturing very low
- sales in high street stores virtually continuous
- prices of goods in stores falling (low cost imports)
- costs of social benefits increasing
- cost of employment increasing
- cost of goods at factory gates falling

Inescapable Conclusion

To be successful:

1. **Lend money – let others take the risk**
2. **Build sheds for rent – get others to pay and reinvest to avoid tax**
3. **Import low cost goods from overseas and sell with high markup – from street markets to high street chains**

What to avoid

- **Do not employ labour unless it is for one of the above (and overseas)**
- **Do not retail in the high street unless it is with 3 above**
- **Do not manufacture what can be obtained from 3 above**

Cannot win? – then change the game

If they have no choice customers will pay or go without

The Swiss have no transplants no home market no low cost options

Success can be achieved by invention and/or innovation but will require:

- time**
- effort**
- thought**

All of which cost money and are in short supply

The goal of IMfT is to help those who require metalformed products obtain the often short lived but essential difference in what they do relative to the competition and benefit from it