



Business Improvement Techniques and Engineering Apprenticeship **CASE STUDY**

**Cambs Compressors Engineering Ltd**

## Efficiency Improvements & Cost Savings through Teamwork

### Training Impact

37% increase in  
engineers  
efficiency - £Ks  
saved per year.

*Cambs Compressors* is one of the premier suppliers of compressor installations, products and services in the UK. Founded in 1992 by Mark Fryer, the company still adheres to its original vision of providing outstanding customer service. The company is proud of its low turnover of staff and that teams are encouraged to continually develop themselves and improve their performance and this has resulted in a highly experienced and qualified core of staff in both management and engineering. The company recently moved to new premises in Chatteris Cambridgeshire which are more in-tune with its current needs offering their clients a comprehensive trade counter, workshop, and a waste disposal system that the Environment Agency considers to be an example of best practice in hazardous waste disposal.

The first step was to train a cross-section of company staff in the underpinning knowledge of Business Improvement Techniques.

Practical exercises were undertaken to scope out potential projects for improvement.

Engineer's efficiency was selected and the team studied the process in detail, brainstorming improvements, testing new ideas and looking for ways to improve. Waiting times and transport wastes were reduced, improvement in workplace organisation improved efficiency of operation and getting the right parts for the job first time also produced significant improvements.

Revised procedures were designed, tested, documented and put in place with charts displaying the improvements achieved.

Overall an improvement of 37% in engineers' efficiency was achieved with associated cost savings of several thousands of pounds per year.

At the end of the project the team presented their results to management and were each awarded a level 2 NVQ in Business Improvement Techniques, a fine reward for their hard work.

Management were so impressed with the learning experience that they immediately moved to engage an apprentice engineer to confirm their partnership with the College and to further reinforce their company's success through their own staff.

*"The team working under the leadership of staff from Cambridge Regional College produced significant improvements in the efficiency of our engineers using Business Improvement Techniques NVQ as the delivery vehicle.*

*This project has been an excellent experience both for those directly involved and those benefitting by saving us £Ks through the identification and removal of unnecessary costs*

*Apprentices tend to be eager, motivated, flexible and loyal to the company that invest in them. An apprentice is with you because they want to be – they have made an active choice to learn on the job and a commitment to a specific career – we did not hesitate to invest"*

**Mark Fryer**  
Managing Director