**SHOWCASING OUR MANUFACTURERS’s SUSTAINABILITY ACHIEVEMENTS

A short guide for writing your CASE STUDY**

**Purpose:** This is a simple guide for Make UK members to tell their story about any measures their business may have undertaken to improve sustainability, highlighting the benefits and future plans for further improvement.
We don’t want to be too prescriptive but we do need a minimum information to make it meaningful and credible. So if there is anything that you think is relevant and that does not fit in the boxes, please do add it where you see fit. Don’t refrain from telling us about your achievements!

We may get back to you to obtain further clarification if needed and to ensure our understanding is correct.See the example on the next page (again this is not prescriptive).

1. Company name:
Your name and professional title:
2. Brief description of your company, e.g. what you make/do, including
	* sector, size (small, medium or large and staff number), turn-over, no. of sites (single/multiple), UK group/multinational, position in supply chain (e.g. OEM/1st/2nd/3rd or lower tier)
	* are you part of a cluster/hub/port and in what region (North East/North West, East/West Midlands, East of England, London, South East/South West etc…)
3. What you wanted to achieve including:
	* Where you are coming from (e.g. did you have a Net Zero target/have a sustainability programme or ‘just’ wanted to be more sustainable or reduce waste or cut costs or other reasons… )
	* What new technologies(including digital)/services you used/provided using which new skills

1. What you achieved, e.g. Green House Gas (GHG)/CO2 (eq) emission reduction, energy consumption reduction, and how much cost saving and new jobs (or use of new apprentices) has this resulted in:
- at production/service level (process/business improvement)
- in your supply chain (at customer level)
SEE EXAMPLE BELOW in black text.
2. What does the future look like from the net zero point of view

Are you participating in any net zero or sustainability initiative(s) (which one(s))

Promoting your story

Please answer the following questions:

* Are you happy for us to use your story to showcase you in various events or to illustrate what could be done to enhance policy? (if not it will feature only on Make UK’s website) Yes/No
* Do you wish the company name to be mentioned publicly? Yes/No
* Do you wish your name to appear publicly (your title will be mentioned)? Yes/No
* Would you like to participate in COP26 specifically? Yes/No
* Do you wish to feature on a video showcasing our manufacturers prefaced by Nigel Topping, the UK High Level Climate Action Champion for UN climate talks, COP26? Yes/No

Example:

At production level (own process/facility improvement):
Company A offers various energy recovery solutions whereby the heat energy produced by compressing air can be recovered and reused in other manufacturing processes. A large number of industries can benefit from energy recovery, and can use up to 94% of the thermal energy as low-grade heat, e.g. to heat process water or even to direct it into the heating or hot water systems of the facility itself, thus very significantly improving the factory’s energy efficiency.

At customer level:
There are numerous examples of how beneficial energy recovery technology can be from both financial and sustainability perspectives. One of these is a manufacturer of textiles for the automotive industry. The company achieved average energy cost savings of £37,000 a year and reduced annual CO2 emissions by 260,000 tonnes by adopting Company’s A energy recovery technology. Based on the compressor running for 8,424 hours per year, the combination of the compressor and energy recovery unit is recovering more than 1.4 million KWh of energy a year.

Working side-by-side with their customers Company A has developed other tools and solutions for smart and energy efficient factories, for example the Internet of Things (IoT) enabled data monitoring system, which gives remote insights into the compressed air installation. Trained and certified engineers use these insights to help to predict maintenance needs, optimising the factory’s energy performance, and securing production uptime. Also, the central controller not only selects the most efficient mix of compressors but is also Industry 4.0 enabled, thereby optimising energy performance. Another major technological product innovation, is the compressor with integrated Variable Speed Drive (VSD+), which enables  energy savings of up to 50%   (compared to a conventional fixed speed model), saving a significant amount of energy. In 2019 Company A’s VSD machines under 100kW, installed in the UK, saved industry 18,000,000 kWh.

The XYZ oil-free centrifugal machine/tool underwent some innovative enhancements aimed at maximising it energy consumption. As a result, the number of units sold of this tool type on average, per year, avoids 26,500 metric tonnes of CO2 every year (which corresponds to 5626 passengers cars driven for one year), compared to previous models (this is a worldwide figure).