



# PROUD TO SUPPORT MAKERS, CREATORS AND INNOVATORS

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Jeremy Austin, Managing Director, AM Defence & Marine

## AM DEFENCE & MARINE

Having built the business on making safety compliance simpler, AM Defence & Marine work with organisations all around the world.

Jeremy Austin, Managing Director, explained, “Our business was established by my grandfather and his brother in 1937 to provide the lifting equipment tests and inspections demanded by the new Factories Act and, in many ways, we still do the same today.”

It is for this reason that membership of Make UK made perfect sense for the business. “Throughout our journey, we’ve found new ways to help our customers comply with complex and changing legislation,” Jeremy continued, “and our Make UK membership supports us in doing this”.

With a focus on innovative products for a changing market, AM Defence & Marine developed their Lifting Equipment Management System (LEMS) to help clients track the inspections status of their lifting gear. LEMS is now the leading system of its kind, and used on 80% of the world’s cruise liners, reaching the world from the South of England.

## A STEADY SHIP IN STORMY SEAS

As a business that depends on the ability to send shipping engineers all over the world, the UK's impending departure from the European Union has the potential to negatively impact AM Defence & Marine's working practices. Jeremy outlined the challenge the business faces. "Our engineers are regularly flying out to join ships and super-yachts in many places, including Europe, and free and ready access is very important to us."

Membership of Make UK helps support AM Defence & Marine as it navigates its way towards Brexit. Having an influential voice representing manufacturers' interest to government ensures a close link to policy makers is maintained.

"Knowing that Make UK holds regular dialogue with government, interpreting policy for the industry, is a great bonus. Although government puts out advice, it is often imprecise. Make UK's interpretation, especially at such a high-level, allows for some clarity around what is being done."



Jeremy Austin, Managing Director, AM Defence & Marine

## ENSURING COMPLIANCE

Whilst Brexit has the capacity to occupy a great deal of thinking, it is Health and Safety that is central to AM Defence & Marine's business and it is Health and Safety that first drew them to Make UK and membership.

The business works across several industries and Jeremy describes how Make UK's Health and Safety offering compliments their work. "Our business is centrally about safety and, although we employ a Health and Safety Manager, it is necessary for us to regularly sanity check what we are doing."

"Importantly, we work in a way that lightens the audit and compliance burden for others – with fully-trained engineers, easy-to-use management systems, and detailed documentation at every stage, so it is reassuring for us to have a reputable organisation to turn to when it comes to ensuring that our compliance is up-to-date."

## CONNECTING WITH YOUNG PEOPLE

As the business develops it is the recruitment of engineering staff into the business that Jeremy sees as one of his biggest challenges. Recognising the good work being done by Make UK with their training hubs, he is convinced that there are talented young people that would thrive in the business – well who wouldn't want to work onboard a super yacht?

"I think the industry could still do more to connect with young people," he said, "despite a great deal of effort and progress being made to promote manufacturing careers it's just still not happening in the South of England." Although there is still work to be done, Make UK is ideally positioned to assist with tackling these skills issues.

At Make UK we've been providing our members with the influence, insight and connections to help them grow for more than 120 years.

Join us and be part of the community.

[makeuk.org/join](https://makeuk.org/join)