



Fit For Nuclear Q&A: The Water Hydraulics Co Ltd

Rob Moulds, general manager for The Water Hydraulics Co Ltd, explains how the firm has developed its strategy for nuclear with help from F4N.

Could you introduce your company?

The Water Hydraulics Co Ltd was founded in 2001 in Hull, East Yorkshire. We specialise in the design, development and manufacture of water hydraulic solutions.

The company supplies and manufactures a full range of innovative pumps, motors, valves, cylinders and systems that operate on tap water without any other fluid additives. Operating in similar pressure ranges to conventional hydraulics, water systems can offer greater efficiencies reducing operating costs and minimising component size.

Why did you enter the F4N programme?

We have worked with the nuclear industry since 2007, mainly supplying systems and products for decommissioning projects. There has been no real strategy until embarking on the F4N programme.

Water hydraulic products are ideal for the nuclear industry, as water is unaffected by radiation. The products may well be perfect for the nuclear industry, but if we don't tell anyone, who will know? The programme has helped us develop more focused sales and marketing strategies.

What areas did the assessment identify for development?

The main area for me was a detailed and documented business strategy, identifying a clear vision, mission and values. This information was held in the team's heads but not documented.

Business risk was another area that needed a well-defined and documented process. If I'm honest, there were no real surprises, we were honest at the start and knew how much work needed to be done to get to where we are today

How did you close the gaps in these areas?

From starting the programme nearly two years ago, we have introduced so many new initiatives. The big one for myself was been selected for the Goldman Sachs 10,000 small businesses programme – this allowed me to develop all the tools required to put the firm building blocks in place that we have now.

The programme also helped us to further understand how important the whole team is in the future growth and development of the business. Investing in lean six sigma training through late 2016 has seen several major benefits and improvements across the company already.

“The F4N programme has helped us develop more focused sales and marketing strategies.”



What benefits have you seen from F4N?

It's still too early to say, but at least now the company is seen to be at the operational level expected to supply into the nuclear industry. It should start to open doors that would have previously been shut for a small company like ourselves.

I would hope that F4N will potentially give us some opportunities in the naval marine sector. This sector has always been a target – however, it is extremely difficult to get into.

Where do you see the opportunities for your company in nuclear?

We see the main area for water hydraulic systems in decommissioning. The company will be exhibiting at two exhibitions this year, with a view to contacting key people at Tier 2 & 3 contractors.

How do you see your business in the nuclear sector in five years' time?

We firmly believe that we can become class leading in the supply of water hydraulic systems and products to the nuclear industry. With our engineering experience, highly trained and skilled workforce, together with recent investments in R&D

and modernisation, we are well placed to grow in all core markets with quality products and service.

www.waterhydraulics.co.uk

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Fit For Nuclear (F4N) helps UK manufacturers get ready to bid for work in the civil nuclear supply chain.

F4N
Fit For Nuclear

F4N is exclusively delivered by the Nuclear AMRC, and has been extensively developed and expanded to meet industry demand. The service lets UK manufacturers measure their operations against the standards required to supply the nuclear industry, and take the necessary steps to close any gaps.

Hundreds of companies have completed the online F4N assessment, with most receiving ongoing support and development from the F4N team of nuclear specialists and experienced industrial advisors.

Begin your F4N journey: namrc.co.uk/services/f4n



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