



Funded by
UK Government

Accelerator Case Study



MW Polymer Products



Sector: Manufacturing

Size: Small

Location: Erewash

Turnover: £975,000

About the business

MW Polymer Products Ltd (MW Polymers) was established 48 years ago by current chairman, Mike Wild. Based in Little Eaton, Derby the business took its current form and name in December 1992 and is a leading manufacturer of adhesives, sealants and industrial coatings for the utility sector. It provides innovative pipeline remediation technology especially to the gas sector (including all gas distribution networks). There are 15 employees who work from its 13,000 sq. ft facility, where all products are made.

Challenges Faced

The fluctuating economy and inflation have been the primary challenges for MW Polymers. These factors have driven up production costs and the price of essential services required to operate. In addition, the year-on-year increase in wages, rising energy costs and war in the Ukraine have upped the cost of oil or oil-based products, which have also contributed to the cost of production.

Solution- Support Given

MW Polymers is being supported by the Derbyshire Accelerator project, funded by the UK Government through the UK Shared Prosperity Fund, and delivered by East Midlands Chamber.

It has taken advantage of several support areas:

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- Last year the business secured funding from Made Smarter East Midlands which provided expert advice to support its digital transformation through road mapping and automation to improved operational efficiency and boost productivity.
- More recently MW Polymers has been working with Chamber Business Adviser, Richard Smallwood. Richard has introduced the business to the Export Accelerator project which supports businesses to enter and explore new international markets. They are looking for funding to upskill staff and give them an advanced understanding of international trade and custom procedures to facilitate operations. The MW Polymers team are also talking to the Chamber's International team to explore potential funding to engage in new markets and increase international reach through attendance at overseas events through the Export Accelerator project.
- The business is a member of the Chamber's East Midlands Manufacturing Network (EMMN). The Network has opened doors through information and advice from fellow manufacturers in the area and network partners to support operations and discuss similar difficulties.
- In addition, through Richard's 1-to-1 adviser support and mentoring MW Polymers has applied for and been successfully awarded Erewash Borough Council's Grant for Research and Development this year for the design of a new water repair clamp.

Impact – The Difference it's Made

It's early days but the business anticipates the benefit of improved understanding and capacity around international trade procedures, new marketing entry and presence from the Export Accelerator support.

The Council grant will push its core project into development, reducing costs significantly and ensuring the product to market timeline is undisturbed by external factors.

A word from the business:

"M.W. Polymers is enormously proud to be a recipient of the Erewash Borough Council Research & Development Grant.

We appreciate the support provided by the government to support SMEs in the region. We also applaud the dissemination efforts of the Chamber to its members and the entire region and encourage them to continue championing efforts to boost industry growth.

We thank all external stakeholders both private and public for their continuous support and contributions."

Mike Wild, CEO

Accelerator has provided:

- 1-to-1 Business Advice
- Export Accelerator
- Workshops
- East Midlands Manufacturing Network
- Additional Support: Erewash Borough Council Research & Development Grant

Impact to business:

- Upskilling workforce
- Cost and time savings
- New product development
- Increased efficiency
- Potential new markets