



B.B. Price Limited

Mental health accommodation service in the Black Country

Turnover: £11m
Employee's: 104
Trading Since: 1930

Client

B.B. Price Limited is a steelwork and manufacturing company based in Halesowen and Cradley Heath. After being established by Joseph Price (Great Grandfather of current directors) in 1875, production began in the trade of nail making out of a simple forge built in an outhouse of the family home.

During the 1940s, trade diversified as contracts for war work were awarded to the company, tasking them to produce barbed wire entanglements and tent pegs, alongside their normal trade. After the war, the company focused on specialising in the manufacture of steelwork fixtures and fittings to the electrical transmission and rail industries.

Exceptional customer service and high quality and reliable products have provided the foundations for strong customer relationships lasting for many decades.

Project

B.B. Price Limited recognised the need for additional space to facilitate future growth, the company acquired a 49,000 square foot warehouse in Cradley Heath in 2018. The new site will house a number of automated machines which the company expected to provide added value to their customers, all while reducing production time.

The company wanted to combat the issue of an aging-workforce by employing an apprentice. Operating in an industry with an impending skills shortage, combined with the implementation of

the apprenticeship levy in 2017, this prompted the company to invest in the future of their workforce.

Solution

BCGH explained the funding available for apprenticeships and then organised a tour of the Elite Centre for Manufacturing Skills (ECMS) National Foundry Training Centre. As well as a visit to see the training facilities at Dudley College, which seemed to be a better fit for the company.

Part of the company's growth plans included investment into new machinery, so BCGH introduced B.B. Price Limited to various providers. This resulted in the company being awarded a part-matched £25k grant due to the carbon saving benefits of the new equipment.

Conclusion

B.B. Price Limited came to the Black Country Growth Hub for a fairly routine recommendation on the apprenticeship qualifications that are happening in the Black Country. After an initial meeting and explanation of other services that are offered through the BCGH and University of Wolverhampton Business Solutions Centre, they have seen numerous advantages.

Including looking at their business from different angles, taking on advice from specialists in different areas and the award of a grant.