



THATCHERS

EST. 1904

WHAT CIDER'S SUPPOSED TO TASTE LIKE

Thatchers Cider; A globally distributed cider maker based in Sandford, North Somerset. The family owned company started producing cider in 1904 and they use several varieties of apples to make their different brands. They also process other fruit to make perry.

"After an extensive assessment process, we have developed an excellent open working relationship, based on honesty, integrity of approach and an extensive industry knowledge which is daily adding value to the outcome. adi Mechanical is clearly aware of its site safety responsibilities as well as the need to hit budgets, be innovative and to save costs."

adi Mechanical provides:

- Mechanical Services: Pipework for air, steam, hot, cold and chilled water
- Fabrication: Sheet metal work, frames and platforms
- Welding Capability: Mild and stainless steel, aluminium and copper. Coded welding capabilities
- Machinery Installation: Capital process plant, boiler, chiller and compressor installation, "Lift and Shift"
- Pipework: Process pipework installations, maintenance and repair of pipework
- Materials Handling: Specialist conveyors, design, manufacture and installation
- Maintenance: Plant room equipment, production machinery and pipework

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The Opportunity

Thatchers Cider is a growing business and aims to increase and upgrade its production capacity at its main manufacturing site in Sandford by 200% by 2017.

It needed a partner of choice with extensive knowledge of developing manufacturing processes to help them deliver their ambitious £8M five year investment programme. That's why adi Mechanical was appointed.

The Solution

It was decided to install a new 36 vessel tank farm and this will be completed by adi Mechanical in late 2016, as well as utilising its core skills to design and develop a CIP (Clean In Place) cleaning system, which is crucial for ensuring that Thatchers Cider fulfils the requirements of its licence to operate.

This is a very specialist skill, which is a particular niche for adi Mechanical, who also have the required accreditations and safety knowledge. Utilising a single point of contact approach, adi Mechanical brought together a multi-skilled team from within adi's Group of Companies, involving adi Electrical; adi Project Management and adi Automation, to self-deliver all the electrical design and installation, mechanical design, manufacture and installation, along with the control valve system software, including panel design and build.

The Benefits

- Trusted partnership approach to deliver value added solutions.
- adi Mechanical, through its long term infrastructure process development work, has become Thatchers Cider's partner of choice for production and infrastructure upgrades.
- Over the next two years, the annual contract value will nearly quadruple from just over £1M in 2015 to circa £5M in 2017
- The number of permanent adi Group employees on site varies from 15 to 25 depending on the phase of the installation work, allowing versatility of both skill sets and overall resource
- The relationship and processes established are becoming a benchmark for adi Mechanical's approach