



**IES**  
A MULTI-DISCIPLINARY  
ENGINEERING INSTITUTION

## **MAKING MACHINES MATTERS: learning what you don't know!**



### **Dick Philbrick**

Britain has to make and export stuff. Successful manufacturing of machines requires brilliant design and a mastery of the widest skills, from fitting to finance to foreign languages.

Dick will first examine the lessons from the silent death of the world's biggest mobile crane maker. The UK based company failed despite excellent engineering and a range of great products. After the salutary experience with the crane builder and prior to that in shipbuilding, farm machinery and electronics companies, he founded Clansman Dynamics with two other engineers in 1994. He will describe events which produced difficult technical and commercial surprises.

All employees became owners in 2009, in order to try and bottle the extraordinary spirit of a start-up. 60 employees now proudly design, build and export machines from East Kilbride to 50 countries. Dick is determined to show that reversing the decline in manufacturing is not only essential but possible.

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register  
[In-person](#) or  
[Online](#)

**6.30pm Tuesday 20th  
Sept 2022  
Hybrid event**

*Please forward to your colleagues*



Room TL423  
Learning and Teaching Building  
North Portland St  
Glasgow, G1 1XN

**CPD Certificates available**

