



# GAMBICA

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# MANIFESTO

A call for a collaborative partnership between government and industry, delivering a long-term industrial strategy that fosters business growth

GAMBICA is the specialist association for UK companies shaping the future of industrial and laboratory technologies. We represent the industrial automation, process instrumentation & control, laboratory technology, test and measurement and university sectors. Our members' work drives productivity and scientific advances, it offers the best opportunities for an advancement in our nation's prospects.

# OUR CALL TO THE NEXT GOVERNMENT

Long-term economic and political stability to create the best climate for business investment and growth.

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A collaborative partnership between government and industry to deliver an evidence-based policy and regulatory environment that supports our goals.

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An industrial strategy, developed by business and government together that:

- is truly cross-department and co-ordinated by an overall authority
  - has a long-term vision that can be carried forward across future governments
  - addresses current barriers and future opportunities across the policy themes outlined in this document
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A Net Zero policy that drives industry and consumers towards best-practice technology and systems to reach ambitious targets.

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“This manifesto is designed to inform the incoming government. It highlights our industry’s top priorities so our sectors can achieve their full potential.”

*Steve Brambley,*  
GAMBICA Chief Executive



We present these priority outcomes to the government, GAMBICA asks them to take positive action to solve these important issues.

## SKILLS & JOBS

- **Increase** uptake in STEM pathways throughout education in partnership with industry.
- **Reform** the apprenticeship levy to increase engagement and employee upskilling.

## REGULATION

- **Commit** to continued cross-department alignment of UK and EU technical / product regulation, guided by collaborative consultation.
- **Improve** enforcement of product compliance through enhanced market surveillance.

## TRADE

- **Enhance** support for UK exporters to seize growth opportunities and engage in international exhibitions and missions.
- **Reduce** burden and cost for UK companies importing materials, components and products.

## SUSTAINABILITY

- **Promote** Net Zero as a positive goal for business and society, resulting in a reduction of costs, energy demand and pollution while improving competitiveness and growth.
- **Implement** policies that drive business investment in energy efficient technology.

The following areas must be addressed urgently by the incoming government to ensure our sectors function at full capacity.



# SKILLS & JOBS

Our industry relies on the technical skills of engineers, scientists and technicians. A change of government policy is needed to address the significant challenge of filling vacancies with trained and experienced people.



## Apprenticeships



**Reform the apprenticeship levy to allow greater flexibility for all and improve access for SME businesses**

Industry engagement with the apprenticeship system could be vastly improved by removing barriers to entry, simplifying the process and allowing a greater flexibility in using the levy to fund key training and development activities.

## Education



**Positive promotion of STEM pathways from primary through secondary education, leading to career progression in manufacturing and industrial routes**

It is essential to have a pipeline of future engineers, scientists and technology experts to meet future skills demand. The process needs to start from early years education and continue through all levels. The curriculum and choices need to reflect the needs of future employment and encourage greater gender equality.



## Upskilling



**Support the upskilling of our workforce, with a focus on new employees and employees who are changing job roles**

To address the current skills gap and long-term vacancy challenge, employers need support to provide training and development. Government should facilitate access to training funds to help existing employees take on new roles and new employee candidates meet the job requirements.

## Labour Mobility



**Remove barriers to employing people from outside of the UK in hard-to-fill vacancies and greater flexibility of migration of staff within an international business**

Long-term vacancies and lack of UK based candidates with necessary experience, training and skills could eventually be addressed by increasing the pipeline through education and apprenticeship routes. In the short term, employing skilled and experienced experts from outside of the UK will enable businesses to meet current demand and ensure long-term prospects.



# REGULATION

Our products, systems and processes are highly technical and so are the regulations that define their conformity and use. Our customers and supply chains are global, so a commitment to regulatory alignment across multiple regions is necessary to drive efficient trade and innovation.



## Regulatory Alignment



**Commit to continued alignment of UK and EU technical / product regulation, unless consultation provides evidence to the contrary**

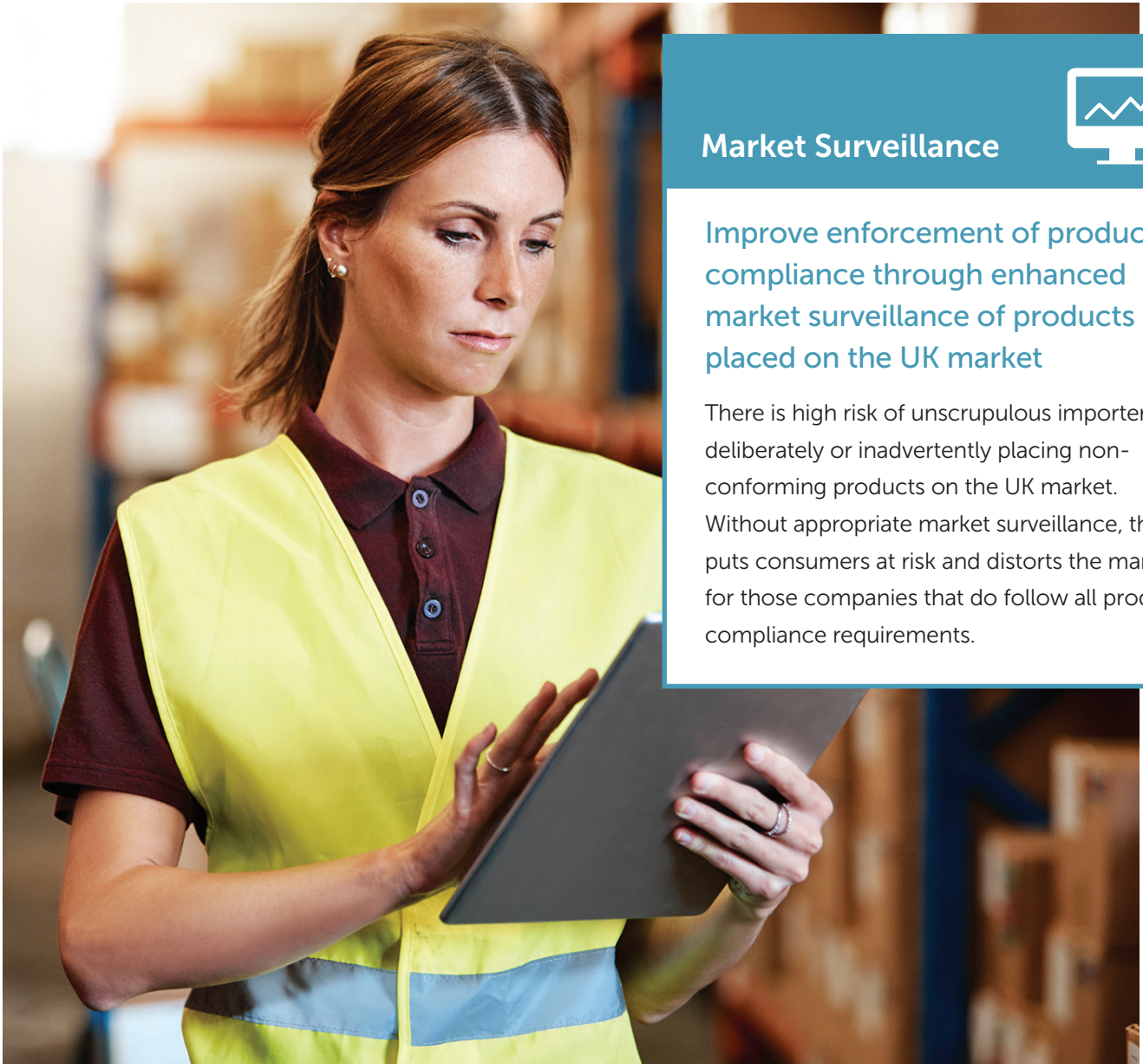
Regulatory divergence adds significant cost for companies in delays, additional resource requirements and complexity. This undermines the competitiveness of UK businesses and must be urgently addressed.

## Regulatory Consultation



**Develop a government / industry partnership to provide collaborative consultation on the potential impact of UK and EU regulatory changes**

Government must consult regularly and with enough notice, to ensure that proposed regulatory changes are evidence based and fully consider forecasts of the impacts on industry.



## Market Surveillance



### Improve enforcement of product compliance through enhanced market surveillance of products placed on the UK market

There is high risk of unscrupulous importers deliberately or inadvertently placing non-conforming products on the UK market. Without appropriate market surveillance, this puts consumers at risk and distorts the market for those companies that do follow all product compliance requirements.

## UKCA/CE Marking



### Ensure cross-department alignment on product compliance and marking requirements

Non-alignment is a result of different government departments publishing different requirements for the regulations within their scope. Many products are covered by multiple regulations across several departments which can generate inefficiency and conflicting requirements.

## Mutual Recognition Agreement



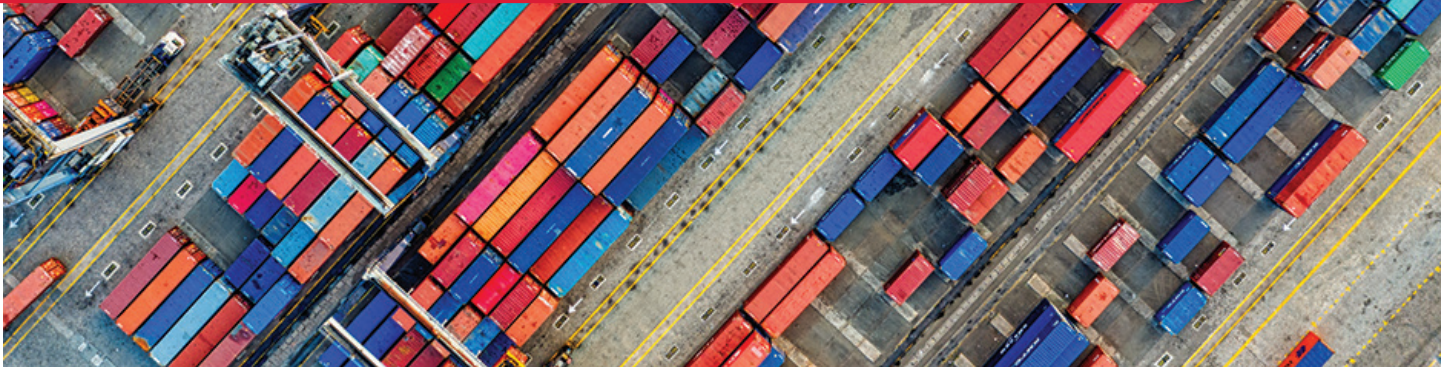
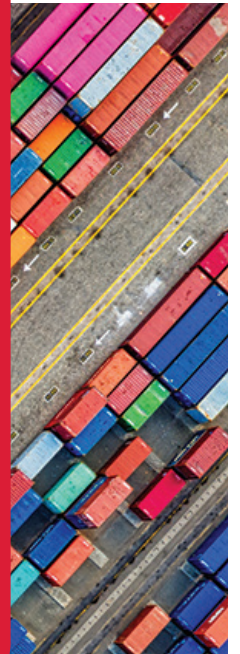
### Negotiate a Mutual Recognition Agreement (MRA) between the UK and EU for conformity assessment

An MRA would allow UK companies to source third-party testing for CE marking in the UK rather than in the EU, keeping this competence in the UK as an important service to UK industry.



# TRADE

The UK is at the centre of a global supply chain for technical products and systems, so importing and exporting are both highly important themes for our industry. We think it is vital that we recommend a body with similar status and powers to the Office for Budget Responsibility should replace the current Board of Trade.



## Export Support



### Enhanced support for UK exporters to identify opportunities for growth in export markets

Growth in international markets is a key objective, but the SMEs that make up the majority of companies require enhanced support to begin the process and make it durable. Our members require financial support and help to understand new markets and access trade missions. The level of government support should be comparable with the top exporting countries. Distributing government grants and funding via trade associations creates an efficient system of funding.

## Importing Goods



### Reduce burden and cost for UK companies to import materials, components and products

Customs processes and duties can be expensive and add delays to import and export, a focus on renegotiation of the TCA with the EU could improve the competitiveness of UK industry.





## Trade Exhibitions



**Restore the support for UK exporters to participate in international exhibitions and trade missions**

Previous support schemes worked well encouraging participation from SMEs and new exporters. Removing them has lowered participation and reduced UK presence in a global market.

## Export Licensing



**Invest in appropriate resources to eliminate the delays in UK export licensing decision process**

Delays in Export Control Joint Unit (ECJU) decisions have significantly increased from weeks to months, resulting in lost business, reputation and contracts. This needs to be urgently addressed to allow UK exporters to remain competitive in a global market.

# SUSTAINABILITY

Technology is a key part of the solution for sustainability, net zero and energy efficiency. Our industry sees the opportunity to be part of the solution as a positive driver of change in collaboration with government.



## Net Zero



**Promote Net Zero as a positive goal for business and society – reducing costs, energy demand and pollution while improving competitiveness and job growth opportunities**

Net Zero for business is a positive outcome which can significantly reduce energy costs and waste, driving business growth and jobs. Policies that accelerate engagement and adoption will help meet sustainability targets and increase competitiveness. Targets and policies need to be strong commitments so that industry can be confident they will remain in place.

## Energy Efficiency



**Support business investment in energy efficient technology that reduces energy consumed and lowers lifetime cost of equipment**

Buying decisions are currently often based only on initial purchase cost. Intervention is needed to encourage purchase decisions on lifetime cost of energy, which lowers the cost of ownership and brings significant improvements in running costs. Support for R&D to develop more efficient products and systems would accelerate this benefit further.





# COLLABORATION

Industry views collaboration as an essential tool for innovation and growth, both within the UK and at European and global levels. The government's industrial strategy should embrace this approach.

## Made Smarter



Rapidly expand to a fully UK national scheme, scaled up from the regional pilots – expand from productivity to wider benefits of technology adoption in sustainability, energy efficiency, safety and ergonomics

The pilot was very successful in helping businesses become more competitive through use of automation and advanced manufacturing systems. This urgently needs to be scaled up to a national level to achieve the scheme's full potential.

## Horizon Europe



Commit to long-term UK participation in the EU Horizon programme and future research schemes

Collaborative research results in sharing of expertise, resource, equipment and data for the optimum results. UK participation is a benefit to UK business, researchers, universities and employers.

# ABOUT GAMBICA

GAMBICA is the UK Trade Association for Instrumentation, Control, Automation and Laboratory Technology.

Our insight and influence help our members to be more competitive by increasing their knowledge and impact. Together we remove barriers and maximise the market potential in our industry.

- We form a community of members and stakeholders
- We influence policy, standards and regulation
- We publish unique market reports and forecasts
- We promote our industry and the benefits of technology

GAMBICA members are active in the industrial automation, process instrumentation & control, test & measurement, laboratory technology and university sectors.

# GAMBICA



Our members form a community of **1200** people across over **240** organisations

GAMBICA sectors represent a market of



of member sales are exported globally

We have over **80** experts nominated to standards committees



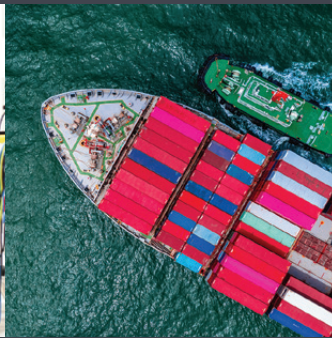
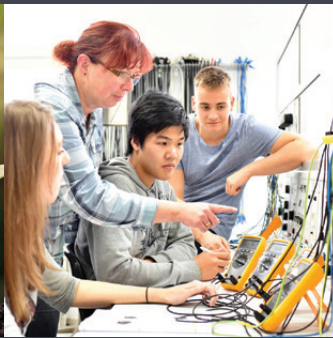
GAMBICA members represent over **75%** of our industry sectors

Visit [www.gambica.org.uk](http://www.gambica.org.uk) to find out more.



# GAMBICA MEMBERS

ABB Ltd  
ABTECH Ltd  
Adam Equipment Co Ltd  
Agilent Technologies UK Ltd  
AJ Cope & Son Ltd  
Alpha Laboratories Ltd  
Analox Instruments Ltd  
Analox Sensor Technology  
Anton Paar Ltd  
Appleton Woods Ltd  
Applied Photophysics Ltd  
Applied Thermal Control Limited  
Astell Scientific Ltd  
Astles Control Systems  
Asynt Ltd  
ATB Group UK Ltd  
Atik Camera Ltd  
Atom Scientific Limited  
Avidity Science Limited  
AZoNetwork UK Ltd  
B & R Industrial Automation Ltd  
Beckhoff Automation Ltd  
BEKA Associates  
Binary Vision  
Biochrom Ltd  
Biomedical Data Solutions Limited  
Bio-Techne Ltd  
Bosch Rexroth  
Buchi UK Limited  
BWB Technologies Limited  
Calibre Scientific  
Camlab Ltd  
Canterbury Christ Church University  
Carbolite Gero Ltd  
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Centurion Scientific Ltd  
Chamois Metrology Limited  
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Cherwell Laboratories Ltd  
Clinisys Solutions Limited  
Control Techniques Ltd  
COPA DATA  
Cranfield University  
Danfoss Drives (UK) Ltd  
Delta Mobrey Ltd  
Dyson Technology Limited  
Ecolab Ltd  
Eldon Electric Limited  
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Element Materials Technology  
Elemental Microanalysis Ltd  
Elementar UK  
ELGA LabWater  
Ellutia Limited  
Emerson Electric  
Endecotts Ltd  
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ENVEA UK Ltd  
Eppendorf UK Limited  
ESTS (GB) Ltd  
Expo Technologies Ltd  
Festo Limited  
Finder plc  
Fluke UK Ltd  
GC Biotech UK Ltd  
GE Energy Power Conversion  
Gilson Scientific Ltd  
GMC-I PROSyS Limited  
Goodfellow Cambridge Ltd  
Grant Instruments Ltd  
Graticules Optics  
Haier Biomedical UK Limited  
Hawksley & Sons Ltd  
Horiba UK Ltd  
HTZ Ltd  
Huber UK Temperature Control Ltd  
Hycor UK Ltd  
Icenta Controls Limited  
IKA England Ltd  
IMI Precision Engineering  
InControl Systems Limited  
Innomotics Motors & Large Drives Ltd  
Instron  
Instrotech Ltd  
International Labmate Ltd  
International Scientific Supplies Limited  
IS-Instruments Ltd  
Johnson Test Papers  
JSB UK and Ireland Ltd  
Jumo UK Limited  
KEB (UK) Ltd  
Krohne Ltd  
Lab Innovations (Easyfairs)  
Labcold Ltd  
Lambda Advanced Technology Limited  
Lancaster University  
Lenze Ltd  
Liebherr-Great Britain Ltd  
LTE Scientific Ltd  
Main Systems Ltd  
Manchester Metropolitan University  
Markes International Ltd  
Martindale Electric  
Medical Wire and Equipment Co  
Megger Instruments Limited  
Merrrow Scientific Ltd  
Metrix Electronics Ltd  
Middlesex University  
Mitsubishi Electric Europe B.V.  
MolGen UK Ltd  
Monmouth Scientific Ltd  
Motortronics UK Ltd  
Motovario Ltd  
MPB Industries East Peckham Flowmeters  
My Green Lab  
NBS Biologicals/BIO Basic UK  
Nickel-Electro Ltd  
Nidec Control Techniques Ltd  
NORD Gear Limited  
Ocado Group Plc  
OEM-Automatic Limited  
Ohaus Europe Ltd  
Omron Electronics Ltd  
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Parker Hannifin Manufacturing Ltd  
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Scientific Laboratory Supplies Ltd  
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Sentek Ltd  
Servomex Group Ltd  
Sherwood Scientific Ltd  
Shimadzu (UK)  
Siemens plc  
SMC Pneumatics (UK) Ltd  
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Spectronic Camspec Ltd  
Sphere Fluidics Limited  
Stable Micro Systems Ltd  
Starlab (UK) Ltd  
Starna Scientific Ltd  
Steris Solutions Limited  
Surechem Products Ltd  
Synbiosis  
Syngene  
Synoptics Ltd  
Total Clean Air Limited  
Trajan Scientific Europe Ltd  
UK Weighing Federation  
Uniform Engineering  
University of Salford  
University of Sheffield  
University of Surrey  
Veolia Water Purification Systems Ltd  
Viavi Solutions - Wireless  
WAGO Ltd  
Waters (UK) Ltd  
WEG Electric Motors (UK) Limited  
Weidmuller Ltd  
Wieland Electric Ltd  
Wittenstein Limited  
Woodley Equipment Company Ltd  
Yokogawa United Kingdom Ltd



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