

Case study:
Enterprise Renewal
Business Grant

Region
Wrexham

Sector
Service

Project value
£9,888

GATEWEN TRAINING

Collaboration has been the key to success for a training company's mission to create a local workforce fit for the future.

Businesses don't always exist solely to make a profit for themselves. They can also make a big difference to the entire local economy, especially if they work in partnership with others.

Gatewen Training is operating seven days a week to plug a national shortage of about 100,000 LGV and HGV drivers. In particular they're gearing up North Wales to take advantage of a future Holyhead freeport – and establish the region as a major logistics hub.

But their aim of training hundreds of new drivers was being hampered by the lack of a dedicated reverse area for part 3a of the practical driving test. Working with the MOD they identified a suitable site at Hightown Barracks in Wrexham.

An Enterprise Renewal grant paid for fencing and the accurate line painting needed to allow candidates to "drop and catch" their trailers, manoeuvre round cones and perform dogleg reverses. It means Gatewen is no longer dependent on the official test centre at Llay.

"There's a national shortage of examiners," says director Julian Hughes. "By creating our own reverse area we've been able to train our instructors to do this part of the test in-house. It shows that we can all achieve more by working collaboratively. It's an amazing example of real joined-up thinking where partners are working towards a common goal."

The rest of the grant was spent on creating a new office at the company's 7,500-square feet head office at Llay fully equipped with laptops and tablets – allowing instructors to deliver training session electronically and work remotely if necessary.

It also funded a striking new trailer livery providing invaluable free advertising as Gatewen's trainees negotiate the roads of North Wales.

"The new facility at Hightown and the other improvements have allowed us to increase our capacity substantially, employ four new members of staff and treble our turnover in the last 12 months," says Julian. "We might have made the investment ourselves but it would have taken us a lot longer.

"We all need to work together to create a local workforce that's fit for purpose. The help and support provided to small businesses in Wales by organisations like Cadwyn Clwyd is a game changer."

