

March 2011

A FEW THOUGHTS FROM STEVE DENMEAD - MD OF KEYFORD

After a busy 2010, here we are in the first quarter of a New Year. What will the next 12 months bring for manufacturing in the UK? It appears at the moment that most local engineering companies are seeing a slight increase in business. Hopefully this will be a continuing trend over the coming months.

It appears that for once its British Manufacturing that is keeping the country afloat. Let's just hope that the banks support this industry in the way it should be supported. Something I think we all agree has not happened for quite some time. I also hear that at last the government is finally investing in apprenticeships. This too has been pushed to one side for far too long, and as we all know has led to a shortfall in skilled people. Apprentices are the future of manufacturing, so let's hope for once the present government are true to their word.

As for Keyford, it will very shortly be 4 years since Andy and I completed the management buy out of the company. Doesn't time fly when you're having fun? On a serious note we would like to thank all our customers for their support over this transitional period, and hope that it will continue for many years.

As a company we are looking to promote and expand our profile within an ever demanding and competitive sector of manufacturing. Our main goal this year is to achieve an SC21 bronze award. Achieving this award on an internationally recognized programme such as SC21 is something we feel will give Keyford further prominence in the industry, and lay the foundation for further improvements and achievements long into the future.

Once again, I would like to thank everybody for their continuing support.

Steve Denmead
Managing Director

KEYFORD PRESENTED WITH SUPPLIER APPRECIATION AWARD

One of Keyford's main customers Hydro Systems KG, a major international player in the worldwide Ground Support Equipment industry, has awarded Keyford with a Supplier Appreciation Award for the outstanding commitment shown by Keyford and its employees whilst working on the XWB Rolls-Royce Engine Programme in 2010.



Of the many suppliers working on the XWB Engine Programme for Hydro, Keyford were one of the very few companies within the supply chain to be presented with this award and was commended highly for the support it had consistently shown.

During the project, Keyford employees worked additional hours and pushed that extra mile to ensure that tight deadlines were met. Despite ever reducing lead-times, the tools reached the production and test lines correct and in time, preventing delays and helping the whole supply chain reach their goals.

Hydro Systems KG are a German company with international locations worldwide, supplying GSE to major airlines and engine manufacturers throughout the world.

CHANGING TIMES FOR THE E & E DEPARTMENT

As many of you will know, Keyford's previous MD and former owner Alan Pettengale, has been a key figure in the Electrical & Electronics (E & E) side of Keyford's business since its inception. This continued after the ownership of Keyford changed in 2007, with Alan continuing to act as the main point of contact for E & E enquiries. However, it was always planned for him to eventually step back and retire fully, handing over quotation and buying duties to Richard Cornish, our long serving E & E head of department.

This plan came to fruition in the autumn of 2010, when Richard formally took over quoting duties for all new E & E enquiries. Company Director Andy McPherson has been overseeing this transitional period to ensure that our service to customers remains as high as always.



Richard Cornish, Head of E & E

Richard brings 20 years of experience to his new role, gained from 'hands on' manufacture, process planning and management of the department.

Finally, everyone here would just like to thank Alan for his service and support over the many years he has been involved at Keyford. I'm sure any of you who have had the benefit of his support over the years will join us in this and also wish him a long and happy retirement.

KEYFORD CONTINUE WITH PROGRAMME OF INVESTMENT

After the significant investment in 2009 to improve inspection capabilities and expand machining capacity, Keyford have once again pushed forward throughout 2010 and on into 2011 with investment in several areas.

The first of these investments came in the guise in the complete purchase of all equipment and the customer base of a local cylindrical grinding company. The company's owner had been looking to retire for some time and Keyford approached him with an offer to take on the existing contracts and purchase all equipment. This offer was accepted and all work was transferred to Keyford in July 2010.

This move has increased cylindrical grinding capacity at Keyford and given greater control over all cylindrical grinding work, much of which was previously sub-contracted out of the company.

The second major investment of 2010 came in the shape a brand new XYZ LPM Machining System, purchased in October.

The LPM is new concept in CNC technology, designed to fulfil a gap in the marketplace. At its core is a 3 axis fully automated machining centre but this is just one facet that makes it such a key investment for Keyford. The programming interface is the same familiar Prototrak system already tried and trusted at Keyford, and ideally suited from the 1 off and lower quantity



batches that has historically been the mainstay of our work. The LPM takes that adaptability and adds the high speed fully automated advantages of a machining centre, providing improved efficiencies on existing workloads, and adding extra capabilities for higher volume work. In addition to these attributes the machine also has an innovative work holding and location system that further reduces downtime and increases efficiency. For 2011 we are already planning to add a 4th axis when it becomes available, and the purchase of a second LPM in the near future.

COMMITMENT TO TRAINING CONTINUES WITH ADDITION OF A THIRD APPRENTICE

Keyford has always put a premium on training young people, and we support the traditional apprenticeship route to a career in engineering. In November 2010 we recruited our latest apprentice Shannon Lucus.



Shannon not only had an excellent report from Norton Radstock college, but also won young engineer of the year there in 2010. With these achievements behind her, we had no hesitation in offering her an opportunity with us at Keyford, and she has made an encouraging and industrious start to her time with us.