



SUBCON 2004 Stand E67 Hone-All Precision - from start to perfect finish



Hone-All Precision Ltd provides a complete 'one stop shop' service for machined components destined for the oil and gas industry

One reason for Hone-All Precision's participation in SUBCON 2004 is that the Dunstable-based sub-contractor is widely recognised for its honing, deep hole drilling and boring expertise but is less well known for being the single source provider that it is. It is this single source capability that managing director Colin Rodney and co-director Andrea Rodney are keen to emphasise at the Show, and in particular the project management capability that underpins Hone-All Precision's acknowledged machining expertise.

The past two to three years have seen significant changes in terms of machining capacity as well as in the way the ISO 9001-2000 accredited company services its customers. Although the number of people involved remains virtually unchanged, more than £0.5 million has been invested in new equipment and the infrastructure of the business. Additions to the shopfloor inventory include a large Boehringer deep hole borer and a three-metre between-centres capacity Colchester Combi manual/CNC lathe while, on the management side, the company has implemented lean manufacturing and 5S business practices, and has recently put in place a new order acknowledgement system. This quotes a firm delivery date with the proviso that the customer can request a change should his circumstances alter.

"By handling orders more efficiently and making more effective use of our machining capacity, we have actually increased the scope for urgent work," says Andrea Rodney. "We are able to track the progress of any order, provide an up-to-the minute report if required, and ensure the delivery date is met. However, should

there be an unexpected difficulty, we make a point of keeping the customer informed and explaining what is being done to overcome the problem. Our high percentage of repeat business indicates that this approach is appreciated by our customers, many of whom have been with Hone-All Precision since the business began."

A second reason for Hone-All Precision's presence at SUBCON 2004 is that it offers what Colin Rodney describes as "an ideal opportunity to welcome existing customers and to introduce our business to people who have yet to put names to faces". Both directors will be on Stand E67 for the duration of the Show, with Colin providing technical advice, particularly on the best way to tackle difficult-to-machine materials, and Andrea highlighting the company's complete service to its customers. A selection of intricate components will be on display, indicative of Hone-All Precision's ability to source material and provide full traceability throughout what can be a complex manufacturing process.

However, it is the friendly, flexible and approachable attitude of this family-owned business that visitors to Hone-All Precision's stand will remember. And a warm welcome will continue to be extended after SUBCON 2004 to visitors to the Dunstable facility. "Our door is always open for people to see the standards to which we operate. There is no obligation and no appointment is necessary," says Andrea Rodney. "We are very proud of what our 25-strong team here at Dunstable has achieved, and we are looking forward to further strengthening existing customer relationships and to establishing new ones."



Hone-All Precision Limited
Cherrycourt Way
Leighton Buzzard
Bedfordshire LU7 4UH

Telephone 0845 5555 111

Fax 0845 5555 222

E.mail sales@hone-all.co.uk

www.hone-all.co.uk