



HoneAll
Hone-All Precision Limited

Hone-All Precision contribution for Production Engineering Solutions



Although the number of people involved has remained virtually unchanged, more than £500,000 has been invested in pursuit of Hone-All Precision's goal of becoming a complete manufacturing and materials management specialist. Production equipment includes a large Boehringer deep hole borer and a 3 m between-centres capacity Colchester Combi manual/CNC lathe, and a new on-site inspection facility is equipped with a Quantum CNC co-ordinate measuring machine.

Recognising that its extended machining capability can make for a more complicated manufacturing process, the Dunstable-based ISO 9001:2000 accredited sub-contractor has also developed its own computer-based order processing system. This provides customers with relevant and timely information relating to delivery of completed components. On receipt of an order the software generates an acknowledgement by fax or e-mail, together with a delivery date. This response includes the proviso that customers can request a change to that date should their circumstances alter.

"Everything revolves around a single invoice," says Andrea Rodney, "and we make it as simple as possible for customers by giving them one person to deal with and access to up-to-the-minute progress reports. By handling orders more efficiently and making more effective use of our machining capability, we have actually increased the scope for urgent work while saving our customers time and money. 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."

Managing director Colin Rodney is confident the company's customer base can continue to grow, and with this in mind Ted Barchard, a qualified engineer and a respected figure in the world of deep hole drilling, has taken on the new role of sales manager. He will focus attention on Hone-All Precision's successful transition from niche drilling and honing shop to respected single source provider, as well as pointing out that this friendly, flexible and approachable family-owned company is also a thoroughly professional and reliable business partner.

Holes have become a part rather than the whole of the story at Hone-All Precision, since this 25-employee deep hole drilling/boring and honing specialist set about becoming a single source supplier of high quality, fully machined components. "We provide a complete service from material procurement through to inspection and delivery of the finished part," says Andrea Rodney, director, "and our machining expertise extends to turning, milling, grinding and EDM drilling."



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