



Award confirms Hone-All's single source status



Visitors to the Hone-All Precision stand at Subcon 2004 were invited to see for themselves the manufacturing expertise on offer from this single source provider of fully machined, high quality components.

Winning the 'Best sub-contractor – machining' category made Subcon 2004 especially memorable for Hone-All Precision's Colin and Andrea Rodney.

With two orders taken at Subcon 2004 progressing through the machine shop within days of the exhibition closing its doors, Hone-All Precision reckons the cost of participating has already been recouped. Add to that the promise of two further orders worth around £5000 per month and one can see why this family-owned business describes the four-day show as "doing exactly what it said on the tin".

The intention is to highlight Hone-All Precision's transition to a single source provider of fully machined, high quality components. So, numerous examples of the ISO 9001-2000 accredited company's capability, which extends from raw material supply through to delivery of the fully inspected component, were displayed on the stand. This, coupled with the active involvement during the exhibition of managing director Colin Rodney and co-director Andrea Rodney, paid dividends for the Dunstable-based sub-contractor.

"We met a lot of people at Subcon 2004," says Andrea Rodney, "including some existing customers who had not fully appreciated the extent of the changes that have taken place within Hone-All Precision

and some potential customers who are taking up our invitation to see for themselves exactly what we can do."

Although impressed by the "excellent networking between exhibitors and the constant flow of visitors between the various stands", Andrea Rodney admits to being disappointed by the exhibition's detachment from the neighbouring MACH 2004 exhibition. "Subcon 2004 definitely worked for us and I believe it will have a lasting impact on our business, but visitor numbers were adversely affected by the physical distance between the two shows and the resulting lack of cross-over traffic." However, one cross over with MACH 2004 that really paid off was the company's involvement in the jointly organised industry awards presentation evening, where Hone-All Precision was declared the winner of the 'Best sub-contractor – machining' category. This reflects the time, effort and investment that has been put into transforming a niche drilling and honing job shop into a company that provides its growing customer base with a complete manufacturing service.



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