



Customer focus

For a select group of customers KMF takes its fully integrated bespoke metal work to a new level.

KMF has extended its strategic investment programme to meet the specific demands of two large customers that KMF describes as 'advanced products'. For one this consists of chassis manufacture (for mass spectrometers); for another the supply of seat structures for business and first class cabins on commercial aircraft operated by major carriers.

'We have been acutely aware for some time that although the majority of products can be easily accommodated within our 80,000 sq ft manufacturing facility, some more demanding products have necessitated their own dedicated resources,' says Keith Nicholl, KMF's Business Improvement Manager. 'This was previously achieved by creating

customer focused product cells located within the main work flows.'

However, the ongoing development of the partnerships with these two key customers brought challenges that set them apart from the more conventional precision sheet metalwork that KMF produces. For example, the Mass Spectrometer chassis required specialised CNC piercing (using a Trumpf PL6000 combined laser profiler and CNC punch) to achieve complicated product nests outside of normal punch tooling capability. The blank components had to be prepared with a scratch-free surface finish that meant investment in new surface treatment equipment.

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