

# Double appointment

**KMF's commitment to investing in people as well as technology has been further enhanced with the appointment of two new business development managers.**

Trevor Leadbeater will put his experience of the electrical/wiring harness/construction industries with companies such as 3M, Rists and Sibelco UK to good use in identifying new opportunities across the UK for KMF's core business of metal fabrication and electronic integration. His main role, however, will be to focus efforts to support the growth of KMF's business through developing closer working relationships with customers.

"I am looking forward to being part of the team at KMF as I truly believe that we can provide a unique service proposition to our customers by working closely with them to develop dedicated solutions that meet their requirements," he remarked.

Radim Vaculin's role will focus on Central Europe from where KMF claims it is winning an increasing amount of business, with emphasis on the industrial, electronics and aerospace sectors. Based in the Czech Republic, he will be targeting new business and developing existing accounts. Mr Vaculin has extensive experience in the



**Radim Vaculin**

sheetmetal sector, moving from the shopfloor to a role in sales management.

"I think it is necessary to be open with customers, making everything you do for them as transparent as possible in order to build good relationships, which is also the way in which KMF deals with its customers on a daily basis," he commented. "There is a huge amount of business to be won from countries such as the Czech Republic, Slovakia, Romania and Germany for a company with capabilities like KMF, especially with the current exchange rate between the Pound against the Euro. This, combined with KMF's emphasis on manufacturing technology, and its ability to add value to components through integration and logistics will be of great interest."

These appointments by KMF



**Trevor Leadbeater**

will be supported by further expansion and upgrading of its manufacturing facilities in Newcastle under Lyme. "We are seeing an increasing demand for partnerships with customers, particularly involving integration of electronics into sheetmetal assemblies, with the aerospace, medical and point of sale/kiosk markets leading the way," added Terry Kimberlin, KMF's UK sales manager. "With the appointment of Trevor and Radim we will see demand for this type of work increase so we are already well advanced in making the changes to our manufacturing facility to cope with the expected growth in business."

 **KMF**  
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