



Finance for precise plans

Precision sheetmetal manufacturer KMF has invested over £800,000 in new machinery with the support of Lloyds TSB Commercial Finance.

The engineering business is now aiming to increase turnover by £10 million over the next four years and has seen an increased demand for its products from the aerospace sector after recently being accredited to the AS 9100 standard.

The Newcastle-under-Lyme, North Staffordshire based firm owns 110,000ft² of manufacturing

facilities with a further 10,000ft² dedicated to the manufacturing of aerospace components. Originally established in 1971, it employs 350 staff and turns over £30 million a year.

KMF supplies precision metalwork, components and assemblies to the aerospace, retail, electrical distribution, medical and defence sectors to make products including aircraft seating, coffee machines and telecoms equipment.

To move into new markets, the manufacturer has invested in the latest available Trumpf 7000

punch laser machine to support future growth which was funded through a hire purchase facility.

The company has also acquired a second machine, a fully automated Trumpf 5000, which will reduce overhead costs while increasing production output. KMF now has seven fully automated CNC punching and laser machines providing flexibility, capacity and precise products for clients.

The firm opened an in-house training centre in 2009 which has seven fully trained internal assessors who

◀ **L-R, Gordon Ferguson (Lloyds TSB Commercial Finance managing director), Gareth Higgins (KMF) and Keith Moore (Lloyds TSB Commercial Finance regional manager)**

teach apprentices important engineering skills. There are currently 20 apprentices with six more joining the company this year to help further growth.

Gareth Higgins, managing director of KMF, comments: "We serve clients from the medical, security and defence sectors but have seen a large rise in demand from aerospace clients in particular. It seemed logical to invest in new machinery which will increase our customer base and create profitable growth. Our aim is to continue to expand and win more large contracts.

"KMF operates 24 hours a day seven days a week and it was important to find a funding partner to suit our busy firm. The hire purchase facility has enabled us to acquire new machinery without impacting on our cashflow as we pay in installments. We also had the option to learn how to operate the machines and train the team before buying."

Keith Moore, regional

manager for Lloyds TSB Commercial Finance, adds: "This family-run business is an important player in the manufacturing world and we are proud to be associated with a business of this calibre. Gareth and his team work hard to fulfil client expectations and provide employment and training opportunities for the local workforce.

"A hire purchase facility can be a helpful tool for an expanding manufacturing company and the Funding for Lending Scheme, which offers a 1% discount on the life of a business loan, has enabled us to provide KMF with a highly competitive rate. Manufacturing has remained a key focus for the bank, which is reflected through our £1 billion lending commitment to the sector. It is great to see KMF benefit from this support and I wish Gareth and his team continued success for the future."

◆◆◆ **KMF**
www.kmf.co.uk

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