

## aki scores a perfect 10!

It is just 10 years ago that Allen Green and Keith Williams, Joint Managing Directors, made the bold decision to buy out the business from the former multi-national owners. They quickly set about converting the business from a small division of a large group to a self sustaining stand-alone business - A K Industries Ltd - based in Hereford. They have always based their business strategy on three sound pillars - caring for customers, a passionate belief in the power of people, and good financial management. After just two years this focus resulted in AKI winning the Hereford and Worcestershire 'Business of the Year Award' - presented by Jackie Charlton and Tessa Sanderson in 1998. Since then AKI has gone from strength to strength, building up a machine park of high quality Arburg injection moulders up to 450 tonnes and capable of horizontal, vertical and insert moulding and gas injection operations. The finishing operations include, CNC pad printing, ultrasonic welding, chrome plating, polishing, RF screening, and many others. An important development was the introduction of assembly operations allowing AKI to offer a complete manufacturing service. Further developments have seen the introduction of class 10,000 clean room facilities, two shot moulding, micro moulding and the New Product Realisation and Optimisation Process. Such is the technical excellence of the business that they are partners in numerous European grant aided development projects facilitated by PERA. In recent times the company has moved into the medical devices market.



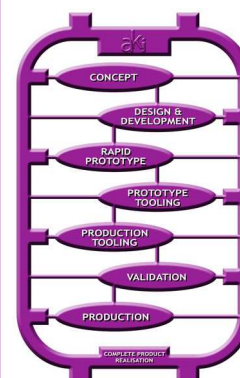
Allen and Keith celebrate their 10 year partnership during MDT06 at the NEC Birmingham



Admiring the original painting and proudly sporting the AKI Anniversary logo on their shirts are AKI employees Alan Maund, Marilyn Lilwall and holding her own print is Louise Hill.

Remembering that people are the key to success in any business, a party to celebrate the 10 year anniversary was given for all the staff, who also received a signed, limited print of a painting, commissioned by AKI, showing a lovely nearby scene including Hereford's famous cathedral. The Directors and their team are now looking forward to another 10 years of success and growth.

### NPRO - The New Product Realisation and Optimisation Process



Making sure that the services offered to customers are in line with their needs is key to business success. That's the benefit of the New Product Realisation and Optimisation process. By helping customers during all the stages of a new product's life aki is able to keep everything on track, and keep cost under control. In this way the first mouldings can be ready in far shorter time and with less chance of in-service problems, and redesign. If the component is designed to be moulded from the start, future problems are avoided.

## AKI Company History – Key Dates

- 1986 – Plastic Injection Moulding (PIM) is set up following the acquisition of HCC plastics
- 1989 – PIM awarded BS 5750 quality standard
- 1990 – PIM purchased by Sybron International / NalgeNunc International and renamed Nalge (Europe) Limited
- 1995 – Nalge (Europe) celebrates 5 years of production for NalgeNunc International
- 1996 – Allen Green and Keith Williams buy Nalge (Europe) Manufacturing and rename it A K Industries Limited
- 1997 – begins investment in new machine technologies
- 1998 – wins **HEREFORD AND WORCESTER BUSINESS OF THE YEAR GOOD NEWS AWARDS**
- 2003 – accredited to ISO 9000:2000
- 2004 – invests in multi-shot moulding
- 2004 – Medical Moulding launched
- 2005 – invests in Micro-moulding
- 2005 – launch the New Product Realisation and Optimisation Process
- 2006 – working towards medical standard ISO 13485
- 2006 – aki invest in Solidworks 2006



### Director Of New Business In Road Traffic Accident

George Jones, of A K Industries Limited, was recently involved in a very public, costly and embarrassing accident. Jones's spokeswoman explained to the news media that at the time of the accident his mind was preoccupied with trying to establish which is best for customers, i.e. to provide them with a *cost effective quotation* or an *effective quotation*. Jones sited in mitigation that the hedge that was normally on the other side of the road had been relocated in order to accommodate his golf handicap. Jones would like it be known that he does not wish any of his very friendly and much respected customers to become aware of the incident. He is immensely embarrassed in case anyone attempts to enlarge his facial features on the photograph. One of his customers spotted the problem straight away. "I think it's all caused by the new D shaped wheels. George just hasn't had time to optimise them yet.

I think we'll stick with BMW"

### AKI and Innovation

Realising that doing things the old way is often a route to nowhere, aki has pioneered many technical advances in injection moulding design. They are partners in a number of European projects with PERA. A new device to recycle waste heat in showers and an all plastic needle for Insulin users are just two of the fascinating projects. Check them out for yourself at [www.pera.com/website/turningideasintoprofit.aspx](http://www.pera.com/website/turningideasintoprofit.aspx)



Reflecting their association, colleagues from the nearby PERA stand at MDT06 presented Allen Green with a birthday card and a bottle of Champagne in celebration of a Happy 10 Years!



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