



PRESS RELEASE

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Award for Longest Serving Employee of Cambridgeshire Engineering Business Celebrating a Decade of Employment

One of March based PCML longest standing members of staff, Production Supervisor Paul Blanchflower, was recently presented with the company's coveted Long Service Award and a generous gift of vouchers, in celebration of reaching his 10 year employment milestone.

Founding Directors Gavin Goates & Kevin Miller thanked Paul for his dedicated service to the company at a special event, attended by all employees.

Kevin Miller, Engineering Director said: "Our employees are our greatest asset, I am proud to be part of an organisation where staff truly enjoy working and offer their loyalty in this way. Through their commitment they show a real passion for their work, when it comes to providing quality engineering services to our ever expanding customer base."

"We have been through some very challenging and exciting times particularly over the past 2/3 years; however our staff continues to give 100% and Paul's professional approach to his role in the business certainly helps to create a motivating environment."

Paul joined PCML in February 2001 just six months after the company first started trading working out of a 1500 sq ft single start up unit on the Fenland Business Centre in March, Cambs. With 4 full time employees, including Paul & one part timer, four manual machine tools and three customers, the company generated sales of less than £200k in its first full trading year, manufacturing precision components for use in hi-technology science based sectors.

Today PCML is a multi-million pound turnover business and occupies premises of 13,250 sq ft served by a sophisticated ICT network linking all the key business functions together.

Also today PCML employs 52 full time employees and its customer base has also grown significantly, now exceeding more than 50, the majority of which work in leading edge high technology sectors, including semiconductor, inkjet printing, analytical & scientific equipment, laser based, electronics and many more.

"As our customers' components became more complex, materials became more exotic and tolerances became much tighter, the demand on our design,

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production engineering and manufacturing services has increased exponentially”, says Kevin Miller. “In his role as production Supervisor Paul has risen to this challenge admirably to ensure that we continue to produce and deliver components on time, within budget whilst maintaining our very high quality standards”.

As one of the regions leading Engineering contract manufacturers and one of the largest employers in March, PCML itself enjoyed 10 years of successful business growth in late summer last year. Putting this accomplishment very much down to the commitment of its employees, the company prides itself on supporting and developing the talents of its staff to help maintain this strong industry position, and Paul’s recognition award has become a well received part of this.

“I really appreciate this recognition, said Paul; it is certainly something PCML does not have to do, so it does mean a great deal to me. I have been at PCML for over 10 years now and throughout this time have been given the chance to develop my skills and progress throughout the business. The support and opportunities available give everyone a real sense of being a key part of the company which is rewarding in itself. To receive an award that shows just how much our contribution is valued is a fantastic feeling.”

Gavin Goates, Commercial Director also commented; “We are delighted to be able to present Paul with his award for long service. A successful company, like PCML, can only be built on the drive and support of its employees and we are extremely appreciative to have such a hard working and dedicated team of employees continuing to help keep PCML a market leader.

“We have always believed in the benefits of investing in our employees and services, even throughout the recent & current challenging economic times, to maintain the high quality and outstanding level of service that we as a company are renowned for and our customers have come to expect.

“The fact that we have so many employees who have chosen to build their career at PCML also means we have an incredible amount of talent and knowledge under one roof. It is wonderful that people coming into the business can tap into this wealth of experience as we look to continuing future success.”

“Finally as a result of the current unprecedented market and competitive challenges we are being faced with, the way forward for PCML is very clear”, says Gavin Goates, “It is now fundamental to our survival and long term future success that we are able to continue to satisfy our changing customer needs. We must continue to focus on the critical areas of Quality, Efficiency, Productivity and Waste Reduction in our business, where we must aim to get it right first time every time. Engaging all our employees is critical to the success of this strategy”.

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Left to Right: Gavin Goates, Paul Blanchflower, Kevin Miller

Notes for Editors:

PCML (www.pcml.net) are contract manufacturers of complex, precision-engineering components and assemblies for UK customers in high technology growth sectors.

PCML provides a complete solution to our customers' engineering manufacturing needs, giving input if required from the initial concept/design stage, through pre-production and manufacturing to the delivery of fully traceable finished components and assemblies. The company understands the differing needs of its customers whether their requirements are for prototypes, individual components, batch production or full-scale production manufacturing solutions.

By working in partnership with their customers, PCML aims to ensure that they achieve or exceed their own added value expectations from PCML

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manufactured components, ensuring excellent value for money. The company also aims to ensure that their customers feel secure in the knowledge that they are dealing with an organisation that is totally market and customer focused.

The business philosophy, at PCML is clear; the Company believe that to be truly successful in business, it needs to focus on three key areas, which they know is crucially important to their target markets.

Firstly, PCML needs to develop a reputation as a company that delivers consistently high quality products on time, at truly competitive rates and to the highest specification. Secondly, PCML needs to be totally customer and supply chain focused at all times through a highly motivated workforce of skilled personnel. Thirdly, PCML needs to stay at the forefront of manufacturing technology, by developing effective partnerships and investing with like-minded equipment suppliers, if they want to provide their customers with the very best service and at the same time stay ahead of their competitors.

PCML has gained considerable experience working in partnership with customers in clearly defined market segments. Consequently the company has developed an operational capability that can satisfy the very demanding quality, delivery and value for money requirement of its many customers in the following high technology manufacturing sectors:

- Medical devices and equipment
- Semiconductors
- Ink jet printing
- Analytic equipment
- Electronics
- High technology welding
- Laser-based manufacturing industry
- Life sciences

The continuing success of PCML's business has been achieved through a corporate strategy of developing long-term partnership relationships with key customers.

The success of this strategy is reflected in the ongoing financial performance of the business, the development of a highly motivated workforce and the receipt of prestigious Regional and National awards celebrating their success.

1. The Evening Telegraph Business Awards 2006 - Customer Care Award
2. Metalworking Production Awards 2006 - Subcontractor-Partnership Development Award
3. The Evening Telegraph Business Awards 2003 - Small Growing Business Award