

## Panel, Wood & Solid Surface

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## Blue Diamond Far East partner network

**ENGINEERING** services provider **Blue Diamond** has extended its network of production partners in the Far East, enabling the company to offer customers even greater scope to take advantage of Far Eastern product pricing, but without the risk of trying to find manufacturing companies and dealing direct.

In addition to its long-established manufacturing associates with a sound pedigree in producing fully customised parts and assemblies, Blue Diamond has added to its roster of manufacturers over the past decade, now providing a comprehensive network of partner companies across the Far East for standard components and materials manufactured in metal, rubber or plastic.

Blue Diamond does not set out to be a product designer, although it may well offer design suggestions for improving a product or assembly. Rather it is to take all risk out of the process of dealing with the Far East, firstly by taking responsibility from a design-for-manufacture perspective to ensure that the product a customer wants can indeed be made to meet the application requirements, and secondly by absorbing the risk of something going wrong during production.

Working with its suppliers, Blue Diamond can provide all the benefits of global procurement for engineered machine component



parts with the convenience of a single UK source, enabling companies who don't have their own in-house resources to take ideas and concepts into volume production.

Blue Diamond director Mike Doel says: "We have over 45 years' experience of sourcing quality products from the Far East, having recognised early on that there were opportunities for UK companies to realise significant cost savings. Today with our extensive network of reliable suppliers, we are able to help companies take full advantage of Far Eastern procurement — companies who would otherwise be unable to source parts from low cost countries such as Taiwan and China due to lack of knowledge,

inexperience or inadequate company infrastructure."

The Blue Diamond service meets the needs of any companies looking for volume production of custom-made parts — mechanical components that cannot be bought off the shelf.

Further, over the years the company has developed and grown its in-house engineering capability to help customers refine their product designs. "We work hard with our customers to produce parts that they are happy with, and then have them made in the Far East," says Mr Doel.

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## Joinerysoft pilots help set world record

**THE JOINERYSOFT** hot air balloon has been making history, flying with 82 balloons on 7th April across the English Channel from Dover to Calais, France, entering the Guinness Book of World Records.

The event was organised by Exclusive Ballooning and sponsored by recruitment processing outsourcing specialist Datum RPO.

Joinerysoft managing director and pilot, Alan Turner, says: "It's not often that opportunities like this

come along. The weather conditions were perfect. We flew over the white cliffs of Dover and could only see an expanse of sea as far as the eye could see. Being able to fly across an expanse of water such as the English Channel is pretty remarkable in its own right. The fact that the organisers were trying to break a world record made the flight even more special."

Four Joinerysoft employees were involved in the world record: Alan Turner, flying the Joinerysoft balloon with wife Kirsten and Andrew Gregory, also a pilot, flying his own balloon with employee Ben Willmore helping as crew.

Photo courtesy of Bennie Bos Productions.

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