



PEOPLE PROFILE

Julian Wall Shift Manager

Since Julian began his career at PMB eight years ago he has progressed through the ranks to become a key member of a very successful team.

Julian began his career at PMB in July 2000 as a production operative, but it wasn't long before he was promoted to Quality Controller. Further commitment and success in his role saw Julian advance to his current position as Shift Manager in 2004.

Julian's responsibilities include the running of his shift and managing his team so that they fulfil customer requirements when it comes to production orders.

He works closely with the Production Manager and Technical Director to ensure his team meets the agreed manufacturing targets and delivers to customers on time. Julian's experience within PMB also allows him to help train production personnel in the quality procedures associated with the manufacturing process.

Julian is also part of a team which carries out a continuous manufacturing improvement programme where he reports regularly on the performance of production equipment and evaluates the running of new machinery when required.

"It's great to be part of such a successful team. The customer base and product range has grown considerably since I started at PMB. Long may it continue."

It's official... PMB is an investor in people

PMB is currently celebrating after winning the coveted Investors in People Award (IIP) for its training and development in the work force.

The company was praised by the Wales Investors in People Quality Centre for building a strong customer-focused team and for generating an ethos of respect, co-operation and teamwork amongst the staff.

Stefanie Mitchell, Marketing Co-ordinator said the award was a milestone in an ongoing effort to build a team with PMB's customers at its core, rather than an objective in itself.

"Sometimes you get the feeling that a company has implemented a range of qualifying processes just to win IIP status," she said. "With PMB you definitely get the feeling that the award is a by-product of an ongoing process with customer satisfaction at its heart."

Dave Thomas, PMB managing director, is candid in his agreement. "There's little point in going for IIP just because it makes the company feel and look good," he said. "All the processes and training that need to be in place to qualify for IIP should be there regardless and should, ultimately, be directed towards making customers happy."

"A happy competent team invariably equals happy, confident customers. We're adamant that our customers won't get closer to the perfect formulation anywhere else, and that requires the right type of investment over the long term, in the right type of people."

The Wales IIP Quality Centre said employees were not only involved in the development of PMB's business plan, but understood how the company was performing against it.



INVESTOR IN PEOPLE

"There is a strong sense of belonging (at PMB) and a great pride in its successes and achievements," it said. "Motivation, teamwork and support for each other is clearly evident in all aspects of the company."

Thomas paid tribute to the company's founders, Peter Taylor and Vince Dean, who he said had set the foundations on which the IIP Award had been based.

"Even in the earliest days they were committed to business excellence in all respects, including technical and customer service development. The direction they set undoubtedly enabled PMB to become the well-known and respected brand it now is and this award is fitting testament to that effort."

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The PDM show was very successful for PMB... resulting in development work of some exciting big name projects.

RealWood

PMB delivers in record time

PMB successfully met the considerable challenge of providing production samples for their customer, RealWood in just four hours.

Based in Gwent, styrene based product manufacturer, RealWood produce a large cross section of plastic extrusions predominantly for the building industry. Recently, RealWood received a request from a customer who, after approving the colour match, wanted delivery of the extruded product within 24 hours. PMB were able to assist RealWood immediately with this challenge and delivered a sample production lot just four hours after the request.

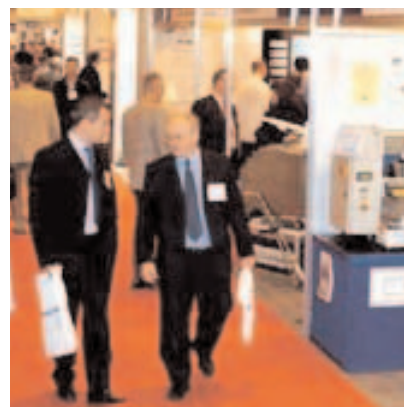
PMB's commitment to fast and efficient service is why they have been chosen as the sole supplier of masterbatch to RealWood.

Kevin Moody, managing director of RealWood explains: "Speed of service is crucial to us as a quick turnaround means that we can be the first to come back to our customers and potentially win the business. This is why we use PMB – because they deliver high quality results on time, every time."

As well as providing an excellent service, PMB was also able to deliver on cost. PMB engineered masterbatches for RealWood to create the lowest possible addition ratios and, as a result, was able to save them money.



PMB's masterbatch is used to colour RealWood's synthetic timber profiles.



PDM Show

For the first time ever PMB has exhibited at The Plastic, Design and Moulding show (PDM) and the event was heralded as a great success.

PDM is an annual show which focuses towards influencing purchasing decisions on machinery, ancillary equipment, moulds, materials and sub-contracting.

In April of this year, members of the PMB team ranging from Technologist, Richard Wheadon, to Marketing Co-ordinator Stef Mitchell attended the stand to introduce PMB to prospective customers.

The aim of attending the show was to launch the new Antimicrobial masterbatch, which is now available directly from PMB following the signing of an exclusive manufacturing agreement with SteriTouch Ltd. Nick Corlett and Huw Durban of SteriTouch also attended the stand for three days to promote the new partnership with PMB and to win new business.

The PDM show was very successful for PMB, with more than half of the new leads generated from the show converted into introductory meetings, resulting in the development work of some exciting big name projects.

PMB are pleased to announce they have already expanded their trading customer database due to the success at PDM.



David Sheen

David Sheen has recently joined the field development team as Field Sales Executive. Having been with PMB for ten years, David brings with him a wealth of knowledge and experience. Previously employed in the lab, his experience will create greater cohesion between field sales, customers and the internal development team.

Commenting on his recent promotion, David said: "The move from the lab into sales was a natural progression for me. I intend to use my extensive knowledge of colour match technology to provide our customers with first-class solutions at the lowest possible cost."



Nantyglo FC put PMB up front

PMB are delighted to be sponsoring local under 7s football team, Nantyglo FC. The sponsorship has helped to pay for new kit for the team.