

MANUFACTURING AT ITS BEST



FOR ALMOST THE PAST 4 DECADES, THE COMPANY HAS BEEN GROWING WHILE STAYING TRUE TO ITS MAIN VALUES



2KM was established in 1976. They were founded in Germany, by two friends with a deep knowledge on mechanical engineering and a passion for quality.

The company's name is German; 2KM stands for 2 Komponenten Maschinenbau which in English means 2 Component Engineering. For almost the past 4 decades, the company has been growing while staying true to its main values. Over 5,000 machines have been designed and built, and they keep innovating and responding to the constant changing marketing needs.

The 'mother' company is still in Germany where most of 2KM's standard machinery is designed and manufactured. The 2KM family has got premises in the UK, Iberia, North America, China and distributors all over the world. In the UK there are a group of 18 people and then they have almost 300 members of staff worldwide. 2KM is manufacturing machinery for the processing of single and multi-component liquid materials. The materials they mainly deal with are Polyurethane, Epoxy Resin, Methacrylate and silicone of all viscosities. They can

the systems, meeting the end users' requirement.

2KM's customers are very diverse due to the variety of applications and industries they cover. Over the years, they have built a wide client base including huge global corporations who trust 2KM with their projects. Nevertheless, they value the smaller companies equally and their partnerships last for many years. They have also achieved to enrich their client base with projects in many industries such as Wind energy, Automotive, Marine, and Medical, Packaging, Offshore, Electrical, Rapid Prototyping and many more.

2KM is highly competitive and continuously trying to provide high quality services. "Our competitive advantage is our deep knowledge of the materials we are processing" says Olga Militsi the Marketing Manager at 2KM. Starting from there, the quality of the machines is a given since they put a lot of energy and effort in to make sure that every machine fits the suggested process. Changes and modifications can also be done to most of the systems.

There are some cases where the machine is completely customised to serve the needs of a specific project. "Our service is also an element that differentiates us. Our engineers are always close to the customers ensuring the smooth cooperation. There have actually been cases where we have been called up to fix our competitors machines. Of course we can't help in a case like that but we are doing our best to provide excellent service for our machines. We might not be the cheapest in the market but we are the best, ensuring return on investment" added Olga.

Companies face challenges daily. We asked Olga about 2KM's "One of the challenges we are battling against is to convince our potential customers that the investment in the machines needs to be proportional to the process that the machine or machines are destined to serve" she replied. An entry level machine cannot and will not perform correctly when the needs require a more advanced and heavy machine version. "We understand that everyone is looking

support a wide range of applications such as Bonding, Casting, Coating, Composite, Spraying and Moulding. In specific cases, they provide machinery for rent. Their machines can support a numerous range of projects starting from small tasks such as domed key rings to the most demanding and complex projects such as building wind blades.

Another part of their business, here in the UK is their co-operation with the well known dispensing brand Fishman. 2KM is the official distributor of Fishman precision machinery and tips. It seems that they have identified, in the UK market, a gap that they came to fill. In industries such as medical devices, aerospace etc, where repeatability is vital, there is a high need for precision solutions.

2KM now manufactures a part of the dispensing equipment within the UK. Since last year, they moved premises, not too far from the previous ones but nonetheless marking their expansion. The PGM range of machines is made in the UK allowing them a quick delivery time and the ability to evolve

for the most economical solution with the maximum return but we also need to be realistic. We have been operating successfully for the past 37 years and we have managed to establish a very good reputation. We genuinely want to offer the most effective and economical solution and that's why we have never lost a customer" remarked Olga.

2KM aims to keep expanding without compromising its high quality. They have a number of new distributors around the globe and innovation is becoming what they mostly concentrating on. They are experimenting with materials in different applications and that broadens their customer base even more. They are generally aiming to be everyone's first thought and choice when it comes to processing single and multi-component reactive liquid materials.

2KM values each contract they have equally. "All the contracts we are running are equally valuable to us. We give the same attention to the small projects that we pay to the big and challenging ones. Every project adds a little more to our knowledge portfolio and makes us proud of the solutions we can offer" Olga revealed.

2KM's strategy is greatly focused on customer satisfaction. They have designated areas of expertise to members of our team. Additionally, they

have a quite strict system of prioritisation that helps keep being on track. They still maintain a degree of flexibility so that they can fit in urgent requests and issues. Above all, they have a highly motivated team with a passion for machines which approaches even the hardest task with a sense of humor.

They are doing their best to think about the environment and follow environmentally friendly procedures. All the office and workshop consumables like paper, inks and cardboards are collected and recycled. The waste chemicals are also collected and processed by a specialised company which follows the designated environmental policies in alignment with the EU legislation.

2KM takes Health and Safety very seriously and are following the latest updates on the Health and Safety regulations. They recently had Health and Safety assessments to make sure that everything is in place and fill in possible gaps. It is indeed high on their priorities to ensure the health and well being of our team.

2KM has recently launched a brand new website. "We decided to move forward and created a more updated and functional website keeping the same internet address, www.2km.co.uk". The website uses a responsive platform optimized for mobile devices. "We are very proud of the result and we will continue improving" Olga concludes,

