

# WIRECOMMS

Manufacturing quality, delivering reliability

AUTUMN ISSUE 2024

## Spring World

AWI is eagerly looking forward to its next transatlantic adventure

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# Springing Forward into CASMI

The team at AWI is eagerly looking forward to its next transatlantic adventure when we will be joining forces with our US agents Davidon Alloys to showcase our wide range of materials to springmakers.

Held at the Donald E Stephens Convention Centre in Rosemont, CASMI 2024 promises to be the best yet, with the Chicago Association of Spring Manufacturers Inc inviting the Spring Manufacturers Institute to hold its Symposium at the show.

This will include two mornings of high-level business and technical content, including 24 highly educational sessions to unpick some of the sector's newest trends and developments.



Andrew Du Plessis, Technical Director of Alloy Wire International, commented:

"This is the biggest show in the world when it comes to spring manufacturers, wire formers and ancillary equipment suppliers.

"The market continues to be our biggest and we relish the opportunity to showcase what we can do for them, including all the recent investment that has boosted our capacity and reinforced our 3-week lead times.

"It also gives us the opportunity to catch-up with the team from Davidon, which is always good fun."

## Dates for the Diary



2<sup>nd</sup> - 4<sup>th</sup> October 2024



3<sup>rd</sup> - 5<sup>th</sup> December 2024



# Farnborough Proves a Soaraway Success

Alloy Wire International's aerospace credentials proved a huge success with visitors at the recent Farnborough International Airshow.

Our pod, which was ideally situated on the impressive Midlands Aerospace Alliance (MAA) stand, attracted hundreds of people from tens of different countries – all searching for the highest quality of round, flat and profile wire.

"Being able to catch-up with existing clients and potential new ones under one roof is such a fantastic opportunity," explained Paul Chatterley, Sales & Marketing Executive at AWI.

"It really is the apex of aviation and there was plenty of talk about how our wire can help support the sector's move to

lightweighting, with major plane makers and tier 1s keen to explore different material usage."

Paul was joined throughout the show by Stephen Olley, with Tom Mander, Mark Venables and Adam Shaw also popping south across the five days.

Our technical team and in-house testing capabilities came to the fore during the week, with a lot of visitors seeking support on key questions around switching from one alloy to another.



## Trials Start On MP159

AWI is committed to bringing new material to our customers and this has seen us start trials on MP159.

This nickel-cobalt has ultra-high strength, good ductility and excellent corrosion resistance, similar to the capabilities of other Cobalt Alloys (like MP35N). The big potential difference here is that MP159 can be used at much higher temperatures and has been earmarked as a highly suitable material for the aerospace and oil and gas sectors.

Testing is well underway, and we will decide soon as to whether we begin to offer it as part of our 60+-strong range.



# AWI Takes the Lead with £10,000 Guide Dogs Donation

Alloy Wire International has given sight loss charity Guide Dogs £10,000 towards its wide range of services to support people living with a vision impairment.

Part of our 'Wired for Good' campaign, the value of the gift has seen the company name its own 'guide dog' puppy 'Allie', who is currently going through the training she needs before being placed with an individual.

She will be one of 200 current working guide dog partnerships across the Black Country, Shropshire and Staffordshire.

Tom Mander, Managing Director of AWI, explained: "Sight is so important and something that we probably take for granted. The £10,000 donation - our largest yet - will help deliver with and

without dog services to people with visual impairments in our region."

He continued: "This is life changing and allows individuals to live their best possible lives and contribute positively to society. Better still, we got to name our own puppy Allie (close to Alloy) and can follow her journey from training to working partnership. We'll also get to meet the little lady in person."

## Meet Allie



Guide Dogs is the ninth beneficiary of the AWI 'Wired for Good' Campaign, which has now directed £50,000 to various good causes across the West Midlands.

Mary Conner, Community Fundraising Relationship Manager at Guide Dogs, concluded:

"We're incredibly grateful to everyone from Alloy Wire International for its generous donation to Guide Dogs – thank you. As a charity we rely completely on donations and fundraising, so every penny we raise will help make a difference to people living with sight loss".



## Europe Calling

The last few months have seen the team jetting off on a bit of a European adventure, taking in multiple visits across Austria, Belgium, France, Germany, Italy, Netherlands and Switzerland.

These are all traditionally strong markets for our business, and we managed to see a lot of longstanding customers, including springmakers and firms involved in the automotive, aerospace, nuclear and oil & gas supply chains.

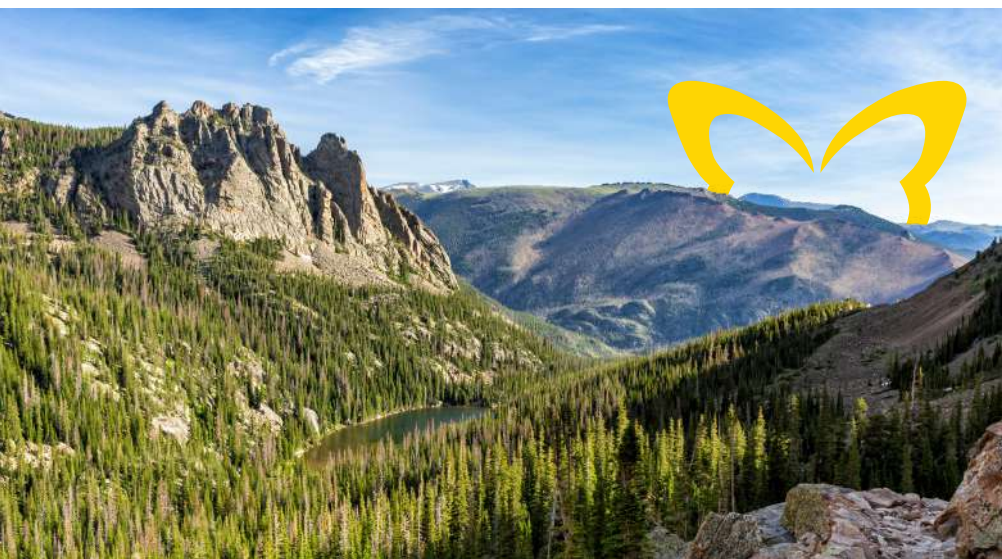
We are pleased to say our tour also took in some potentially new clients in the Italian aerospace sector, whilst others wanted to explore how they could utilise Nickel-based alloys to improve their manufacturing performance.

Outside of the world of wire, we did manage to fit in a visit to the Eiffel Tower, snails for lunch and enjoying a few drinks with our local agents SoPa Stahl.



## North American Odessey

Andrew Du Plessis and Oliver Smith are set to go further afield, spending ten days with customers in North America following the CASMI event.



This will be a hugely insightful trip for our technical and sales teams and gives us the perfect opportunity to discover any pain points, supplier issues or general concerns – mainly focusing on if we can do anything to help make the relationship even stronger.

Many of the visits will hopefully turn into factory tours, which really help to understand where the product is going and, importantly, how our materials are being utilised. There's nothing like being in the midst of the action on the shopfloor to deepen our understanding and identify ways we can add value to our clients.

It can sometimes lead to looking into new projects or other areas we can assist in. A lot of the time it is just receiving positive feedback to bring back to the factory!



# Investing in a Greener Future

We are very passionate about having a positive impact on the environment and, so far this year, we have already offset 913 tonnes of carbon and achieved our Carbon Neutral status for the fourth successive year.

The digitalisation of former paper-based workings has continued at pace, and we've looked at ways of working smarter to help reduce factory hours without impacting on performance.

Two significant energy saving investments are currently in the process of being implemented, with LED lighting now installed throughout the factory. This has cost us £10,500 but will deliver annual savings of £7,500 on our energy bills.

The second half of the plan is the £120,000 fit-out of solar panels on our factory in the West Midlands. We are hopefully receiving a grant from our local authority to complete the project, which we hope to have finished by the end of December this year.

