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**FOR IMMEDIATE RELEASE**

## **OUTLINE OF INTERVIEW WITH MARTIN KULIN**

**MARTIN KULIN, MANAGING PARTNER**

**HITEK CALIBRATION SERVICES**



HITEK's Managing Partner, Martin Kulin, a well known and respected figure in the industry would like to outline his views on the current state and future directions of the Calibration industry:

- ◆ The choice of calibration suppliers is shrinking as many are closing down – Overall the sector is shrinking and most HITEK competitors are shrinking. However, HITEK continues to grow against this trend.
- ◆ Competitors are cutting prices to get work, but in such away that there is no margin left and the quality of the service has in some cases been downgraded to below satisfactory. Some labs are even charging more for return carriage than the actual calibration!
- ◆ An ongoing high level of investment in equipment, standards, UKAS and ISO accreditations, IT, Communications, etc., is needed and this must be funded (HITEK has invested over £900,000, in the last 5 years, including the latest addition – a Wind Tunnel for Anemometer Testing)
- ◆ As a cost-saving measure it is all too easy for companies to simply stop getting their instruments calibrated or have them checked less often. But what happens when someone is hurt, a client supply is sub-standard, or there is no evidence to quantify their product being better than the competition's.
- ◆ Many instruments can be cheaper to replace than have calibrated and there is anyway a tendency to replace not repair.
- ◆ Ever-cheaper instruments tend to make people assume calibration must be cheaper too.
- ◆ Quality Managers and purchasing managers feel obliged to buy on price and delivery. What about the long term cost to the client?

- ◆ Calibration is a boring issue and actually not widely known about – Needs to be ‘on the radar’ of many more people, not just Quality Managers.
- ◆ Calibration gives confidence in the equipment, give your customer confidence, provides better safety standards, provides employment, provides all-round creditability,
- ◆ The Future Today?:
  - HITEK customers have instant 24/7 access to Calibration Results by accessing the HITEK web site and simply entering the serial number of the equipment concerned - They can also print off their Certificates
  - To compliment this and uniquely, HITEK engineers are equipped with wireless broadband laptops providing a service so fast that during on-site tests clients can access results on the web site even before the engineer has left their building
- ◆ The Future Tomorrow?: Connect equipment to HITEK web site via Broadband connection for automated on-line test, DIY yourself calibration, rent an automatic test set.

***Ends***

### **Media Information**

HITEK Calibration Services is one of the last few UK privately owned independent laboratories providing calibration and repair of electrical, temperature, humidity, RF/Microwave and dimensional measuring instruments.

HITEK provides a choice of services, including on-site, mobile and return to permanent laboratory for UKAS calibration (accredited to ISO 17025).

The HITEK team of 5 engineers provides clients with a total of over 75 years calibration experience from their laboratory housing over £1 million worth of test equipment and standards.

### **Issued on behalf of:**

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