

INNOVATE

NEWS FROM LATTIMER

'THE WORLD LEADER IN IS VARIABLE EQUIPMENT'

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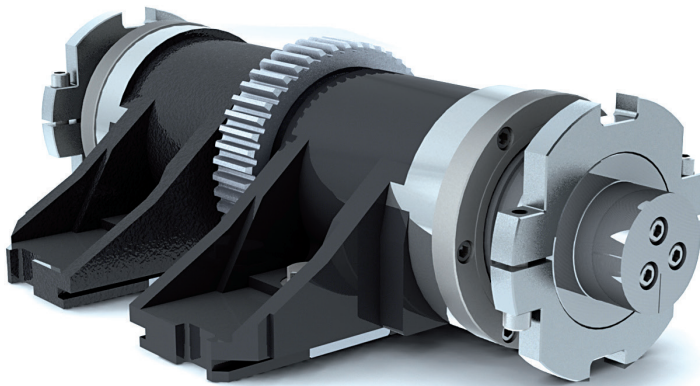
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Investment in Manufacturing Operations

Recent investments into new fixturing to guarantee component accuracy and consistency as well as a dedicated Neck Ring mechanism assembly and test area will mean that we will be able to offer Lattimer Bearing Neck Ring mechanisms from stock.



Lattimer Bearing Neck Ring Mechanism

Lattimer Bearing Neck Ring Mechanism

Increases in sales of this product have led us to introduce a more efficient and cost effective assembly and test manufacturing area to ensure that we are better equipped to deliver this increased demand.

To further guarantee the reliability of this flagship product we have taken the opportunity to add in additional in process quality checks to further ensure product quality and improve component traceability.

This product is becoming a standard for many organisations due to its quality, accuracy, reliability and longevity. Lattimer have perfected the treatments and

machining processes used during the manufacturing of this product to ensure you receive a Neck Ring Mechanism of the highest quality and one you can rely on.

All Lattimer products are precision engineered to the highest standards. They lead the world in variable equipment and are designed to cope with the most arduous and challenging of operation speeds.

If you would like to try a Lattimer Neck Ring Mechanism on your machine please contact a member of the UK sales team.



What's new?

This is the first Lattimer 'Innovate' newsletter aimed at keeping you informed of what we have been up to here at Lattimer.

Lattimer are continuing to grow and it is important that we communicate regularly with our customers and sales offices across the globe keeping you informed of our recent product successes, new and innovative products, improvements in our manufacturing operation, and of course additions to our talented team of people in the UK and the US.

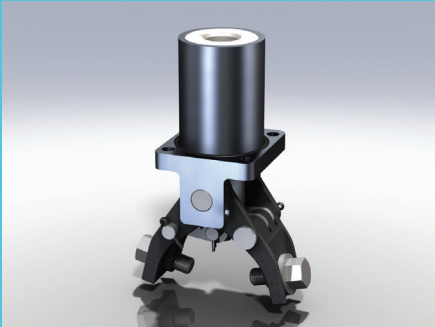
If you have specific news or information you would like including please contact sales@lattimer.com and someone will contact you.

Enjoy Glasstec 2018 and we look forward to welcoming you onto our stand in Hall 13 stand E33.

Mark Hailwood CEng FIMechE
Managing Director

Lattimer take great pride in their innovative skills, using our years of experience to bring new products and ideas to the market.

EXCEPTIONAL GLASS ENGINEERING



TONG HOLDER CARTRIDGE

An increasing number of Lattimer customers have now adopted the Lattimer Tong Holder Cartridge as their standard.

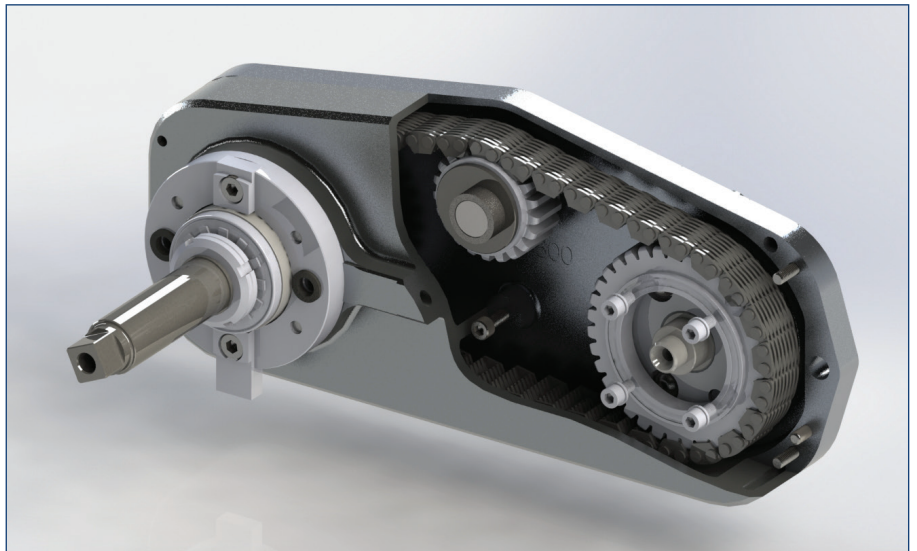
Lattimer production methods are constantly being revised to increase throughput and guarantee quality. These products will be a stock item at Lattimer and available on short lead times.

If you want to try one to find out why they are a customer favourite contact a member of the Lattimer Sales team.

SERVO TAKE OUT ARM

Having designed and developed a new Lattimer Take Out Arm for the new range servo IS machines and having a number of customers verify the quality, reliability and longevity of this product, we are now informing our customer base that these products are now available for universal sale.

Available in a number of centre sizes and utilising belt or chain drive it carries on the tradition of Lattimer Take Out Arms, delivering high quality, reliability, ease of maintenance and long life. The new Servo Take Out Arm is a product that can be relied upon.

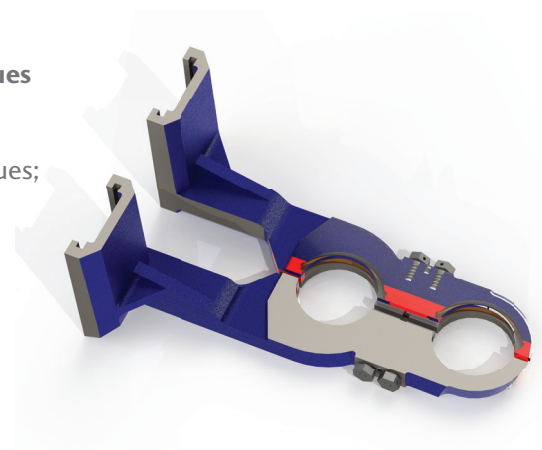


NECK RING ARMS

Following requests from a number of customers to address their wear issues on Cast Iron Neck Ring Arms.

Lattimer are now offering customers a number of options to address these issues;

- Replaceable hardened inserts in the main areas of wear
- The option of a Steel Neck Ring Arm with induction hardening of the wear areas.
- Replaceable steel hardened pins specifically to address wear caused by the repeated operation of the leaf spring.



Neck Ring Arms are also still supplied without any of the modifications above. If you have a specific non standard requirement then we would be delighted to help you, contact the Lattimer sales team for more information.



STEEL AIS INSERTS

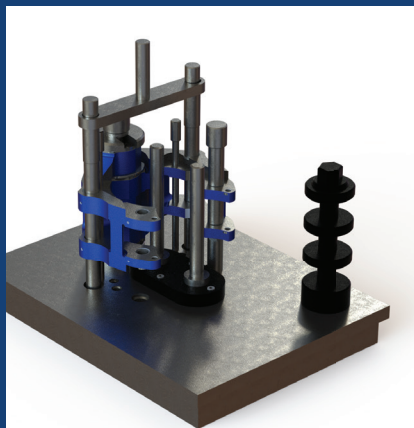
We are currently developing steel AIS TG Inserts. These will be manufactured from high quality alloy steel and will be hardened to 600/640HV (55/57Rc) to a depth of 0.020", providing exceptional wear resistance and increased service life.

Our design and manufacturing teams are able to develop steel inserts for any application and when hardened will provide Lattimer quality together with an increased service life. If this is something you would like to discuss contact our UK sales team.

AIS INSERTS WITH REPLACEABLE WEAR PARTS

We are also able to supply AIS inserts with replaceable wear parts which can be exchanged as and when required. These inserts are manufactured from hardened carbon steel and are accurately dowelled into position to ensure interchangeability.

We expect the life of these parts to be between 4 and 5 times longer than the original. Any other inserts can be designed to have such replaceable wear parts if required. Contact the UK sales team if you have an application you would like us to investigate.



Checking Fixtures

Recent orders have been received for Checking Fixtures for use in France, China, India, and Peru to name only a few of the many countries helping improve product quality and consistency.

Lattimer design, manufacture and supply bespoke checking fixtures to check the following variable equipment across a wide range of sizes.

- Mould Holder
- Neck Ring Arms
- Inserts
- Tong Head

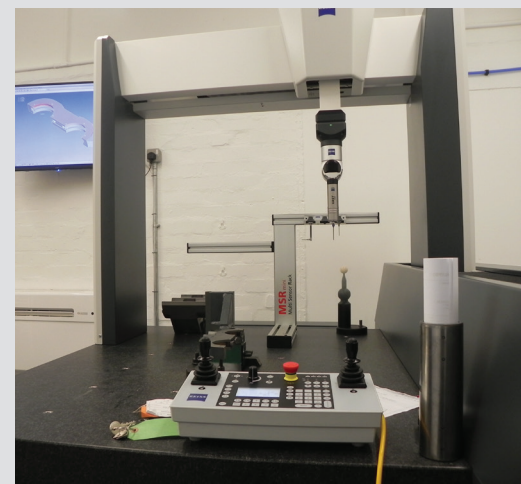
Please contact the Lattimer sales team if you have a Checking Fixture requirement and they will be delighted to assist you.

Quality is Standard

Our CMM facility is now one year old and our Quality personnel are fully conversant with its capabilities.

This flexible Zeiss machine is proving to be useful not only when measuring manufactured parts and assemblies but also in the checking of fixtures critical to ensure consistent quality of product when on the machines.

It is in use every day and plans are being put in place to ensure that it is also used during the night, significantly increasing the number of parts we are able to measure in this way.



PERSONNEL

It's the time of year when the new intake of Lattimer Apprentices begin their four year training period in the organisation.



Apprentice Intake:

This year Lattimer have recruited five apprentices, four for Manufacturing Operations and one in our very busy Logistics and Shipping department.

This will bring the number of apprentices currently employed at Lattimer to 19.

The Lattimer Apprentice Training Academy continues to deliver high quality, flexible staff into the business guaranteeing our future and helping keep us ahead of our competition.

Additions to our sales team

A new member has joined the Sales team in the UK, Simon Waterhouse.

Before taking up his position as a Technical Sales Engineer in the UK Sales office, he will be spending six months working in the IS maintenance department of a 'UK Glass plant'.

Following his spell in the plant he will then relocate to the US for a further six months where he will be undertaking extensive Lattimer product training under the guidance of the US Sales Manager, **Evgeniy Rovenko**, who himself has recently joined Lattimer US, moving from the Ukraine, where he successfully represented Lattimer for many years.

Once his training is completed Simon will travel the world ensuring that Lattimer customers are being provided with the level of service and support they have come to expect.

Simon Waterhouse



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