

INNOVATE

NEWS FROM LATTIMER

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'THE WORLD LEADER IN IS VARIABLE EQUIPMENT'

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Lattimer Remain Open for Business

First of all apologies for this being the first newsletter of the year, unfortunately the COVID19 lockdown has delayed us until now.

Lattimer have remained open throughout the lockdown in the UK, having received many requests that we stay open to ensure the supply of IS variables did not dry up. Despite having to furlough a significant number of employees to maintain the social distancing requirements, our output has not been significantly affected.

I would like to take this opportunity to pay tribute to all those who have been attending the plant each day and those who have been working from home, without their significant efforts there would have been no way we could have continued to keep our customers supplied during this difficult time.

Thank You!

New Neck Ring Mechanism Video

To help promote the Lattimer Neck Ring Mechanism, we commissioned a new video to be produced that would highlight the unique features and benefits of this class leading product.



Taking our product information to the next level

The Lattimer Neck Ring Mechanism has earned a reputation for being the most reliable and robust unit in the market today.

To help spread the word to all countries and to particularly stimulate interest in countries where English is not the first language. We have worked with Oliver Morton of Perfect Circle to produce a new style video specifically designed to attract attention and stimulate interest in this Flagship product.

Having agreed on the approach and an outline of the content, a storyboard was created and developed until all parties were happy with the content and message.

Computer generated images combined with actual production footage filmed at both Lattimer and our Heat Treatment supplier were used to produce the finished article. Utilising the agreed storyboard we were then able to plan and execute the filming in the minimum time. It would be unfair not to thank Dave Poole and the Operations team who made sure all parts required were running on the day of filming and for providing full and unlimited access to the machines and personnel required.

Watch the new Neck Ring Mechanism video on our website www.lattimer.com and we would love to receive your comments.

NEW GRINDING MACHINE

Lattimer UK have received approval for the purchase of a new grinding machine.

The machine will be fitted with special tooling to enable the grinding of the Neck Ring Mechanism shaft splines on site in Southport. The spline grinding operation, undertaken to very tight tolerances, is critical to maintain the Lattimer mechanism's minimum backlash, limited air leakage and smooth synchronised movement of the flights.

This new machine will help ensure smooth product flow, enabling much larger quantities to be manufactured in a reduced lead time.



3D PRINTING TECHNOLOGY PUT TO GOOD USE.



Many customers approach Lattimer for products that are specifically designed for their product and process, often having special features incorporated into the design.

Until recently to enable customers to visualise fully these changes, only 3D drawings and rendered images were used, and although much better than the 2D engineering drawings it is now possible to further improve and speed up the development process using 3D printing technology.

3D Printed Parts

Working in cooperation with a local 3D printing company Lattimer are using this technology in an increasing number of areas within the business.

Sales: We now utilise scale models during plant visits to demonstrate the features and benefits of our parts, allowing customers to handle and dismantle these lightweight models stimulates both interest and technical conversation.

Engineering: Creating full size models of new or prototype parts enables them to be fitted onto trial machine sections to check clearances and fits. The parts are light, and can quickly and safely be despatched to customers. So if the model is ok you can be 100% certain that the new parts will fit as expected.



LATTIMER STARS OF YOU TUBE



Lattimer begin work on our new You Tube channel making product video and instructions available online.

During the recent lockdown as a result of the Corona Virus pandemic, Simon Waterhouse and Recardo Jacobs from the Sales department have created a Lattimer 'You Tube' channel, committed to producing regular video content for our customer base.

Short, concise and informative videos will be released to demonstrate new product developments as well as providing answers to customer questions and product maintenance advice and tips.

Customers will be encouraged to submit questions which will be answered via the new channel Which can be found on via the You Tube app. Feel free to email your questions or video requests to simon.waterhouse@lattimer.com or recardo.jacobs@lattimer.com

EUROPE HERE WE COME!

As Europe slowly begins to open back up, with masks at the ready the Sales team prepare to pack their bags and venture overseas.

As countries across Europe begin to open their borders the Lattimer sales team are now making arrangements to get back to some level of normality and restart their customer visits. Customers are now being contacted and those who are willing to receive visits are having them scheduled prior to the end of 2020.

We are initially planning to cover large areas of Europe, so if you require a visit please contact your **Account Manager** who will make the arrangements.



SUMMER BBQ

The first half of 2020 has been very strange, with individuals working from home and others being furloughed, the 2m social distancing, and the new ways in which we greet each other, while managing to remain apart.

Ana Lopez, one of our Sales Account Managers here in the UK decided it was time to get the sales team back together and with the help of others held a BBQ at her home.

Fortunately the weather stayed dry so the team could make full use of Ana's spacious garden, to ensure the evening was a success.

Thanks to Ana and the team for taking the time out of their busy schedules to help remind us that this is a temporary situation and that hopefully things will start to get back to normal again soon.



GRACE AUGHTON
Health & Safety Officer

HEALTH & SAFETY MATTERS

The Health and Safety of our employees is extremely important, it is essential that company the Health and Safety Officer is a high calibre individual capable of addressing and overcoming significant challenges.

Grace Aughton has been an employee at Lattimer for over 20 years, and has been successful in a number of key roles. We are confident that Grace's successful track record will continue in her new position.

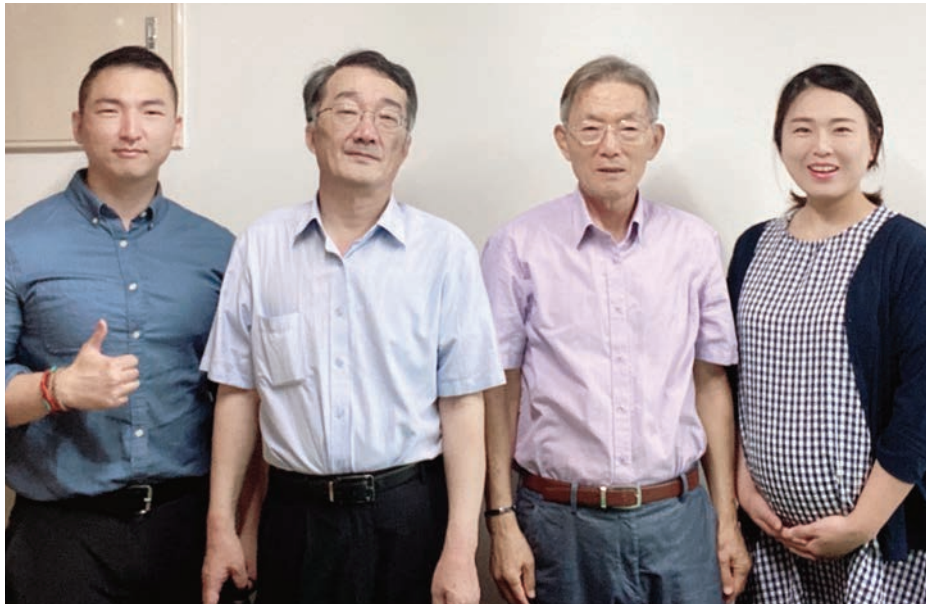
We congratulate Grace on her new position as our site Health and Safety Officer.

Country Focus: South Korea

Steady Growth in South Korea thanks to our partners in the region, Sungbong.

In South Korea, Lattimer are represented by the Sungbong Industrial Corporation. This family business has been trading with the glass industry in South Korea for over thirty years having been formed in 1985, and despite the distance and language barriers have worked hard to steadily increase Lattimer's turnover in the country.

Once the world starts to return to normal it is hoped that we are able to provide further support with visits from one of our Technical Sales team, Simon or Recardo.



From right to left Mrs. K.J. Kim, Mr. G.H. Kim, Mr. S.K. Kim, Mr. Jiho Kim

New addition to our team



STEVE ROBINSON
Manufacturing Engineering Manager

Despite the COVID19 virus the UK plant has continued to strengthen its Engineering team.


Mr Steve Robinson has joined the business in April as Manufacturing Engineering Manager. Steve has extensive experience in the Automotive, Aerospace and General Engineering industries particularly in Lean Manufacturing and Process Improvement.

He has over 40 years experience in both Industrial Engineering and Industrial Consultancy Environments, and will be responsible for Production Engineering and Maintenance as a support service into Operations, developing and improving manufacturing strategies to reduce waste and improve productivity.

Now that Steve is settling in the business we are confident that his addition to the team will help us to continue to deliver a world class service to our customer base.



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