

INNOVATE

NEWS FROM LATTIMER

'THE WORLD LEADER IN IS VARIABLE EQUIPMENT'

IN THIS ISSUE

P2 'WISHBONE' Neck Ring Arm Spring

P3 Neck Ring Arms

P3 Congratulations Jack Eckersley

P4 New Machines for Lattimer UK

Northern Powerhouse Small Exporter of the Year

Lattimer UK secure another Export Award

At a gala dinner held at the National Railway Museum in York, Lattimer UK were winners of the Northern Powerhouse Small Exporter of the Year award.



Another wonderful achievement by the team

Our export growth is honoured

The award recognised the organisation in the North of England with an outstanding achievement in export growth in any industry with a turnover of £2-£10 million. The success was judged by growth in sales and market penetration together with the application of innovative market strategies to extend the companies export potential.

Chief Executive of Lattimer Stephen Waterhouse and the UK sales team were present at the dinner and were delighted when they were announced as the winners.

Stephen commented "this is yet further evidence that the growth of Lattimer across the globe is fuelling our export success, we are all very proud to receive this prestigious award and look forward to delivering continued export growth in the future".

Following the Queens Award for Enterprise International Trade awarded to Lattimer in 2018 this award is yet further recognition of Lattimer's continued export success.



Continued Growth

Our financial year 2018/19 has now come to a close and we have had another successful year.

We have seen particular sales success in the UK, Russia and Baltic States, the Far East, Iberia and Africa. Our sales in Germany and associated territories continue to grow as more companies order Lattimer products directly from the UK instead of via our former distributor. The new financial year will see a more intense sales effort in areas with the potential for improved performance, we are confident that our revised approach will once again enable us to achieve our goal.

Once the uncertainty of Brexit is resolved and we are able to understand any changes in our trading environment, we are confident that our flexibility and our ability to adapt quickly will enable us to successfully address any such changes.

Mark Hailwood CEng FIMechE
Managing Director

EXCEPTIONAL GLASS ENGINEERING

Lattimer 'WISHBONE' Neck Ring Arm Spring

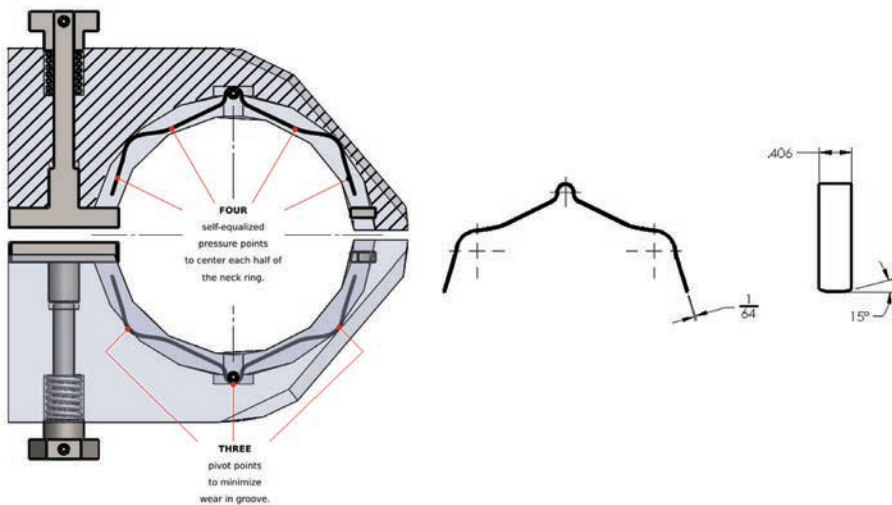
The Lattimer 'WISHBONE' spring is designed to accommodate all standard and special neck ring diameters, manufactured from heat treated stainless steel to deliver its elasticity and memory.

- Self-centering in the Neck Ring Arm groove, reducing the chance of 'sticking'.
- Four self-equalising pressure points on the spring centre each half of the neck ring.
- High temperature operation without losing spring memory.
- Secure installation of the spring by pin or screw.

BENEFITS:

- One spring for all standard and special sizes of the neck ring. (70 mm is industry standard; other sizes up to 105 mm under evaluation).
- Simple modification to existing or new neck ring holders enables use of conventional spring or Lattimer 'WISHBONE' spring.
- Spring has no tension while neck ring holders stored on the shelf, ready for operation whenever called into use.

Contact the US or UK sales teams for more information.



LOCK RING REAMERS

Lattimer have been able to supply a custom manufactured hand tool, enabling the locks rings to be cleaned of residue preventing their correct operation.

The hand operated tool is sized precisely for the diameter to be cleaned and is simply rotated when in position removing the residue built up during operation.

These tools can be supplied designed to suit your exact requirements.

Contact the Lattimer UK sales team for more information.



NECK RING MECHANISM: DEDICATED ASSEMBLY CELL

To expand the production capacity of our successful Bearing Neck Ring Mechanism we have introduced a new dedicated assembly and test area.

The installation of this new facility has enabled us to incorporate two dedicated test stations into the assembly process, measuring and recording key dimensions which are then stored in a database logged against the part serial number, providing full traceability of these key dimensions on this flagship product.

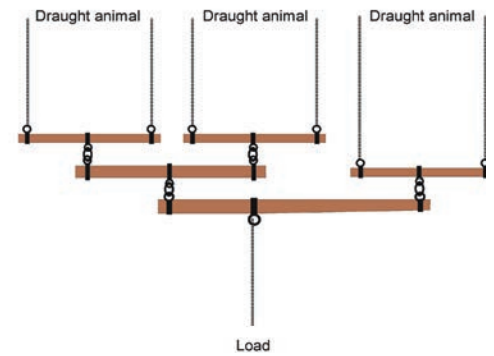
The quality of our products is key to Lattimer's success, the introduction of this facility further demonstrates Lattimer's continued commitment to product quality and consistency.

Contact the Sales team for more information.

'WHIPPLETREE'

The Lattimer UK product development team are currently working on the design a Whippletree hangar assembly. The Whippletree is a mechanism that equally distributes force through the use of linkages, this age old principle is being used to equalise closing forces on triple gob hangars, preventing the occurrence of container seams. Working with a customer Lattimer will, using their already significant hangar design and manufacturing experience, produce a high quality, robust product, resolving the issue of container seams caused by wear and poor alignment issues.

If you are interested to find out how 'Whippletree' can help you please contact the sales team on sales@lattimer.com.



NECK RING ARMS

A large increase in order intake at Lattimer US during February and March has added additional pressure to our manufacturing schedules. To address this, Lattimer UK will be manufacturing a number of large batches of Neck Ring Arms during March to ensure that our product lead times are not affected and our customers are kept satisfied.

This is a common practice within the business as each site supports the other with extra manufacturing capacity when and as required.



Engineering & Manufacturing Challenge

Manufacturing this quantity of Arms for the US is clearly a challenge for the UK business, as these Neck Ring Arms will be manufactured utilising castings sourced in the US.

These castings are slightly different than those normally manufactured in the UK and so new fixtures and methods will be developed to ensure all parts are correct and delivered on time. We are very confident that all deliverables will be met following the successful manufacture and delivery of the first 60 pairs of arms during February.



Congratulations

Congratulations go to Jack Eckersley, a second year apprentice at Lattimer who has been awarded the Apprentice of the Year at Southport College, Jack will be collecting his award at a celebration dinner at the college during March.

Having joined Lattimer at the age of 19 it quickly became obvious that Jack was an excellent recruit, excelling in both his practical and theoretical work. Jack's training is following the Toolmaker pathway and we continue to be delighted with his attitude, ability and progress, he has worked extremely hard and fully deserves this accolade.





Our Agent in the Philippines: Ivan Dimaisip

Ivan Dimaisip the founder and President of Geobels Technologies Inc based in Manila, Philippines has been Lattimer's representative in the Philippines for over eight years.

Ivan is very well known, extremely knowledgeable and is a familiar sight in all the Glass container manufacturing plants in the Philippines, serving customers in the industry for over 20 years. Ivan has played a major role in the growth in sales of Lattimer products in this region and is a valuable member of the Lattimer Team.

Contact Ivan at ivan@geobels.com

New Machines for Lattimer UK

Increased Investment in the UK Plant

The Lattimer board have approved the purchase of two new Mazak CNC machines for the UK plant. These machines, a lathe and a vertical milling machine will be supplied by Lattimer's preferred machine supplier Mazak, and will be installed during June and July 2019.

These two machines will replace a single machine now at the end of its useful life, delivering increased efficiency and reducing product lead times. The programming language of these machines enables the operators to write, prove out and introduce new part programs directly on the machine, reducing the requirement for all programming to be done by the Manufacturing Engineers, increasing ownership of the process, something that has proved to be a huge benefit with the other Mazak equipment already in the business.

The investment in these machines further demonstrates Lattimer's commitment to remain ahead of the competition.



www.lattimer.com



Lattimer

79-83 Shakespeare Street
Southport, Merseyside
England PR8 5AP

Tel: +44 (0) 1704 535040
Fax: +44 (0) 1704 541046
Email: sales@lattimer.com



Lattimer

3603 North Mill Road
Vineland
New Jersey 08360, USA

Tel: +1 (856) 691 2203
Fax: +1 (856) 691 5509
Email: salesamericas@lattimer.com

