

INNOVATE

NEWS FROM LATTIMER

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'THE WORLD LEADER IN IS VARIABLE EQUIPMENT'



Lattimer Celebrate 80 Years of Glass Engineering



Incorporated in November 1941 Lattimer's core principles of Quality, Innovation and Customer service have ensured we have continued to exceed our customers expectations for 80 years.



BUSINESS AS USUAL

The financial year 2020/2021 is now complete and despite the difficulties we have been experiencing due to the global Covid pandemic, Lattimer UK have remained operational throughout the whole year.

Order intake has held up reasonably well although the inability to travel has clearly had a slight negative effect, despite the increasing use of video conferencing facilities.

As I write the UK is well advanced with its vaccination program and we are hopeful that international travel will begin to open up, enabling us to once again meet face to face with our overseas customers.

In the meantime rest assured it is business as usual at Lattimer, your Account Managers remain available for your questions and enquiries, and let's hope that this time next year things are back to normal.

Thank You!

Starting life in November 1941, Lattimer Ltd have been at the forefront of high quality engineering for eight decades.

Beginning life as a general engineering and manufacturing company based in Southport, UK. Lattimer have manufactured products for many industries including defence, medical, automotive, and glass to name but a few.

But it is in the Glass Container manufacturing industry where Lattimer have truly made their mark, becoming a leading supplier of high quality IS variable equipment and rapidly becoming a familiar name trusted the world over for the supply of high quality, innovative products, helping Container Glass Plants across the

globe increase output and improve product quality.

We at Lattimer take pride in our history and heritage and we understand that to continue our success we must always be prepared to adapt.

It is our continued commitment to quality, our willingness to be flexible together with our decades of experience that today keeps us ahead of our competition, guaranteeing we will be celebrating anniversaries for many years to come.

RECARDO'S RETURN

At the end of November 2020 Recardo Jacobs returned to South Africa for the Christmas period. Unfortunately an increase in Corona virus cases in both the UK and in South Africa, led to the introduction of stringent UK travel restrictions which kept him in Africa.

Recardo was furloughed early 2021 before finally returning to the UK in late March. He was required to spend his first 10 days back in the UK in a isolation hotel in Birmingham, before returning to work in Southport mid April approximately 5 months from when he left.

All being well Recardo will shortly receive his Covid jabs and his next trip home will be a little shorter and hopefully less stressful.



NEW PRODUCT DEVELOPMENT



Lattimer are well known for innovation and creativity when developing new products, using our many years of experience in the Glass container industry to design and manufacture a product that is uniquely Lattimer, product that adds values for the customer and delivers opportunity to improve container quality or increase output.

Historically the Lattimer UK and US manufacturing sites have developed products independently, however as the global market has become increasingly standardised, it makes sense that product development is undertaken jointly.

During March a Product Development Team, including personnel from Design and Sales from both Lattimer sites has been put together with the aim of developing and bringing new products to the market. The first product to be jointly introduced is a DG and a TG Pantograph Baffle Holder, each having a number of technical advantages over the standard units, all explained in a new technical bulletin. A small quantity will be available on a Sale or Return basis so that interested customers can trial, so if you don't want to miss out contact your Account Manager as numbers are limited.



SPLINE GRINDING MACHINE



Preparations for the delivery of the new Spline grinding machine are well underway.

In readiness for the delivery of our new Stockel Spline Grinding machine, moves have been undertaken to enable the preparation work to be finalised ready for the end of May delivery date.

The location of the new machine forms part of a plan which will result in a number of significant machine moves over the next couple of years, further increasing the manufacturing capability and flexibility of the UK site.

A NEW DIMENSION IN PRODUCTION

A recent urgent requirement from a customer proved just how useful the 3D printing of parts can be, achieving shorter lead times and increasing confidence in the agreed solutions.

A recent quality issue at a customer plant created an urgent requirement for a modified insert with a 'special' profile. Following a plant meeting a Solidworks model was created and after a review a full size 3D set of inserts were created. The inserts (top and bottom) were fitted to a test section and further inspected before giving the go ahead for manufacture.

The inserts went immediately into production using the models to help generate the CNC machine program. All parts were completed two days ahead of a tight schedule, the result was exactly as predicted, resolving the quality issue immediately.

Our 3D printer is becoming a must have piece of equipment enabling customers to visualise proposals prior to incurring any production costs, it is certainly earning its place in the business.



COOPERATION CHARTER

In many markets Lattimer are represented by Agents who work hard promoting Lattimer products.

The relationship between Lattimer and our Agents is a partnership and so it is essential that their continued commitment to Lattimer is fully supported

We have therefore produced a Cooperation Charter which firms up the expectations and commitments from both sides.

All our Agents signed up to this Charter without hesitation so we are delighted that with our full support they will continue to provide the excellent service that our customers have come to expect.

Dave Poole joins the Lattimer Board of Directors

The Board of Lattimer Ltd are pleased to announce that Mr Dave Poole has accepted the position of Operations Director and will be joining the Lattimer Board of Directors.

Dave joined Lattimer in 1993 on a Work Experience placement and has been with us ever since, holding down a number of roles as he progressed through the business. His obvious ability coupled with his drive, hard work, commitment and determination made it clear that he had significant potential.

In his position as Operations Manager, Dave has delivered significant improvements in manufacturing efficiency, in our ability to process and deliver an increasing number of new parts quickly and effectively, as well as in Health and Safety and Personnel Training and Development. Dave has already made his mark on the business and we are sure he will continue to do so in his new position.



Taihei Boeki, Lattimer's partner in Japan for 30 years.

Taihei Boeki Co Ltd are a trading company based in Tokyo in Japan, importing machinery for glass container production to be used in the Japanese market.

Taihei Boeki have represented Lattimer for 30 years, promoting our full range of products to their wide range of customers, often translating product literature into the Japanese language to help address communication difficulties.

Taihei Boeki continue to promote and support Lattimer in a difficult market, we are delighted that we continue to be represented by a dedicated team of knowledgeable, hard working and successful individuals. We will continue to work with our Japanese partner supporting them so that their hard work, commitment and confidence in Lattimer is rewarded.



Left to Right our Team in Japan; Mr Fukuma, Mr Hirayama and Ms Noda

Despatch department in the spotlight



Following the UK's exit from the EU everyone has been reading about the issues being reported with transport to and from the Continent. Approximately 22% of Lattimer's sales are made into the EU and so it is essential that Lattimer are able to seamlessly ship product into this region.

To deal with the additional paperwork requirements, Terry Shanks, Lattimer's Despatch Manager has been working flat out to secure reliable partners who can be trusted to undertake the safe and speedy shipping of our product into the EU. The initial long delays due to issues on both sides of the Channel now appear to be reducing and so we are confident that normal service has been resumed.

In the meantime please rest assured that we are working hard to ensure your products always arrive as promised. If you have any concerns please contact your Account Manager who will be delighted to assist you.



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