

INNOVATE

NEWS FROM LATTIMER

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'THE WORLD LEADER IN IS VARIABLE EQUIPMENT'

First Exhibition of the Year Glassman Europe, Istanbul, Turkey

Account managers from Lattimer and Hunpreco have recently returned from the Glassman Europe exhibition held in Istanbul, Turkey. Turkey is experiencing a surge in Glass Container demand thanks to its strategic location, close to both Asia and Europe, so this was an ideal location to meet with existing and new customers alike.



The addition of Hunpreco to the Lattimer group resulted in a number of new customers to Lattimer visiting the stand to understand what we can offer, as well as taking the time to renew old and longstanding friendships with Chris Houghton, the Hunpreco representative on the stand.

Simon Waterhouse, Lattimer's Sales Team Leader present at the show commented "we weren't sure whether this show would be well attended by the customers we were targeting, however we have been delighted

that many have taken the time out of their busy schedules to visit us, despite the awful tragedy that has befallen the nation in the past week."

Please feel free to contact a member of our sales team with your enquiries, we will be delighted to assist you.

Should you wish to donate to help assist the relief Operation to clothe and feed the Earthquake survivors, then you can donate by the online appeal;

www.donate.redcross.org.uk/appeal/turkey-syria-earthquake-appeal.

Rising to the Challenge



As we enter the final quarter of the 2022/23 financial year we do so with sales growth approaching 10% for the year and a very healthy order book.

Recruitment continues to be an issue, we have vacancies in our Operations department that have proved difficult to fill. The level of skill required at Lattimer is generally much higher than many other engineering companies. We are engaged with a number of activities with local schools to attract school leavers to our Apprenticeship program and have high hopes that this will deliver some of the individuals required.

Prices continue to rise for both energy and raw materials although we are now starting to see a slow down for which both we, and our customers are grateful.

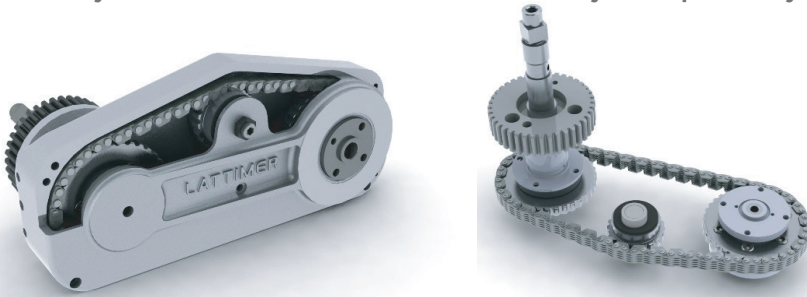
So we expect that 2023 will be as challenging as 2022, however we are prepared, expectations are clear and so we are confident that 2023 will be another record breaking year for Lattimer UK.

Mark Hailwood CEng FIMechE
Managing Director

EXCEPTIONAL GLASS ENGINEERING

FOCUS ON: Chain Arm

The Lattimer Chain Arm has always been a popular in our product portfolio, however, more recently we have observed a significant increase in demand driven by increased machine speeds and rising efficiency demands, and because the Chain Driven Take Out arm is particularly suited to Servo machines due to its accuracy and repeatability.



The Lattimer Chain Arm is similar in design to all Lattimer Take Out Arms, bearings are sealed and installed in replaceable housings which are serviceable for speedy and efficient maintenance. Shafts are hardened and ground for accuracy and prolonged service life. All benefits of the Lattimer belt take out arm have been adopted in the design for the chain arm, so you can be guaranteed of the same reliable Lattimer product.

The most common cause of downtime on a Take Out arm are timing belt breakages, caused by wear, excessive heat, machine collisions. Converting the drive medium to Silent Chain addresses all these issues, without any detrimental effects on operation, delivering repeatable and consistent performance at all times.

Lattimer's US operation is once again investing in our future

The Lattimer US facility has seen an unprecedented increase in order intake over the past months and following a review of capacity constraints a recommendation was made for the purchase of a new Mazak Horizontal machining center. This machine has been ordered, and delivery is currently planned early Quarter 2.



The new state of the art machining centre will increase manufacturing output, and further improve flexibility and quality of production.

The new machine, including a number specially selected options will provide Lattimer US with the flexibility to manufacture multiple product lines with significantly reduced setup time, will help improve schedule efficiently and will deliver increased output.

The delivery and installation of this machine will also provide the opportunity for a number of machine moves across the plant, further increasing flexibility and output and confirming Lattimer's commitment to continuous improvement and customer satisfaction.



SIMON'S INDIA VISIT

2023 had hardly begun before our Sales Team leader Simon Waterhouse and our Agent, in India, Ceracon were undertaking a tour of Indian Glass Plants.

The plant visits began in Delhi and concluded in Colombo, Sri Lanka, with the team visiting over 16 plants during the 15 days spent travelling around the region.

India is a strong market for Lattimer and due to the hard work of the teams in India and in the UK we have seen considerable growth in recent years.

Simon and the Ceracon team have formed solid relationships with the key customers in India, and now these customers have experienced the range of Lattimer products we are seeing an increase in repeat orders and in customer loyalty to Lattimer in the region.

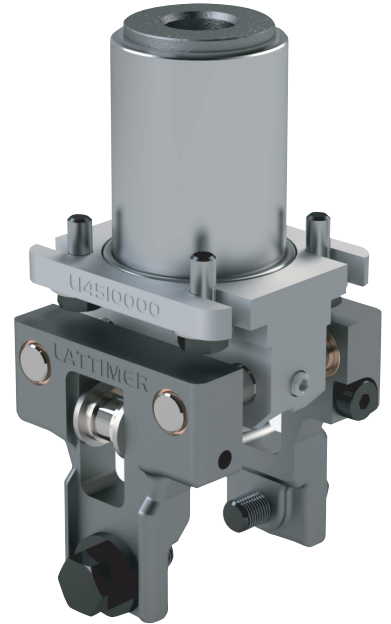
SECOND GENERATION PARALLEL TONG

The second generation Parallel Tong is currently being developed by Lattimer's team of engineers. The proposed design has been simplified and utilises many of the same components used in the Lattimer best selling Anti-Wink Tong Holder.

One of the most common areas for container defects is around the neck during pickup, the parallel action in this new tong holder has been designed to provide a smoother, robust and more precise action, allowing pickup to be much closer to the mould. In addition, this parallel action can significantly increase machine speed and decrease cycle time as the Tong Holder is suited to closed mould pickup.

The Parallel Action Tong Holder has also been designed to be a compact unit directly replaceable with standard Tongs.

The release of this product is forecast to be Quarter 3, 2023.



hunprenc NEWS

Prosaw H360NC, Automatic Twin Column Bandsaw

Essential to support the manufacturing of Plungers and Cooling tubes Hunprenc has invested in a new large capacity saw. The Prosaw H360NC, automatic twin column bandsaw is capable of more efficiently cutting bar in bundles. Aaron Short who will be operating the saw is tasked with ensuring the Operations department never run out of raw material and this new saw will help him ensure it never does.

Paul Unsworth 25 Years of Great Service

Finally we would like to offer our congratulations to Paul Unsworth , Hunprenc Purchasing Manager, for his 25 years of excellent service, and to thank him for his continued support and commitment to the business. We do not take such employees for granted and are aware that our success is a team effort, thanks Paul and here's to the next 25 years.

The Doosan Turning Centre

A new, large bore turning centre has recently been placed on order. The Doosan Turning centre, purchased from Mills CNC, will replace a machine reaching the end of its life and will facilitate the efficient machining of our larger plunger range eliminating machine vibration during the machining operation.

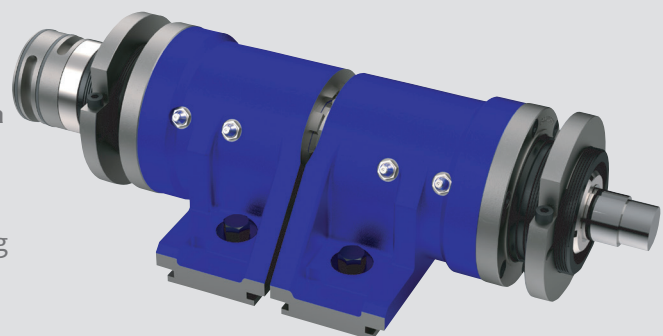
This new machine will be delivered from stock and will be operational in a few weeks continuing to demonstrate Lattimer's commitment to maintaining Hunprenc as the worlds leading Plunger and Cooling Tube supplier to the global Glass Container Manufacturing Industry.

NIS Neck Ring Mech

Lattimer's Neckring Mechanism (NRM) is regarded by many as the most reliable and accurate mechanism in the market today.

Currently it is only available for IS and AIS machines, however the Lattimer design team are currently putting the finishing touches to a mechanism for the NIS machine.

This new mechanism will utilise many of the same engineering principals as the popular standard mechanism and so will have all the benefits, long life, low backlash, synchronised opening, and bearings on the shaft for ease of rotation. Initial trials will be being conducted early in Quarter 2.



Ceracon - India & Sri Lanka

Ceracon Engineers are Lattimer's representatives in India and Sri Lanka. Ceracon was founded in 1995 and is a five-man team headed by Mr Jay Sarin and Mr Arun Bahl, both have extensive experience and expert knowledge of the Indian Glass Container Industry.

Lattimer and Ceracon have been partners in the region for over 20 years and Ceracon continue to provide Lattimer with unrivalled expertise and coverage of this vast and increasingly important market.

Jay and Arun are also regulars at exhibitions whether this be Glasspex, India or Glasstec, Dusseldorf so are always fully up to date with all new developments and opportunities. We at Lattimer consider ourselves privileged to have such an excellent partner in this region and look forward to many more successful years of collaboration.



New Recruit - Oliver Jobe

In February, Oliver Jobe will be joining the Lattimer Sales Team.



Oliver has recently completed his four year apprenticeship on the shop floor, becoming a key member of our Milling team. He has however shown an interest in a career in our Sales department, and we at Lattimer are always keen to challenge our talented people so following a series of successful interviews he will be transferring into the department in March.


Oliver will initially take a position of Trainee Account manager where he will learn the key operational areas of the business, mastering our computer system and learning how to use the data available to deliver accurate, timely and competitive quotations to customers.

Once these skills have been mastered he will then be introduced to customers, initially undertaking accompanied visits and helping to support our exhibitions, before becoming a Sales Account Manager and holding sole responsibility for a portfolio of customers across the globe.

We are all looking forward to Oliver joining the team and are sure that he will be a successful member of the department for many years.



 **LATTIMER**
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



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