

INNOVATE

NEWS FROM LATTIMER

'THE WORLD LEADER IN IS VARIABLE EQUIPMENT'

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New Improved Gob Loading

Customer demand has led Lattimer to develop a system to improve gob loading into the machine blank side.



Stainless Steel Construction

Constructed from 304 Stainless Steel the new Lattimer Gob Accelerator is manufactured to precisely guide and increase the speed of the gob as it leaves the shear. Passing through a precision tube, mounted in a water cooled housing, the gob is guided into the blank side mould.

A compressed air and oil mixture fed through precision machined angled outlets in the entry funnel convey the gob through the delivery tube, creating a uniformly shaped gob and increasing its speed, delivering a much needed consistency and predictability to the blank side loading process.

The stainless steel water cooled housing ensures the Accelerator operates at a constant temperature preventing overheating even in the most arduous conditions, as well as preventing corrosion which greatly extends its service life.

Simple to install and set up and supplied to suit any machine arrangement and size, the Lattimer Gob Accelerator can be used to improve performance in your plant.

Contact Simon Waterhouse on simon.waterhouse@lattimer.com for more information.



Another Successful Year comes to an End

Welcome to our Winter 2019 newsletter, already the year is coming to an end and we are looking forward to 2020 and hopefully some clarity on the UK's relationship with Europe, we can but hope.

2019 has been a good year for Lattimer with an increase in the number of customers and sales continuing to grow. A large number of customers are now trusting us with their IS variable equipment requirements for their new machines, so no need to wait until the variables supplied with the machine start to wear out before you equip your machine with genuine Lattimer parts.

Everyone at Lattimer would like to thank all our customers for their continued support and we wish you all a Happy, and of course Prosperous 2020.

Mark Hailwood CEng FIMechE
Managing Director

EXCEPTIONAL GLASS ENGINEERING

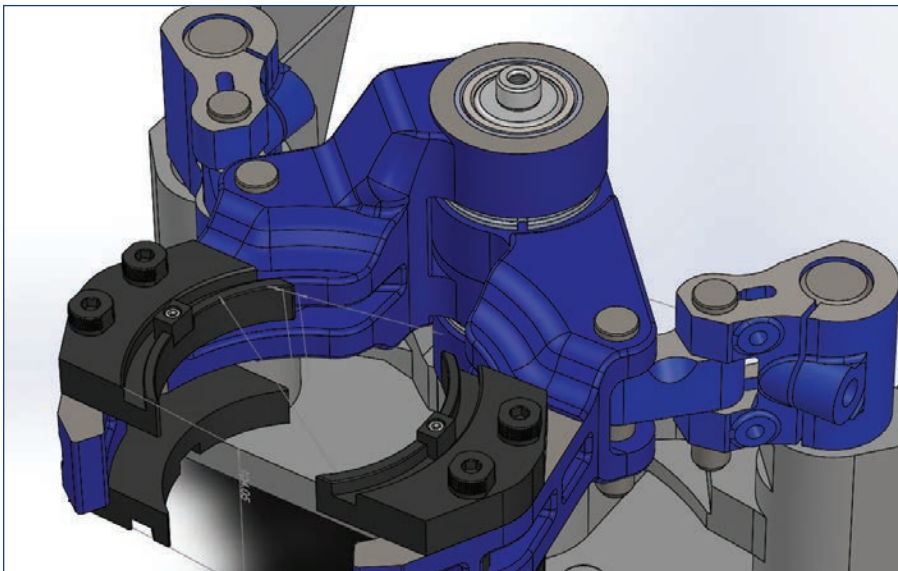
SPECIAL MOULD HOLDER SET UPS

Lattimer engineers are busy designing a range of mould holders, inserts and mounting parts to enable some very specific 4 1/4" mould equipment (blank and blow) to be run on 6 1/4" machines.

The high quality containers manufactured with this equipment require a number of new holders and insert arrangements to be designed, to ensure customer container quality levels can be maintained when the changeover of production to the new machine occurs.

Lattimer's casting supplier is working with the engineering and quality teams to manufacture patterns from the solidworks models enabling us to satisfy the tight delivery schedules required.

Contact sales@lattimer.com for further information



VIVE LA FRANCE

Our account Manager Ana Lopez has been working very hard to attract increased sales from the French market following the decision of Lattimer to end the long standing relationship with Rondot SAS based in Lyon who previously represented us in the country.

This effort has been rewarded as she has now received a significant value order from a customer in the region. To ensure all goes smoothly this contract is being managed by Lattimer Project Manager Richie Lewis, whose task is to ensure that the many and varied parts required are delivered on time and to the high quality level customers have come to expect from Lattimer.

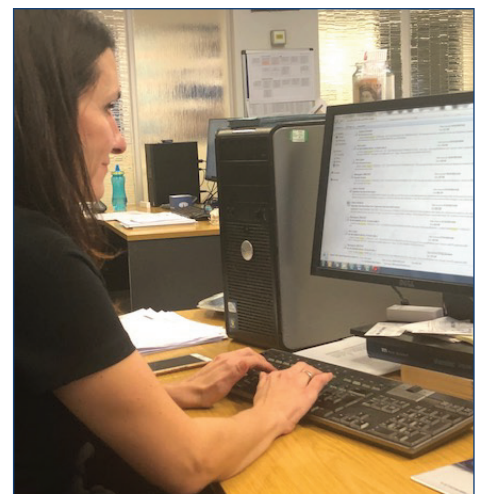
For enquiries from France, Spain, Portugal and Italy contact Ana at ana.lopez@lattimer.com



SUCCESSFUL INDIAN VISITS

Simon Waterhouse has recently returned from a week long visit to India visiting customers across the country accompanied by our agents in the region, Arun Bahl of Ceracon.

Simon visited several plants during the week with customers being particularly interested in the Lattimer Neck Ring Mechanism and the wide range of Mould Holders and Neck Ring Arms available. On his return Simon has been busy supplying quotations to AGI and Piramal, two customers with a long history of purchasing Lattimer product.



SUCCESSFUL GULF GLASS EXHIBITION

Rapidly becoming our most frequent international traveller, jet setter Simon Waterhouse attended the Gulf Glass exhibition held in Dubai in September.

Simon was present on the stand of our agent in the area, K K Prakash of Victorious Technics and was kept busy with enquiries from customers visited earlier in the year. These enquiries are now becoming orders and so Simon is now preparing his 2020 visits to the area to build on these successes.

simon.waterhouse@lattimer.com prakash@vtfze.com



SALES TEAM PLAN THEIR 2020 VISITS

Lattimer Sales and Technical personnel are beginning to put together their customer visit plans for 2020. Significant sales success achieved when dealing face to face with customers is driving the sales team to visit as many of their customers as possible, driving business growth and increasing market share.

Ana Lopez, Lattimer Account Manager stated "customers prefer dealing directly with the people at Lattimer, they want their enquiries addressed quickly and correctly, they question whether dealing through a third party adds any value for them".



The Lattimer sales team travel the globe each year and supported by agents in some regions, visit as many customers as is practical. These face to face meetings help build the relationships that are so important in the glass industry.

Customers have standardised on many Lattimer products across their machine sizes and across their plants, specifying Lattimer products on their new machines, helped greatly by the relationships formed during these face to face meetings. If this is to continue it is essential that these customers continue to have access to the people that they trust to deliver their requirements.

Contact your Sales Account Manager

Welcome to Recardo from South Africa into the UK sales team



Following a rather lengthy and bureaucratic immigration process Recardo Jacobs of Consol Glass, Cape Town, South Africa has finally joined the Lattimer sales team in the UK.

Recardo, a former employee of Consol for over 20 years, has extensive IS machine knowledge and experience and was keen to put his skills to the test in a new and challenging role.

Recardo has joined the UK sales team as Account Development Manager and will be travelling extensively with members of the department, sharing his experience, technical knowledge as well as identifying opportunities for product development and innovation, helping keep Lattimer ahead of the competition.

Contact Recardo on recardo.jacobs@lattimer.com



Erick Martinez:

OUR MAN IN SOUTH AMERICA

Erick has been representing Lattimer in Mexico and South America for around a year and has around 20 years experience in the Glass container industry, expanding his experience, knowledge and skills working with customers throughout Mexico, Central and South America.

Erick has worked with Lattimer for many years and so already has an in depth knowledge of our product range, he has a Masters degree in International Business and so is ideally placed to grow sales and increase Lattimer's presence in this key region.

Contact Erick at ericklattimer@gmail.com

APPRENTICE SUCCESS

Congratulations to Ethan Fletcher, an apprentice in our Despatch and Logistics department who has recently successfully completed his NVQ level 2 Apprenticeship qualification in Warehousing and Logistics.

Eighteen year old Ethan has been a welcome addition to our busy logistics department and has very quickly begun to make his mark, introducing and delivering improved layouts and additional storage into the despatch area delivering efficiency improvements to a key department in the business.

In just over a year at Lattimer Ethan has become a valued member of the despatch team, we are sure he has a very bright future ahead of him. Congratulations Ethan.



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