

Testing Times



John Ashworth in his domain – the testing lab

Congratulations to John Ashworth who recently celebrated 25 years continuous service with Attwater.

John is one of the reasons why Attwater is known throughout the industry for our meticulous attention to testing and quality control. Thanks John, and enjoy the £500 worth of gift vouchers on your silver Attwater anniversary.



@ I.T. AGAIN

We are pleased to announce the relaunch of the Attwater Group website, www.attwater.co.uk.

The new website has been designed using dynamic database technology and contains content that will be useful to all visitors.

Attwater's IT Systems Administrator, Mr Steven Eland said: "We had received some feedback from our customers saying that the old website could have been more user friendly, so the new site has been designed specifically with the user in mind. One of our objectives was to deliver a site that will become a key information resource for people in the electrical insulation industry."

You can visit us at:
www.attwater.co.uk
www.attwater.com
www.attwater.eu



Newsletter by Inkwell 01253 739285
alan@inkwellnewsletters.co.uk

THE PRESS

The Newsletter from the Attwater Group

Issue 4



Dear Colleagues

Welcome to the fourth issue of The Press.

2005 proved to be an interesting year for the Attwater Group as we have continued to grow and to forge new business relationships. For some time now, our larger customers have been asking us to integrate into their production systems by utilising on-line scheduling and by forming long-term strategic partnerships.

In addition to this we have also been involved in the development of a number of new specialised composite laminates, designed to help our customers meet the challenges posed by their constantly changing markets.

In the early part of 2005 we realised that our existing business system, although written by well-established software providers, was not providing us with the visibility and flexibility that these new disciplines required.

Having researched the market, we decided that an 'out of the box' solution would not meet our needs and we therefore began work with a company called Trakking, to develop a manufacturing-led business software package.

In August 2005 we phased out the old modular system and have slowly introduced Trakking. During this transitional period we are aware there were some teething troubles and we would like to thank the small handful of customers who experienced problems for helping us resolve these issues.

We believe that this change is absolutely essential if we are to continue to improve the levels of service that we offer to our customers in the future.

Richard Attwater

MOTIVATION AND ENTHUSIASM PUTS THREE IN THE BOARDROOM

In a major high-level shuffle Attwater has created three new company directorships.

Rachael Kennedy, Andy Goode and Dave Swarbrick have officially joined Richard Attwater, Tom Eland and Martin Bate around the boardroom table. The group of six will now lead the company in the years ahead.

The three new directors, all in their early forties, were recognised for their service to the company above and beyond the call of duty over the past few years.

Speaking shortly after their appointments, new director of production Andy said: "We are young, keen, enthusiastic and motivated to maintaining Attwater's position as Industry Leaders."



New directors of Production - Andy Goode, Quality - Dave Swarbrick, and Sales - Rachael Kennedy

www.attwater.co.uk

SIX FIGURE INVESTMENT BOOSTS EFFICIENCY FOR THE FUTURE

Production manager Andy Goode is looking forward to the future as he has now taken delivery of two new state of the art CNC machines: a 3.2 metre Holzma beam saw for panel cutting and a Weeke Optimat CNC router with a 2500 x 1500mm Vacuum bed.



Andy ordered the precision German machines with a view to expanding Attwater's capabilities and keeping ahead of the field in accurate cutting and machining of industrial laminates.

Andy said: "The saw and router can do everything we were doing before and more. With a reduction in operators and increased accuracy, we can offer a more complete service to our customers. They also easily integrated into the new

business system we are currently bedding in, so there are many benefits to upgrading to these new machines.

"The six-figure investment is money well spent as they should have a productive working life of at least 10 years."

The machines are already in use making precision parts for off-road vehicles (as pictured) destined for Asia, South America and the home market.



TRAKKING KEEPS US INTEGRATED

More evidence that Attwater is forging ahead in upgrading its in-house systems can be seen in the new IT network Trakking.

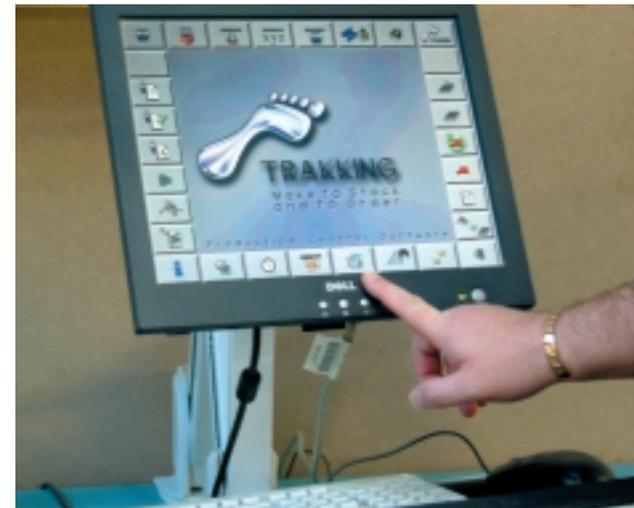
Trakking is a production-orientated, rather than accountancy-based, system that is already paying dividends in terms of time saved and processes

smoothed. It replaces the standard accountancy Sageline 500 package with a much more integrated system that oversees quoting, estimating, purchasing, delivery and

invoicing. Even the functions of the new cutting machines seen elsewhere in the newsletter are integrated.

The Trakking system, which has been developed by the North West-based company of the same name, has been tweaked specially for Attwater's logistical needs. Trakking's Phil Martindale, who has been working on site to iron out the add-ons for the last few months, said the final system should be completed by Christmas.

The system, which went live on August 1 throughout the company, has already proved to be more logical to implement, quicker and easier to use than its predecessor, and it requires fewer resources to run.



Finance Director Martin Bate agrees the finance lease with Chris Smith of Close Asset Finance after several months of negotiations.

