

a bit of L.B.T.

AUTUMN 2006



A Message From Our Chief Executive

Welcome to the Lloyds British summer newsletter, I hope you like the new look and even more so our change of corporate image, back to the anchor.

Some may ask the question why, the answer is very simple, our business in the UK is now very much re-established and with the advent of our expansion into the overseas markets we feel it appropriate to use the original (if not subtly revamped), anchor logo which has greater international recognition than the elephant. I hope you agree it is a move in the right direction.

During the course of the rest of the year all the existing vans will be converted to the new image.

You will hardly be surprised to learn we have carried out yet another acquisition, Rota Limited. Rota was based not more than 300 yards away from the old Lloyds British Netherton site in the Black Country and during our negotiations to acquire the company, each time we passed the old site both Trevor and Hayden would go all misty eyed.

Rota have a fantastic reputation in their own right and I am sure that Ian Payne, Paul Rowley, James Simms and Alan Meacham along with the rest of the team will enjoy working within a larger organisation and contribute significantly to the company's

continued growth. A warm welcome to you all.

It is now just over a year since the disposal of the Hire Division and I am pleased to advise that the retained divisions of the group have continued to grow at a remarkable pace. Engineering Services are some 19% ahead of 'like for like' sales in 2005 and IPD under the stewardship of David Hulme and James Bright (alas who has now transferred to Engineering Services) has grown sales in excess of 14%. This is a great achievement and thanks both to our employees and customers alike for their continued support.

However to sustain this continued level of growth we need to strengthen our senior management team and I am pleased to advise the new appointment of Kevin Croker to the Board. Kevin joined the company on 28th August 2006 as Group Operations Director.



Ian Payne, Steve Reece and Ian White

Kevin has many years' experience at senior management level, most recently as Managing Director of John Pring. During Kevin's successful 10 years management of this business they have received many top industry awards. Kevin is very familiar with Lloyds British having previously worked with Trevor and myself in the early 90's when Kone acquired Lloyds British.

I am sure you will give Kevin the same high level of support as you have given to the rest of your Directors over the years and I look forward to his valued contribution over the years to come.

Our business has never been stronger and I believe that with our export strategy there is no reason why we cannot continue to grow at a double digit pace for the next 3 to 5 years. However, to sustain this growth we continually need to recruit high quality engineers in all regions from within the industry. As a new initiative to help with recruitment The Board have introduced a scheme where if an existing employee introduces an applicant and they are successfully employed you will receive a bonus of £500 for your help. More details of this scheme are available from Hayden.

Finally, you may wish to look at our new Web site as it has just been updated and now includes our Industrial Products interactive section where customers can now order their products online www.ipdirect2u.co.uk

Kind regards

Ian White

"Industrial Products Direct" - The Launch !



April saw the successful launch of the Industrial Products Division Catalogue - "Industrial Products Direct". A 60 page catalogue offering 500+ products.

An extensive marketing campaign was undertaken to distribute the new catalogue into the marketplace. 35,000 copies of the catalogue were mailed via a tailored national database. 35,000 were inserted

into Construction News, and a further 5,000 were mailed to our existing customers.

The feedback we have received regarding the launch of this catalogue has been very positive.

Should you require a supply of catalogues for your branch, please call either Sarah White or Helen Mills at Head Office.

COMING SOON IPDIRECT - ONLINE

Yes, we are joining the world of e-commerce soon our IPDirect Catalogue will be available online with the facility for buying online!

The website www.ipdirect2u.co.uk is currently being created and as soon as we go live we will let you know.

.....www.ipdirect2u.co.uk





The Business Has Been Anchored !!

**Yes it's back !
But with a bit
of a makeover.**

After the company was taken privately a decision was made to move away from the Elephant logo and join forces with the old anchor logo. The anchor logo is synonymous with Lloyds British, the logo is recognised, nationwide, worldwide, so we felt this was the appropriate way forward. However, we did feel that the old anchor logo needed a bit of a makeover and brought up to date, and I think our designers have done a pretty good job.

The anchor logo was introduced during March, and I am sure you are noticing it more and more; stationery, signs, vehicles, workwear etc. We are in the process of updating our promotional merchandise and this will be available shortly.

The logo is available on the shared drive should you wish to add it to any documentation, presentations etc.

It is available in company shared/logos/current/Lloyds British RGB.jpg. Should you require just the anchor part, this is in company shared/logos/current/Anchor-Black Red 1.jpg



Lloyds Handling Update

It has been 3 years since the acquisition of Hedley Handling and we pleased to report good progress, business has steadily grown since the acquisition and there continues to be a buoyant market for light handling equipment.

We have successfully maintained our existing customers and continue to gain a number of new accounts including some high profile clients i.e. De La Rue currency & Caterpillar to name but a few.

Relations with NHS and Local Authority accounts are going from strength to strength, time has been well spent getting to know the accounts and understanding their needs and how to best service their requirements.

We look forward to a successful 2006 and plans are under way to target new sectors in 2007.

James Bright

Lloyds British Training Services Joins The Army...

Training have recently worked on behalf of Lockheed Martin - Insys to provide training on the hoist and crane units for the British Army's new Recovery Vehicle which was designed by Insys and built by Chinns of Hinckley.

The project scope enabled Engineering to be involved by providing testing and Technician support.

Steve said that Lloyds British came away from the project with an excellent reputation for training and Engineering services which has confirmed our position as a key supplier with Insys.

Steve Downing
Director of Training Services

Barry Mercer - Associate Director, Engineering Services

"THE EAGLE HAS LANDED"

London are finally entering the closing phases of our first Building Maintenance Unit installation with what has been a 10 month programme. The machine finally arrived from New Zealand and due to customs delays, we had a close call meeting our installation date of Saturday 24th / Sunday 25th June, as we closed part of Oxford Street in London for the installation you can imagine the phones were red hot!

Carl Stark, London's new supervisor took control of the lift and installation which involved a 55 ton crane, whilst a large audience looked on from the cafes and bars on a beautiful summers day. You will see from the pictures

the BMU had the look of a moon landing module. The relief as the final piece went into place 7 storeys up was a joy to behold. I acted as photographer (see pics below) and provider of refreshments having been told to leave it to the professionals.

Well done lads now to commission and hand over.

Regards

Barry Mercer
Associate Director



Kevin's Back!

Having been away for nearly 10 yrs, it is great to be back at Lloyds British at a time when there are so many opportunities going forward and we are in such a good position to take advantage of them. It has also been good to renew acquaintances with old colleagues whilst also getting to know the new people who have come on board during my time away as well.

The series of acquisitions have certainly added great value to the Group as a whole, bringing new products and skills with them.

Finally, I look forward to working with you as we continue to grow and develop our business, further enhancing what is



already the leading name for lifting solutions in the Market.

I can be contacted by all of the usual means, so if you feel the need please don't hesitate to do so.

Regards

Kevin Croker
Operations Director

Blast from the past

I am sure some of you will remember the old Lloyds British magazine "Link"- digging through my archives I came across a copy of a 1995 edition and gracing the front cover is a certain Mr Kevin Croker looking very impressive in his cap and gown, receiving his MBA.

Sorry Kevin!





Bob Mees - National QA Manager

"QUALITY ALL THE WAY"

Hi Everyone,

Firstly a big thank you to all the staff at centres where audits have taken place so far this year, they include Head Office, Mexborough, Swansea and London, you have all performed to a very high standard.

Due to the ever demanding market needs, the company has decided to obtain the ISO 14001 : 1996 Environmental Standard and the first external audits are due to take place in early August at Head Office and Swansea.

Starting in September 2006 the Quality Certification will be up for re-assessment, as our ISO 9001 : 2000 certificate expires in December. The new assessment will include the following:-

1. Quality ISO 9001 : 2000
2. Health and Safety OHSAS 18001 : 1999
3. Environmental ISO 14001 : 1996

The centres who will be part of the re-assessment are:-

1. Newcastle-upon-Tyne
2. Whitehaven
3. West Bromwich (Site visit)
4. Head Office

It will take a lot of hard work to achieve the standards but as a company we'll welcome the challenge.

Once this accreditation has been achieved Lloyds British Testing will be one of the few companies who have obtained and integral certification.

The company is also pursuing the UKAS inspection ISO 17020. We hope to have certification by middle of September.

In June 2006 Swansea had a major external audit carried out by one of our main customers, Corus. This was on the repair, design, manufacturing side of the business. The Corus auditors were very impressed by the professionalism and commitment of the Swansea operation. Well done to all concerned.

Lloyds British like so many companies are fully aware of the Environmental issues that the country and the planet face each day. All our centres are making worthwhile efforts to make a contribution in the use of water, lighting and recycling waste paper and toner cartridges etc.

Keep up the commitment and I will see you all over the next few months.

Bob

Lloyds British Training Back Overseas

Lloyds British Training Services has been recently involved in delivering six training courses in Bahrain for The Arabian Ship Repair Yard .

Jim Matheson was onsite for nearly a month delivering lifting accessories training and hopefully we will return again later in the year .

Also in Bahrain we are developing a business relationship with the Arabian East Training Co who are advertising our wider capabilities to their client base.

Further to these initiatives Training are also in negotiations with Haliburton the American Facilities Group to provide Crane Operator courses in the U.A.E.

Steve said " we have a lot of direct overseas experience in our team from working in many of the Middle Eastern countries going way back to our previous partnerships with Kanoo in the old days and that experience really counts when working overseas in

different cultures , foreign shores are certainly part of our growth plan for the future, however we did decline one week's work in the green zone of Baghdad Iraq recently."





Belated news from the Dale Family

Trevor and Geraldine Dale were the very proud parents at the wedding of their daughter Gemma who was marrying Nigel. Wedding took place last June, (Trevor forgot to mention this to Sarah for the previous Newsletter – however, all is not lost !)

Gemma met Nigel after leaving University and moving to Leeds where she has taken up a career in HR.

The wedding was held at Thorpwood Hotel in Leeds where they had an amazing day.

So if you recall that perhaps Trevor was looking a little stressed, tense, perhaps a bit of grey coming through this time last year - now you know why. Don't think it was the "Father of the Bride" sort of stress – more of

the "Mother of the Bride" couldn't decide on her outfit and felt safer having purchased a few outfits in reserve – I think it is a girl thing!!



Mexborough - Changes in the Lift Division

All change in the Lift Department. Cameron has now moved on to pastures new and will be replaced by Paul Dyson.

Paul was Cam's mentor during his apprenticeship days and joins us from Apollo Lifts where he was Project Manager for the Northern Region.

I trust that you join me in welcoming Paul to the company and wish him all the best in his new role.

Sport Relief



On Saturday 15th July Yvonne Reeves from Head Office and her husband raised over £110 for 'Sainsburys Sports Relief'.

We both dressed up as 'The Blues Brothers' to walk the one mile which started at Millennium Point in Birmingham City Centre, in a time of 13.10 minutes.

Many thanks for all your donations.

Yvonne

Mexborough - Handling Tool for Vista IR Camera

We have just proof load tested an infra red camera handling tool for a telescope located in Chilli, it was witnessed by the Space Science and Technology dept. based in Oxford. The camera is the first of the kind in the world and will be in service later on in the year. It will bring new dimensions to how the universe was formed. The camera costs 12 million pounds and then fits into a telescope on top of a mountain.

Drawing No: 1-KE-0160-221-B ISSUE B
Tested by: Mick Gill

I only wish I had taken a camera!
Regards

Mick Gill
Engineering Services

"Happy Birthday to..."

Barry Selwyn celebrated his 65th Birthday the 16th December 2005



Beverley Van Wyk (Credit Control - Head Office) celebrated her 60th on 19th Sept 2006



A day at the races

Some members of staff from Head Office attended a Charity Ascot Day Luncheon at a local hotel. The biggest wins of the day were Peter and Gemma, drinks were on them! It looks like they all had a good time.



Anthony Smith, Helen Mills & Keith Rodgers



Yvonne Reeves & Peter Becque



Helen Mills & Mandy Sabell

Maureen Kerr, Ingrid Lindon, Nicola Farrelly, Gemma Yates, Yvonne Reeves & Carol Garton >





Congratulations to Mr & Mrs Sercombe



Rachel Bartch at our Newcastle Branch married Chris Sercome on the 29th July 2006 at St. Cuthberts Church, Newcastle.

Good Luck !!

Head Office - Sally's had a busy year...



...not only did she get married to Matthew on 6th April but on the 10th July gave birth to a beautiful baby boy Ethan, who weighed in at 7lb 13ozs.

Both mother and baby are doing well.

Congratulations Sal!

Message from Carl Thomas, Thames Water

Dear Ian

I would like to say a BIG thank you for the privilege of being invited to Silverstone and let in to the heart of the race paddock.

The warmth of all the Lloyds Ducati team was fantastic. I would also like to pass on my gratitude to Ken the team manager who made it possible to meet up with the 1969 world champion.

It was a fantastic day.

All the best for the next round at Brands Hatch.

Carl Thomas
Operations Team Manager
Thames Valley

Glasgow - What our customers think...

Email sent to Robert McGachie from British Energy

From: Montgomery Ian
[mailto:ian.montgomery@britishenergy.com]
Sent: 14 April 2006 08:58
To: Robert McGachie
Cc: Youles David
Subject: Emergency Callouts

Robert,

I'm writing to you and Joe Malone with a "big thank you" for your help and prompt response in our emergencies callouts.

As you can appreciate this R2 Main Outage at Torness, time is critical and work is through the 24 hour cycle.

Its vital to have contractors like Lloyds British servicing our needs with quick responses and good service.

The attendance of your Drew Mathieson on the evening of Wed 12th April 1900hr on the Gen Transformer was well appreciated and mentioned by the Outage top Management.

Could you please pass on this thank you to Drew also.

Regards Ian

What's new at West Bromwich ?

Since the previous Newsletter, Lloyds British have purchased Rota Limited, who have successfully been integrated into our West Bromwich site.

Ian Payne has joined us as General Manager and has brought over his team of James Simms - Works Co-Ordinator, Paul Rowley - Sales Manager and Alan Meacham - Design Engineer.

Also Kevin Smith and Andy Hall have joined the labour force as Lloyds Rota employees working out of the West Bromwich branch. Lloyds Rota manufacture many exciting products and are one of the UK's leading suppliers of:

- Free Standing Gantry Systems
- Portable Davits
- Lifting Beams
- Bespoke handling equipment including vacuum lifting systems.

Ian, James and Alan were previously employed by Somers so further strengthen the technical skills within our manufacturing base.

Ian is reporting to Stephen Reece so it's just like "old happy times" quoted Mr. Payne.

Bob McFarlane has welcomed Rota into the branch with open arms and has been more than helpful in ensuring Rota have a smooth transition into the Lloyds Group.

I am sure you will all join me in wishing Rota the best of success within the Lloyds Group of Companies

Stephen Reece

Swansea - "Snookered"

Clive Marsh from our Swansea Lift Section became a professional snooker coach in January 2006 and of course is very proud of it.



Clive says

"W.B.S.A. stands for Welsh Billiard & Snooker Association, these letters I can use after my name. I have attended and have certificates for:- Good Practice and Child Protection, Coaching Children and Young People. I am now coaching two clubs in Swansea on Saturdays from 9.30am to 3pm, everyone is welcome.

If anyone in Lloyds British would like a game please contact me!"

Clive