



LADDER & FENCING INDUSTRIES (NEWENT) LTD

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1. **British:** A truly British manufacturer. All of our competitors, without exception, import a great deal of their product range from China, Vietnam or India.
2. **Experience:** Over 70 Years experience as a manufacturer.
3. **Quality Management System:** ISO9000 accredited and converting to ISO9001 this year.
4. **Standards:** All products that fall within the scope of an official manufacturing standard are Kitemarked to that standard. The standards that apply are:
 - a. BS2037 Class 1 for Aluminium products only
 - b. BSEN131 for products made from any material
5. **Assurance:** Products that do not fall in the scope of these standards are self-certified through in house testing. Eg Lorry Ladders, Scaffolding Steps, DPDs and DPS etc
6. **Insurance:** LFI cover all product liability insurance issues. Importers that ship products from outside of the EU are classified as a 'Producer' by Trading Standards and the HSE. This means they have to insure with appropriate Product Liability cover to deal with any legal issues arising from an accident. This would be a huge problem if the imported products falsely claim to meet a manufacturing standard such as EN131. As a British manufacturer, LFI provide all the insurance needed and would deal with any legal matter arising from an accident involving our products.
7. **Logistics:** LFI require a minimum order of 10 items for free of charge delivery. If necessary small quantities can be delivered for a small delivery charge. Any importer has to buy a container load at a time and then have to distribute them around the country to depots. Therefore LFI provide stock control and cash flow advantages (not having to pay for a container upfront etc). Other UK manufacturers & stock holders also expect higher Minimum Order Values: For example, SCP demand a minimum order value of £3000 before they will deliver free of charge.
8. **Expert advice & Support:** LFI have executive representation on the Ladder Association management team. LFI have a seat on B512 , the British Standards technical committee for ladder standards and design. We therefore have the experience and skills to advise on all work at height law governing the safe use of ladders and steps, working closely with the HSE and Trading Standards
9. **Training:** LFI are members of the Ladder Association, PASMA (towers), IPAF (MEWPs/cherry pickers) and The Scaffolding Association. LFI provide training using nationally recognised training schemes across all forms of work at height equipment.
10. **Tuffsteel:** Tuffsteel is an LFI copyright trademark that cannot be used by anyone else.
 - a. Non-sparking unique anti corrosive coating of Galvalume inside and outside for full metal protection and safe use in highly flammable work environments such as oil refineries and rigs.
 - b. BSEN131 Certified: Licence Number KM34154: unlike pretty much all other suppliers of steel ladders – even though they claim to have certification they probably don't.
 - c. Made in Britain no other steel ladders are made in UK.
11. **Price Stability:** LFI provide ongoing price stability to allow easy budgeting for our clients. As a British manufacturer LFI is less exposed to currency fluctuations than importers. LFI's strategy of 'hedge buying' materials provides excellent pricing stability.
12. **Product Range:** LFI offer a wide range of products, including timber pole ladders, stagings, steel ladders, a full range of aluminium ladders & steps, and GRPsteps. Our 'one-stop-shop' service enables clients to simplify their purchase ledger and have guaranteed service levels on all product types.
13. **Specials:** LFI can design and manufacture access products to meet specialist work requirements. In order to commit to the cost of design we would need certainty of the expected volumes involved.
14. **Trust:** LFI **will not** deal with your customers. We will always respect the relationship that you have built and fostered with your customers and make every effort to avoid dealing with them directly. LFI will deliver direct to your customer and LFI will brand your products for you - where costs and volumes justify the process.