



A FAMILY BUSINESS SINCE 1889



## Welcome

In 1889 John Lowe and his son-in-law Thomas Fletcher began their lock making business in Willenhall, England. At the time they were one of more than 300 similar lock making businesses in this industrial area.

Today the company they founded employs 1,000 staff across two divisions and has operations in the UK, Belgium, France, Germany, Poland and the USA. The Locking Systems Division supplies specialised locking systems for a wide range of OEM customers worldwide, and the Safety and Security Systems Division focusses on safety products and services for buildings.

The Group has come a long way since 1889 yet it is still a family business with strong family values. As the fifth generation of my family to lead the business I believe these values are embedded in our family business ethos and can be summed up as follows:

- We act with honesty, openness and a respect for others;
- We act with care and consistency;
- We take responsibility for our actions.

Together with our long heritage our values enable us to develop as a team, invent new products and plan for the future with confidence and conviction.

On the following pages you can learn more about the Lowe & Fletcher Group, its operations and capabilities and why you can be confident in doing business with us.

*Hugh Trevor-Jones*

Hugh Trevor-Jones DL, Chairman

## Group Profile

The Lowe & Fletcher Group is a family owned industrial business founded in 1889. Our two diversified divisions design, manufacture and supply innovative security and safety products and services around the world.

Our operations are organised as follows:

### Locking Systems Division



Wednesbury, UK



Bloxwich, UK



Bastogne, Belgium



Holland, USA



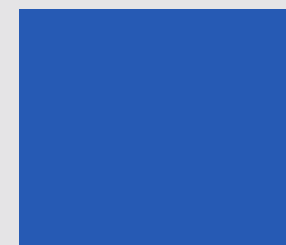
Sulzbach, Germany



Folschviller, France



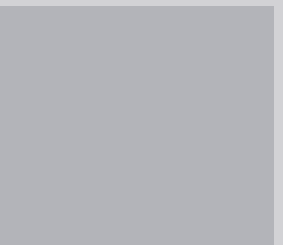
Ruda, Poland



### Safety and Security Systems Division



Havant, UK



Sheffield, UK



# Locking Systems Division

The Locking Systems Division designs and manufactures locking systems for a broad range of industrial OEM customers worldwide through its Lowe & Fletcher and Euro-Locks operations. The division supplies over 60 million products annually, from precision mechanical locks to the latest electronic locks with many bespoke solutions, enabling us to meet diverse locking requirements.

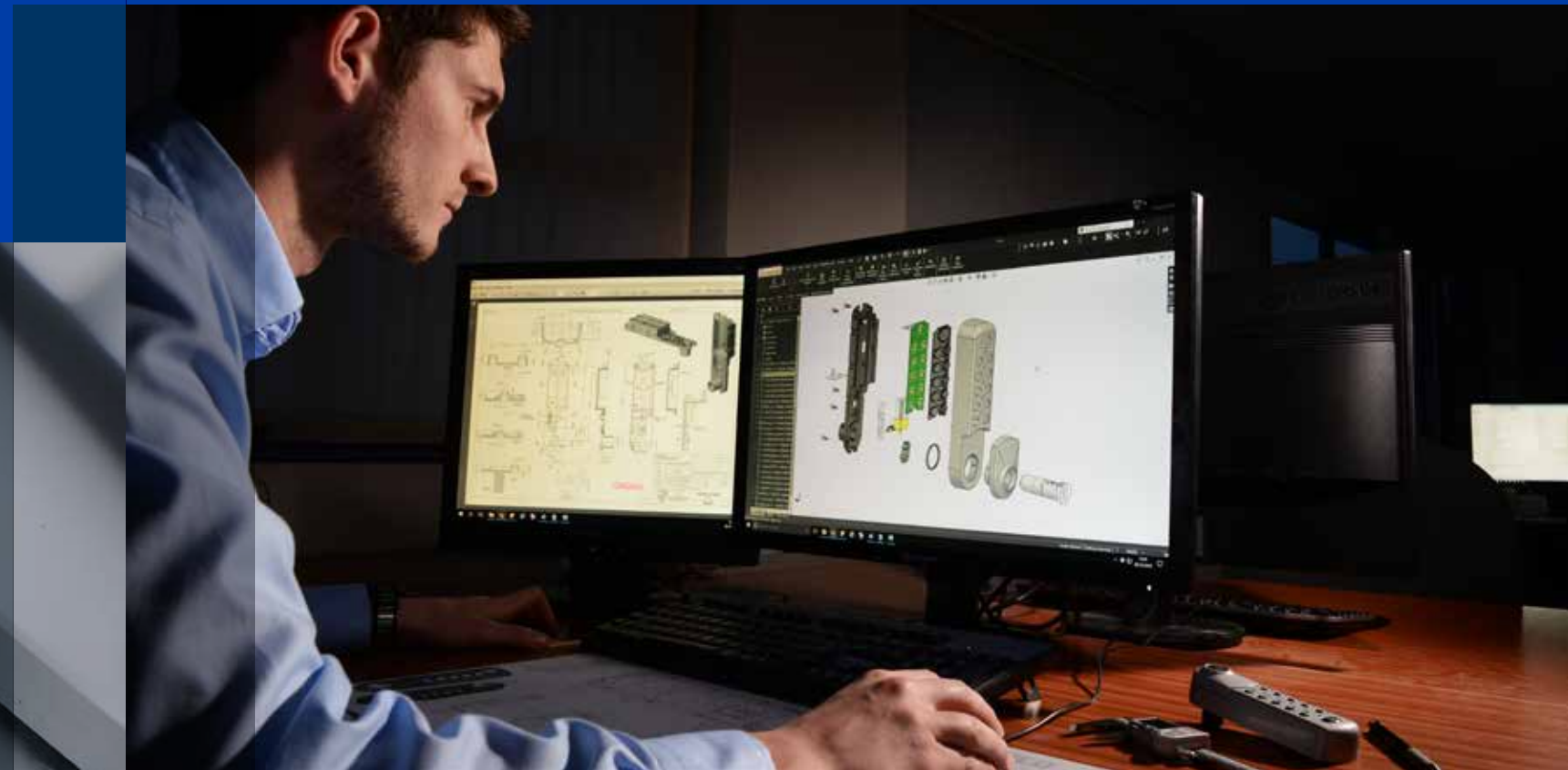


## Product Diversity

Our locks can be found on the widest range of end uses across a broad global customer base. We supply locking systems for office furniture, lockers, electrical and mechanical enclosures, safes, automotive accessories, caravans, cash machines, bicycles, windows, doors, heavy duty vehicles and postal boxes to name some of our markets. We often mark our keys with our customer's logo so you are likely to have used our locks without realising it.

## The Right Locking Solutions

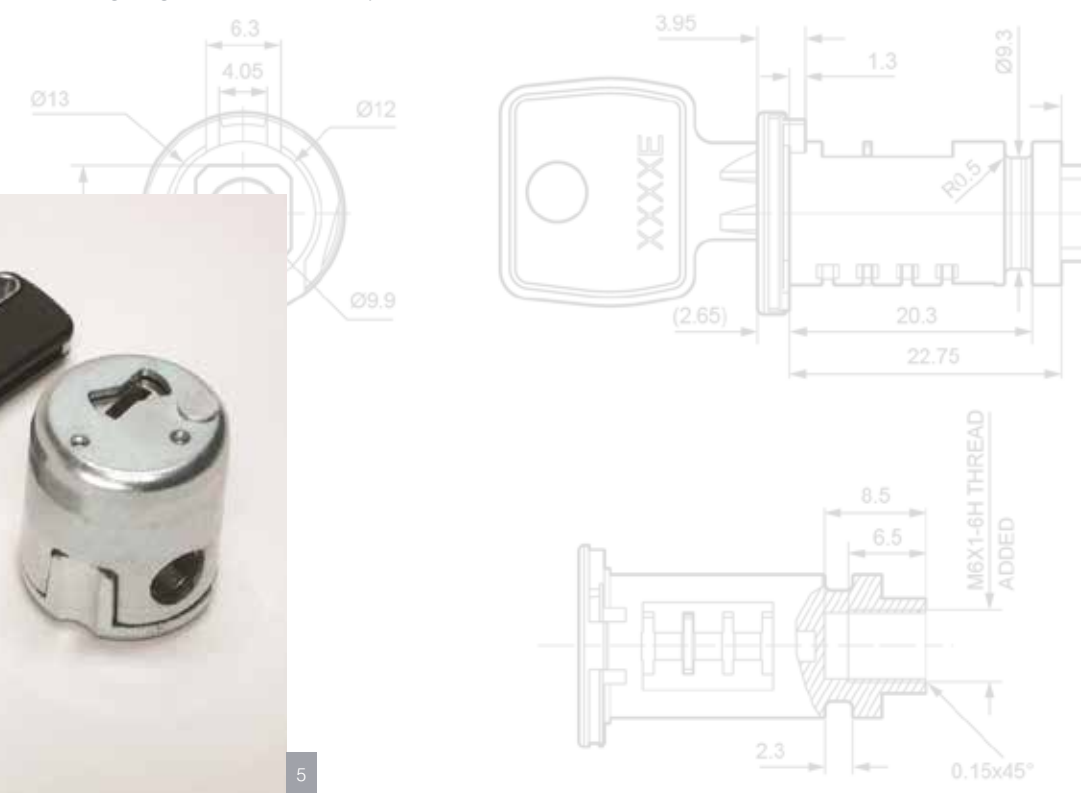
Regardless of use or requirement our qualified Research and Development Design Engineers and Technical Product Managers can tailor specific locking products to our customers' needs. Whether it's a standard locking system, an adapted design or a totally bespoke solution we are able to develop products to meet all locking needs, combining our experience along with a passion for product innovation. Whatever the solution we can supply in small or large volumes from our own operations.



## Bespoke Locks

We work closely with our customers who come to us with varied and often challenging locking needs. After discussing and understanding our customers' specific requirements our team set to work to look at how they can design a specific locking solution.

Using computer-aided design and rapid prototyping we are able to produce a 3D solid model of the lock for customer approval within 24 hours if required. Once the product design is fully evaluated and approved by the customer we produce off-tool samples for final approval, before volume manufacturing begins in one of our operations.





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## Precision Manufacturing

Our seven production operations offer flexible manufacturing of our locking systems utilising advanced primary and secondary processes. Automation plays a critical role in our precision manufacturing and a highly skilled workforce provides many years of experience in the final assembly of our products. This combined approach ensures quality is maintained throughout the process, which is also backed up by full accreditation to BS EN ISO 9001 quality and BS EN 14001 environmental standards.

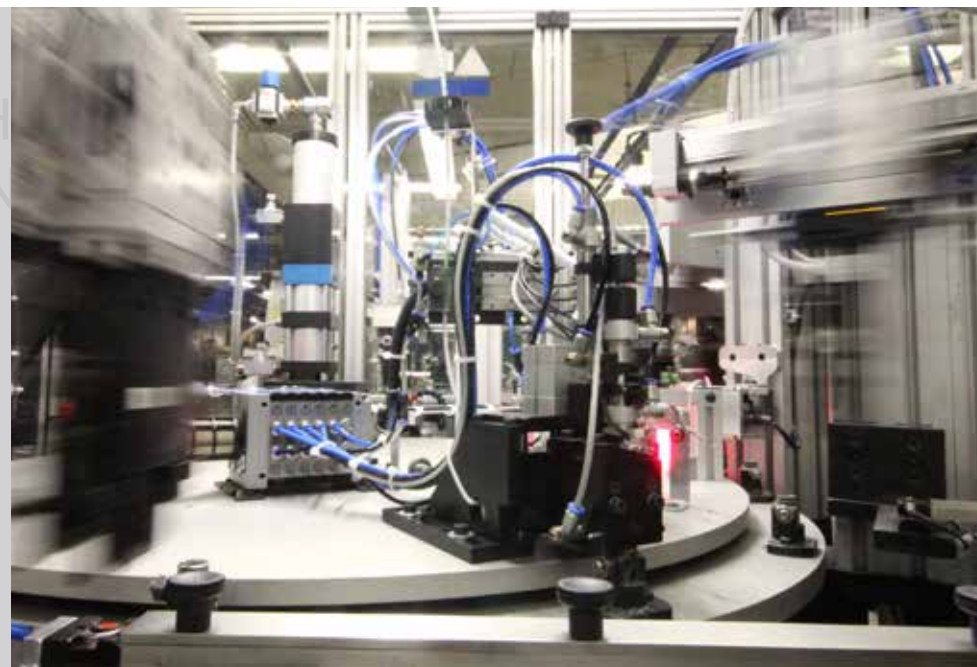
- Our manufacturing sites are modern and highly efficient.
- We invest in the latest machinery to improve productivity and quality.
- We have our own in-house tool manufacturing facilities.

Our primary manufacturing processes include:

- Hot chamber pressure die-casting which produces flash free components in Mazak;
- High speed pressing of precision tumblers, keys, cams, bodies and many more components.

Our secondary manufacturing processes include:

- Advanced CNC cutting, bitting and fluting processes;
- Laser marking;
- Dedicated plating and painting lines for standard and custom finishes.



## Customer Support

Once manufacturing is completed it is over to our dedicated Customer Service teams to expediently despatch orders with care and to the exact requirements of each customer. Using our own transport, customer collection or, more normally, national and international carrier networks, we ensure our products are delivered safely around the world.

From initial order enquiry through to despatch we are here to help.





# Safety and Security Systems Division

The Safety and Security Systems Division supplies smoke and fire curtains, emergency lighting and back-up power systems and industrial lighting, through our BLE and Coopers Fire operations. Our products are fitted in buildings around the world and specified where performance is critical to those using the buildings. In short we make buildings safer. The Lowe & Fletcher Group acquired BLE in 2006 and Coopers Fire in 2014.



## BLE Smoke and Fire Curtains

BLE was founded in the 1960s as a specialist supplier of electrical installations. Today the business designs, manufactures and installs smoke and fire curtains.



## Coopers Fire

Coopers Fire was founded in 1983 and designs, manufactures and installs smoke and fire curtains.



## Making Buildings Safer

Our smoke and fire curtains provide life-saving protection for millions of people in offices, shopping centres, airports, railway stations, hotels, hospitals, museums, factories, warehouses and many other public spaces around the world. In the event that our smoke and fire curtains are deployed in an emergency they will contain and control smoke and fire providing critical time for the occupants of the building to evacuate safely and for the emergency services to bring the situation under control. They can also limit damage to the building.

## Custom Made

BLE and Coopers smoke and fire curtains are custom made to fit into buildings both old and new. Each project is designed to meet the exact needs of the building including confined and architecturally challenging areas such as atriums and stairwells. We work closely with architects, construction engineers and safety experts to meet stringent legislative requirements. Our smoke and fire curtains are fitted around the world, often in landmark public and private buildings.





## BLE Lighting and Power

BLE Lighting and Power supplies products and specification solutions to a wide-ranging group of customers including architects, M&E consultants, electrical contractors, distributors and end users.

## Energy Efficient Lighting Solutions

Through a comprehensive range of energy efficient lighting solutions, we are able to match the most appropriate technologies to save our customers energy and money.

## Emergency Lighting and Power Solutions

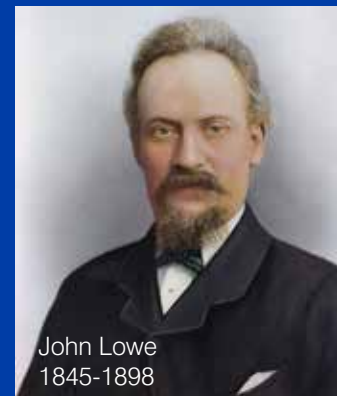
BLE Lighting and Power design, manufacture, supply, install and maintain emergency lighting and power systems in the industrial and commercial sectors.



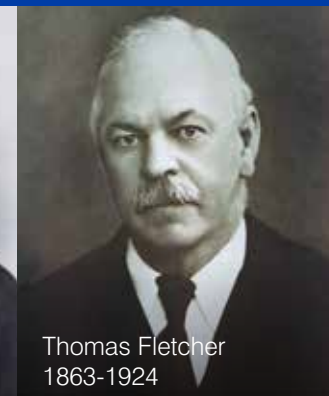
## Since 1889

Since our foundation in 1889 the business has grown from its origins as a small family lock maker into a diversified international group. We have gone from making handmade products to our highly flexible precision manufacturing expertise of today. The spirit of John Lowe and Thomas Fletcher carries on today as we continue to make well-engineered and innovative products that meet the needs of our customers around the world.

To find out more about the Lowe & Fletcher Group please visit our website.



John Lowe  
1845-1898



Thomas Fletcher  
1863-1924



Willenhall  
factory 1930s



Wednesbury  
factory 1998

### Locking Systems Division

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