



Company structure and production capabilities

Westley Engineering Limited
120 Pritchett Street
Birmingham
B6 4EH

Telephone 0121 333 1926
Facsimile 0121 333 1927

www.westleyengineering.co.uk

Contents

History of Westley Engineering Limited

Company Structure

Toolmaking and Precision Machining Capabilities

Press-working Capabilities

Capacity Lists

Quality

The Future

Summary

Financial References

History of Westley Engineering Limited

The firm of Westley Richards & Co., was founded in 1812 by William Westley Richards, an engineer who specialised in the development and manufacture of firearms for both sporting and military use. The quality of weapons produced by Westley Richards was quickly recognised internationally and the company to this day stands amongst the most respected makers of bespoke sporting guns in the world. The company holds many patents on firearm and cartridge development as well as Warrants from many ruling families around the world.

During the war years of 1940's the company skills were turned to the war effort with an emphasis on producing machining's and components for military use. It was after the war with demand for bespoke sporting firearms virtually negligible that the company turned its focus to producing press tooling for industry.

In 1956 the Clode family who continue to hold the full shareholding of the group of companies purchased the company. Since the purchase of the company in 1956 the business has been run with two distinct operations, bespoke Gun-making and tool-making. Up until 1998 both areas of the business traded under the company name of Westley Richards & Co. Ltd., both areas of the company's activities succeeded in gaining an enviable reputation for its individual products.

In 1998 it was decided to formally split the two areas of the companies interest. The Engineering arm of the business required a more modern branding to succeed in an ever more competitive environment, whilst for the Gun-making arm of the business, retaining the old traditional branding was essential. A second and very important consideration at the time of renaming the engineering arm of the company was that of space. This was now at a premium at the Grange Road premises. Whilst moving the Gun-making from its historic factory premises would not be considered, if the company was unable to purchase additional premises adjacent to the current factory it would have been essential to find new and larger premises for the engineering division. By setting up the engineering division as a stand-alone company, preparation for a move from the current location was in place, should it have been necessary.

In 2008, Westley Richards & Westley Engineering moved to their new bespoke factories, providing additional floor space, ease of location via the motorway network, thus ensuring the continuation and growth of both businesses.

Company Structure

The Current structure of the company has now been organised into three separate trading companies:

Westley Richards Holdings Limited

Established 1996

Owns all freehold property.

Owns Intellectual rights to the Westley Richards trading name, the associated historic ledgers, patents and warrants.

Westley Richards & Company Limited

Established 1812

Gunmakers and dealers in sporting guns and associated products.

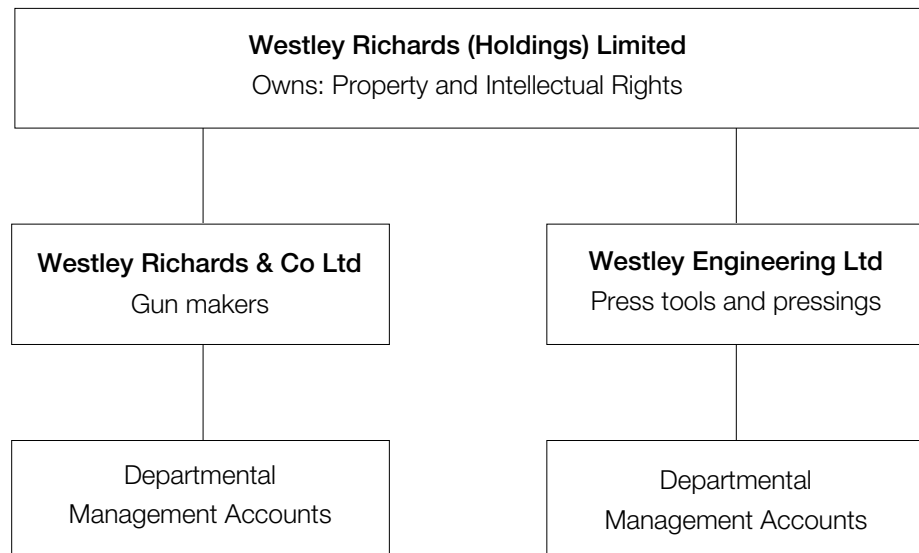
Annual Turnover £1.8m UK & \$2.7m USA.

Westley Engineering Limited

Established 1998 (trading since 1949 under Westley Richards & Co.)

Toolmakers and Pressworkers

Turnover Tooling £350,000K Pressings £2.25M



Toolmaking and Precision Machining

Our history in tool-making covers a period of over 50 years. During this time we have gained a reputation as a toolmaker of the highest calibre. As in our Gun-making activities we aim to consistently make a product of the very highest quality possible, yet at a competitive price.

With a combined total of over 335 years experience in tool-making with the company, the staff at Westley Engineering headed by a team of specialist engineers has consistently delivered tooling and precision machined components of exceptional quality to major product providers, on time and to budget for over 50 years.

A continuing policy of investment ensures the workshops are equipped with the very latest in technology thus ensuring the fastest possible delivery times and cost-effective tooling.

Design and Technical skills at Westley Engineering are second to none. With these skills available to customers at the start of any project we are able to ensure that the most cost-effective tooling is produced for each component. A tool designed and manufactured by Westley Engineering is built to give maximum tool life with a minimum servicing and raw material waste. Continuing repeat business from major manufacturers is a testament to the quality of our tooling and precision machining service.

A further service that is provided by our tool-room is Tool repair, troubleshooting and precision machining of either components within a tool or just precision machined components for the customers to use.

In a world where tooling or/and precision machined components are for a greater part price driven, many customers find their choice of other suppliers produce either poor quality or inconsistent quality. Our engineers are able to assess any make of tooling or precision machined components and advise on the best course of action to make them of a consistent high quality and an economic price. Whatever the tooling or machining problem a customer might have, our technical services are available to all clients as required.

Westley Engineering firmly believes that quality tooling and consistent high quality machining is essential to meet productivity levels required in today's market. The company aims to provide a total tooling solution for our customers from design and manufacturing through product sampling, pre-production and production.

Presswork

The company's move into presswork has to a large extent been customer driven. Some customers having experienced the quality of tool-making and service supplied by Westley Engineering have requested that we retain tooling after successful pre-production runs at our plant and continue with production. Other customers have sent tooling for performance upgrading or troubleshooting. Having obtained exceptional improvement in production costs for these customers, many have left the tooling and production in our shops.

Production Pressing has been offered only on a limited basis for the last three years. The reason for this being it was essential for the company to secure the correct factory space either at Grange Road or elsewhere prior to offering a full pressing service. Even with the limited space available prior to the purchase of the new factory, we had accumulated £350k turnover in pressings. With the new factory premises built, turnover in the pressings is currently just over £2.25M.

The pressing operations at Westley Engineering are supported fully by the expertise available from our tool-room personnel and engineers. All tooling run in our press shop is serviced and maintained by our experienced bench fitters thus ensuring the highest quality maintenance and back up in the event of tool damage during production.

Current presswork at the company includes progression work, secondary operation presswork, machining, riveting, studding, tapping, drilling, Robotic welding, welding and assembly work.

Capacity List

Tool room

EDM wire and spark erosion

Charmilles Robofil 4030 S1
Charmilles Roboform 30 (Automatic tool changer)
Charmilles Actspark SP1 (New November 2007)

CNC machinery

Mikron VCP 600 M/C Centre - 30 Tool Changer (New November 2007)
Mikron WD71F M/C Centre with Heidenhain Control
Mikron WD31F M/C Centre with Heidenhain Control
Auebach FUW 400 M/C Centre with Heidenhain Control

Soft machining

Colchester Master Lathe
Bridgeport Milling Machines

Surface grinding

3 x Jones and Shipman 540
Jones and Shipman 1011
Jones and Shipman Cylindrical Grinding Machine

Design office

Autotrol Splash System 2 Seats
Autotrol 7000 Series
Camtec 3.2 PEPS System
DFX File Transfer
Auto Cad 2000

Press shop

160T Chin Fong
HME 100 Ton Press (3)
HME 75T Press (3)
HME 50T Press (3)
HME 55T Press
Rhodes 55T Press
Rhodes 50T Press
S & B 50T Press (2)
HME 40T Press (3)
HME 20T Press
Bruderer 30T Press (2)
HME 20T Assembly Press (3)
Worcester 18T Press (2)
S & B 20T Press (2)
S & B 10T Press
HME 10T Press (2)
Edwards EB2 Press
Hydraulic Riveting Machine
Power Assembly 6T Press
A.C. Welding Machine
Inline (3 stations) Busbar Assembly Machine

Inspection office

Mitutoyo CM with Statpack facility
Mitutoyo projector with DRO and up to 50-1 projection
Mitutoyo Digital Vickers Hardness Tester
Rockwell Harness Tester
Baty Shadowmaster with DRO
Trimos Digital Height Gauge Measuring System
Sigma Comparitor Microscope with facility to 50-1
Electrometer for coating thickness to 0.01 micron thickness
Salter Digital Scales with beams to 2 ton with accuracy 0.01 gram
Barcode Printed Labels
Mettler Digital Scales 0.01 gram accuracy 5 kg max.

Quality

The company's commitment to quality is evident from our position in the marketplace for each of our operations. 188 years as one of the world's premier bespoke gun-makers, currently enjoying a three year forward order-book, and over 50 years as one of the country's leading toolmakers, have not been achieved without consistently providing a product and service of the highest quality.

Our dedication to producing a product of the highest quality can be seen as you walk around our workshops. Guns of exquisite craftsmanship, and Press Tooling or precision machined components finished to a standard that shows attention has been paid to every minor detail. Every product manufactured is made to a standard set by tradition at the factory and every product leaving the factory gates is subjected to the most rigorous quality control.

It is to this high level of quality control, that we owe the continuing success of the company. By constantly delivering a product and service of the highest standard we ensure the continuing loyalty of so many of our customers.

The Quality Manager, is responsible for all quality matters relating to precision machined components and the pressing. He is further assisted by Patrol Inspectors, for the continuing monitoring of all products being produced.

This level of quality control is of course backed by a formal ISO 9001 accreditation, together with the Automotive World Accreditation of TS 16949, a quality temperature controlled laboratory containing modern and advanced quality control technology. Not forgetting the dedication of a workforce wishing only to produce exceptional high quality products.

It is not our aim to stop at quality accreditations, the Quality Manager is now setting about a program to ensure that we achieve AS 9100 accreditation by 2009.

The Future

With the recent move into the Brand New factory, new and exciting opportunities are available for the company to explore. Currently the following programme of investment is planned for Westley Engineering.

- Continue to replace existing machinery with modern machinery as and when required.
- Have at least 5 major customers in diverse markets (2009)
- Achieve AS 9100 accreditation. (2009).
- Ensure all current accreditations are maintained.
- Increase the turnover within the pressing area to £5M (2012)

The management at Westley Engineering has recognized that the future expansion of the company rests in the area of producing pressed components from our own and other tooling, together with that of the precision machined components.

The management wish to see the turnover of the press shop increased over a period of 5 years to circa £5m, whereas the tool-room turnover will maintain a turnover of between £350K & £500K. It is felt that this value of turnover is optimum for the new space available. Westley Engineering is seeking to produce high quality pressings and small batches of precision machined components, not extremely high volumes of either or low cost pressings. The company is looking for strong and loyal business relationships, which will be mutually beneficial to each other.

Westley Engineering will continue to produce circa £500k of new tooling/precision machining a year. This is not seen as an area of major growth as we have seen the demand for high quality tooling fall. The company will however continue to invest in the latest technology in order to keep our new tool or precision machined components pricing competitive, yet of the same high quality our customers have grown to accept as being the norm of parts supplied by Westley Engineering Ltd.

Summary

Westley Engineering is a long established Tool-making business with a record and reputation for producing high quality press tools, precision machining, pressings and assemblies, together with other ancillary services. The company has an excellent quality record and an experienced, loyal and highly motivated workforce. With the brand new factory now completed and the move in last month, the company is very well positioned to provide a uniquely skilled team for companies seeking a complete pressed/machined component solution.

Bankers

Lloyds TSB Commercial

PO Box 908
125 Colmore Row
Birmingham B3 2DS

Auditors – Accountants

Austral Ryley

Central Chambers
416-418 Bearwood Road
Bearwood
Birmingham B66 4EZ

Company Registration Number

3612940

VAT Registration Number

715272841