

The LTL Group

Reclaiming Its Primary Position

LTL Process Controls Ltd's repurposing of intent has allowed it to grow once more.

Over the last 18 months, to ensure continued success during difficult trading conditions, the LTL Group has refocused its business with a strategy that is now starting to pay off.

The approach has been to expand some services, such as primary spares supply, while re-assessing other areas. For primary equipment design and build, they have focused on a proven range of machines, rather than chasing wider peripheral work. Coupled to this has been a continued belief in the advantage of having process controls specialisation as part of the Group, with LTL Process Controls Limited.

The result has been a vastly increased turnover in the spares business for LTL plus a burgeoning order book for primary equipment such as rotary cutters and cigarette reclaimers. The refocusing has also resulted in a planned move to larger premises bringing all group companies into one building, allowing a reduced cost-base while keeping manufacturing within the UK.

The growth in spares has not just come from spares and consumables for the LTL range of equipment, but the Group's ability to supply spares for other popular equipment, particularly Legg machinery spares such as the Millicutter (MM3 & SSM) and the RC4 range of rotary cutting machines.

As Paul Lawton-Bryant, Managing Director of LTL Group, explains, "What sets us apart from other spares

providers is our understanding of how to get the best from primary equipment, which is underlined by our very high engineering standards.

"For example, any non-LTL equipment spares are extensively reverse engineered and field tested prior to release for general sale, all parts undergo detailed inspection both after manufacture, and for stocked items, prior to despatch as well. All corrosion-sensitive parts are dip-coated prior to despatch to ensure they remain in perfect condition, even if they are not required for immediate use. With a large range of spares ex-stock we are able to respond very quickly," he added.

At the heart of LTL's refocused primary equipment business are its proven bale slicers and rebuilt rotary cutters, plus an increasingly popular cigarette reclaimer, the CR 120. As a "stand-alone" system, the CR 120 provides an effective option for reclaiming cut tobacco—without the need for an engineered installation. Manufacturers simply need to position the unit, provide a power supply and compressed air and the CR120 is ready to reclaim cut tobacco from 120kg of waste cigarettes and rod breakout every hour. As a viable alternative to more complex systems, LTL has seen a major increase in orders, with two new machines currently being built for urgent shipment.

"Manufacturers are always looking



Paul Lawton-Bryant,
Managing Director of LTL Group

at ways to improve profitability and the CR120 offers a very easy way to reclaim waste cigarettes. We have improved the design from previous models, so our latest reclaimer is even more efficient in operation," commented Paul Lawton-Bryant.

For LTL Process Controls, the strategy has been to not only work alongside the machinery development, but to pursue projects in its own right and the company has seen success with major projects in South Africa and Romania for plant-wide PLC control systems. The company can also offer control upgrades for individual machines such as a full PLC upgrade for Legg Millicutter and RC4 Cutters.

While the future looks more positive than ever for the LTL Group, it has further plans to increase efficiency while improving customer service and to this end has recently installed a leading ERP software platform from SAP that will help cut paperwork while improving all areas of customer interface from enquiries through to deliveries and after sales service.

