



insight

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Welcome to the first issue of A-Safe Insight- the regular e-bulletin with all the latest news and case studies from A-Safe.

For those of you who are new to A-Safe, the company was formed six years ago specifically to sell specialised Safety Barrier systems and protection and safety products.

It's a family-owned and run firm with Managing Director David Smith, sons James and Luke Smith who run the firm and Julie Smith and Audry Habbergham in accounts. In addition the company employs 30 people at its self-contained manufacturing, warehousing and office facility in Halifax, West Yorkshire.

A-Safe is affiliated to plastic extrusion company A-Fax which has 25 years experience in the industry.

Our lead story with Managing Director David Smith, gives a little more insight into our company and our wealth of experience.

In six years, we have built a substantial and varied client base using the wide range of safety systems that A-Safe has developed. In this newsletter we launch our latest product – a rack end safety barrier – and demonstrate the successful implementation of this system at one of our customers, DHL logistics. We also feature a case study with Toyota (UK) Ltd and how A-Safe helped improve its pedestrian segregation with the implementation of A-Safe plastic barriers.

We hope you enjoy our first issue and please feel free to contact the team at A-Safe for more information on any aspect featured in this newsletter.

James & Luke Smith
Directors, A-Safe (UK) Ltd



A-Safe - 25 years in the making

Managing Director of A-Safe, David Smith, is celebrating reaching the landmark milestone of 25 years since he founded the company.

From rented premises, having put everything on the line to start the company in 1983, David has built the business up to the family-owned and run successful company that it is today and a leading supplier of safety barriers in the UK and abroad.

In a quarter of a century, the company has changed considerably from manufacturing polythene films under the business name A-Fax Films Limited, to using the scrap and process waste from the manufacture of these films to make plastic cores to solely producing plastic cores.

Ever an innovative company, David was always looking for the next growth area, and when the plastic cores market became static, the company moved into bespoke plastic pallets, using extrusion profiles from its expertise in extrusion. David explained: "Before starting A-Fax I had been with several large film manufacturing companies, but felt that I could offer a better service if I set up my own company. As a relatively small, family owned company we have been ideally placed to respond to customer and market changes.

"We recognised that with the bespoke plastic pallets, we were always struggling against the

price differential with our wood competitors. Four years later, I invented 'intalocking' of plastic, and we realised that we could take the design of the plastic pallet and create fence and later barrier systems which are competitive compared to its sheet metal counterparts – therefore A-Safe was born."

Throughout his 25 years, David has stuck to the company's philosophy to continually improve through innovation in product, development, manufacturing and business systems. However, they have experienced some challenges along the way.

"The future of A-Safe is extremely positive. We are going from strength to strength"

In the early days, having sold the film manufacturing process business, David decided to move into plastic cores, with one of its major areas of supply being the silage industry. Poor weather would mean that there

was little need for silage bales and therefore the company would be forced to look for other products to sell.

David said: "The development of the company has come about through a combination of innovation and pure luck! Since the formation of A-Safe the company has grown significantly and evolved dramatically in the past six years. We are onto a winner with the barriers as the price comparison between plastic and metal is comparable but our products has huge advantages in maintenance and upkeep and with the foreign exports business developing rapidly we are confident for the next 25 years."

When it comes to the crunch - A-Safe take the biscuit for safety barriers

A-Safe has been working closely with Fox's Biscuits to supply a series of safety barriers across its manufacturing plants at Uttoxeter, Kirkham and Batley to reduce the companies Health & Safety risk.



Fox's Biscuits has installed various A-Safe plastic barrier safety systems throughout its manufacturing sites including pedestrian barriers and gates, traffic barriers and bollards. Following an initial and highly successful installation at the Kirkham factory, the other plants also installed the flexible and extremely visible plastic systems as a cost-effective and practical method of reducing risk on the factory floor.

Rick Lloyd, Chief Engineer at Fox's Uttoxeter factory explained: "Our sister

sites at Batley and Kirkham had already installed the product and were very happy with the quality and practicality of the product and therefore we decided to follow suit.

"The A-Safe barrier is much more flexible, has greater visual impact and is easy to install and repair if required. Traditional steel barriers don't have the flexibility and are more complex to install due to requiring mounting holes to be cut into the base floor and if damaged the entire system needs to be removed and replaced fully."

Fox's now benefit from having a safe and secure demarcation between pedestrians and moving vehicles and the bright yellow design ensures that this is a highly visible system within a busy factory which can have as many as 1,500 workers on site at any one time.

A-Safe Drive up Safety Standards at Toyota

Toyota Motor Manufacturing (UK) Ltd (TMUK) has further enhanced its award-winning Health & Safety standards across its 100,000 sq m site in Derby by installing a range of A-Safe plastic barrier systems throughout the site.

Halifax-based company A-Safe and its innovative and flexible plastic barrier systems were the preferred method of TMUK following a company-wide risk assessment of the vehicle and pedestrian interface across its manufacturing plants. The review highlighted the potential to improve segregation between vehicles and pedestrians in the production environment.

Previously, tow-motors vehicles, forklift trucks and pedestrians shared the same aisle-ways with no physical segregation and walkways identified by floor markings only. A-Safe has now installed Pedestrian Segregation barriers throughout TMUK's Avensis and Auris assembly departments to create dedicated walkways for staff, contractors and visitors.

Health and Safety is the number one priority at Toyota UK and the company has received recognition year-on-year from Royal Society for the Prevention of Accidents (RoSPA) in its annual Occupational Health & Safety Awards.

The company had considered traditional steel barriers, but A-Safe was considered to be the best option. It is the most cost-effective, especially in the long-term and is easy to maintain if damaged. A-Safe offer an entirely flexible solution with different sizes and types of barrier available to fit our varied requirements.



A flexible solution for Rack End Barriers



A-Safe has added a new style double-rail protection Rack End Barrier system to their portfolio of revolutionary, flexible safety barriers to solve the problem of rack end damage caused by fork lift trucks.

The beauty of the A-Safe Rack End Barrier is that the round, bollard-style ends protect and deflect any warehouse vehicles, preventing damage to stock, racking systems and the vehicle itself.

These patented impact absorbing, tough and high visible barriers have already proved successful with a number of customers including DHL.

Stephen Fletcher, Facilities Department Team Leader at DHL explained: "We are no stranger to A-Safe having already installed some of their other barrier systems effectively across our warehouses, including a pedestrian barrier system, access gates and column protectors.

"A-Safe's system had obvious appeal with no sharp edges and it is easy to clean, maintain and returns to its previous shape if hit by mechanical handling equipment.

"It is also highly visible and aesthetically pleasing in the warehouse which is crucial when there is a need to demonstrate to our clients our layout and safety systems."



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www.asafe.com to see the
video of the A-Safe
systems in practice.**