



The Sales Aid for Carlson Filtration Distributors

2011 Review and A Look To The Future

During the last eighteen months, Carlson has completed a number of phases in its long-term investment plan at the Barnoldswick factory. As 2011 comes to a close, we asked Managing Director Brian Gabbett to review the impact of these developments and to give us a glimpse of what is planned for the future.

The first phase in 2010 focussed on rebuilding the oldest part of the factory building, which can be seen as the white roofed section to the bottom left of the photo below. This created a much better working environment for the workforce; being warmer, cleaner and lighter, as well as more energy efficient. It also provided a better environment to show to customers especially in support of our existing food and beverage business and even more so for Carlson's increasing moves into Pharmaceutical applications.

Completion of the new building led to the company being able to implement a number of projects to upgrade production facilities, including:

- **Investment** in a Yung Shin filter sheet converting machine and new boxing machine. This allows Carlson

to offer much faster order lead times, better finished products and better looking packaging.

- **The internally driven Production Improvement Plan** which has significantly improved factory process controls. This gave us enhanced product consistency and performance, particularly of the greatly improved XE filter sheet series, which was re-launched in August 2011.

- **Expansion of the CarlCarb range** after a major investment in technical development, with the resultant expansion of sales opportunities in pharmaceutical and chemical applications.

For the future, Brian envisages a continuation of the production improvement plan and further investment in filter sheet converting facilities including a new shrink wrap machine among others.

Brian concluded: "our overall aim is to continually enhance product performance and customer service and hence grow and expand the business. In particular, I would like to thank everyone at Carlson for all their hard work and especially our distributor partners for their support and patience during the changes we've made. I am sure that everyone can see the competitive advantages we've already achieved"

Carlson Filtration
Limited
Butts Mill
Barnoldswick
Lancashire
United Kingdom
BB18 5HP

Tel +441282 811000
Fax +441282 811001

www.carlson.co.uk
sales@carlson.co.uk

Purity Through
Quality™
Since 1923

USFDA
Drug Master File
Type II
Number 14255



INVESTOR IN PEOPLE

