



CONTINUING OVER A CENTURY OF INNOVATION IN HIGH PRESSURE CYLINDERS

# Can we take some pressure off you?

- customers are increasingly taking advantage of our add-on services

It is a fact of the modern commercial world that business gets more complex, there is more pressure on time, and often with fewer staff to accomplish the workload. Add to these factors a project which is safety-critical, complex in its technology or its logistics, or both; where scheduling is paramount; where demanding regulatory and end-user specifications have to be met - then you have the context which applies to most customers for our gas cylinders.

Chesterfield are geared up to help relieve some of these pressures by offering additional services in areas where we have the expertise and resources to simplify and 'package' complex logistical tasks.

We are already satisfying surging demand for these operations -

- procurement and supply of peripheral equipment such as end boxes, valves and fittings for ultra-large cylinders
- manifolding and framing services
- complete road trailer re-testing and refurbishment - not just the cylinders
- new-build road and marine bulk gas transportation units
- direct worldwide transport of finished cylinders to third-party constructors and end-users

There is a staggering diversity of fittings demanded by designers and operators of high-

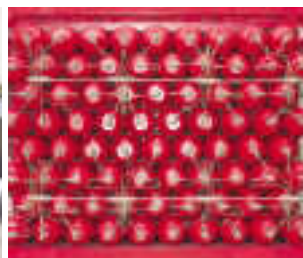


Electro-pneumatic actuated valve assembly.

pressure systems. Chesterfield has the capabilities to accomplish complex and detailed procurement, assembly and servicing tasks, thus reducing the workload on your sourcing and purchasing operations, without you relinquishing any control on specification or on timescales.



Manifolding and framing services can be carried out on any size of cylinder: (left) set of six ultra-large cylinders with a special manifold fitted for an oil industry customer; (right) industrial sizes of cylinder are frequently manifolded and fitted into frames or skid packs.



Refitting hydrogen cylinders into a bulkhead of a road trailer unit after refurbishment.

### 'But what I really need is ...'

Pressure systems, by their very nature, require high-integrity components to ensure safety. Of necessity, we understand the conditions of service in which our cylinders will operate, so we have to understand the systems into which they are fitted. Our add-on services are utilising this knowledge, taking it a step further and so transferring some pressure off buyers' shoulders.

We are also involved in through-life maintenance programmes, in supplying information on cylinder history, and in advising on adaptation

of cylinders for change of service. We are currently assessing a number of other services that we may be able to offer - all firmly based on our core areas of expertise.

So, if we haven't specifically mentioned what you might be seeking in and around high-pressure gas cylinder systems ... PLEASE ASK!

## Achievement Award for Chesterfield



Chesterfield's Operations Director, John Brown, receives the trophy at the Awards Dinner from Rachel Lowe, an unsuccessful competitor on the TV show 'Dragons Den' who subsequently proved the investment dragons wrong by setting up a company which now has a multi-million pound business producing board games.

Chesterfield is proud to have carried off The Company Achievement Award at this year's Metals Industry Dinner held in Coventry recently. The competition, organised by the Confederation of British Metalforming (CBM), recognises the company's success in creating jobs and making significant investment in the production plant at the new site, leading to winning exports and boosting production - all achieved since the recent management buy-out.

CBM Director General, John Houseman, said: "The judges considered John Hayward and his MBO team at Chesterfield as worthy of note, particularly for their ability to win business against rivals in the Far East."

CBM is the leading trade association for UK manufacturers of fasteners, forgings and pressings. The list of members includes many of the foremost companies in the British metal industries.



John Brown and Production Director, Phil Catton with the trophy. Between them, they are responsible for the particular activities of the company for which the Award was presented, while Sales Director, Phil Redfern must take the credit for submitting the entry for the competition.

Meet our new Financial Director

Chesterfield Special Cylinders has a new Financial Director. Perhaps 'new' should be omitted, as it is the first time since the management buy-out in 2004 that the company has had an FD.

Jonathan Clark ACA arrives to boost the experience of the management team at a time when Chesterfield's business is rapidly increasing both in volume and complexity. He will assume many of the duties in this field from Managing Director, John Hayward, himself an accountant and a Finance Director before taking on his present wider role.

Jonathan certainly has diverse experience. Educated in Cheshire, he gained an honours Degree in Economics from the University of Newcastle. During his early career, he was based in the Leeds office of international accounting practice Arthur Andersen, where he qualified as a chartered accountant.



Subsequently he pursued specialist corporate finance roles with the merchant banks County NatWest and Singer & Friedlander, where many clients drew on his extensive knowledge of acquisitions, flotations and equity fund raising, as well as direct negotiations with The Stock Exchange and The Takeover Panel.

More recently, Jonathan has acted as an independent consultant through the financial management company which he founded. While undertaking projects for clients such as Barclays Bank, lawyers DLA Piper, ntl, Punch Taverns, Sears and

Waste Recycling Group, he provided specialist management expertise in financial reporting, trouble-shooting, cash management and operational performance.

Jonathan has been a guest lecturer on MBA courses at the Universities of Bradford, Leicester and Nottingham Trent.

FIRST KNOW YOUR CYLINDERS -  
Pen profile of our agent in Spain

**How George Guilleuma came to be the face of Chesterfield in Spain is a story bound up with the mixed fortunes of several of the leading names in British engineering over the last thirty years.**

George Guilleuma was born in 1966. While still studying for a career in industrial engineering he had already become involved with GKN Automotive Iberica.

This was the GKN Group Services Ltd branch in Spain, taking care of the sales of all the automotive group components - a considerable range in the 1980's.

Several years later, when GKN decided to sell off this non-strategic business and concentrate on their core activities, a joint business venture was created - JG Automotive - which is still the sales office of many of the former GKN companies. One of the technical businesses that GKN jointly sold was the forging operations of the former British Steel Group - United Engineering Steels - creating a major European force in this sector. Included in the deal was Chesterfield Cylinders Ltd.

Once this happened, JG Automotive took over sales for all the Group's forging plants, with the exception of Chesterfield - a decision taken because of their lack of experience in such a specialised market.

George recalls:

"I remember the date in 1997 when the Board informed us of the possibility of taking care of the cylinder business. We declined because we didn't know anything about the market. At that time, 'sorry' was a must."



Subsequently, after an intensive period of induction at the manufacturing facilities with current Sales Director, Philip Redfern, George's operation started developing cylinder sales in the Spanish market. Today it can be safely said that the effort was worth it.

The first target was to try to follow the lead of Chesterfield's French agent, Alain Soroko, in the sector for hydrogen road trailers. Following interest shown by Abello Linde Company, two trailers were eventually

sold, although it took some considerable time after the sale to overcome all the legal and regulatory obstacles.

George's next target was the Spanish Navy and, by 2001, negotiations had started about the possibility of using Chesterfield cylinders in a new class of submarine that was being developed. "Finally, last year," says George, "we signed off an agreement to supply them with all the submarine gas cylinders for the four S-80 boats they will build between 2007 and 2012. This contract includes sizes from the smallest 5-litre cylinder up to 400 litres."

"We can say now that all our 14 employees feel proud to belong to a state-of-the-art company like Chesterfield Special Cylinders."

George is married and is the father of 8-year-old twins. He is also a football fan, and a supporter of Barcelona. He also participates in a number of sports himself. He quips: "I am like the steel tubes - I need stress relieving - so, if travel commitments permit, I like to play sport three or four times a week." Surely a life full to capacity?