



A Red-Letter day with XYZ



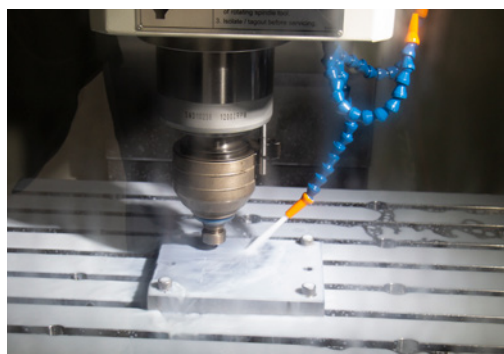
On 4th November, the first piece of equipment was installed in our new factory unit, with our existing machinery due to join it starting from December 17th.

Supplied, installed and commissioned by XYZ Machine Tools, the LR VMC mill is the largest of their new linear-rail series, with high-speed spindle, a choice of over 24 tools and an impressive 1060cm x 500cm table capable of providing tools for both the smallest and largest seals, gaskets and mouldings – and tool room manager Russell Willis has already started running tests and prepping new jobs for production. In fact, we were able

to film it in action for our new Ultra-small mouldings video.

The LR1000 is capable of working on multiple tools that can be fixed to the linear table and programs for each tool loaded into the system, it can then be left to its own devices like a regular DP Seals team member.

The main toolroom will remain in its current location but will expand into the area vacated by the presses, with this space also being used to optimise workflow for our cleaning and despatch processes.



Welcome to our last newsletter of 2019, during which we've been keeping our heads down and maintaining on-going production throughout our busy Subsea, Aerospace and Industry divisions while ensuring our new factory development stayed on track.

We'll be making a special announcement about the grand opening of our new factory unit in the New Year - so keep checking your emails for further details. And if you'd like an update on our Brexit contingency plans, we've included that in this newsletter as well.

On a personal note, I'd like to offer sincere and heartfelt thanks to Diane Goodchild, who's soon to take a well-earned retirement after almost 25 years as a highly valued member of our team. She really will be greatly missed.

So let's finish by wishing you all a very happy Christmas and New Year and reminding you that we'll be closing Thursday 19th December 5.30pm and opening again Thursday 2nd January 8.00 am.



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Our opening's getting closer all the time



Our new factory development should be completely operational by the end of February and once it's all looking ship-shape, we'll be announcing the date of our special opening ceremony.

It's been a huge undertaking for us and to celebrate the opening in suitable style, we'll be joined by the Mayor of Poole, the Lord Lieutenant of Dorset and numerous other special guests as well. No doubt some kind of ribbon cutting will take place – along with requisite fizz and tasty nibbles.

We'll give you plenty of notice of the event - so please keep an eye on your emails.

Goodchild. Fabulous grown-up



For almost 25 years, Diane Goodchild has been a much loved and appreciated member of our team – most recently as the administrative head of our busy Subsea division, managing clients' expectations, maintaining the high standards of our quality systems and holding everything together with her own

distinctive blend of good humour and professional efficiency.

Sadly. All good things must come to an end and this December, Diane will embark on a retirement that's uniquely well-earned, with all our staff and all her customers wishing her well.

We asked if she could sum up her time at DP Seals, and after we removed all the swearwords and pet names she had for her colleagues, here's what she had to say.

I joined DP Seals in May 1995 and in the early days, purchase orders were entered by hand into a day book and we only used a computer for invoicing and creating job cards. No emails either, with everything done by phone or fax and all the invoices and statements sent by post. So the best change between then and now has to be computerisation.

Working for a small family company was almost like working with your own family and friends, and I'll never forget the kindness and support I was given during times of personal sadness. That's definitely one of the reasons I've been so happy to stay here for almost 25 years.

We've enjoyed some really nice social gatherings, with the whole factory getting together for annual events or to celebrate milestones in the life of the company. It's been a privilege to be part of it all – starting off as the only female among 15 staff and now being part of a team that's almost 60 strong.

I've made so many true friends and I'll obviously miss them all, but I'm looking forward to my retirement knowing that my Subsea customers will be in very safe hands when Gaynor Garlinge takes over.

Diane x



Goodbye Diane, greetings Gaynor

A warm welcome to Diane's successor, Gaynor Garlinge, who's joined us from one of the neighbouring businesses on our Industrial Park. She has years of experience in manufacturing and has already been immersing herself in all the intricacies of supplying custom rubber mouldings for Subsea applications. Needless to say, Diane has been passing on her wealth of knowledge on the subject, so the handover should be as seamless as possible.

Our latest video's ultra-small

We've been producing a short informative video showing what's involved in producing an ultra-small, intricately detailed moulding from start to finish.

Most of the footage is already in the can, and we've just filmed the new XYZ mill actually producing a new tool for one of these micro-seals. The final video should be completed and ready for a YouTube premier in January, so get your popcorn ready.



Brexit. The perfect seasonal Pantomime



As we come to the end of 2019, we're still doing our best to be prepared for Brexit – however it evolves and whatever we have to do to deal with the situation as it unfolds.

By and large, our buying process is relatively simple and due to the very bespoke nature of our work, our main purchasing only involves steel and rubber materials – and we've been in on-going discussions with our suppliers about the pricing and availability of these in the months ahead.

Although there's still a huge amount of uncertainty, we're confident that we're now in a very strong position where our steel and rubber stocks are concerned, albeit we can't be completely clear on some of our smaller customers' requirements. That said, with a little good fortune to go with our extensive preparations, we're looking forward to meeting the needs of customers large and small with the minimum of disruption. See more about our Brexit strategy at: <https://dpseals.com/2019/03/dp-seals-brexit-plans/>

Fishermen Friends

Eight months ago, Mike Slater joined us to eventually take over a position from John Groombridge, one of our longest-serving employees.

It turns out that John and Mike are both fly fishing enthusiasts, with Mike running a local club, where he's been fishing for 15 years. Last year, he narrowly missed out on winning the president's cup for the highest weight of fish



Mike 'mine is bigger than yours' Slater

caught during the year – whereas John ended up with the club's wooden spoon trophy for the smallest fish.

Every year, John and Mike take part in the Ian Barr World Bank Masters, and have both done very well in the recent rankings. And in their own private competition for 2019, John is currently leading with a 14lb 1oz rainbow trout while Mike is trailing behind with a similar fish 1lb 9oz smaller.



John 'oh no it isn't' Groombridge

Christmas is coming and we've been good all year

At least, that what our statistics are showing, with 97% of work being delivered on time and on budget. So it would be the perfect gift for us if you gave us a review (hopefully, as glowing as possible) on Google and shared your experience with everyone. Just click on the link to get started.

<https://g.page/DP-Seals-Poole/review?gm>



LinkedIn



Facebook



Twitter



YouTube

We are still building our online community, so if you are yet to link up with us on social media please do. We regularly release information and notifications and it's always good to keep in touch.



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