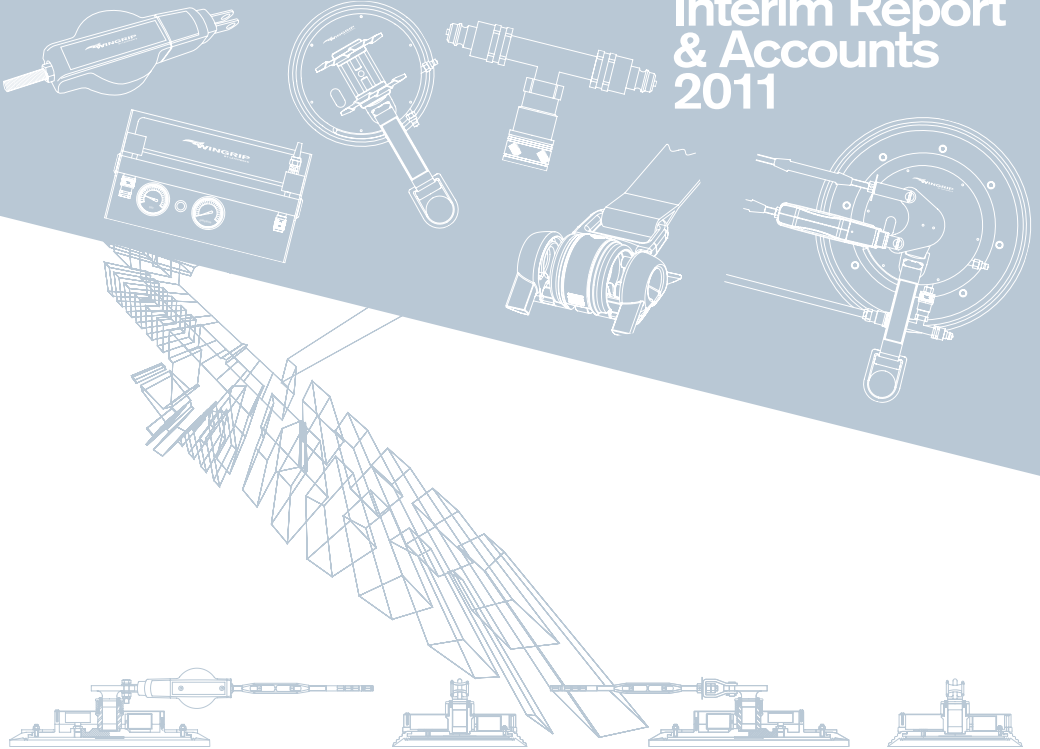




Latchways Interim Report & Accounts 2011



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Latchways plc, Hopton Park, Devizes, Wiltshire SN10 2JP
Company Number: 1189060



Chairman's Statement

This has been an encouraging period for Latchways, with revenues and profits in our main division, Safety Products, showing continued strong growth.

Our UK based installation and services business, Safety Services, has been affected by conditions in the construction sector, and this has had a dilutive effect on the group result. It is a mark of the strength of our business that, despite this impact, at the group level we are still showing good growth for the half year at both the revenue and operating profit levels. We expect to see an improved second half for the Safety Services business based on recent contract wins.

Results

Group revenue increased by 8% to £20.6 million (2010: £19.1 million).

Safety Products revenues increased by 13% to £16.8 million. 67% of these revenues were exports. Growth was achieved across most product lines, with the Self Retracting Lifeline in particular continuing to perform well.

Gross margins were 1.8% lower than last year at 53.2%. This was largely due to mix effects, as the first half of last year saw a particularly strong product mix. Compared to the second half of last year, gross margins were 0.5% higher.

The group operating margin was unchanged at 24.1%. This was achieved through careful control of operating costs, which were just 1% higher at £6.0 million (2010: £5.9 million) whilst maintaining our efforts to strengthen the sales and new product development teams.

Group profit before tax was £5.0 million, 8% ahead of last year (2010: £4.6 million). Basic earnings per share were up 11% to 32.67 pence (2010: 29.34 pence), whilst diluted earnings per share were 8% higher at 31.52 pence (2010: 29.27 pence).

Receivables increased by £1.0 million to £10.0 million (2010: £9.0 million). This is due to the increase in revenues. Receivables have reduced by £1.7 million since 31 March 2011. Despite difficult economic conditions in both the UK and some overseas markets, cash collection remains strong. Inventory levels have increased by £0.7 million to £4.6 million (2010: £3.9 million), reflecting the increasing diversity of our product range.

Cash balances of £11.5 million are up £2.5 million on last year (2010: £9.0 million) and £0.7 million on year end. Cash generated from operations was strong at 95% of operating profit.

Dividends

The board remains committed to the progressive dividend policy which it has followed for many years. With the business continuing to grow, and cash flow remaining strong, the board is declaring an interim dividend of 10.00 pence per share (2010: 8.98 pence), an 11% increase on last year. This dividend will be paid on 2 March 2012 to shareholders on the register as at 3 February 2012.

As part of our commitment to maximising shareholder returns, whilst ensuring that operational flexibility is protected, the board has also considered the ongoing cash requirements for the group. Preparatory work for an additional production facility at Devizes is underway. It is expected that this development will be largely covered by operating cash flows over the coming year. The board has determined that, whilst a prudent retention of cash is appropriate to enable the business to take advantage of investment opportunities that may present themselves, the current level of cash exceeds forecast requirements. The board has therefore decided to declare a special dividend of 40.00 pence per share, thereby returning £4.5 million to shareholders. The special dividend will be payable on 6 January 2012 to shareholders on the register as at 9 December 2011.

Review

The extraordinary economic turmoil which has played out across the Western world in particular over recent months has naturally had an impact on business confidence. This has not prevented us from making further significant progress. We have seen growth from many of our traditional geographies as well as new territories, whilst our newer product lines continue to create completely new opportunities.

Latchways' business is divided into two segments; Safety Products, which sells fall protection equipment to global markets from our base in Devizes, Wiltshire; and Safety Services, which installs and services a range of fall protection equipment in the UK.

Chairman's Statement

Safety Products

Safety Products is the largest division of the group, accounting for 75% of group revenues and 93% of operating profits in the period. Our products are sold through a flexible distribution base comprising a network of primarily independent installers, distributing agents and also direct sales to key end customers in specific industries. The sales performance for the division is monitored on a geographic and product line basis.

Overall, the Safety Products business grew revenues by 13% in the period, and operating profits by 15%.

In the UK, the sharp fall in commercial construction has resulted in a fiercely competitive market for our traditional installer-based business. Revenues in this sector were largely flat against the prior year. However, our newer products, including the Self Retracting Lifeline ("SRL") and Versirail guardrail systems, have performed well, resulting in total UK product sales 15% ahead of the same period last year. The Sealed SRL, designed for offshore applications, has continued to perform well in the wind energy market. We expect to see further business from this sector in the second half.

Mainland Europe has been our strongest region in the period, with revenues up 26% on last year. This has been achieved through a combination of good performances from our traditional markets, together with increasing business from new countries.

North America has been a disappointment this year, with revenues down 34% on last year. This was partly due to the strength of Wingrip sales last year, which saw substantial deliveries to the US military which have not yet been repeated this year, but the underlying installer business has also been affected by budget cuts and a reluctance to commit amongst end customers. We are encouraged by a number of prospects for the second half which should lead to improved revenues.

The Rest of the World has performed well, with revenues up 60%. This is largely due to the success of our vertical systems, providing fall protection to the electricity transmission industry. We have continued to build upon the successes highlighted last year, with further customer wins in this period. Whilst business volumes vary with maintenance schedules, these represent long term relationships which should generate revenues for years to come.

Safety Services

This has been a challenging period for the Safety Services business. With the significant contraction of UK construction, the installation market has become even more competitive, putting pressure on both revenues and gross margins. As a result, Safety Services revenues fell 6%, and operating profits were down 36% at £0.4 million.

Although we expect the market conditions to stay depressed, we are cautiously optimistic about the second half. Given the lack of construction activity, we have for some time been concentrating on retrofit business for key customers, and as a result of recent successes we expect to see significant business in the coming months.

New Products

At Latchways, we are committed to retaining and enhancing our position at the forefront of innovation in our industry. Over the years we have developed a number of "Best in Class" products such as the Constant Force Post, our vertical systems, Wingrip, and the Self Retracting Lifeline range. The past year has seen the introduction of further SRL variants and the All-in-One Wingrip product, which are increasing revenues in both military and commercial applications.

In September 2011 we launched the Personal Rescue Device. This is a truly revolutionary, patented self-rescue system for workers should they experience a fall whilst working at height. Initial trials with major customers over recent months have been positive, and we have already received preliminary orders. Production is now underway, and we expect this product to make a significant contribution to revenues in 2012 and beyond.

Our new product development team has been strengthened in recent months to ensure timely delivery of a pipeline of exciting new products.

People

We are continuing to strengthen our operational support to make the most of the opportunities that are presenting themselves. In addition to the strengthening of the new product development team, we are recruiting salesmen to drive the success of both new and existing products.

We are, as ever, indebted to the excellent team that we have assembled here at Latchways, and whose efforts are responsible for our continuing success.

At the beginning of this financial year, Ian Pickering joined the board as a non-executive director. Since then he has taken over as chairman of the audit committee, and his input has been much valued.

Principal Risks

As a provider of fall protection solutions to a global marketplace, the group is subject to a number of external factors which affect its risk profile. The board reviews its risk profile regularly throughout the year, and the key business risks are analysed in our Annual Report. The most important risks and uncertainties for the remaining six months of this financial year are discussed below.

As is the case for most businesses, the ongoing problems of the Eurozone, together with the general lack of economic growth throughout the Western world, represent a key risk to the Latchways business. The uncertainty created by the lack of a long term resolution to the Eurozone debt problem creates a risk-averse spending culture, whereby decision makers are inclined to delay projects and expenditure, whilst the lack of growth results in budget cuts. Our response to these issues has been to focus efforts on those geographies and customers who are least affected by such measures, for example certain military, utilities and major retrofit prospects, whilst continuing to provide the best possible service to existing customers.

Latchways' products are predominantly made of either marine grade stainless steel or aluminium. As such, fluctuations in the world market price of these commodities can have a substantial impact on our costs. After rising steadily since last autumn, commodity prices generally have stabilised in recent months, and this appears to be the trend for stainless steel and aluminium. Whilst the higher costs have had some impact on gross margins, we have been able to mitigate this through ongoing cost control and hence operating margins have been maintained.

Currencies, particularly the Euro and the US, Australian and New Zealand Dollars, remain an important risk factor for Latchways. All sales to mainland Europe are invoiced in Euros. Part of this exposure is subject to a natural hedge in that we now make a proportion of material purchases in Euros, but the remainder, along with our Dollar exposures, is subject to exchange risk. This is mitigated where practicable using forward exchange contracts.

Future Prospects

We remain focused on our proven strategy of generating long term superior shareholder returns through product innovation and customer service. We are excited by the prospects for our new products, and I am confident that we will continue to deliver further progress both this year and beyond.

Paul Hearson, Chairman

14 November 2011



Statement of Directors' Responsibilities

The directors confirm that this condensed set of financial statements has been prepared in accordance with IAS 34 as adopted by the European Union, and that the interim management report herein includes a fair review of the information required by DTR 4.2.7 and DTR 4.2.8, namely:

- An indication of important events that have occurred during the first six months and their impact on the condensed set of financial statements, and a description of the principal risks and uncertainties for the remaining six months of the financial year; and
- Material related party transactions in the first six months and any material changes in the related party transactions described in the last Annual Report.

The directors of Latchways plc are listed in the Annual Report.

By order of the Board

D N Hearson
Chief Executive
14 November 2011

R A Orton
Financial Director
14 November 2011

Statement of Comprehensive Income

		(Unaudited) 6 months to 30.09.11 £'000	(Unaudited) 6 months to 30.09.10 £'000	(Audited) Year to 31.03.11 £'000
	Note			
Revenue	5	20,574	19,082	39,563
Cost of sales		(9,627)	(8,588)	(18,274)
Gross profit		10,947	10,494	21,289
Administrative expenses		(5,979)	(5,904)	(11,980)
Operating profit		4,968	4,590	9,309
Finance costs		–	–	(21)
Finance income		21	12	37
Profit before income tax		4,989	4,602	9,325
Income tax expense	6	(1,347)	(1,335)	(2,503)
Profit for the period attributable to equity shareholders		3,642	3,267	6,822
Other comprehensive income;				
Exchange differences on consolidation (net of tax)		(61)	(25)	(9)
Total comprehensive income for the period		3,581	3,242	6,813
Earnings per share expressed in pence per share				
– Basic	7	32.67	29.34	61.27
– Diluted	7	31.52	29.27	61.07

The results for the periods arose wholly from continuing operations.

Consolidated Balance Sheet

		(Unaudited) as at 30.09.11 £'000	(Unaudited) as at 30.09.10 £'000	(Audited) as at 31.03.11 £'000
	Note			
Assets				
Non-current assets				
Goodwill	10	4,355	4,339	4,402
Intangible assets	10	1,878	1,892	1,871
Property, plant and equipment	10	3,087	3,096	3,057
Deferred income tax assets		423	104	256
		9,743	9,431	9,586
Current assets				
Financial assets				
– Derivative financial instruments		75	–	–
Inventories		4,606	3,865	3,757
Trade and other receivables		10,016	9,008	11,718
Cash and cash equivalents		11,534	9,028	10,854
		26,231	21,901	26,329
Liabilities				
Current liabilities				
Financial liabilities				
– Derivative financial instruments		–	(108)	(115)
Trade and other payables		(3,103)	(2,777)	(4,628)
Current tax liabilities		(1,367)	(1,412)	(1,318)
Deferred consideration		(83)	(68)	(83)
		(4,553)	(4,365)	(6,144)
Net current assets		21,678	17,536	20,185
Non-current liabilities				
Deferred income tax liabilities		(540)	(525)	(540)
Deferred consideration		(298)	(333)	(338)
		(838)	(858)	(878)
Net assets		30,583	26,109	28,893
Shareholders' equity				
Ordinary share capital	11	559	557	557
Share premium	11	1,905	1,807	1,807
Translation reserve		138	183	199
Other reserves		627	312	477
Retained earnings		27,354	23,250	25,853
Total shareholders' equity		30,583	26,109	28,893

Consolidated Statement of Changes in Shareholders' Equity

	Note	Share Capital £'000	Share Premium £'000	Retained Earnings £'000	Translation Reserve £'000	Other Reserves £'000	Total Reserves £'000
At 1 April 2010		557	1,793	21,984	208	290	24,846
Profit for the period attributable to equity shareholders		–	–	3,267	–	–	3,267
Exchange difference on consolidation		–	–	–	(25)	–	(25)
Total comprehensive income		–	–	3,267	(25)	–	3,242
Transactions with owners:							
Share options							
– Value of employee services		–	–	–	–	22	22
Dividends	8	–	–	(2,001)	–	–	(2,001)
At 30 September 2010		557	1,807	23,250	183	312	26,109
Profit for the period attributable to equity shareholders		–	–	3,555	–	–	3,555
Exchange difference on consolidation		–	–	–	16	–	16
Total comprehensive income		–	–	3,555	16	–	3,571
Transactions with owners:							
Share options							
– Value of employee services		–	–	–	–	165	165
Deferred taxation on share options		–	–	48	–	–	48
Dividends	8	–	–	(1,000)	–	–	(1,000)
At 31 March 2011		557	1,807	25,853	199	477	28,893
Profit for the period attributable to equity shareholders		–	–	3,642	–	–	3,642
Exchange difference on consolidation		–	–	–	(61)	–	(61)
Total comprehensive income		–	–	3,642	(61)	–	3,581
Transactions with owners:							
Share options							
– Proceeds from shares issued		2	98	–	–	–	100
– Value of employee services		–	–	–	–	150	150
Deferred taxation on share options		–	–	167	–	–	167
Dividends	8	–	–	(2,308)	–	–	(2,308)
At 30 September 2011		559	1,905	27,354	138	627	30,583

Consolidated Cash Flow Statement

	Note	(Unaudited) 6 months to 30.09.11 £'000	(Unaudited) 6 months to 30.09.10 £'000	(Audited) Year to 31.03.11 £'000
Cash generated from operations	9	4,710	5,054	9,665
Tax paid		(1,339)	(1,048)	(2,250)
Tax received		41	149	–
Net cash from operating activities		3,412	4,155	7,415
Cash flows from investing activities				
Additional consideration paid to acquire subsidiaries		(40)	(30)	(61)
Interest received		21	12	38
Purchase of property, plant and equipment		(334)	(119)	(379)
Purchase of intangible assets		(123)	(117)	(220)
Development expenditure capitalised		(48)	(28)	(94)
Net cash used in investing activities		(524)	(282)	(716)
Cash flows from financing activities				
Net proceeds from issue of share capital		100	–	–
Dividends paid to shareholders		(2,308)	(2,001)	(3,001)
Net cash used in financing activities		(2,208)	(2,001)	(3,001)
Net increase in cash and cash equivalents		680	1,872	3,698
Cash and cash equivalents at 1 April		10,854	7,156	7,156
Cash and cash equivalents at end of period		11,534	9,028	10,854

Notes to the Consolidated Interim Financial Statements

1. General information

Latchways plc is domiciled in England.

This condensed consolidated half-yearly financial information was approved for issue on 11 November 2011.

These interim financial results, which have been neither reviewed nor audited, do not comprise statutory accounts within the meaning of Section 434 of the Companies Act 2006. Statutory accounts for the year ended 31 March 2011 were approved by the Board of directors on 10 June 2011 and have been delivered to the Registrar of Companies. The report of the auditors on those accounts was unqualified, did not contain an emphasis of matter paragraph and did not contain any statement under Section 498 of the Companies Act 2006.

2. Forward-looking statements

Certain statements in this half-yearly report are forward-looking. Although the group believes that the expectations reflected in these forward-looking statements are reasonable, we can give no assurance that these expectations will prove to have been correct. Because these statements involve risks and uncertainties, actual results may differ materially from those expressed or implied by these forward-looking statements.

We undertake no obligation to update any forward-looking statements whether as a result of new information, future events or otherwise.

3. Basis of preparation

This condensed consolidated half-yearly information for the half-year ended 30 September 2011 has been prepared in accordance with the Disclosure and Transparency Rules of the Financial Services Authority and with IAS 34, 'Interim financial reporting' as adopted by the European Union. The half-yearly condensed consolidated financial report should be read in conjunction with the annual financial statements for the year ended 31 March 2011, which have been prepared in accordance with IFRSs as adopted by the European Union.

4. Accounting policies

Except as described below, the accounting policies applied are consistent with those of the annual financial statements for the year ended 31 March 2011, as described in those annual financial statements.

New accounting standards and interpretations have been issued during the year. The group's approach to these is as follows:

The following standards, amendments and interpretations are mandatory for the first time for the current accounting period:

- Annual Improvements 2010;
- Amendment to IAS 24, 'Related party disclosures';

The following standards, amendments and interpretations are mandatory for the first time for the current accounting period but are not relevant to the group's operations:

- Amendment to IFRIC 14, 'Prepayments of a minimum funding requirement'.

Notes to the Consolidated Interim Financial Statements

The following interpretations to existing standards have been published that are mandatory for the group's future accounting periods but which the group has not early adopted:

- Amendment to IFRS 7, 'Financial instruments: Disclosures';
- IFRS 9, 'Financial instruments';
- IFRS 10, 'Consolidated financial statements';
- IFRS 13, 'Fair Value Measurement';
- Amendments to IAS 1, 'Presentation of Items of Other Comprehensive Income';
- Revised IAS 27, 'Separate Financial Statements';
- Amendments to IAS 12, 'Income taxes' on deferred tax.

The following interpretations to existing standards have been published that are mandatory for the group's future accounting periods but which are not relevant to the group's operations:

- IFRS 11, 'Joint arrangements';
- IFRS 12, 'Disclosure of interest in other entities';
- Amendments to IAS 19, 'Employee Benefits';
- Revised IAS 28, 'Investment in Associates and Joint Ventures'.

5. Segment information

Business segment Six months ended 30 September 2011	Safety Products £'000	Safety Services £'000	Consolidation Adjustments £'000	Group £'000
Continuing operations				
Revenue	16,842	5,146		21,988
Less: Intersegment revenue	(1,414)	–		(1,414)
Net revenue to external customers	15,428	5,146		20,574
Operating profit	4,641	387	(60)	4,968
Total assets	34,412	4,717	(3,155)	35,974
Business segment Six months ended 30 September 2010				
	Safety Products £'000	Safety Services £'000	Consolidation Adjustments £'000	Group £'000
Continuing operations				
Revenue	14,958	5,449		20,407
Less: Intersegment revenue	(1,325)	–		(1,325)
Net revenue to external customers	13,633	5,449		19,082
Operating profit	4,047	603	(60)	4,590
Total assets	29,007	4,679	(2,354)	31,332

6. Income taxes

Income tax expense is recognised in these interim financial statements based on management's best estimates of the weighted average annual effective tax rate expected for the full year. The estimated average annual tax rate used for the year to 31 March 2012 is 27.0% (the estimated tax rate for the 6 months to 30 September 2010 was 29.0%).

7. Earnings per share

Earnings per share attributable to equity holders of the company arise from continuing operations as follows:

	6 months to 30.09.11			6 months to 30.09.10		
	Earnings £'000	Weighted average number of shares Thousands	Per share amount Pence	Earnings £'000	Weighted average number of shares Thousands	Per share amount Pence
Basic EPS						
Earnings attributed to ordinary shareholders	3,642	11,149	32.67	3,267	11,134	29.34
Effect of dilutive share options	–	406	(1.15)	–	29	(0.07)
Diluted EPS	3,642	11,555	31.52	3,267	11,163	29.27

The increase in the impact of dilutive share options in the period results from potential ordinary shares in relation to the Latchways plc 2010 Value Creation Plan.

8. Dividends

A dividend of £2,308,000 that related to the year ended 31 March 2011 was paid in September 2011 (2010: £2,001,000).

An interim dividend of 10.00 pence per share (2010: 8.98 pence), totalling £1,117,000 (2010: £1,000,000) has been declared and will be paid on 2 March 2012 to shareholders on the register as at 3 February 2012.

A special dividend of 40.00 pence per share (2010: nil), totalling £4,468,000 (2010: £nil) has been declared and will be paid on 6 January 2012 to shareholders on the register as at 9 December 2011.

In accordance with IAS 10 "Events after the balance sheet date", these interim financial statements do not reflect these dividends payable.

Notes to the Consolidated Interim Financial Statements

9. Reconciliation of operating profit to cash flow from operations

	(Unaudited) 6 months to 30.09.11 £'000	(Unaudited) 6 months to 30.09.10 £'000	(Audited) Year to 31.03.11 £'000
Net profit for the period	3,642	3,267	6,822
Taxation	1,347	1,335	2,503
Net interest received	(21)	(12)	(16)
Operating profit for the period	4,968	4,590	9,309
Adjustments for:			
Depreciation of property, plant and equipment	304	306	605
Amortisation of intangible assets	124	164	317
Amortisation of development costs	26	70	92
Share option charge	150	22	187
Movement on deferred consideration	–	–	(3)
Movement on financial instruments	(190)	138	145
Operating cash flows before movements in working capital	5,382	5,290	10,652
Movement in inventories	(849)	(328)	(220)
Movement in trade and other receivables	1,702	1,275	(1,435)
Movement in trade and other payables	(1,525)	(1,183)	668
Cash generated from operations	4,710	5,054	9,665

10. Capital expenditure

	Tangible and Intangible Assets (including Goodwill) £'000
Six months ended 30 September 2010	
Opening net book amount as at 1 April 2010	9,628
Movement on foreign exchange	(25)
Additions	264
Depreciation, amortisation, impairment and other movements	(540)
Closing net book amount as at 30 September 2010	9,327
Six months ended 30 September 2011	
Opening net book amount as at 1 April 2011	9,330
Movement on foreign exchange	(61)
Additions	505
Depreciation, amortisation, impairment and other movements	(454)
Closing net book amount as at 30 September 2011	9,320

11. Share capital

Capital	Number of Shares (thousands)	Ordinary Shares £'000	Share Premium £'000	Total £'000
Opening balance 1 April 2010	11,134	557	1,807	2,364
At 30 September 2010	11,134	557	1,807	2,364
Opening balance 1 April 2011	11,134	557	1,807	2,364
Proceeds from shares issued – employee share option scheme	35	2	98	100
At 30 September 2011	11,169	559	1,905	2,464

12. Contingent liabilities

There were no contingent liabilities as at 30 September 2011, 31 March 2011 or at 30 September 2010.

13. Related party transactions

During the period, Latchways plc made sales of £1,414,000 (2010: £1,325,000) to HCL Safety Limited. At the period end the balance outstanding to Latchways plc from HCL Safety Limited was £854,000 (2010: £583,000).

During the period, Latchways plc made sales of £1,065,000 (2010: £nil) to Latchways Australia Pty Ltd. At the period end the balance outstanding to Latchways plc from Latchways Australia Pty Ltd was £366,000 (2010: £nil).

During the period, Latchways plc made sales of £79,000 (2010: £nil) to Sigma 6 d.o.o. Sigma 6 d.o.o made sales to Latchways plc of £544,000 (2010: £504,000). At the period end the net trading balance outstanding to Latchways plc from Sigma 6 d.o.o was £48,000 (2010: £88,000 from Latchways plc to Sigma 6 d.o.o). In addition, Latchways made loans to Sigma 6 amounting to £220,000 (2010: £275,000).

At the period end, Latchways plc owed HCL Group Plc £350,000 (2010: £350,000).

14. Interim Report

Copies of this interim report will be sent to all shareholders. Additional copies will be available from the group's registered office at Hopton Park, Devizes, Wiltshire SN10 2JP, or will be available for download from the group's website at www.latchways.com.

Directors, Secretary and Advisers

Directors

N P Hearson (Non-executive Chairman)

D N Hearson (Chief Executive)

B Finlayson (Non-executive Director)

A J Hogg (Sales Director)

R A Orton (Financial Director)

I Pickering (Non-executive Director)

P Troen (Non-executive Director)

Secretary

R A Orton

Registered Office

Hopton Park, Devizes, Wiltshire SN10 2JP

Registered Number

1189060

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Registrars

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Bankers

HSBC Bank plc

3 Rivergate, Temple Quay, Bristol BS1 6ER

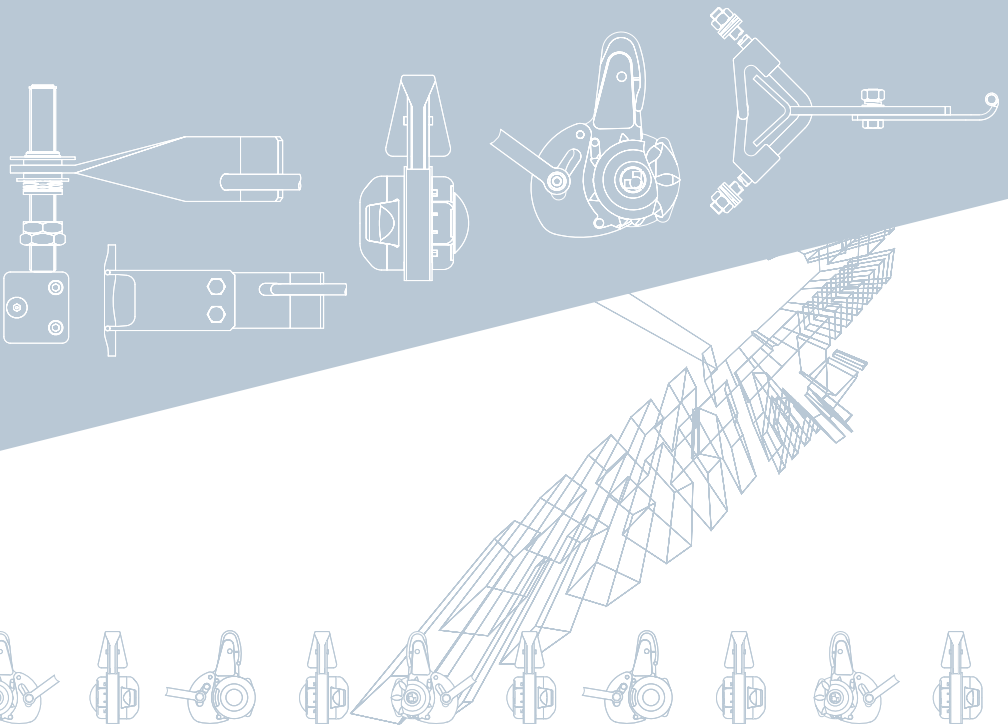
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Notes

Notes



 **LATCHWAYS**
FALL PROTECTION

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