



**Glassbond**

*25 years of constant synergy*

# 1978

From inception in 1978, Glassbond (NW) Ltd and its Directors have set about to establish a company that offers quality and 1st class service. Through their continuous programme of investment, diversification and process development, the Directors have created a Company that is seen by many as a global centre of excellence for lamp cements used in the lighting industry. Founded in July 1978 by R.L. Hughes and J.B. Fawcett, the company was initially created to manufacture lamp capping cements. After establishing a presence in the UK market and reaching a strategic agreement with our main competitor in the UK, our sales turnover of lamp capping cements has grown from an initial £31,435 to

£3,638,754 in 2003. Glassbond cements are now accepted and used by the major lamp makers worldwide - Osram Sylvania, Philips and GE - and sales achievements in overseas trade was recognised in 2001 with Glassbond being presented the Queens Award for Enterprise by the Queen at Buckingham Palace. (Reflecting our sales achievements in the export market). However, lamp cements are not the only product area that Glassbond excel in.

D.J. Randell joined the company in 1981 and this led to the installation of a manufacturing facility for Specialised Moulding Powder. Over those first few years, Moulding Powder sales came to represent an important part of Glassbond's total sales.

**1978**

Company founded by R.L.Hughes and J.B. Fawcett in July 1978, to manufacture Lamp Capping Cements.

**1980**

Sales turnover of Lamp Capping Cement recorded as £31,435.

**1981**

D.J. Randell joins the company which moves from Rainford to an industrial unit at Jackson Street, St Helens.

**1982**

A speciality moulding powder manufacturing facility installed at Jackson Street. R.J. Randell joins company.

**1985**

Commenced selling Phenolic Moulding Compounds under the direction of D.J. Randell to Thomas Taylor Bowls Limited to manufacture Lawn Bowls. Sales turnover reaches £337,912.

**1987**

Sales of Lamp Capping Cement in UK market reach highest ever level. In the following years Lamp Manufacture in UK significantly reduces and our markets move abroad.

**1989**

Export sales to Far East and USA become established with assistance of Mike Terry from Lamps and Components International and George Price and Co.

**1991**

Formation of International Lamp Components for sales of lamp capping cement to USA, Canada and Mexico. GE Canada start using Glassbond Lamp Cement.

**1992**

BS5750/ISO9002 Certification achieved mainly by commitment of J. Worsley. The company employees are now 19.

**1993**

J.B. Fawcett passes away. D.W. Denton joins the company.

**1994**

Contact made with Osram Sylvania in St Mary's in USA (one of the largest incandescent lamp factories in the world). D. Denton initiated successful tests leading to adoption of our grades.

**1995**

Sales turnover now reaches £1,711,279. Industrial Unit No.5 established. P.J. Randell joins company.

1997

An agreement with Sauereisen USA is reached for Glassbond to manufacture and distribute inorganic high temperature cement in Europe.

1998

R.L. Hughes retires. The existing directors purchase his shares in the company.

1999

Five millionth pound weight supplied to Osram St Mary's of accumulated sales of Capping Cement Powders. Production capacity extended with 3 blenders, also paste manufacture enlarged.

2000

Sales turnover reaches £3,195,743. Industrial Unit No.7 established.

2000

J Ruddy, Factory Manager retires after involvement from the early days and major contribution to the company growth.

2001

D.T.I. backed research programme with Liverpool University commenced. 8th industrial unit established. Awarded the Queens Award for continuous sales growth over a period of 6 years in Export Markets.

**2002**

Achievement of ISO9000.2000. Purchase and incorporation of Lamps and Components International. Sales to over 50 different countries achieved.

**2002**

10 Millionth Pound weight of Lamp Capping Cement supplied to Osram St Mary's USA.

**2003**

New Research and Development facility opened. Total of 40 staff now employed. Renewal of Agreement with Sauereisen USA for another 5 years.

**2003**

Glassbond celebrates 25 years in business with £3,638,754 current sales turnover from its three product lines.

**2003**

The company is rewarded for its investment in the research, development and commitment to continuous improvement with orders from Osram Sylvania, General Electric and Philips for new grades, which give higher specification lamps and are more cost effective.

**2003**

ISO14001 accreditation will be achieved in November 2003.

Very significantly, in 1985, we developed a range of Phenolic Moulding composition suitable for Lawn Bowls and Flat Green Bowls. Today, we remain the market leaders, supplying all the leading bowls manufacturers in the UK and Australia.

Establishing strong business partnerships has always been an ethos used by the company to create new markets. In 1997, we signed an agreement with Sauereisen USA to manufacture and supply inorganic cements to withstand temperatures up to 1650°C.

As well as extending our sales in the lighting industry it took us into new manufacturing areas such as resistors, heaters and thermocouples. Inorganic cements present us with many

exciting opportunities for the coming years.

The vision of the Glassbond people who have contributed over the past 25 years, continues to be carried forward with the enthusiasm and commitment of the Directors and Staff into the reality of the 21st century.

By investment in Production Machinery, Research and Development, along with Best Service Practice and Commitment to our Customers, Glassbond has become the world's leading independent lamp capping cement manufacturer. We intend to sustain our reputation as a company of excellence and innovation in the coming years

# 2003

**Directors:**

Derek Randell *Chairman*  
David Denton *Sales Director*  
Philip Randell *Technical Director*  
Richard Randell *Purchasing Director*

**Glassbond (NW) Ltd.**

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**CONSTANT SYNERGY**