



BLACK COUNTRY  
GROWTH HUB

# Latham's Steel Security Doors

*Leading specialist of premium steel security doors based in Oldbury*

**Trading For:** 11 Years  
**Employees:** 38

## Client

Latham's Steel Security Doors Ltd are the UK's leading specialist of premium stock steel doors and hold the largest range of residential, commercial & industrial products.

In recent years, the company has seen an extended period of growth. They have developed their premises by expanding the warehouse, building a new office and opening a showroom on site. They've also improved policies and procedures and gained ISO certified accreditations.

Alex Latham, Managing Director, visited the BCGH tour bus during 'Black Country Growth Hub On Tour 2019'. The bus was part of an outreach campaign and was parked on Hainge Road industrial estate on the 21<sup>st</sup> November.

## Project

The company met with Lucy Cross, Business Development Manager at the BC Growth Hub to discuss any available opportunities which would help facilitate their plans for business growth.

Alex was particularly interested in opportunities relating to waste reduction, increasing productivity and improving energy efficiency.

## Solution

After speaking with Lucy, Latham's were referred to a number of programmes and initiatives in line with their future aims and aspirations for the company.



To explore waste reduction options, Latham's have been referred to the EnTRESS programme who support SMEs with the adoption of environmental technologies and more efficient processes, funded by the European Regional Development Fund to promote sustainable economic growth.

Alex was referred to the Manufacturing Growth Programme to look at process improvements and potentially access a grant for new machinery.

After discussing possible future impact from Brexit, the company has also been sent information relating to Brexit grants available from the HMRC regarding new IT hardware and software.

## Conclusion

Latham's have already started to engage with the programmes they have been referred to and feel they are making good progress towards their long-term business objectives.

Alex was happy with the support that the BCGH team provided and is confident that the team are always on hand if they need any future information or support.