



EVENPRODUCTS

water for life



Evenproducts Limited

Capability Statement



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INTRODUCTION

WHO ARE EVENPRODUCTS?

Evenproducts Limited is a medium sized family run business situated in the Vale of Evesham, an area of Britain renowned historically for its association with horticultural excellence.

Evenproducts specialises in the supply of irrigation products and the provision of emergency water storage, filtration and distribution. Approximately half of Evenproducts' turnover is exported with the main export market being mainland Europe; although sales are growing in Africa, Asia and North America.

Founded in 1952 Evenproducts has developed into the largest privately owned UK irrigation company through acquisition and organic growth. The flexibility of the organisation is demonstrated by the diversity of markets served with sales in the horticultural, sports turf and residential irrigation markets. These markets all demand differing levels of service, resulting in Evenproducts developing and maintaining sales channels via agents, end users and distribution.

In 1998 Evenproducts Limited purchased Sportsground Irrigation who were the Hunter Industries agents for the United Kingdom and Ireland. This purchase enabled Evenproducts to offer an unequalled range of irrigation equipment for installers within the landscape and sports turf industries. In 2003 Evenproducts joined forces with Logic Irrigation Limited to expand further the product range of both companies within the sports turf, landscape and horticultural industries.

The policy of putting our customer base first and our aim to supply the right product at the right price to the right place has been responsible for our continued growth.

Company Ethics:

To treat customers and fellow workers alike with dignity and respect.

To offer this irrespective of disability, creed, colour or persuasion.

To provide customers with a transparent opportunity to work with us.

To work consistently to the best of our ability.

Company Mission Statement:

'As manufacturers and distributors of quality water products, we aspire to be our customers first choice for advice, supply and response both now and in the future'

PRINCIPAL ACTIVITIES

Our principal sales activities fall into the following categories:

HORTICULTURAL/GARDEN CENTRE IRRIGATION

This market sector has been the foundation of Evenproducts' growth and success since its inception in 1953. Evenproducts' broad appeal is due to the ability to provide turnkey solutions encompassing conceptual design, product supply and installation, as well as the supply of individual components, such as a PVC fitting, to effect a repair.

A comprehensive stocking program of metric and imperial PVC fittings, Poly fittings, Galvanised fittings as well as sprinklers, pipe, sprays, misters and pumps enable Evenproducts to respond positively and efficiently to this market sector.

WATER TANKS

Sectional galvanised steel water tanks have been manufactured by Evenproducts since 1992. Manufacturing our own water tanks has reduced the dependence within a key market area on outsourced products. Success in this market has enabled Evenproducts to gain over 70% of the UK market and export effectively to mainland Europe, Africa, the Americas and Australasia. Due to the large range of tanks offered Evenproducts tend to manufacture to order, however a recent reorganisation has resulted in a lead time of only 10 working days at the height of the season.

SPORTS TURF IRRIGATION

Evenproducts have been active in this market since 1981 with major projects being completed at golf courses, football stadiums and bowling greens. In 1998 Evenproducts made the strategic purchase of Sportsground Irrigation (UK Hunter distributor) enabling the company to approach this market with a complete package.

Using distributors as the sales channel Evenproducts have developed the Hunter brand into a reliable alternative to the industry standards of Toro and Rainbird.

RESIDENTIAL AND COMMERCIAL IRRIGATION

Although this is a fledging market in the UK compared to other regions of the world (North America and Australia) Evenproducts have made substantial inroads with the world class Hunter range of residential and commercial landscape products. This market sector is considered to offer significant potential for the future.

EMERGENCY AID

Evenproducts is widely regarded as a key supplier of water distribution and filtration equipment amongst the leading specialist Agencies and UN Organisations.

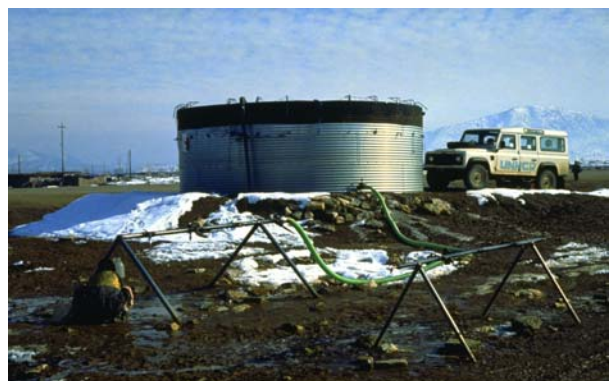
Aid sales are by nature spasmodic but with our flexible approach together with the ability to draw upon additional personnel where necessary, Evenproducts are able respond to the instant demands of aid organisations.

EVENPRODUCTS CUSTOMERS CAN EXPECT

COMMITMENT - commitment to ensure that customers receive the best service.

CAN DO ATTITUDE - a can do approach to problems and opportunities alike.

RIGHT FIRST TIME - right first time advice, product and deliveries.



MEMBERSHIPS, STANDARDS & AWARDS



Commercial Horticulture Association



British Turf & Landscape Irrigation Association



WRC Approval Number: 9705017 Water Storage Tanks



UK Irrigation Association

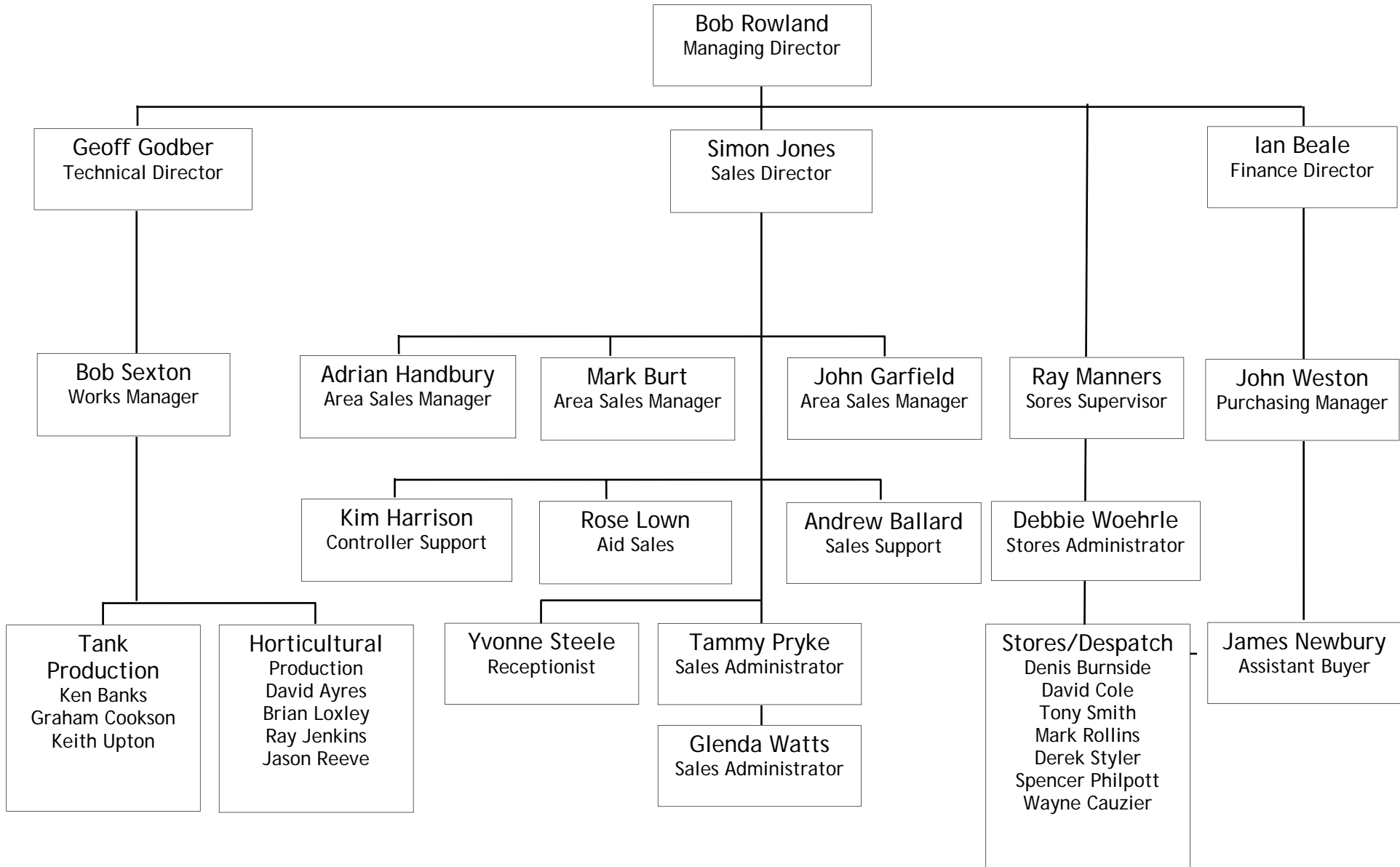


WRAS Approved Product Certificate No. 0212105



Export Achievement of the Year Award - Hereford & Worcester Chamber of Commerce and Industry

Evenproducts Limited Organisational Chart



LOCATION



Evenproducts Limited is located on the outskirts of the market town of Evesham. Centrally placed within 10 miles of the M5, and 15 miles of both the M42 and M40.



Evenproducts own the freehold on the premises, which are located on a 5 acre (2 hectares) site on the edge of Evesham. The 'old' works were replaced in 1993 with a modern industrial unit and distribution centre equipped to handle all sizes of vehicles. Since 1993 further improvements have taken place in the form of an excellent stores area (1997) and a fully equipped and ventilated paint spray shop (1998).

TRANSPORT

The area around Evesham is well served by transport companies for distribution within the UK with many choosing to base themselves in the area due to its excellent road links and general logistics. For export shipments our proximity to Birmingham airport (40 miles) and the seaport of Southampton (120 miles) allows us to choose the right shipping company for any global destination.

To maintain flexibility for local shipments and time critical deliveries we operate our own 3.5 tonne vehicle.

PRODUCT MIX

Our product range includes the following equipment:

- Water storage and pillow tanks
- Electric and diesel driven pumping sets
- PVC polythene and galvanised steel pipe products
- Valves and water meters
- Golf and residential series sprinklers
- Golf course irrigation controllers
- Controllers, solenoid valve and computers
- Drip systems
- Overhead spraylines
- Sprinkler lines
- Products for emergency water and sanitation use
- Installation and maintenance of complete irrigation systems and water tanks

PRODUCTION FACILITIES

Besides the 'core' production unit, eg the corrugating line, the company has extensive metal working facilities for tank roof production, fabrication, cutting, threading and welding machinery inventory including a press brake, a Pierceall stamper, guillotine, bender and multi-hole punch unit. Production methods are regularly examined and updated accordingly to maintain our position as a modern manufacturer.

The manufacturing facility at Evenproducts includes a small tool room for internal production of moulds and production aids, together with MIG and gas welding facilities.

Products are finished either by spray painting within our purpose built spray shop or alternatively plated or galvanised using locally outsourced facilities.

Continuing growth in the requirement of corrugated sheets is expected for the supply of water tanks and ancillary products. Evenproducts currently sell around 20,000 corrugated sheets per year; it is expected that this will double by 2005.

As part of a capital investment program Evenproducts have purchased a new corrugating and sheet steel packaging facility that optimises the use of man and machine. This consists of a fully automated, computer controlled line taking coiled galvanised steel sheet through to packed, curved, corrugated and punched sheets in a single line operation.

OPERATIONAL PROCESSES

As is seen within the organisational chart, the company operates on a departmental basis, each being broadly responsible for a specific function, in the event of absenteeism; the ethics and nature of the company allow other individuals to take on additional temporary responsibilities.

Each key individual has a dedicated networked computer. The originating member of staff enters orders; these are then printed to produce hard copies that act as 'picking lists'.

The networked computer system automatically updates the stock records and produces purchase and works orders. The bespoke software suite incorporates a MRP program enabling the Works Manager to provide predictable delivery dates and schedule production.

Once goods are available, they are despatched by the most appropriate means, which include standard 3 day courier (24 hour if requested), road transport using local hauliers for more bulky items or our own transport.

Our automatic fax programme allows order acknowledgements, purchase orders and statements to be sent directly from any terminal, thus cutting time and postage costs.

We actively encourage payment of accounts by the BACS system, and indeed use the same system for payment to our own suppliers. We accept payment by major credit cards, and currently hold bank accounts in Pounds Sterling, US Dollars and Euros. The Lloyds Bank link facility provides an important tool in the aspect of money and account management.

Our switchboard provides five incoming lines and 20 extensions, there are three separate lines for fax machines and a direct ISDN line for internet access. Each person also has a direct dial number and voice mail. A further direct line is available for Lloyds link/credit card use. The offices use a single email address ([individual's christian name]@evenproducts.com) and has a website (www.evenproducts.com).

Key individuals operate Tri-band mobile phones and have personal computers with internet and fax facilities. Each desk has a computer with access to the main frame. Internet and intranet communication is available to each department.

STORES FACILITIES

Evenproducts has two large stores facilities; one is dedicated to service our sportsground and residential customers providing an immediate despatch or collection facility. The other houses ancillary items and the spare parts or fittings that are needed to assemble or repair most irrigation systems. The total stores facility houses some 3,000 different parts and covers an area of nearly 500m².

KEY INDIVIDUALS

MANAGING DIRECTOR - BOB ROWLAND

Date of Birth: 19 December 1948
Year Appointed to the Board: 1984
Years within Evenproducts: 34

Current Duties:

Responsibility for ensuring Evenproducts operate within the legal framework laid down in the UK. Oversees the general running of the company providing direction and support to ensure that Evenproducts meets its goals.

Career History:

Joined Evenproducts in 1971 and gained experience in different activities before concentrating on sales, and in particular export sales.

Travelled extensively in Europe, Africa, the Far East and the United States of America. Responsible for annual export sales of £1.5 million per annum.

- Successfully overseeing a £750,000 irrigation project in China over a two year period, including supervision of the installation.
- Introduction of management techniques and responsibilities that have led to a record period of company profitability.
- Leading company negotiations in acquisitions.

TECHNICAL DIRECTOR - GEOFF GODBER

Date of Birth: 9 November 1949
Year Appointed to the Board: 1985
Years within Evenproducts: 26

Current Duties:

In charge of prototype products and the assessment of new products from other companies. Sourcing and installing new machinery. Design of electrical control equipment. Troubleshooting.

Career History:

Travelled in Europe and United States of America. Delivered papers in Grenoble, London and Budapest.

- Patents applied for and obtained on 6 inventions.
- Various publications on irrigation and associated products
- Overseeing computer installations.

FINANCIAL DIRECTOR & COMPANY SECRETARY - IAN BEALE

Date of Birth: 1 January 1955
Year Appointed to the Board: 2002
Years within Evenproducts: 25

Current Duties:

Responsible for administration of accounts functions including nominal, sales and purchase ledger, payroll and VAT.

Responsible for maintaining cash books/bank accounts and monthly management account reports in accordance with UK legislation.

Career History:

Instrumental in the installation of two computer systems including article numbering and changeover.

Chairman of Health and Safety Committee.

SALES DIRECTOR - SIMON JONES

Date of Birth: 20 July 1964
Year Appointed to the Board: 2003
Years within Evenproducts: 5

Current Duties:

Responsible for managing the sales strategies globally and the marketing of Evenproducts Limited.

Career History:

Travelled extensively in Europe, North America, Asia and Africa representing business in a sales and marketing role.

HUMAN RESOURCE MANAGEMENT & TRAINING

Evenproducts recognises that its most important asset is its staff. The company actively encourages a lively and caring working environment.

New members of staff are allocated 'Guardian Angels' who, whilst not necessarily being involved in job training, are there to offer pastoral advice and find answers to questions that they may ask.

The company has an 'Employee Handbook' with clear guidelines on company policy with regard to discipline etc.... The handbook will be managed by an external consultant to ensure that it is kept up to date.

Health and Safety is of paramount importance and each employee has a written policy presented to them. This is updated regularly. COSSH sheets exist for any hazardous materials stored and used in work processes. They are also displayed within the work place.

New staff members are provided with 'on the job' training, and facilities for recognising achievements are being evaluated.

Training is regularly organised, such courses as 'Fork Lift' driving and externally for 'Health & Safety' and 'First Aid'. The company currently has two trained first aiders with an additional member under training.

We operate a flexible policy towards funding of vocational courses, encouraging individuals towards reaching qualifications within their chosen sphere. Funding for evening classes is also available, assuming the chosen course relates to work place activities.

The company is pursuing policies that will place it in a strong position to achieve Investors in People status by the end of 2004.

ORDERING FROM EVENPRODUCTS

Order may be placed with using the following methods:

- Telephone
- Fax
- e-mail
- In Person at the Trade Counter

PAYMENT

Payment may be made by the following methods:

- Pro-forma Invoice
- Credit Account
- Credit Card (Visa/MasterCard/Switch)
- Cash
- Letter of Credit
- Bank Draft

DISTRIBUTION

Various methods of distribution are utilised, depending upon the type and urgency of goods and materials.

Typically orders within the UK are sent by courier on a 3 day service (next day when specified). Export orders may be sent in a variety of ways: sea for deck cargo or containerisation, air or road freight.

All orders are traceable, this being in the form of hard, signed, despatch notes or shipping notes.

INFORMATION TECHNOLOGY

Evenproducts has a fully automated sales, purchasing and stock facility together with internet and intranet facilities.

Each key employee has their own terminal and all employees have access to IT facilities within the company.

Several laptop computers are available for use when away from the office.

All directors and key personnel have the use of a company tri-band mobile telephone.



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WATER STORAGE TANKS
HORTICULTURAL IRRIGATION
EMERGENCY WATER AID
SPORTS TURF IRRIGATION
LANDSCAPE IRRIGATION

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