

About Lighthouse

Lighthouse UK supports and manufactures a wide range of label and sign printing systems. Their customers enjoy headline savings, and all the benefits of full in-house control of the design and production of signs and labels. It's a very tailored service: Lighthouse works closely with clients to provide the best possible response to their needs, while the machines provide a money saving, process improving reaction to printing signs and labels the old fashioned way.

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About Bubble Safety Ltd

Founded in 2002, Bubble Safety Ltd provides specialist Health & Safety training and consultancy, across industry sectors. The company espouses the view that it is those companies that embrace health and safety and provide appropriate, ongoing training for their staff that are the more successful companies. Bubble works with companies to instil good practice, and reduce the risk of accidents or work related ill health.

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Why Lighthouse UK's customers can't stop talking about them...

Lighthouse UK is rightfully proud of the fact that one in every four of their new customers are referred by existing customers. Health & Safety training expert, Demetrios Cooper founder of Bubble Safety, is a good example. Having used a Lighthouse CM-200 Vinyl Cutting machine to reduce spend, and enhance the effectiveness of his Health & Safety signage, he's a keen advocate of their products. Mr Cooper advises managers in the shopfitting, demolition and refurbishment industries how to operate as safely (and cost effectively) as possible. Lighthouse has helped Mr Cooper cut costs and improve safety for a range of high profile, High Street clients.

When it comes to making savings for their customers, Lighthouse UK take their claims very seriously. So when Mr Cooper bought a CM-200 vinyl cutting machine, he expected to see a big return on his investment; Lighthouse had suggested of up to 80%. One year after purchase, Mr Cooper had exceeded his (and even Lighthouse's expectations) with savings of over 83% on the previous year's spend. Their spend actually included the purchase cost of the kit itself. Ever since, Mr Cooper has been keen to tell others about Lighthouse so that they can repeat his success.

Many of Mr Cooper's clients have a need for a machine like the CM-200, but have found competitors' versions prohibitively expensive. From his own experience, he knows they need an effective, easily operable way to notify on-site workers and site visitors of Health & Safety requirements, and to mark up refurbishment projects in the retail and leisure sectors with temporary signage whenever work is underway.

Crucially, the CM-200 enables users to customise signage to suit each client's branding requirements too. Inevitably, doing it in-house works out significantly cheaper than outsourcing the job as is often the norm. Mr Cooper says "By comparison, machines from other suppliers are difficult to use, cumbersome and expensive. Lighthouse gives clients a no-pressure pitch – and their products are second to none."

Clients are certainly taking notice. Mr Cooper is one

of the most in-demand Health & Safety experts in the country, and continues to use (and advocate) Lighthouse kit. He says, "I'm keen to pass on the benefits of my experience – and that includes telling people about the best providers I've worked with." He has also extended the range of Lighthouse products he uses to include a CPM-100 that gives him the facility to quickly create safety certification for training courses, or identification stickers for on-site staff to make site supervisors' jobs easier. "Signage is a legal requirement that leads to a reduction of accidents by conveying the Health & Safety message more clearly. So it absolutely needs to be done right."

Lighthouse Sales Director, Colin Blackburn sums up: "This is clearly a great story about the savings you can make with Lighthouse. It really shows how some very simple steps can enhance your service delivery to your customers, and improve on-site health and safety. But just as importantly, this shows how our customers' loyalty is a big part of the Lighthouse story. Demetrios is a great advert for Lighthouse and a very loyal advocate of our kit."

