

INTRODUCTION & BACKGROUND

Lailey and Coates International Limited is a privately owned British company located in Gangkou, Zhongshan, one of the industrial hubs of the Chinese Economy. Derek Coates and Simon Lailey founded Lailey and Coates UK Ltd. in 2010. It began life as a business dedicated to developing first class Heat Pumps, imported from China into Britain.

Simon, a first rate engineer, spent over four years visiting China for months at a time, working closely with a number of Chinese suppliers to produce leading "next-generation" products. However as so often happens, once the designs were developed and agreed in China, subsequent deliveries didn't live up to the Quality Control standards that the company required to confidently invest and develop the business into a global brand. So after facing the frequent and difficult challenges that many importers encounter when buying from abroad, the company decided to open its own factory and overcome these challenges.



THE L&C INTERNATIONAL MANAGEMENT TEAM

Simon Lailey, one of the two founding partners in Lailey and Coates, is a highly experienced British Heat Pump Engineer. Having worked with Chinese factories for over 10 years, Simon became aware of the potential quality problems that can occur when foreign buyers source low cost products from China. He is now a permanent resident in China at the new Lailey and Coates factory, leading the team in developing new products to precise customer requirements, whilst maintaining our consistent exacting British quality standards.

Derek Coates, is one of Britains most successful entrepreneurs with over 40 years experience in developing leading edge companies in health, nutrition, travel and tourism. His passion for global energy saving solutions is reflected in his personal investment and dedication to Lailey and Coates International. Derek is a frequent visitor to the factory sharing his knowledge of manufacturing, business development and quality control with the team.

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We have hand-picked our loyal team of fully qualified Engineers who are all driven by the Lailey and Coates culture. A culture of passion, pride and determination - to achieve our vision of exceptional British quality.

“Our passionate team is fully committed to forming enduring and mutually rewarding relationships with our customers. We will achieve this by working closely with our business partners to identify and provide you complete energy saving solutions. - May I personally invite you to visit our new factory and meet the team. We assure you of a warm welcome and a confidence building experience.”

Simon Lailey • CEO

THE BRAND PROMISE

To combine the highest levels of British Quality Control, engineering and ethical business practice, into producing world-class products in our wholly owned British factory based in China. To supply leading customers worldwide, with tailor-made, bespoke solutions to their individual product and market needs at highly competitive prices that reflect our low cost China based operation. We have summarised this Brand Promise as: "Combining exacting British quality standards with efficient, low-cost Chinese production methods"



THE L&C GLOBAL VISION

To become the world's leading Total Energy Savings Solution supplier. This includes integrating and converting various energy forms into highly efficient customer focussed product solutions manufactured in China to exacting British Quality Controlled Standards.





RESEARCH AND DEVELOPMENT

Key to our R&D program is our “state of the art laboratory” specifically built to our own design parameters. TUV passed, it enables us to test all our products to EN14511:2013.

This sizeable investment means our R&D process is now totally “in house” and enables us to deliver our fully tested, exciting new products to L&C’s exacting quality control standards, within the customers required time frame and to their precise specifications.

Our laboratory is fully temperature controlled to simulate any global weather conditions. We are therefore able to ensure suitability, reliability and stability of all our products for any specific requirement or climate.

All our research will be tailored to our customers needs and be product specific. All data will then be studied, collated and supplied to our customers.