



L-R: Samir Kumar, Alloy Tip Limited & Séamus Doran, Local Enterprise Office Carlow



STRENGTH WHEN IT'S NEEDED

The properties of aluminium include being light weight, corrosion resistant and providing great electrical and thermal conductivity. Some properties stand-out such as its strength at low temperatures.

Samir Kumar of Alloy Tip Limited also showed strength when he had the foresight early in the development of his business to seek out the support of Local Enterprise Office Carlow.

Samir Kumar is the Director of Alloy Tip Limited, which was set up in September 2019 and is located in Ballycrogue, County Carlow.

Alloy Tip Limited are the sole manufactures of aluminium body bulk tipping trailers in Ireland. They build commercial bodies for all industry sectors, whether the requirement is for grain, waste material or tarmac. As they create bespoke designs their product offering is extremely versatile. Prior to their commencement in 2019 those seeking aluminium bodies had

to source them in the UK or further afield.

In 2019, with Brexit looming, Samir felt the time was right to provide a service not in existence within the Irish market - manufacturing his aluminium tipping trailers and providing a follow up service to all customers.

Samir acknowledges the great encouragement which he received from his customers when he initially approached them with his business idea. They supported him by providing not only their custom but also referring him to other new clients.

Alloy Tip Limited quickly developed a client base for their aluminium bulk tipping trailers. However there was a lot of manufacturing down time within the business. They were sub-contracting out cutting sheets and other tasks and this was causing its own delays.

Understanding that they had a great business model, with a strong customer base, the critical focus for Samir was to now ensure continuity of service to his customers by dramatically reducing down time within each project and improving output efficiencies within the business. Having heard about the Priming Grant, Samir's first reaction was that such an opportunity to receive funding was "simply too good to be true" and he didn't know would they qualify for this grant.

However as he explains:

"we made our case, explained why we're different and why we needed the grant, explaining our margins weren't there as we were sub-contracting on such a large scale. The tools required were so expensive and that purchasing them was out of our reach".

"If we could simply get the funding it would make life a lot easier".

Alloy Tip Limited was successful in obtaining the Priming Grant and they purchased toolmaking equipment including a radio control hoist, semi-automatic bandsaw and 13mm guillotine with the funding provided to them by Local Enterprise Office Carlow. As Samir explains

"we got a lot of equipment which we never thought we would have so quickly" and "Life is a lot easier with that".

A great deal more of their production can now take place in house and therefore margins and production time has drastically improved.

Samir explains with the funding they got "peace of mind" and they simply

"would not be in the position we are in today without the LEO".

The future is bright for Alloy Tip Limited as confidence in the use of aluminium tipping trailers in Ireland has dramatically increased. Clients can see the financial benefits of using aluminium on the laden and unladen load as aluminium is 40% lighter than steel. Their clients are also delighted to avail of a direct follow up service supporting them with any breakdowns or adjustments to their purchased products. No-one in Ireland provided this service prior to Alloy Tip Limited.

One such customer was IFM who came to Alloy Tip Limited seeking a swap over system, a very complex swap body system between a truck and a trailer. Samir recalls that in the early days he felt the project might never happen, given the complexity of the request. Despite the project posing a lot of challenges, its successful build is testament to how versatile a company Alloy Tip Limited truly is with their ability to work with every individual customer's request and build a bespoke design to suit their individual application.

Alloy Tip Limited can build for every industry and have designed their own demountable system which allows users to swap bodies with ease.

Their next steps are to explore the opportunities surrounding exporting and they look forward to the continued support from their Local Enterprise Office as the company progresses.