



Fascia
Graphics
LIMITED

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Case Study

Background

EMS Supplies Limited was formed in 1967 by its current Chairman, and is now the market leader in radio-based fire and security solutions. With over 30 years experience in the development and manufacture of radio-based solutions to complex security and fire problems, the company's customers include high street banks, building societies, retail stores, and public buildings that require total radio systems that preclude the use of cable, and which offer trouble-free and reliable operation.

Based in Herne Bay, EMS employs over 100 staff, of which 20 per cent are engaged in development engineering. The company manufactures all electronic components to ISO 9001 Standards and has won BABT Certification for the manufacture of telecommunications products.

EMS has supplied in excess of 50,000 radio systems to companies for installation by the security industry.

EMS and Fascia Graphics –A 12-Year Relationship!

Fascia Graphics approached Chris Page, Purchasing Manager at EMS in 1995 to introduce the company and explain how Fascia Graphics could improve quality and service. Chris Page comments: *"At the time, we were using a competitor to manufacture our membrane keypads, but Fascia's competitive quote and personal approach tempted me to use them for a particular project, and I have not looked back since."*

Over the last twelve years Fascia Graphics has increasingly been involved in new product developments at EMS and is now the sole supplier of membrane keypads, overlays, and labels to the company.

Chris Page, concluded: *"I am without doubt that Fascia Graphics is the best in the business. Fascia has been a supplier to EMS Supplies Ltd for around 12 years. I do 'price checks' with new suppliers from time to time and find Fascia to be very competitive in the market, and their quality is first class!"*

"I would also recommend Fascia Graphics to companies that require quick turnaround of product for prototypes. Our ability to show professional prototypes at exhibitions with purpose built and high quality membrane keypads and labels has certainly helped our product sales."

