



Crichton Manufacturing MD Andrew Crichton, right, with Phillip Loss – StairAid's first customer

## Mobility product will open new markets for firm

A Callington manufacturing company has launched a new mobility aid product for the home.

Crichton Manufacturing specialises in aluminum die casting, a process used in making scaffold poles as well as producing large volumes of parts for medical, computer or railway use.

While the die-casting machines are fully automated, the company employs ten full time staff at the site and last year reported a turnover of £500,000.

Crichton Manufacturing's new product, StairAid, is a handgrip that slides along a mahogany handrail to help

people go up and down stairs. The handles lock in place as they slide along the handrail to provide strong support.

Director Andrew Crichton said: "With the introduction of StairAid we're looking for our turnover to significantly increase, especially after the feedback we have received."

The family-owned engineering company was founded in South Africa in 1975 before relocating to Cornwall in 1997. Mr Crichton said: "We loved it here, the location and scenery just provide a better way of life than anywhere else."

While the company does sell some of their products globally, including some to Amer-

ica, the bulk of their sales come from the UK market.

The new product provides an alternative to stair lifts or a piece of rehabilitation equipment for those who have injured legs or backs.

The idea was brought to the company by inventor Tom Trudgian who showed Crichton Manufacturing a design and asked if it could be made. After Crichton's re-designing and adapting the initial design into one that could be readily manufactured and installed in peoples homes, the inventor retired and gave the idea to the firm.

Mr Crichton said: "The most important part of the han-

dover was that we owned the design of the product so we are delighted that Mr Trudgian was happy to give it to us. Initially we were working together to produce what is now StairAid."

The company has received a lot of interest from national distributors as well as a company that is looking to take the product into Finland, Sweden and Norway.

Mr Crichton said: "We are excited at the feedback we've received, we've only had one negative review and that was from a stair lift installation company that said it was so good it would reduce their business!"