Fluid Dispensing
Specialist Sam White joins the Techsil Team

UK based adhesive and sealant specialist Techsil Ltd is pleased to announce the appointment of Sam White as Technical Sales Manager (pictured). Sam studied Mechanical Engineering at Manchester Metropolitan University and has been involved in designing and manufacturing static mixers for a range of industries from water treatment, oil & gas to pharmaceutical and food. During this time, he built up a sound knowledge of 2K mixing and fluid dynamics.

Sam joins Techsil from supply partner Nordson EFD the fluid dispensing specialists. At Nordson he was responsible for specifying and supplying dispensing systems ranging from small manual operator based applications up to large projects using automated and semi-automated dispensing solutions. Sam is experienced in supplying solutions into a range of industries including Automotive, Electronics and the medical industry and has specialist knowledge of dispensing silicones, UV curing adhesives, PU’s and FIPG’s.

Chris Dilley, Sales Director of Techsil comments, “Sam comes with a wealth of industry experience and offers our customers lots of added value knowledge on application technology. Exciting times lie ahead!”

T +44 (0)1789 773232
www.techsil.co.uk

Range of standard and custom washers

Challenge Europe, in their new Fastenings & Fixing brochure, reveal that they not only offer a very wide range of standard ex-stock same-day despatch washers, but they also offer special washers to customer drawings. This covers industries as diverse as electronics and construction as well as machine assembly, marine application and aerospace.

Their brochure lists flat form (A, B, C, and D types), mudguard (penny) washers, spring washers in rectangular and square section, internal/external serrated tooth lock washers, crinkle, cup, Belleville/disc spring, grip, fibre and Dowty/bonded seal washers.

Of special interest in the electrical industry are copper grip and brass terminal cup washers. Sealing washers in a range of materials are covered under this programme, along with O rings.

Challenge Europe can provide washers to metric and imperial standards in materials such as steel, stainless steel, copper, brass, nylon, fibre, rubber, and more sophisticated metals in a wide range of finishes. For a copy of their brochure, contact Challenge Europe on the details below.

Contact
T +44 (0)1234 346242
www.challenge-europe.co.uk

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Contact
T +44 (0)1234 346242
www.challenge-europe.co.uk

Leaders in Surface Engineering for Critical Components

- High quality surface coatings
- Improve part wear life and performance
- Reduce maintenance costs
- Standard and tailored specialty coatings

Range of coating services:
- Dry film lubricants
- Corrosion, chemical & environment resistance
- Impingement coatings
- Conformal coatings

Curtiss-Wright Surface Technologies
eurosales@cwst.com | +44 (0)1635 279821
www.cwst.co.uk
We’ve been seeing considerable activity recently in the medical panel PC market with the latest model from Wincomm. To the layman, medical units appear the same as normal commercial ones but there are a number of subtle differences. From anti-bacterial plastic housing to the removal of slots and recesses make this an interesting choice. The I/O for example, both Lan and digital I/O have 4KV Isolation; it wouldn’t do to electrocute the patient. Equally treatment must continue even if the mains power fails. That’s where the internal battery option comes into play.

The WMP-17F is a 17” panel PC with a choice of i-Core CPUs and is specifically designed for the demands of the medical environment and it is fully certified to EN60601-1/ISO 14971/IEC62133.

There’s more to buying computer products than simple specmanship. It’s worth some discussion before rushing to buy the cheapest. The basic specification is only part of the story. Our team are always on hand to advise.

T +44 (0)1489 780144
info@bvm ltd.co.uk
www.bvm.co.uk
The natural choice

This past April, the London ExCeL hosted Europe’s biggest natural and organic trade event, the Natural & Organic Products Europe 2018, and welcomed a personal record breaking 700+ exhibitors from all over the globe showing their latest and greatest choice of natural and organic products including; VMS, superfoods, personal care and beauty, eco home/living, and of course food too.

The two day event that took place on 22-23 April also welcomed a staggering 10,159 attendees from 91 countries which included independent store owners, pharmacy, restaurant and hotel owners all looking to extend and enhance the range of natural and organic products they offer.

Notably, nearly one in four visitors (23%) cited a corporate spend of over £500K – up from just one in ten last year (11%). The number of top-level senior execs, including owners, CEOs, MDs and managers, with a spending power of over £100K also doubled for 2018 – up from 7% to 14%.

Natural & Organic Products Europe 2019

Natural Soap with a clean conscience

Conscientious approach

Friendly Soap put ethics before profits. From start to finish, no stone is left unturned in the quest to produce low-impact soap. Sustainability and ethical integrity are top of the list, bringing you fabulous natural soap that is skin friendly, animal friendly and earth friendly.

Powered by hands

Friendly soap is made using the ancient cold-process method which creates a biodegradable soap with zero by-products. Energy consumption is kept to an absolute minimum – each and every bar is poured and cut by hand and packed in recycled and recyclable card boxes, here in the UK.

Works a treat

A little goes a long way when using our array of natural Soaps and Shampoos. They all produce a rich, velvety lather that is gentle to skin, nourishes hair, and leaves you refreshed and ready to go. Guaranteed cruelty-free and vegan, and free from plastic, Parabens, SLS, Phthalates or Preservatives.

Andalou Naturals®

The #1 Selling Natural Face Care Brand in the US and the leader in advanced Fruit Stem Cell Science®, Andalou Naturals utilizes a portfolio of nature’s most potent bio-actives for true age defying innovation, in every single product. As the first 100% Non-GMO Project Verified beauty brand Andalou Naturals is right in line with today’s consumer who looks for brands that lead the way. Their formulas garner results and genuine consumer love with face, body and hair care products that are simply good for you.

They Champion: Certified Organic, Fair-Trade, Gluten-Free, Cruelty-Free, Eco-Friendly, Vegetarian and Vegan ingredients and 100% Non-GMO Project Verified personal care.

They Reject: GMOs, Sulfates, Petrochemicals, Phthalates, Artificial Fragrances, Colours and Dyes, Triclosan and Paraben Preservatives.

FRUIT STEM CELL SCIENCE® SKIN CARE for each unique Skin Type

FRUIT STEM CELL SCIENCE® HAIR CARE for healthy hair from root to top. Age Defying System for Thinning hair with Argan Stem Cells; Full Volume with Lavender and Biotin; Moisture Rich with Argan Oil and Sweet Orange; and Brilliant Shine with Sunflower Oil and Citrus.

FRUIT STEM CELL SCIENCE® BODY CARE lavishes your entire being with goodness. Body Gels, Lotions, Butters and Hand Creams in natural aroma with Shea butter, coconut, plant omegas and superfruit extracts.

Where the truth in Skin Care begins

Natural & Organic Product Europe London Review Top 20

Led by Nature, backed by Science

Nuzest was founded in Australia by father and daughter team, Dr. Mike and Monique Boland as the result of their quest for a way of coping with Monique’s diagnosis of Multiple Sclerosis. In their journey, they realised that great nutrition is at the heart of feeling good. So Nuzest helps people feel good by offering the best nutrition for peak health and performance – NATURALLY!

Nuzest’s food-based, body-ready ingredients are formulated by a team of independent, international experts. As a brand, with lifestyle medicine at its heart, the Nuzest name has become internationally synonymous with high-quality, premium nutritional products and expert advice for those seeking a healthy, vital life. The Nuzest range is all about creating foundational nutrition that supports true resilience, as against fleeting brushes with health.

Nuzest Clean Lean Protein is an award-winning, patented, water-extracted, chemical solvent-free, low-temperature processed, pea protein isolate with a complete amino acid profile. All-natural, no synthetic additives and virtually no carbs. Great tasting and appealing for building muscle and豇豆. Nuzest is in 3 new functional flavors’ baking with added purpose.

Nuzest Good Green Stuff is fully loaded with plant power. A world first wins 77 natural, body-ready, food-based ingredients feeding 8 of 12 body systems. Its daily liquid vitality and so much more than a multi!

www.nuzest.co.uk
The power of nature

I t was a simple discovery of the power of essential oils that set husband and wife team, David and Kay Tomlinson on a new path, when they came across Absolute Aromas. Now Absolute Aromas is one of the leading forces in aromatherapy within the UK and has a worldwide reputation for quality of product and service.

Introducing an honest approach to beauty

“With so little legislation and regulation regarding ‘natural’ and ‘organic’ beauty product claims, it’s easy for us to be misled through deceptive messaging, clever marketing and a high price tag. Honesty has always been part of my character which is why transparency is so important to me. The products within the TRUE range are 100% natural, cruelty free, vegan friendly and affordable. We’ve made a conscious decision to reduce our profits so that we can provide accessible, organic beauty without compromising on elegance and efficiency through the best of nature’s ingredients. Because beauty should be inclusive, not exclusive.” — Emma xx

The range currently consists of three 100% organic and natural facial oils designed to target your specific skincare concern.

Certified Organic Balancing Safflower & Basil Facial Oil
60ml/Combination Skin
30ml, RRP £13.50

This ultra-light balancing oil blends helps to rid the skin of impurities and helps to fight against problematic skin, without drying out the complexion.

Certified Organic Rehydrating Rosehip & Rosemary Facial Oil
60ml/Dry Skin
30ml, RRP £13.50

Our Rehydrating Rosehip & Rosemary Facial Oil blend rejuvenates and hydrates the skin to leave an even, radiant complexion. Rosehip locks in the moisture whilst helping to reduce the appearance of scars, dark spots and fine lines.

New invention from Finland: Healthier alcohol consumption!

Ca tapult Cat Ltd have invented a food supplement product that prevents alcohol users from becoming hangover by neutralising the cause of the hangover.

Catapult Cat product development is based on the results of Finnish scientific university researches in the area of alcohol metabolism.

All alcoholic beverages contain acetaldehyde and alcohol (ethanol) metabolism always produces acetaldehyde. Acetaldehyde is a highly toxic substance and based on the recent Finnish scientific research, it is the main cause of a hangover. A hangover is a severe symptom of intoxication caused by acetaldehyde. Catapult Cat neutralises the acetaldehyde already whilst having alcohol and prevents alcohol users from suffering the symptoms of a hangover.

Catapult Cat contains L-cysteine, C vitamin and seven different B vitamins to replenish the B vitamins deficit caused by alcohol metabolism.

Catapult Cat has been invented in Finland and have an International patent pending. Catapult Cat is already available in several countries and in the UK the distributor is GFI Distribution. If you are interested in becoming a reseller in the UK, please contact: sales@catapultcat.com

The UK’s No 1 Colloidal Silver Brand

Natu re’s Greatest Secret is committed to offering the finest quality Colloidal Silver products with the greatest choice and value anywhere. All our products are made by us at our purpose-built manufacturing unit in East Sussex and we take great pride in our products and our relationship with our customers. We use medical grade equipment in our production process which ensures a well-regulated and consistent ionic and colloidal solution.

Our products are designed for their effectiveness. We are painstaking in optimising our formulations to ensure that they meet these goals. We have the widest range of antibacterial 10ppm, 20ppm and True 80% Colloidal Silver Solutions as well as award winning gels, creams, lotions, soaps and other ready to use products for humans and pets alike.

We have over 1,000 Five Star Reviews from our customers. This is pays testament to our products effectiveness and quality. Our business thrives on the repeat business that our ‘evergreen’ products provide for us and our customers alike. Colloidal Silver and its benefits are becoming well known each year and our products are fast becoming a ‘must have’ item in every home first aid cabinet.

Contact
Tel +44 (0)1892 457360
www.naturesgreatestsecret.co.uk

A mood for everyone, what’s yours?

Mo ods2Go is an exciting wellness brand created by Irish Entrepreneur Lisa Flanagan. She has just launched a range of USB Essential Oil Pocket sized Diffusers, this exciting new technology is the first of its kind to launch to retail stores globally. Each pack comes in 3 exciting moods, Calm, Uplifting and Focus, with many more moods to come. This nifty gadget diffuses pure essential oils from any USB port, be it your laptop, your car, power bank or any USB plug at home. Take it to yoga, to the park, diffuse from your laptop in your office, with 20, 30 or 60 second diffusion touch interval settings, you can control your natural aroma. As this USB Diffuser is nebulising diffuser it doesn’t alter the natural chemical composition of the oils using ultrasonic technology, generating a fine mist of oil into the air, inhaled & absorbed by the body. Choose from 3 amazing essential oil diffusers, experience the fantastic aroma and full health value of 100% Natural essential oils with Mood2sGo.

For all UK Trade enquiries, please email: info@catapultcat.com or call Sunil: +44 (0)208 4298418. For all other countries, email: lisa@bebrandbrave.com or contact: 00353 873649875. Please visit: www.moods2go.com

“Join The CBD Revolution!”

F ollowing successful launch of CannabiGold products in 6 European countries, Bionativa Ltd, the Manchester based distributor specialised in sourcing and supplying unique and certified CBD products, introduced CannabiGold to health food stores across the UK in 2017. In a short time, the popularity of CannabiGold has soared with multiple retail stores stocking CannabiGold, in July a total of 58 new retail outlets decided to stock CannabiGold CBD Range. At Natural & Organic Products Europe on April 22-23, Bionativa Ltd has introduced 2 new ‘Smart intake’ CBD products; CannabiGold Smart CBD Capsules and CBD Chewing Gum. CannabiGold is major and licensed producer of top quality, state of the art diet supplement, rich in phyto cannabinoids, naturally present in hemp. 100% natural, Golden quality CBD oil developed in own facility under supervision of PhD scientists with multi-year experience in innovative extraction methods. CannabiGold has a roll call of USPs for you to pass on to your customers: Low temperature CO2, SFE extraction, full plant spectrum, purified Golden Quality CBD oil, origination and concentration guaranteed, and laboratory tested for declared amount of cannabinoids and additionally for heavy metals, microbiology and PMFs.

Contact
Tel +44 (0)161 4651452
office@bionativa.co.uk
www.bionativa.co.uk

Industry Update is sponsored by Minesoft – see them on page 12-13
As an industry, the genuine natural and organic industry, we’ve quietly taken over the world. The availability of limitless on-line information has meant that consumers at the point of sale or even at the point of picking the products off the shelf, can drill into the deepest parts of an ingredient and where it’s come from. More and more manufacturers have had to improve their natural and organic credentials. Products now available on the shelf today, have ingredients that are better farmed, better produced and better sourced. Many of the large retailers that I have visited recently are reaching out to natural and organic suppliers, reflecting a growing demand from their customers.

At Britesparkes, we offer a consultancy service focused on getting brands listed in the UK and European retail chains. Whether you need just one day of advice, right through to managing the brand and retailer for you, we have worked with all sizes of business. If you have a brand that you feel needs a bigger stage, whether it be the UK, Europe of further afield then please visit our website or contact Jonathan direct today.

Contact Jonathan Sparkes,
M +44 (0)7956 176046
j@britesparkes.com
www.britesparkes.com

New Nordic ™ is a Scandinavian firm that produces natural products that have solid evidence for enhancing vitality and promoting an active life. We profile the company to learn more about the secrets behind its incredible success.

New Nordic products are manufactured in Scandinavia, each pack bears its iconic Silver Tree logo, representing the company’s stamp of approval when it comes to quality. It is this quality that is the cornerstone of the brand, whose products are trusted by millions and sold in more than 50,000 health food stores worldwide.

A number of the firm’s products prove consistently popular in the UK market, and as such New Nordic invests heavily in these solutions when it comes to promotion and advertising. Among these is Hair Volume™, a food supplement designed to maintain a normal voluminous hair growth. The unique bioactive nutrient hair growth factor combination contained in each tablet nourishes and activates the life processes of hair follicle cells.

Another cornerstone of the firm’s product offering is New Nordic’s Apple Cider™ tablets. The unique bioactive herbal and nutrient combination contained in each tablet contributes to a normal efficient digestion and lipid metabolism.

New Nordic Supplements: Enhancing vitality and promoting an active life

Certified or not certified, that is the question

Give the Gift of HEALTH AND WELLNESS

This Christmas

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T +44 (0)800 389 1255
info@newnordic.co.uk
www.newnordic.co.uk

New Nordic Supplements: Enhancing vitality and promoting an active life
Outstanding Overpressure Stability: 16 bar for Pirani and Cold Cathode Gauges

Thyracont Vacuum Instruments GmbH, the specialist for intelligent vacuum measurement, further completes its portfolio with a customer-friendly innovation.

The Pirani and cold cathode transducers are now also available with an excellent overpressure stability of 16 bar.

The overpressure stability of Thyracont sensors can result in considerable cost savings for the user as it renders a protecting overpressure valve unnecessary in many cases.

This innovation is highly relevant, especially for applications in the area of vacuum furnaces or heat treatment processes. Particularly high standards are observed with regard to these fields in order to ensure safety within the process.

Therefore, the screws in Conflat flange variations create a stable connection which is why they are preferably used in such applications.

As a service for the higher overpressure stability, a corresponding inspection certificate 3.1 inclusive of a test report is offered by Thyracont. It is available for all Pirani and magnetron transducers of the Analogline and Smartline™ series.

Thyracont offers a pure cold cathode (2e-1 – 5e-9 mbar) as well as a combination gauge with Pirani (1.000 – 5e-9 mbar) within its digital gauge series Smartline.

Both have a very high bakeout temperature of 360°C at the flange at which only the switching off of the power supply is necessary. The removal of the electronics is not required.

The intelligent vacuum gauges of the Smartline series offer a RS485 interface, either with analog, individually scalable 0-10V output, EtherCAT or profinet interface.

T +49 (0)815 959860
direct@thyracont-vacuum.com
www.thyracont-vacuum.com

Thyracont Smartline™ now also available with Profinet!

As a Pioneer in the field of vacuum metrology, Thyracont Vacuum Instruments extends its well-proven product family Smartline by a further digital interface of cutting-edge technology.

The vacuum transducers of this series measure absolute pressure in the range of 1.200 mbar to 5 x 10^-10 mbar. In addition to their standrad RS485 interface/0-10V, they are optionally available with EtherCAT and now also with Profinet.

Profinet is known to be one of the leading industrial Ethernet networks. Its automation solutions are independent of the manufacturer. This is why it is used in extensive fields of the manufacturing and process industry, plant engineering as well as research and development.

Given that the technology is based on fast Ethernet, customers particularly benefit from speedy data communication of up to 1000 Megabit/s full-duplex in real time as well as an integrated 2 port switch (e.g. for the topologies). Furthermore, a WEB and FFP server with access to the data system of the module is integrated by default. The WEB server supports HTML forms for interactive and dynamic websites. Hence, direct communication with the vacuum transducer is possible with any PC/tablet from anywhere in the world.

Thyracont is the first manufacturer of vacuum metrology to introduce the Profinet solution for vacuum transducers and to offer this modern interface as a proof of its technological edge.

The portfolio of the specialist for vacuum measurement and control technique ranges from individual vacuum solutions over a broad choice of vacuum components to compact vacuum meters and intelligent transducers.

T +49 (0)815 959860
direct@thyracont-vacuum.com
www.thyracont-vacuum.com
**Mega_Bridge**

Mega_Bridge adds flexible and fully featured internet protocol (IP) connectivity to the well-established Mega_Link family of Telemetry & Control units used to pass two-way instrumentation, measurement and control data between sensors, equipment and industrial plant.


Mega_Bridge can communicate on a closed LAN or across networks and sites via Amazon Web Services, fully administered by Churchill Controls. This enables important security features using TLSv1.2 for authenticated and encrypted communications channels. VPN routing further secures the network encrypting data with AES256 for a fully secured and transparent system for end users.

Contact
T +44 (0)1344 752304
F +44 (0)1344 750233
www.churchill-controls.co.uk

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**Handheld VOC meter**

Available from OMEGA Engineering, the HHAQ-107 can be used for taking general measurements of mixed gas volatile organic compound (VOC) levels as part of an indoor air quality (IAQ) maintenance programme.

The instrument is said to be cheaper than photo-ionisation meters designed to make precise measurements of VOC levels from a single gas. Small and light weight with a tripod mount fitting, the HHAQ-107 is a versatile tool for HVAC and IAQ technicians. The meter’s storage capacity can be devoted entirely to VOC readings or split three ways for VOC, ambient temperature, and relative humidity. The HHAQ-107 includes powerful data logging software for downloading readings to a PC and printing in table or graph form.

Since its inception in 1962, OMEGA has grown from manufacturing a single product line of thermocouples to an established global leader in the technical marketplace, offering more than 100,000 state-of-the-art products for measurement and control of temperature, humidity, pressure, strain, force, flow, level, pH, conductivity and automation. OMEGA also provides customers with a complete line of data acquisition, electric heating and custom engineered products.

Freephone Sales 0800 488 488 (UK ONLY)
T +44 (0)161 777 6611
F +44 (0)161 777 6622
sales@omega.co.uk

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**New thermal imager announced**

OMEGA’s new OSXL-TG165 series of high performance thermal imaging cameras feature a portable, ergonomic design.

Features include tripod mount/lanyard connection, dual pointer lasers that frame the area of interest, a convenient pull trigger that activates lasers and freezes images, and a mini USB port for downloading images and charging the internal battery. The OSXL-TG165 is simple to operate with intuitive buttons and menu icons.

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OMEGA also provides customers with a complete line of data acquisition, electric heating and custom engineered products.

Freephone Sales 0800 488 488 (UK ONLY)
T +44 (0)161 777 6611
F +44 (0)161 777 6622
sales@omega.co.uk
www.omega.com/pptst/OSXL-TG165.html
A hat trick that our clients will tell you is well deserved

Jeff Lloyd-Jones, Contract Director for TC Specialist Services received a call from the Store Director in Hornchurch saying that there had been an open trade due to a burst water pipe that had flooded the store. Mohamed, Cluster Facilities Manager for TC Facilities Management immediately responded, calling some of his cleaning managers to come and provide support, getting to the site within half an hour. They worked with the staff to get the shop open for trade within a couple of hours. Those who came to the rescue and deserve a particular ‘Thank You’ are Sabastine (In-Store Manager, Rainham – Essex), Ahman-Haastrup (In-Store Manager, Grammar – Essex) and Ridda (In-Store Manager, Romford). All three of them have previously provided services to about 10% of all SIA listed companies within the top 2% of all SIA listed companies within the Approved Contractor Scheme in the UK, they have also passed the ISO 9001 and 14001 management systems audits.

Jeff said, “It’s a huge ‘well done’ to Mohamed, Cluster Facilities Manager at TC FM, who was able to rally the troops, pulling out all the stops to help the Hornchurch store be back up trading again within a couple of hours. It’s how our teams perform on site to help our customers and the team in our client at a local and national level with both managers sending personal notes to thanks for the job they do is done to the very best of their knowledge of security officers to ensure our client at a local and national level with both managers sending personal notes to thanks for the job they do is done to the very best of their knowledge of security officers to ensure it measures: Corporate standards and competency. It also demonstrates our high standards, has invested time in training and coaching to ensure keeping cool under fire

The building is a new complex that is being built to prevent anyone entering it. The building is under fire when in response to the auditor asking the building to prevent anyone entering it. The building is under fire when in response to the auditor asking to assess staff well-being and that the auditor was particularly impressed by: the approved contract’s standards and procedures. It also offers addresses a lack of focus at all the security personnel have been correctly trained for the role they are performing and our quality and management systems meet these ISO standards.

The auditor was particularly impressed by: Our implementation of Project Griffin principles which demonstrate our awareness of new roles and well-being of the client’s staff.

Keeping track of keys and assets

The auditor was particularly impressed by: Our implementation of Project Griffin principles which demonstrate our awareness of new roles and well-being of the client’s staff.

The Services Sound & Vision Corporation (SSVC) provided security and IT systems for the building. The auditor was particularly impressed by how the building is being managed and how the security management system is being used to ensure peace of mind to all businesses.

Believes their systems will grant peace of mind to all businesses.

News from outside

The Services Sound & Vision Corporation (SSVC) is sponsored by Minesoft – see them on page 12-13

We're proud to be working with Minesoft – see them on page 12-13.

TCF Specialist Services bringing an extra sparkle to Poundland stores

TCF Specialist Services has secured the contract to deliver window and external signage cleaning across the country. The contract being delivered by a team from TC Specialist Services, part of TC Facilities Management (TCFM), started last month. It provides window cleaning services to every Poundland store, 432 and their admin offices in the UK along with all 538 stores in the Republic of Ireland.

The team from TC Specialist Services are ensuring that the standards of appearance of the windows and external signage of each site will help to create a welcoming, fresh and engaging environment for Poundland’s customers and suppliers.

The contract utilizes innovative software which will help to deliver robust scheduling, monitoring and management reporting to Poundland.

TCF Specialist Services offering an extra sparkle to Poundland stores

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The Medical Waste Game Changer

This month at Industry Update, we are proud to announce Eurotec Environmental as our Waste Management Company of the Month for their innovative and highly successful solution to the waste management sector and their close work with the NHS.

Eurotec Environmental uses industry proven and market leading technologies to reduce an organisation’s waste and energy cost leading to improved sustainability and a reduced carbon footprint, therefore increasing the organisation’s compliance with environmental legislations.

Established in 2013 by Chairman Tony Burrows, Managing Director Terry Hewitt and Finance Director David Chappell, based in Latchingdon, Essex, Eurotec Environmental’s aim is to be the leading supplier of Waste Management solutions to the NHS and any other organisation in need of their specialist services.

We had chance to talk with Paul Baker General Manager at Eurotec Environmental about their waste management solution.

“Eurotec Environmental’s Sterilwave process, using the Bertin Sterilwave unit, is the most innovative and sustainable on-site medical waste treatment service seen by the NHS in over two decades. Our modern waste process intelligently grinds and then microwaves the waste into a sterile RDF that is safe to handle and is used as a high calorific fuel in Energy from Waste Plants.”

“Our solution is designed to treat a hospital’s Alternative Treatment (AT) and Offensive Waste (OW) streams (which make up around 80% of a hospital’s total clinical waste output) on the producer’s premises. By reducing the volume of these waste streams by 80% on site, we reduce significantly reduces waste vehicle movements on the hospital site, helps reduce air pollution and improves safety in and around the hospital environment.”

Eurotec Environmental’s solution also removes the need for incineration, a practice that is becoming increasingly unpopular in the UK due to the harsh pollutants that can be produced. By microwaving the resultant ground material, it is fully sterilised and can therefore be disposed of safely in the usual waste removal methods instead of being crudely burnt.

“Our service is a much more sustainable and more cost-effective method of managing a hospital’s clinical waste and provides significant sustainability and compliance benefits over what anyone else is doing right now.”

Their incredible success has led to more NHS sites taking on their system and the future is already primed to be full of success for Eurotec Environmental.

“In March, we agreed contracts with Bouygues E & S FM UK Limited to provide the UK’s largest Sterilwave Plant at the West Middlesex University Hospital which is part of the Chelsea & Westminster NHS Foundation Trust. This Plant will become operational in late 2018 and will treat the hospital’s AT and OW initially before taking in the same waste streams from the Chelsea & Westminster hospital the following year.”

Recognising the positive attention events can bring to a company, Eurotec Environmental try to fit in shows whenever their busy schedule allows.

“We exhibited at the IHEEM Healthcare Estates event in Manchester in October where we showcased our Sterilwave service, focussing people’s attention on our first Sterilwave Plant at Whips Cross Hospital. Having a proven site up and running is an important factor in convincing NHS decision makers that your product and service is genuine and deliverable and winning the prestigious Product Innovation Award at the show also helped, and now we are focusing on business generated from last year’s very successful event!”

To find out more about Eurotec Environmental and the incredible work they are doing throughout the UK, visit their website today or alternatively to enquire about how their systems can support and manage your waste more efficiently and cost-effectively, use the following details to get in touch.

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The Medical Waste Game Changer

Industry Update is sponsored by Aurelius Environmental – see them on page 24
Established in 1999, Alpha are experts in the design and manufacture of converting equipment such as spooling machinery and slitting machines. Our machines are manufactured for the international converting industry but mainly used by printing and packaging companies across the world.

The team of specialists at Alpha all have years of experience assembling converting machines which includes equipment such as slitting machines, winding equipment, spooling machinery, salvage doctor machines, trim winders, and even bespoke converting equipment.

Over the years, we have manufactured many different machines and equipment that are used for the converting industry. It all started with the high speed spooler which launched in 1999 to the more modern pieces of converting equipment like the automatic winder and the traversing spooler.

Please visit our website at www.alpha-converting.co.uk
Tel: 01234 607 005 | Email: sales@alpha-converting.co.uk
Spectra Packaging has announced a commitment to including 10% recycled content to all future plastic bottles made at their manufacturing plant in East Anglia. In a bold move to encourage customers to use more environmentally friendly alternatives, Spectra have launched PCR10 – an environmental opt-out initiative which customers can decline if requested. Coming into full effect by the end of this year & provided at no extra cost to new or existing customers, the new scheme will see Spectra add a minimum of 10% PCR (Post-Consumer Recycled) material to all future HDPE & PET products, with higher levels up to 100% available if desired.

Jonathon Powell, Sales Director at Spectra said, “When looking at sustainability options for plastic packaging, manufacturers typically leave it in the hands of the brand owners and retailers. As a responsible plastics manufacturer, we have decided to take the initiative, shifting the responsibility in a scheme designed to see as many of our customers as possible using more environmental materials. Moving forward our customers will need to actively opt out if they do not wish to take PCR10.”

With PCR sourced in the UK, whenever possible. Spectra work closely with suppliers to track the recycled materials back allowing traceability.

T +44 (0)1986 834190

Supporting your production and workforce

With Brexit looming manufacturing companies are becoming increasingly nervous about the impact the shift to an independent UK will have on production. With the rising costs of manufacturing and the potential risk of staffing shortages resulting from leaving the EU, there’s an increasing demand on manufacturers to find a cost-effective solution while maintaining the ability to compete in an international market without the need to move to a cheaper Asian market. In order for companies to continue to operate and generate the much-needed profits for continued growth and sustainability manufactures need to find an alternative solution.

This is where BotS UK and their collaborative robots can ensure stability even when the potential worst of Brexit occurs. Being the UK’s leading distributor of Universal Robots, and the only UK distributor of Franka Emika Robots, BotS UK are able to advise and offer a range of automated robotic arms to streamline your production ensuring costs are cut and productivity increases.

From as little as £2.70 an hour per Robot and with zero upfront investment, no long-term commitment and minimum agreement, the initial advantages of process automation are plain to see, and the service and customer focus of BotS UK ensure you’re in safe hands.

From initial consultation the friendly and professional team will help you decide on your automation needs. The Robots will then be delivered and set-up before the team provide full training on the use of these incredibly user-friendly Robots. Full support, servicing and maintenance are included within the costs so peace of mind is guaranteed if the unlikely happens and repairs are needed.

Visit the BotS UK website to find out how collaborative robots will boost productivity and solve any Brexit woes, or alternatively contact the team using the following details.

Contact T +44 (0)1384 389317 ayesha@bots.co.uk www.bots.co.uk

Chambers Inc Ltd

Chambers Inc Ltd will be celebrating its 10 year anniversary in October 2018. That’s 20 years of installing and troubleshooting Chamber systems in many places around the globe and the last 10 years as Chambers Inc Ltd.

Chambers Inc Ltd provides a service to its customers to maintain high standards and quality. As the UK agent for AGRIGAARD GmbH, we supply parts for printing excellence, as well as parts for chamber systems that cover all the gasses of the printing industry – film, foil, paper and board in sheet or web, labels, bags, cars, laminators, cardboard boxes, UV, and aqueous varnish units in offset.

The print industry is vast and very diverse, and our systems include use as a pro or end of the line unit for digital press. The correct seal, the correct blade, a vacuum filter, a release control valve, a silencer and a vacuum gauge or switch. This fully integrated design means that, if any of the internal components are needed, which saves money, reduces installation time and simplifies pipework.

Turtle pumps from Simmatic are designed to work with compressed air supplies from 45 to 6 bar and depending on the application they can produce a vacuum of up to 950mHg. They are quiet in operation, generating noise levels of less than 60dBA, and have a wide operating temperature range of -20°C to +40°C.

All-in-one design takes out the complexities and costs

The latest range of Turtle pumps available from Simmatic feature a special all-in-one design that enables (log savings to be made in the cost and complexity of vacuum systems for applications as diverse as carton erecting, package handling and labeling.

And because of their small size and robust construction, the pumps can, in most applications, be installed close to the point of where the vacuum is needed. This ensures fast response to control signals – typically three times faster than conventional arrangements – and provides the advantage of minimal leakage that is invariably associated with long rows of pipework.

At the heart of every Turtle pump is an efficient multistage vacuum cartridge that operates from a compressed air supply and produces an almost constant level of vacuum over a wide range of air supply pressures. Each stage also incorporates a control valve, a vacuum filter, a release control valve, a silencer and a vacuum gauge or switch.

Providing the workflow is justified for the machine, a turret slitter rewinder can be 30 to 40% more productive than an ordinary duo-ply slitter rewinder. The time saved is on the rewind. On a non-bulking machine, the machine is stopped whilst the operator or machine, is off-loading the finished rolls and re-loading for the next run. Depending on the amount of cores that need to be placed onto the rewind shaft, this can take an average of between three and four minutes.

The advantage with an automatic turret machine is that with four rewind shafts (instead of two)

P

The machine continues to run whilst the operator or machine, pushes off the finished rolls and prepares the new ones for the next job. Therefore, instead of the downtime being a few minutes, on a turret machine it is 40 seconds. The machine controls this, not the operator.

If this time saving (200 seconds) per run is calculated over an eight-hour shift, then significant savings can be made in terms of machine downtime, meaning more product throughput. The downside is that automatic turret slitter rewinders can be expensive and for this reason, Atel has launched the Diamond Turret. The machine has taken the technology and specifications from the duplex version of Diamond and is now offered as a turret version.

The machine has been designed to give maximum efficiency for most flexible applications and with an integral unwind, it is a one piece unit to make transportation and installation simple. Demand for Atel’s machinery has seen the company recently complete a 12,000 sq ft expansion. The additional floor space will allow the company to increase capacity on its machine tool range to allow more machine parts to be manufactured in-house, along with additional capacity to complement the wide range of slitting and rewinding machinery that the company builds.

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Automation not always expensive

The recent expansion on the premises has seen the company recently complete a 12,000 sq ft expansion. The additional floor space will allow the company to increase capacity on its machine tool range to allow more machine parts to be manufactured in-house, along with additional capacity to complement the wide range of slitting and rewinding machinery that the company builds.

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Print & Packaging Update

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Minesoft is one of the world’s leading providers to the patent information industry, offering a suite of cutting-edge products and services. From flagship product PatBase, the searchable, international patent database to patent analytics and competitive intelligence systems.

These solutions are developed by in-house patent experts making the valuable knowledge that can be found in patents available to a wider audience, with tools that are more user-friendly and streamlined whilst retaining robust data focus that won their initial user base. Minesoft products are used by researchers, engineers, chemists and business analysts in addition to patent lawyers and IP professionals.

Minesoft’s history spans over 20 years of innovation and development. From the first own-label product in 2000, the company has gone from strength to strength, developing IP software solutions from PatentOrder to Chemical Explorer and Pat-KM. In 2003, Minesoft launched PatBase, a powerful patent database, in partnership with RWS.

Industry Update had the opportunity to sit down with Ann Chapman, Co-Founder at Minesoft, to discuss the success of Minesoft and what they offer in greater detail.

“We have developed a suite of IP solutions as well as a global searchable patent database to analyse, review, analyse and share patent information across a corporation. In a niche market with limited solution providers globally, Minesoft is perfectly poised as one of the leaders in this domain. We work with patent specialists in large companies around the world, helping them legal, R&D and compliance teams to cope with the ever-increasing flood of information about innovation.”

“Our team has extensive experience in working with large collections of complex worldwide patent data, both textual and image based, to create innovative, streamlined and user-friendly patent & utility model searchable databases. Access to our systems allows users to harness the knowledge found in patents to gain competitive intelligence and build on the ideas of others to drive innovation forward.”

“One of the biggest benefits that our platform offers customers is the quality of the data that they have access to when searching the system. The quality is maintained by a close working relationship with the big 5 patent offices, an ideal way to optimise research productivity across a corporation. The aim we set ourselves was to create a product that enabled users, with any level of skill, to visualise large and highly complex patent datasets in a way that is easy to interpret and understand, to be able to interact with and share this data company-wide.”

Minesoft’s latest version of its analytical platform, PatBase Analytics V2 (fully compatible with PatBase Express) enables its users to visualise market trends and key competitors as well as identifying potential business partners and licensing opportunities. With over 70% of the world’s scientific knowledge found within patents, this tool can arm a corporation’s R&D team with the knowledge needed to develop their innovations with an accurate representation of the current landscape—to avoid wasting potential millions on redundant work. The information can also highlight sources of threats to a business from rivals infringing on its IP thereby improving survivability and profitability.

PatBase Express was developed to make patent information available for all levels of users in a company, from engineers and R&D researchers, to business analysts and patent attorneys, allowing enhanced and quicker research through patent data. The system links to over 105 countries with over 120 million patent and related documents, updated weekly by patent experts at Minesoft. Strict quality control checks ensure the data is accurate and maintained correctly for efficient searching, ensuring clients have peace of mind on the accuracy of results produced.

All of Minesoft’s products are backed up by their incredibly knowledgeable and professional staff who are always on hand to provide free online training and ensure users gain the maximum benefits from their products, cementing Minesoft’s reputation as a company that truly cares about its services and the end users.

Minesoft is continually increasing investment back into the business, looking to the future, to growth and to the next gap in the market to be filled. Ann outlines a target for the future of Minesoft.

“Over the next few years, we are looking at increasing our presence in the Chinese market. Since 2013, we have provided a full Chinese interface for PatBase to improve the search experience for Chinese users. This combined with the powerful non-Latin search functionalities and high-quality machine translations, has made Chinese patent information more readily available. As the demand for PatBase data in China has risen over recent years, we have now partnered with the commercial subsidiary of the Chinese Patent Office, the Intellectual Property Publishing House (IPPH) to further disseminate our solutions across China.”

Whatever your patent or IP research needs Minesoft’s full range of products will give you and your business the competitive edge, so visit their website below to get started today (you can also request a free trial) or alternatively contact the professional experts who’ll help you make the most of their versatile powerful solutions.
TAWI: Smart Lifting

TAWI is a Swedish company that specializes in manual lifting equipment. They have a long and illustrious history spanning over eight decades and are recognized as a leader in this field. Their products include vacuum lifters and hoists, among other lifting solutions.

In 1997, Proforma and lyftman were among the first to introduce vacuum lifters to the market. This was the start of TAWI's journey to becoming a global leader in lift equipment, with a focus on making lifting and handling tasks easier and safer.

TAWI offers a complete solution to meet the needs of industries from food to automotive and pharmaceutical. Their latest innovation, the TAWI Mobile Order Picker, is designed to improve productivity and maintain employees in greater flexibility within the workplace.

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Retail Update

arket POP

arket POP, based in Newmarket, Suffolk, is a leading UK designer and manufacturer of award-winning bespoke Point of Purchase displays, supplying brands and retailers in a wide range of sectors, including cosmetics, health and beauty, automotive and leisure. They have a team of in-house designers and of more than 70 designers, they have developed many successful projects.

Visit their website for more information about their services and how they can help your business.

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Futura Retail Solutions Ltd

Futura Retail Solutions Ltd, a timberland retailer of the month, is dedicated to providing reliable and affordable retail solutions. They offer a wide range of services, from EPOS and inventory management to merchandise management and allocations and replenishments.

To learn more about how they can help your business, visit their website or contact them directly.

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New research unit for innovative Southampton bioplastics company

Biome Bioplastics, a leading UK developer of intelligent, natural plastics, has opened a new research and development (R&D) unit in Southampton within a building provided by Meachers Global Logistics, one of the UK’s leading independent providers of international freight and transport logistics services.

This move supports Biome’s work in developing bio-based and compostable alternatives to oil-based plastics. Expansion was necessary following increased interest from the market in novel approaches to plastic products.

The new site doubles the size of the footprint of Biome’s development capability and helps Biome to further its mission to produce bioplastics that can challenge the dominance of oil-based polymers, and ultimately replace them completely. Biome’s R&D activities are focused on improving performance and reducing manufacturing costs, enabling the company to accelerate the adoption of natural plastics across a range of markets.

Donna Simpson-Strange, Project Manager at Biome said, “To minimise downtime of its operations, we needed to ensure some of the advanced scientific equipment was carefully relocated from the head office in Marchwood to the new site in Nursling. The supportive and focused team at Meachers was on-hand to assist us at every stage, and our close working relationship meant that the new unit was operational in minimal time.”

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sales@meachersglobal.com
www.meachersglobal.com

Leading the way in Electric Vehicles

Bradshaw Electric Vehicles, the UK’s largest manufacturer of electric vehicles for industry, has a reputation for producing some of the most robust and versatile vehicles. The range of vehicles includes tow tractors, load carriers, road vehicles, utility vehicles, people carriers, walkalong tugs, bin trailers, and golf buggies. Bradshaw supplies to a broad spectrum of household name companies for a variety of applications including waste movement, manufacturing and line feed, logistics and distribution, hospitals, railways, and airports.

Bradshaw Electric Vehicles is the sole UK distributor for Goupil’s range of all-electric commercial vehicles. The G4 and G5 models are available in 11 different configurations to meet the needs of municipal, industrial, delivery and other commercial customers.

The all-electric G4 & G5 produces zero emissions and homologated for use on public highways and ideally suited to low emission zones, cities, and town centres. Silent running contributes to a reduction in noise pollution and enables night time and early morning operations. With significant savings in energy consumption, service, and maintenance, the Goupil G4 & G5 provide a lower cost of ownership over the lifespan of the vehicle.

For more information regarding what Bradshaw can offer, please get in contact or visit the website.

T +44 (0)1780 782621
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15 million bags of crisps per week

Kolak Snack Foods is one of the leading UK crisp and snack producers, employing more than 800 people and a turnover of circa £100 million. It operates from London NW10 in a 250 million ft² factory, producing 15 million bags per week.

It recently oversaw the acquisition of Berkshire Foods Ltd, NC Snacks, and Richmond Crisps, and was honoured with the ‘Gold Award’ for outstanding achievements in the business arena presented by Keith Vaz MP.

In early 2017, UPM Conveyors was selected by Mark Kenny, Deputy Head of Operations, to design a system for automating the conveying of finished goods from the production area to packaging/despatch. This involved elevating boxes from ground level to 4m height through a tunnel over a service road and declining to the packing area for palletising, which incorporated a powered roller S Bend and custom engineered belt conveyors suitable for food production and to comply with Health & Safety regulations.

The system has a PLC control to allow operators in both the production and packaging areas to interface with each other, including emergency pull cords and emergency stops.

Mark Kenny praised UPM for its cooperation with the installation, as it was necessary to carry out certain aspects of the system over weekends to avoid any disruption to production. As a result of this relationship, UPM is being considered for future projects in Kolak as the company continues its incredible growth.

Contact
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sales@upm.co.uk
www.upmconveyors.co.uk
**Handling, Storage & Logistics Update**

**Industrial Partitions and Factory Dividers**

What did they say?

“Westgate worked quickly and efficiently to install external partitions to join two separate production buildings, allowing us to protect production from dust, dirt and weather. We are fully satisfied with the service and product supplied.”

**Pumps & Valves Update**

**Hydra-Cell® Metering Solutions P400 Pumps offer enhanced performance**

Wanner has made significant improvements to its Hydra-Cell Metering Solutions Model P400 pumps that aid in priming for low-speed operation and improve performance when pumping viscous fluids such as hypochlorite solutions. Geometry changes to the diaphragm pocket valve plate have reduced the diaphragm pocket by 30%, thus minimizing ‘dead space’ within the pump chamber. In addition, the valve port throughholes have been reduced by 6% to increase fluid velocity through the valve plate.

Spring-loaded, disk-check valves, combine with the seal-less design, enable model P400 pumps to handle viscous fluids and abrasive particulates up to 500 microns in size. These pumps can also run dry indefinitely without damage to the pump and are available in a wide choice of pump head, valve, diaphragm, and O-ring materials.

Contact us for any moulded fibre project from palletising rolls of film, fabrics, paper, etc, to specialist packaging of industrial or technical equipment.

**Moulded fibre packaging from Henry AR**

HenryAR (Alderney Race Limited) is the sole European contact for ‘Henry Moulded Products’ Stacker Roll Cradles and Custom Moulded, protective fibre packaging.

We supply our customers directly from the factory or through our European warehouse in the UK.

We hold stock of over 30 different sizes of Stakkers for palletising cylindrical products such as rolls, tubes, etc, from 6cm to 100cm diameter sizes.

Moulded fibre packaging projects are developed in-house by our own design teams working closely with our customers to create the perfect fit and protection for their products.

Contact us for any moulded fibre project from palletising rolls of film, fabrics, paper etc, to specialist packaging of industrial or technical equipment.

**Avery rolls out revenue protection solution**

A very Weight-Tronix has launched a new Revenue Protection solution which quickly and accurately captures the weight and dimensions of parcels and heavy/large freight. This solution helps to protect against the revenue loss caused by under declaration of consignment weights, while removing the extra processing time and floor space often associated with additional revenue protection checks.

**Scissor lift tables with indexing turntables**

To reduce operator fatigue and boost efficiency and safer manual handling when transferring finished steel components from automated CNC machine onto trays on trolley, Tecmach has supplied a series of scissor lift tables with indexing turntables.

The scissor lift tables in both 1 and 2t versions have a heavy duty rectangular turntable on which the steel transport stillage can easily be loaded. The turntable has eight distinct indexing positions so the operator can build the layers uniformly whilst easily reaching the entire stacking area without excessive stretching. This helps reduce operator fatigue and removes the risk of damage to the product as it can easily be positioned without contact with adjacent components.

The turntable has electronic position detection, so the scissor lift table can only be lowered when the turntable is correctly aligned with the platform. This part of the safety feature avoids any risk of a trap point.

Contact the product as it can easily be positioned without contact with adjacent components.

Visit our website: www.westgatefactorydividers.co.uk to learn more about Flexiwall.

**Advanced Valve Solutions solves gas storage problem**

Natural Gas, as a fossil fuel, has the lowest CO2 emission levels. To this end, it is of critical importance for the future of global energy supply. In addition, to truly benefit from Natural Gas, it has to be controlled and stored reliably, safely and accessibility.

There has always been a question over the most reliable form of valve seating to ensure a bubble tight seal and prevent leakage. There has always been the option of a metal to metal seat or a soft seat.

Both options bring their own unique benefits and their own specific issues, when leakage can occur due to seal wear or damage. Hora has the answer.

Combining both a soft seat and a metal to metal seat, Hora has developed a patented ‘hybrid’ design that ensures ‘gas tight’ isolation in the most important areas of application: gas storage and distribution. This new design works together with Hora’s complete range of products for this industry pressure regulation, metering and flow control. You will find the new Hora range in many facilities.

**Contact us**

Try: +44 (0)1737 824281 or email: salessteam@westgateuk.co.uk.
UNISIG modernises high volume receiver production

The barrel receivers go on every rifle that is manufactured, and a growing firearms industry has affected the demands of manufacturers. One US-based firearms manufacturer saw their production pushed to the limits with their existing equipment, and recognised the opportunity to update their older gundrilling machines to match their modern manufacturing facility. Their goal was to modernise, to handle current and future demand, eliminate a manufacturing bottleneck, and maintain the highest efficiency and accuracy standards possible.

UNISIG introduced a solution that would consolidate multiple gundrilling machines into a UNI25HD multi-spindle machine, replacing several decades-old pieces of equipment to free up floor space, and equipping the machine with high power and control technology that allows them to take advantage of newly updated tooling technology. By combining multiple spindles and high feed rates of these new indexable gundrills, receivers are now produced at a rate of more than 100 parts per hour, in a steady one piece flow, significantly improving their previous production rate.

Indexable gundrills are rigid gundrilling tools that use replaceable carbide inserts and wear parts for holes from 0.53 – 2.00 in (13.5 – 50mm) in diameter at extremely high feed rates. Typical feed rate increase is from 3-4 times faster with indexable gundrilling.

This deep hole drilling process is supported by UNISIG’s UNI25HD 4-spindle, heavy duty gundrilling machine. This machine provides additional power, torque, and thrust required for these high feed gundrills, as well as having extra rigid components to handle any vibration produced as a result of extremely high feed rates. Embedded automation is used to match the drastically improved production rate, and to integrate the gundrilling step with the cut-off lathe beforehand, and turning steps that follow.

Infeed automation loads parts from the previous step onto the smart conveyor, where they are indexed to load a four-part cycle and lifted into chucks for the approximate one minute drilling cycle. Robotic unloading on the outfeed side brings parts to the next manufacturing step, turning, at a pace that also matches gundrilling.

UNISIG’s technical team, along with tooling manufacturers, optimised the process and produced an automated system that was a clear solution for this customer. Their team was impressed with the clean, modern system that fit well into their modern manufacturing concept. UNISIG also provided installation and training to ensure they can hit their production and accuracy goals without issue.

The UNISIG UNI25HD machine ultimately eliminated the production bottleneck and floor space issues previously affecting manufacturing and introduced a compact, high-value automated machine that maximises production, allowing them to keep up with any demand they may face.

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FEIN celebrates 30 years of pneumatic pipe saw action

FEIN, the inventor of electric power tools, discusses how one pipe saw machine has remained a best-seller with a major alteration for over 30 years.

FEIN UK is proud to have served British industrial workers for 30 years and one of its bestselling machines to this day remains a pneumatic pipe saw. A saw which remains relatively unchanged from the initial model, with only the air motor receiving minor adjustments.

FEIN UK is a specialist in industrial products, with a team of expert staff in the field available to support you on-site and floor problem? No problem – accept the challenge!

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Floor problem? No problem – accept the challenge!

There are some jobs that no factory maintenance team or contractor is going to want. And right at the top of the list will be anything that has set hard to the floor. Industrial strength adhesives, foundry and weld splatter or that absolute favourite, Marley tiles. In fact, anything that has stuck hard to a floor because those jobs are hard work, time consuming and utterly soul destroying.

But Thorite has the answer here... floors. There is nothing subtle about this piece of equipment. An impact driver ratchet is attached to a lance which, in turn, is attached to a suitable compressor.

T 0800 014 5450
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Recognised Precision

UNISIG deep hole drilling machines are proven with industry leading manufacturers in all regions of the world. UNISIG is chosen for the ability to consistently meet vital demands of tolerance. UNISIG stands out among industry players for its skill in handling large, complex projects including multiple machines and automation, process development and tooling testing, as well as custom engineering.

For more information, please call +49 (0)7125 9687590
Email info@unisig.de | Web www.unisig.com
Found in 1931, but formed in 1997 after a management buyout, NSF Controls Ltd has come a long way since its humble beginnings. Having just celebrated 20 years since the buyout, the company has seen on-going investment in advanced tooling and manufacturing facilities as well as with the development of its accreditations. NSF Controls is ISO 9001 and ISO 14001 accredited and operates from a world-class UK manufacturing base, employing around 80 staff including a number of people from the original MBO team. Based in Keighley, West Yorkshire, the company manufactures and distributes its products worldwide through an established and trusted network of selected suppliers in Italy, Germany, Benelux, and Israel.

NSF Controls is now recognised as the UK’s leading manufacturer and designer of solenoids, and switches, and is able to supply a number of specialist customised electromechanical assembly services to meet with its customers’ requirements, which is why the company was chosen as our Electromechanical Assembly Services Company of the Year.

We spoke to spokesperson Doug Priestley, at NSF Controls about winning this award, to which he said, “It’s great to be recognised for the hard work we put in here at NSF Controls. We work tirelessly to grow through innovation and service, and remain a leading UK manufacturer.”

“Upholding our established reputation for high-performance products and good customer interaction is key to our role as a specialist service provider. Listening carefully to our customers’ needs and responding with practical, innovative solutions, we strive for continuous improvement to maintain the provision of world-class standards from a UK manufacturing base.”

In particular the last 12 months have seen great success for the company, with new business and new customers. Additionally in November 2017, NSF Controls appointed a new CEO, Julian Heyworth, who is recognised as an experienced and successful business leader and plans to lead NSF Controls in a new and exciting direction; by continuing to build on the company’s success and expand its range of manufacturing and design services. Doug Priestley further added, “Having our new CEO, Julian Heyworth, at the helm will be a great catalyst in leading the next phase of NSF Controls’ development. We’re excited to be looking ahead and embracing the changes that will be happening in manufacturing and identifying how we can support the technological and engineering complexities of the markets in which we operate today.”

NSF Controls is renowned for its ground-breaking solutions and new and exciting direction; by continuing to build on the company’s success and expand its range of manufacturing and design services. Doug Priestley further added, “Having our new CEO, Julian Heyworth, at the helm will be a great catalyst in leading the next phase of NSF Controls’ development. We’re excited to be looking ahead and embracing the changes that will be happening in manufacturing and identifying how we can support the technological and engineering complexities of the markets in which we operate today.”

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Innovative solutions for a changing world

Going forward, NSF Controls’ CEO, Julian Heyworth, said, “NSF Controls is renowned for solving the actuation requirements of today’s technologically complex and changing world. I’m looking to develop UK opportunities and capitalise on those presented by the wider global market. On-going development in our world-class UK manufacturing facilities is also a priority of mine.”

If you would like to get in touch with NSF Controls to find out more about its many specialist services, then don’t hesitate to call today. More information can also be found on the company’s website, listed below.

Contact
T +44 (0)1535 661144
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New standards setting a foundation for success

Lanes Utilities is using new international standards to integrate its management systems in a process that is already delivering significant benefits for its teams and clients.

The business, part of Lanes Group plc, the UK’s largest independent drainage specialist, is the wastewater network services maintenance partner for Thames Water. Lanes Utilities has transitioned to new 2015 versions of both ISO 9001 for Quality Management Systems and ISO 14001 for Environmental Management Systems. It hopes to transition from OHAS18001 to ISO 45001, the new health and safety standard, by the end of 2018.

Hannah Clark, Business Systems and Compliance Manager for Lanes Utilities, said, “Moving to the new ISO standards is already having some significant benefits for us. They are designed specifically to support the sensible integration of management systems documentation required for compliance with individual standards.

“This is reducing our paperwork, streamlining process management, and giving greater clarity and credibility to the way we manage our work both inside and outside the organisation.”

Transferring to the new standards has allowed Lanes to align its standards more closely with those set by Thames Water. Systems have already been tested operationally and have worked well. Lanes Utilities operates more than 270 specialist vehicles from six utility service hubs, and employs 1,000 staff on behalf of Thames Water.

Thames Water tendered services in four lots within the Framework. Lanes Group’s bids were successful with all of them.

Services delivered under the Framework represent additional work. Lanes Utilities also delivers wastewater network services for many other water companies, including Severn Trent, Scottish Water, and Anglian Water.

Lanes pledges to back bin the wet wipe campaign

Lanes Group plc is backing a month-long campaign by Thames Water to get people to pledge not to flush wet wipes down the loo.

Wet wipes wrongly disposed of down toilets are one of the main causes of blockages in drains and sewers. They are also a key ingredient in sewer-clogging fatbergs.

Thames Water’s campaign, which uses the hashtags #fightthefatberg and #binit, will urge customers and stakeholders to make a social media pledge to not flush wipes — and bin them instead.

Every hour, Lanes wastewater engineers clear five blockages caused by wet wipes from Thames Water’s sewer network. Over a year, 85,000 blockages caused by wipes and cooking fat are removed, at a cost of around £12 million.

As part of the campaign, Thames Water will be sharing results of a Wet Wipe Challenge. Shoppers in Reading were invited to shake two bottles, one containing water and toilet paper and the other water and a wipe. Most were shocked at how the wipe stayed intact, instead of breaking up like the toilet paper and pledged to bin the wipes.

Lanes wins major new Thames Water contracts

Lanes Group plc has won major new contracts to provide specialist cleaning services for Thames Water.

The work includes sewage treatment plant cleaning, sewage pumping station cleaning, wet well emptying and tanker servicing.

Lanes Group has joined other contractors on a framework pool to supply the services for three years, with options to extend delivery for up to eight years.

Through its Lanes Utilities Division, Lanes Group is already Thames Water’s sole wastewater network services maintenance partner.

Lanes Utilities is Thames Water’s wastewater network services maintenance partner, so has day-to-day responsibility for clearing blockages and fatbergs caused by wet wipes.

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Digital signage ‘for everyone’: Illumineye DS Suite from VXL Software

VXL Software’s digital signage solution, Illumineye DS suite – a complete software and marketplace package – is designed to make high-quality digital signage available to everyone at a more affordable price than ever before.

Illumineye is a combination of a powerful, Windows-based software suite and high-performance, high-resolution media players. Both are sold as a bundle, all on a one-off perpetual licence cost with no monthly subscription.

The software itself handles everything from the creation of campaigns – looking from supplied templates – to the management and scheduling of such campaigns locally, over a UK or the internet.

Complementing the Creator and Manager software, are Illumineye’s highly-robust media players with a choice of the 4K and HD Q8 series and 720p+P4 players.

The whole package is, according to HP Worldwide Sales, Frank Aben, designed to be incredibly simple to use. ‘We’ve built the experienced Illumineye DS Suite so that it can be used by everyone, not just design professionals. It’s ideal for organisations of any size as Illumineye’s software can manage and schedule content on any number of displays.’

Inspire the world, create the future

The Retail Business Expo is the largest and most ambitious EPoS trade show in the UK, these ambitions are matched by Oxhoo UK and it would be only natural that great effort and design was made to ensure the colourful and exciting product range was centre stage.

The experience relatively new company in the UK had has some unparalleled growth in such a short period, in such a saturated market how have they achieved this? In short, the business has gone back to basics. The industry has long been plagued by manufacturers who supply between the lines, offering their products direct and via the channel. This has had a negative effect on the software partners who compete against their own suppliers. Oxhoo have a clear partnership approach and only supply through a thriving software channel, it’s simple.

Their approach is refreshing but also are the products, Oxhoo are a design company foremost and with over 30 years’ experience Gilles Bouvart consistently has the pulse of the software partners who compete against their own suppliers. Oxhoo have a clear partnership approach and only supply through a thriving software channel, it’s simple.

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Thikos that really is for everyone, out of the box kiosk solution that offers an in-demand product for a fraction of the cost.

The future is bright for a business that continues to grow, offers an ethical approach to a partnership and designs products that simply make you smile.

T +44 (0)1506 579824
sales@oxhoo.com
www.oxhoo.com/en

Are you looking to deliver consistently exceptional experiences?

C R M has given us the ability to track every customer interaction. By understanding our customers more intimately we can provide them with a better experience. Not just a better experience once, but consistently.

The principles around great retail experiences have not changed in decades despite the deluge of digital disruption. Knowledgeable sales associates who are passionate about the products they sell, build loyalty and trust and are one of the most effective marketing assets for any brand.

We partner with brands to equip their store teams, within a market of 6-12 weeks, with the capability to create amazing conversations with their customers using our feature rich, out-of-the box shop floor engagement platform. From data capture, to product selection and checkout our customers typically realise increased purchase rates of +2-4% achieving ROI within 6-12 months.

hello@proximityinsight.com
www.proximityinsight.com

Our machines at the heart of your sales

W intex, the second largest EPoS company in China since 2001, supplying to and cooperating with many other international companies and catering to various demands for its worldwide customer base.

In 2014, Winter, acknowledging obstacles such as order quantities, delivery times, time difference of support and support from customers around Europe, created a European branch in the UK.

The team in Europe, led by Mr Mohse Nahari CEO is dedicated to the support, maintenance and supply of the wide range of high quality EPoS systems to existing and potential customers.

Winter recognises that customer service is the key to any successful business, to that end they have developed an innovative and ground- breaking facial recognition technology, and in cooperation with Alipay of Alibaba Group developed a unique self-service system.

Winter’s system provides a quick and efficient user experience for every customer. There is no longer a need to have cash or credit cards, the advanced face recognition solution identifies the customer ensuring an easy transaction. The receipt will be immediately available within the app.

In China today there are tens of thousands of Winter’s self-checkout systems as well as hundreds of thousands of their various EPoS models globally.

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Industry Update is sponsored by Minesoft – see them on page 12-13

Latest cutting-edge technologies, innovations and trends drive RBTE 2018

Every year tens of thousands of professionals from global retailers through to smaller chains and independent-gate at RBTE to keep up-to-date with the latest solutions, new approaches and thinking in the industry and meet with the suppliers that will help them succeed and win new customers. The 2018 expo, held at London’s Olympia on 2nd and 3rd May 2018, was no exception.

Innovation was a huge focal point for the 2018 show with leading-edge tech start-ups, featured in the Discovery Zone and the Bargee ‘Start-up Alley’, alongside established solutions set to revolutionise the sector. There was also a strong international presence with RBTE teaming up with Business France to curate some of the most current tech start-ups from across the Channel, which was showcased on the French Pavilion.

The innovation on display not only drew interest amongst retail professionals, but also the world’s media, with BBC Breakfast covering the first day of the show and European technology shows, Horizon, also filming at the event.

The ever popular Innovation and Trail Awards returned for 2018, which had a record number of entries. The 2018 winner, Takomino, a motion sensor in-store advertising solution, was announced at the Big Party, an opportunity for exhibitors, visitors and partners to network after the first day of the show.

This is our pick of the best exhibitors from this year’s show, listed here in alphabetical order: arken POP, Big Group Retail, Oxhoo, Proximity Insight, Signals IT, VXL Software, Wanzl, Wind & Winter.

Wanzl: Global leader in Shop, Retail & Logistics

W anzl are a recognised global leader within Shop Solutions, Retail Systems and logistics & industry, standing for distinctive design and high quality products and services. Since its foundation in 1947, Wanzl have become a strong brand with a distinctive design and high quality products and services. Since 2001, Wanzl have been supplying to and cooperating with many other international companies and catering to various demands for its worldwide customer base.

With the advent of digitalisation in bricks and mortar stores, the Wanzl Connect system, recently showcased at RBTE 2018, is the ideal solution for ‘smarter shopping’. Wanzl Connect streamlines the instore customer experience while simultaneously providing a seamless store management system allowing for real data collection and offering a complete shopping experience.

The shopping trolley, reconfigured to include RFID, forms the interface between retailers and their customers with four available modules – the Smart Reader, Tray Return System, Customer Connect and Store Manager. These can be used as individual components or as a complete package, enabling the retailer to strengthen instore processes and tailor offers.

Thanks to the connection of the shopping trolley to the smartphone, Wanzl Connect is the driving force behind the next consumer revolution in food and near-food stores. We have to work with the way we work and Wanzl can support the retailers through this exciting transition.

Contact Marc Radforth, Retail Services Director, T +44 (0)20 8271 2155
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www.wanzl.co.uk
www.wintec.co.uk
www.proximityinsight.com
AI: the white whale of retail?

Martin Kelly, Managing Director Big Group Retail (pictured) on the big trends in digital and in-store retail

In the first half of 2017, over 2,500 high street shops closed their doors across 500 British cities. It seems like a bad time for brick-and-mortar, but is it all bad news? While it’s true that many household names are trimming the fat by closing their underperforming branches, e-commerce is taking a surprising turn.

From clicks to bricks

Over two billion people use their smart phone or tablet to shop online. Yet there’s still plenty of demand for physical shops: 95% of users enlist the help of their devices to look up local information like branch locations and opening times.

The conversion conundrum

The problem is that getting people through the door is only the first step. Once inside, customers are turning to their smart phones to cross-check prices online and surf for a better deal. So, what can retailers do to bump up their conversion rates and prevent their brick-and-mortar stores from losing out to e-commerce?

Radical retail

By focusing on ‘connected consumer engagement,’ bringing cutting-edge technology, like virtual changing rooms, interactive digital display screens and proximity beacons onto the shop floor, brands and retailers can bridge the gap between physical and digital shopping to boost the customer experience.

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arken POP: Creators of award winning P-O-P

arken are award winning, creative-led retail display specialists. Established in 1948, we design and manufacture bespoke point-of-purchase display solutions across a wide range of sectors including cosmetics, consumer electronics, sport and fitness, and tobacco. In the last 20 years, arken have won over 60 P-O-P industry awards for our retail display excellence.

With a deep understanding of what drives shopper engagement and product sales, we create displays that enhance the brand experience at the point-of-purchase and deliver an immediate and visible return on investment.

arken’s dedicated poster display division also produces a range of bespoke and off-the-shelf solutions for retailers and brands. Perfect for internal or external use, these include poster frames, lightboxes, poster-hanging systems, pavement signs, forecourt signs and literature dispensers.

T +44 (0)1638 565656
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www.arken-pop.com
UNISIG deep hole drilling systems consist of machines, durable tooling, and automation, and are designed to meet the highest performance standards possible. Products are engineered and manufactured in the USA using metric hardware, and include the integration of premium components such as FAG, INA, Parker, Rexroth, Rohm, Schunk, SKF, Wittenstein alpha and ZF. Products are designed following all applicable ISO, DIN and IEC standards, and are exported worldwide.

UNISIG deep hole drilling machines are proven with industry leading manufacturers in all regions of the world. UNISIG is chosen for the ability to consistently meet vital demands of tolerance. UNISIG stands out among industry players for its skill in handling large, complex projects including multiple machines and automation, process development and tooling testing, as well as custom engineering.

For more information, please call
+49 (0)7125 9687590
Email info@unisig.de
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Suppliers of superior soldering and cleaning equipment

Zen Production is a relatively new company, having first been set up back in 2006. In just over a decade, they have managed to earn a reputation as one of the most reliable suppliers of innovative and perfectly matched production equipment. Zen Production, based in Long Eaton, just outside of Nottingham, specialises in supplying the most appropriate manufacturing equipment for the electronics industry in the UK. Not only that, but they are also one of the first choice suppliers for spares & consumables for equipment as well.

We spoke to Managing Director, Peter Clarke, about what the company could offer, to which he explained, “The majority of the equipment we sell is from industry leading suppliers such as Inertec and Asscon Systemtechnik-Elektronik GmbH. All our suppliers sell worldwide and to many of the world’s leading OEM and SME electronics companies. Innovation is at the forefront of our suppliers’ minds and they are always looking to improve and add new features to the range of equipment they manufacture. Some of our most loyal customers include manufacturers like the ZT Group, Sony, Honeywell, McLaren, and Kantec, as well as numerous subcontract manufacturers for the electronics industry.”

Zen operates primarily in the field of Lead Free Soldering & PCB Cleaning, supplying high quality and diverse soldering and cleaning equipment. Their cleaning systems have a wide variety of applications and can be seen in use across numerous sectors. For example the PBT cleaning solutions can offer both de-fluxing and stencil cleaning, boasting everything from long term use to durability, water based processes and a closed loop system to reduce environmental impact. Zen’s range of PBT systems includes the PBT SuperWASH, MiniWASH, Compaclean, Moduleclean, Uniclean, Miniclean and the Fluxclean. Peter added, “The ethos at the company is to always offer the right equipment for the job in hand. We will not sell any equipment if we do not think it will do what our customer requires. It is for this reason we have become one of the premier suppliers of equipment.”

The SuperWASH has proven particularly popular among users, noted for its excellent cleaning capabilities. Whether its metal stencils or misprints contaminated with solder paste and glue, the SuperWASH is specially designed to provide thorough cleaning with no waste water produced. Not only that, but the SuperWASH also features Hot Air Knife Drying and a Windows DS touch screen control panel for ease of use.

The Compclean is ideal for Post-Soldering cleaning and for use with pallets. It features automatic batch cleaning for quick, large-scale cleaning, an intuitive control system, programmable cooling and a highly efficient compact design.

Some of the other brands Zen carries include Asscon, EPM, Heller and more. Peter explained, “Void reduction in solder joints is a really big topic in the automotive, medical, military and electronics fields at the moment. When one solder joint on a component is weakened or compromised in some way, it affects the entire mechanism and can lead to voiding the entire product. We can offer both batch and inline vacuum vapour phase technology from Asscon and Convection Vacuum Reflow technology from Heller Industries where they have shown to reduce void reduction to less than 1%.”

The Heller 1936 MK5 is perfect for high volume production, boasting belt speeds of up to 1.4m/min, ideal for rapid pick and place systems. In addition to being lead free certified, the MK5 series of ovens can achieve up to a 40% reduction in nitrogen and electrical consumption over previous models, making it the best reflow soldering system and most cost-effective solution in the industry.

Renowned for their strides in Reflow Oven Technology, Heller produce a number of industry leading ovens that keep floor and maintenance costs to a minimum. The Heller 1936-MK5 is perfect for high volume production, boasting belt speeds of up to 1.4m/min, ideal for rapid pick and place systems. In addition to being lead free certified, the EPM series of ovens can achieve up to a 40% reduction in nitrogen and electrical consumption over previous models, making it the best reflow soldering system and most cost-effective solution in the industry.

Asscon’s VP1000 Soldering System is regarded as one of the most economical soldering systems in the industry. With the VP1000, users are guaranteed zero overheating of the solder product, no shadowing or colour selectivity, and oxidation-free pre-heat and soldering capabilities. Better yet, it also has low operating costs and as such, is a great value for money option. In addition, it is also capable of homogeneous temperature distribution over the whole assembly and can be used for either individual or series operations.

As one of the leading suppliers in the UK, Zen can be found exhibiting at a number of different trade shows throughout the year. "We try to attend as many relevant trade shows as possible," Peter explained, "We take stands at both Southern Manufacturing and Electronics as well as What’s New In Electronics. We also visit Productronica in Munich every two years and the SMT & Packing exhibition in Nuremberg on an annual basis. All our trade shows have proved extremely successful, allowing us to connect with new clients and the wider industry.”

If you would like to get your hands on Zen’s outstanding equipment, don’t hesitate to get in contact today using the number provided. Alternatively, if you would like to find out more information, then please feel free to check out the website detailed below.

Contact
T +44 (0)1159 722733
www.zpel.co.uk
Protect your Components with Curtiss Wright Surface Technologies

When it comes to surface treatments, Curtiss Wright Surface Technologies can be relied upon for their one stop shop solutions and dedication to excellent customer service.

First set up back in 1929, the company who are a subsidiary of the Curtiss Wright Corporation specialises in providing surface treatments with the aim of enhancing the performance of critical materials and components. These treatments can be used in preventing premature failures and increasing the life of a huge range of components used in anything from a jet engine to a wind turbine.

Used in a range of industries the world over, Curtiss Wright Surface Technologies can provide material surface treatments, protective coatings, high tech processes and much more. One of the biggest concerns for manufacturers, designers and buyers of critical components is premature failure as a result of fatigue, corrosion, stress corrosion cracking, fretting, friction, galling and environmental and thermal stresses.

As a subsidiary’s of Curtiss-Wright, Curtiss Wright Surface Technologies has a rich and long history behind them. With a global network of over 70 operating divisions, they are able to supply their exemplary services to OEM’s in a wide range of major industries, such as aerospace, automotive, oil & gas, subsea, medical, power generation and more.

Their innovative surface treatment solutions encompass Controlled Shot and Laser Shock Peening, Engineered coatings, Thermal Spray Coatings and Parylene Coatings for silicone, plastics and electronic components. They ensure that by working closely with customers from the design stage through to manufacturing they can provide a One Stop Solution for material treatments. These can be applied to new manufactured parts and also repair and overhaul including site work.

Component repair is just one of Curtiss Wright Surface Technologies’ many specialities. Their diffusion and sacrificial coatings can be applied to a wide array of components, including compressor blades, vane tips, turbine blades, intake nozzles and more.

Throughout 2016, Curtiss Wright Surface Technologies expanded into the steam gas turbine repair and overhaul industries. They also successfully acquired Component Coating and Repair Services (CCRS) and expanded their portfolio to include yet many more processes.

Last year, they attended the Advanced Engineering show at the NEC, Birmingham, where they demonstrated their surface treatment solutions and range of services. Attending alongside hundreds of other industry peers, Curtiss Wright Surface Technologies were able to stand out thanks to their One Stop Shop service and wide variety of processes. They impressed new visitors to the stand and also welcomed existing customers thanks to their consistent and ongoing expansion of new services and technologies.

Curtiss Wright Surface Technologies metal improvement and component coating facilities use state of the art robotic equipment which has been designed and manufactured in house specifically for our customers’ work. They keep in the forefront of new materials and technology by maintaining strong links with industry associations and being actively involved in research and development projects.

If you would like to find out more about Curtiss Wright Surface Technologies and how they can benefit you and your components and materials, then be sure to get in contact with the company today using the number provided below. Alternatively, more information can be found by visiting their website, where you can find more on their many services.

Contact
T +44 (0)1635 279621  
www.cwst.co.uk

Battery Recycling

Aurelius Group, incorporating Aurelius Environmental, Aurelius Technologies and Aurelius Trading is a revolutionary and forward thinking business in the environmental services sector, and within our portfolio of modern day innovations, products and services to market we can offer a battery collection and recycling service in partnership with, and in support of your business.

Lead-acid  
Lithium Ion  
Nickel Cadmium  
Nickel/MH  
Alkaline  
Mixed

Key Features of the Battery Recycling service include:
- Best prices in the market and flexible payment structure
- Fully compliant Legal Service with e-document consignment notes
- A professional and efficient nationwide collection service
- A tailor made management reporting system to give you what you want as a business

Pioneering Recycling Technology for end of life Lead-acid batteries
We are currently developing a new recycling technology for Lead-acid batteries in partnership with Cambridge University, which offers a zero emissions, zero waste and virtually carbon neutral recycling performance to yield both a Lead metal, and Lead Oxide paste suitable for direct supply to battery manufacturing. Patents have been granted around the World for this technology, and Aurelius has exclusive worldwide technology rights to its deployment.
Checkmate Fire Solutions

Checkmate Fire are the UK and Ireland’s suppliers and installers of Alufire which offers a wide range of fire-resistant glass options with varying levels of protection to suit your needs. Protection levels are measured in defined time periods (15, 30, 60, and 120 minutes) and in terms of both integrity and insulation, as designed by the European Standards.

To ensure the expected fire performance is achieved, should it be called upon, fire or heat-resistant glass must always be specified as part of a tested and approved glazing system and installed by specialists. Transparent fire protection.

Air sampling pump calibrator

Available from Casella, the Flow Detective Air sampling pump calibrator has the ability to measure pulsation and has a 70 hour battery life.

Flow Detective is an electronic flow meter calibrator, designed to measure the flow of air sampling pumps to within 2% accuracy. The device has Bluetooth connectivity, through Casella’s Airwave App.

Airwave provides remote control for dust and noise monitoring devices, enabling calibration results to be sent via email, ensuring improved traceability and pump calibration procedures. The device can also measure pulsation, indicating if the air flow pulsation exceeds 10%.

The Flow Detective can be used with any manufacturers’ air sampling pumps. When used with Casella’s Apex2 personal dust sampling pump, the Apex2 and flow detector can be connected via the Airwave App allowing for closed loop airflow calibration with the ability to remotely set the flow via Airwave.

Flow Detective is an electronic flow meter calibrated to measure the flow of air sampling pumps to within 2% accuracy. The device has Bluetooth connectivity, through Casella’s Airwave App.

Survive and Thrive

J o Bird & Co Ltd, a specialist in the design and manufacture of storage cabinets to protect vital life-saving and fire safety equipment recently received a second Queen’s Award for Enterprise in Innovation. The Award recognised the strategy developed as overseas competitors in the oil and gas industry began to challenge market share of its smaller cabinets.

The company invested in new technology, looking at its smaller cabinets as the basis for innovation; ensuring its competitive advantage was not only maintained but improved.

MD Guy Atkins explains, “After overcoming complex design and technological challenges, the biggest issue was with productivity. When we started running production, when we started running the process, production quality was very variable.”

“I enrolled on a National Composites Centre mentoring scheme to improve my composites knowledge. As a result we sponsored an Engineering Doctorate student through the University of Bristol to overcome the production issues and to transfer knowledge to the company’s staff.”

Graduate Engineer, Laxman Sivanathan joined the team implementing significant changes to reduce the direct manufacturing costs of the cabinets, as well as integrating product innovations as they occurred.

This investment in knowledge and the redesign and manufacture of high volume fire safety cabinets led to a doubling in productivity.

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Shining a light on safety compliance

M Group Services Plant & Fleet Solutions has specified a new underbody lighting system for its HGVs. This illuminates during reversing to maintain safety and to ensure compliance with REG 23 and REG 48 – European directives which specify the intensity and positioning of a vehicle’s manoeuvring lights.

The BM3 Banksman R23 light designed by labcraft takes its name from European regulation REG 23, which defines the specification of reversing and manoeuvring lamps for commercial vehicles. The regulation stipulates that the light colour must be white, must not exceed an intensity of 500cd (Candela) and should come under an intensity of 0.5cd in the field of view where the light must not be seen.

Jeremy Harrison, Executive Director for M Group Services Plant & Fleet Solutions says, “Many of our vehicles operate in confined spaces during the hours of darkness, so it makes perfect sense to fit a lighting system which ensures they can see and be seen at all times – especially when reversing. The Labcraft Banksman makes this possible.”

T +44 (0)1799 513434
www.labcraft.co.uk

Unigloves launch new website

Single use glove specialist, Unigloves, has launched a new website highlighting its hand hygiene and hand protection solutions.

The company has launched the new site – www.unigloves.co.uk – to provide a guide to the range of gloves available for industry sectors including automotive, food and drink manufacturing, tattoo, healthcare and dentistry.

Unigloves’ products include nitrile antimicrobial gloves, fortified incorporating silver ion technology to destroy 99.9% of bacteria and its heavy duty, silicone free PRO.TECT gloves designed for workers in the automotive sector.

In addition to technical and performance data, the new site allows users to download the Unigloves catalogue, discover the benefits of the company’s glove audit service and access free resources such as technical and educational support in the form of glove materials and glove characteristics guides to help select the right glove for the right environment. There are also hand hygiene guides.

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Scoil Phadraig wins RIAI Best Educational Building award

The new school in Westport which was installed with a 2,300m² Bauder Thermofol roof has been recognised at this year’s Royal Institute of the Architects of Ireland (RIAI) award ceremony. The RIAI aims to recognise the quality of work carried out by RIAI members and highlights the contribution of Irish architects to the society. Scoil Phadraig under the project name of ‘New School in Town’ was nominated in the Public Choice Award for the best building in Ireland for which it was voted 2nd and was awarded Best Educational Building.

The architectural team from Simon J Kelly and Partners was led by Dermot McCabe and Elaine Naughton, who have previously completed the award winning Doghleard National School project in 2014, which also featured a Bauder Thermofol roof. Their strikingly modern and light flair design with 16 classrooms, a general purpose room and ancillary accommodation provides all the features needed to enhance the children’s learning and to allow the teachers to set high standards of education.

Another eye-catching aspect of the building is the 2,300m² roof. The Bauder Thermofol PVC system, which was installed by approved contractors Priority Roofing & Cladding Ltd, provides an aesthetical finish to the building in addition to a strong waterproofing system, resistant to the Irish climate.

Following a final inspection, Bauder were able to provide a 20-year guarantee for the entire roof.

Find out more about our Bauder single ply systems at: www.bauder.co.uk/roof-systems/

www.utopiagroup.com
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The only cleaning exhibition that matters
The Cleaning Show

Innovative foam cleaning machines, since the start of 2011, have been active worldwide and we have been telling professionals, mostly in the cleaning sector, of the ‘Excentr method.’

Excentr is a young Dutch manufacturer of innovative foam cleaning machines. Since the start of 2011, we have been active worldwide and we have been telling professionals, mostly in the cleaning sector, of the ‘Excentr method.’

We develop machines with the following specialties: durability, robustness and effectiveness. That is why the hard floor parts are of the toughest quality. It is also why our machines are almost entirely made of stainless steel.

Advantages of the Excentr method:
- Considerably better results in a shorter time
- Unbeatable mechanical operation
- Considerably higher productivity compared to traditional machines

Industrial Update is proud to announce Filtertechnik as our clear choice for this month’s Industrial Solutions Provider of the Month for their world first Particle Pal Life device, and leading industry expertise in high quality filtration solutions for oils and process fluids.

Filtertechnik manufactures and supplies high quality filtration solutions for oils and process fluids throughout the UK and Europe, and is also the industry leader in designing innovative solutions in portable oil diagnostics. The Particle Pal Life, their latest product, is also a world’s first in self-contained portable measuring systems giving real time ISO Cleanliness Readings, Water Content and Remaining Oil Life information for over 500 commonly used oils.

Originally a division of Hydrotechnik UK, Filtertechnik became a separate limited company in January 2011 when Richard Price, CEO of Filtertechnik became the sole shareholder. With its head office in Nottingham, Filtertechnik’s key mission is to protect a company’s investments by enabling them to identify issues with oils within various systems before catastrophic failure occurs, and to provide the right solution to filter or remove contaminants from lubricants, hydraulic and gas/oil systems. We had the incredible opportunity to discuss with Richard Price what Filtertechnik do and what separates them from the competition.

Filtertechnik exists to cater for industry demand for filtration supply and expertise. Filtertechnik is an independent supplier of filter products and has access to all major filter brands. This means that we will always supply the right filter for the right application rather than compromise on effectiveness and efficiency. We are also industry leaders in predictive maintenance through contamination control as a means of improving filtration and production and achieving significant company savings. Filtertechnik also has a history of innovating new products, particularly in the field of oil and process fluid contamination identification and control.

In both hydraulic and lubrication systems, knowing the particulate cleanliness and water content data can prevent serious system failure and component damage. Traditionally, samples of the oil are taken and sent to a laboratory for analysis which can be a very expensive and time consuming process.

Considerably higher productivity
Considerably better results in a shorter time

Whilst Filtertechnik have many innovative product developments under their belt, none are as significant as the Particle Pal Life, a fully featured, self-contained and portable oil analysis machine, giving real time ISO Cleanliness Readings, Water Content and Remaining Life of any oil, meaning oil analysis and decisions on remedial action or oil change can now be done on site instantly, saving time and money. Filtertechnik has found that the vast majority of the oils it has looked at in service actually didn’t need to be changed, they mostly had plenty of useful life left.

Other key features of the Particle Pal Life include: a 10" touch screen LCD, an oil sensor pre-calibrated to over 500 common industrial oils with the ability for self-calibration for new oils, a water sensor showing the percentage saturation of oil, a lightweight and heavy duty case making it ideal for usage in the field, off-site data back-up through a built in SD card and a rechargeable battery giving 3-6 hours of continuous usage, depending on oil viscosity.

For more information on the innovative solutions Filtertechnik can offer your company don’t hesitate to visit their website listed below or if you have any queries or need advice on the right product for your need, the friendly professional experts are ready to take your call.

T 0800 0087 456
sales@filtertechnik.co.uk
www.filtertechnik.co.uk

The Excentr Method: The method of the future
Excentr is a young Dutch manufacturer of innovative foam cleaning machines, since the start of 2011, we have been active worldwide and we have been telling professionals, mostly in the cleaning sector, of the ‘Excentr method.’

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Ammonia Filtration Key to Efficient Antibiotics Production

Ammonia Filters has installed an inline SupaPore FPW filter system at a leading antibiotics manufacturer’s fermentation plant enabling them to reduce production downtime resulting in significant cost savings.

Efficient antibiotic production requires high quality ammonia being used to adjust the pH of the fermentation process. However, the antibiotics manufacturer was receiving batches of ammonia of varying quality which required sterile filtering before use. Despite this precaution, the manufacturer had to replace blocked final membrane filters on a daily basis resulting in unacceptable levels of production downtime and the high costs of replacement filters.

After studying the production process, Amazon Filters recommended using a SupaPore FPW pre-filter to protect the final membrane filter, the SupaPore VBPa replacing the customer’s existing final filter, with a micron rating of 0.2µm. This membrane filter is specifically designed to meet the demands of Pharmaceutical producers requiring efficient and reliable microbiological sterilisation and bioburden control – essential factors in antibiotic production.

For further information on safeguarding your pharmaceutical production process, please visit: https://www.amazonfilters.com/applications/pharmaceutical, contact Amazon Filters on: +44 (0)1276 670600 or email: sales@amazonfilters.co.uk.

AS-Tec Chemicals: Pharmaceutical, Healthcare and Fine Chemical Industry

AS-Tec Chemicals was founded in May 2000 as an agent and distributor to the pharmaceutical industry. We supply APIs (Active Pharmaceutical Ingredients), generics and new chemical entities along with chemical intermediates, excipients, dosiers and dosage products. AS-Tec works solely in the pharmaceutical market, including the veterinary and diagnostic industries.

AS-Tec has been very successful throughout its history, acting as a supplier to most of the UK’s top 20 pharmaceutical companies as well as major biotech and small, virtual pharmaceutical companies.

We have also been audited by major pharmaceutical and CDMO companies with no queries or rejections. Our facility features a cold store that is maintained at both 2°C and 18°C and is approved to supply cold GMP and non-GMP products. AS-Tec also uses a public, MHRA-approved warehouse.

We have seen an increase in sales in the biological area, including biosimilars and ADC.

AS-Tec will attend CPhI Madrid (9th to 11th October 2018), Making Pharmaceuticals Coventry (31st April to 1st May 2019) and other conferences and exhibitions.

If you are looking for a partner who understands the Pharmaceutical market and able to meet your exacting requirements then contact us.

Please contact either Andrew Mitchell: +44 (0)1344 466919 or Simon Harris: +44 (0)1772 495123 to discuss further.

T +44 (0)1772 495123
sales@as-tec-chemicals.co.uk
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Luso Electronics: CoolX1800 Series

The CoolX1800 Series is the new intelligent modular power supply from EcolineX. It provides an incredible 1,880W in a compact 5 x 10.5 x 3U package, typically 50% more power than the industry standard. It also includes PMBus™ digital communications and control.

The CoolX1800 offers system designers best in class performance in efficiency and unrivalled reliability in addition to the most comprehensive feature set and specifications.

The series comprises two base models:

- The CX5 is certified to IEC60601-1 3rd edition & IEC60601-1-2 4th edition (EMC) for medical applications.
- The CX18M carries IEC62368-1 standard.

There are a range of CoolX modules available including medium and high power single outputs and dual modules.

- Stand-out features for medical applications include suitability for type BF rated (Body Floating) applications,
- PMBus™ digital communications and control.
- Communications (PMBus™).
- Level allowing system designers to monitor and control power supply performance using either analog or Digital Communications (PMBus™).

CoolX brings user flexibility to a completely new level allowing system designers to monitor and control power supply performance using either analog or Digital Communications (PMBus™).

Contact
T +44 (0)207 588 1109
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www.lusoelectronics.com

43” AUO 4K TFT Display delivers high optical quality content

Display Technology Ltd. introduces the AUO 43” TFT Display to its collection. Boasting an ultra-high-definition of 3,740 x 2,168 pixels the display is ideal for signage and signage applications in constant operation 24/7.

With a wide viewing angle of 178°/178° the display delivers flexibility, showing content in both a portrait and landscape format. The screen brightness of 700cd/m² in combination with its anti-glare surface provides a defined high optical quality image even in bright ambient light.

The 43” TFT display is controlled through an 8-Wire I²C-One Interface. Available as part of a plug-and-play kit solution the installation process is simplified. The plug-and-play-kit contains all the components you need including cables and the Prisma 4K TFT controller and gives you the freedom to define the display. The Prisma 4K automatically calibrates the picture, position and colours with the option to connect speakers easily.

Additionally you have the option to laminate a protective glass on the TFT display through the process of optical bonding. By adding a protective layer you can protect the screen against any damage caused as well as making it easier to clean.

Contact
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Industry Update is sponsored by Aurelius Environmental – see them on page 24
Professional Packing and Filling by the experts

Wyepak is one of the UK's leading contract packaging and filling companies, providing a variety of services ranging from bespoke hand packing and filling, to liquid filling, powder/granular filling, and four-sided sachet manufacturing. They are known for their trained staff, efficient service, and competitive prices, while also ensuring that their values will not be influenced by value engineering. Wyepak is proud to offer a range of services including hand packing, liquid filling, powder/granular filling, and four-sided sachet manufacturing, catering to the needs of their clients.

The company is based in the Herefordshire countryside with a local workforce occupying some 24,000 sq ft. Wyepak hand packed over 4 million gift items and filled hundreds of thousands of litres of liquids last year alone. In addition to bespoke hand packing, liquid filling and powder/granular filling, they offer four-sided sachet manufacturing (Gary's forte) filled with liquid/gels or paste. The ability to respond to their clients' needs quickly turnaround a last-minute job because they have the equipment and manpower needed. Unlike some packing companies, Wyepak pride themselves on providing accurate costings so their clients are able to stick within their margins, and they will adapt their approach depending on the precise needs of each contract, pulling together the right team and technology to ensure that key business goals are met.

Wyepak's clients view them as an extension of their own business rather than a separate unit and it's this fundamental part of their service that makes them exceptional. The partnership element of Wyepak’s service empowers clients to use their time more effectively in other areas of their business, enabling them to be creative and focused on their market without having to concern themselves with the manufacturing element being ideal for the artisan or traditional business.

When you source your manufacturing out to Wyepak, they adhere to all of the industry standards expected being externally certified to ISO 9001, 2015 and they are incredibly mindful towards environmental issues, and are committed to leading the industry in minimizing the impact of its activities on the environment and are proud to have achieved zero landfill status. Responsive to their clients' needs, Wyepak can quickly turnaround a last-minute job because they have the equipment and manpower needed. Unlike some packing companies, Wyepak pride themselves on providing accurate costings so their clients are able to stick within their margins, and they will adapt their approach depending on the precise needs of each contract, pulling together the right team and technology to ensure that key business goals are met.

Wyepak have carved a reputation as one of the leading British contract packing and filling companies in the industry. They boast several seasoned professionals Mark Tooth, Jim Cooper and Gary Brookes among over 35 years senior level industry experience between them at the helm, it's hardly surprising the company is flourishing. Based in the Herefordshire countryside with a local workforce occupying some 24,000 sq ft, Wyepak hand packed over 4 million gift items and filled hundreds of thousands of litres of liquids last year alone.

In addition to bespoke hand packing, liquid filling and powder/granular filling, they offer four-sided sachet manufacturing (Gary’s forte) filled with liquid/gels or paste. The secret to the company’s success is not only due to their cutting edge technology, well-trained staff, efficient service and competitive prices, but also the way they seamlessly synchronize with their client’s business, retaining their exacting values. This creates the reassurance needed to drive genuine long-term partnerships forward. These partnerships are a mainstay to the success of both businesses.

Wyepak maintains a list of approved suppliers, who are accredited to a high standard and in keeping with IEW and customer specifications, covering a varied and extensive array of sectors and industries, from assembling cabinets, manufacturing printed circuit boards to the creation of chassis and assemblies; IEW has worked on every conceivable project from cryogenic temperature of chassis and assemblies; IEW has worked on every conceivable project from cryogenic temperature to the creation of complex machinery by delivering the right assemblies as and when required to the highest standards.”

“We’re currently developing relationships with software developers who work in the PLC industry so we can partner with them and provide a total solution for companies who may need support with software to PLC hardware assembly and integration. This exciting new endeavor is an example of our ability to respond to the changing needs of our clientele based on future developments.”

Growth and longevity is extremely important to Duncan and his 60+ staff that work at IEW and the company knows this can only happen through providing a service that exceeds its customers expectations in terms of quality and performance. This is achieved through an extensive quality control methodology that Duncan and his team adhere to. “In order to ensure product conformity and delivery to the highest standards our Quality Management System has just been re-assessed with BS ISO 9001:2015, an upgrade from our previous BS ISO 9001:2008 accreditation which is fantastic news and we are also IEC 61508 & 61765 accredited. On site there is 55 as part of our lean manufacturing programme and quality is monitored through inspection and IQS.”

IEW are one of the UK’s leading electronic manufacturing companies, building to specific and exact customer specifications, covering a varied and extensive array of sectors and industries, from assembling cabinets, manufacturing printed circuit boards to the creation of chassis and assemblies; IEW has worked on every conceivable project from cryogenic temperature to the creation of complex machinery. The company has been honored as Packing Company of the Month for their dedication to customer satisfaction. The company is proud of their trained staff, efficient service and competitive prices, while also ensuring that their values will not be influenced by value engineering. IEW is a leader in the UK’s electronics manufacturing market place for opportunities to add value to the existing channels. They see a real opportunity for the UK in home-grown supply chain services and guarantee that their solution will not be influenced by value engineering.

Industry Update is proud to announce Industrial Electronic Wiring Ltd (IEW) as our Electronics Manufacturer of the Month for their outstanding high quality bespoke manufacturing, and for their dedication to customer satisfaction.

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Deep hole drilling Specialists

Industry Update is tremendously excited to announce that UNISIG have been chosen to receive this issue’s Company of the Year for their excellent services and product range in the Deep Hole Drilling Industry.

UNISIG was first established in 1981 and, due to their hard work and dedication, have managed to build up a strong and enviable reputation in the industry in light of their exceptional line of deep hole drilling machines. The company’s headquarters, engineering and production outlets are based in Menomonee Falls, Milwaukee, USA, but UNISIG’s sales and support office are based in Southwestern Germany. With a global presence, UNISIG have amassed a wide ranging client base that stretches around the world, with more and more loyal and new customers seeking their services every year. Better yet, UNISIG are able to cater to companies no matter the size, be it large multi-national corporations to up and coming SME’s seeking support.

UNISIG’s clients range from all sectors in different industries, but their main clients are from the oil field, aerospace, defence industry, hydraulic cylinder production and automobile industry. Customer service is at the forefront of the company, and they promote nothing but the best customer service and satisfaction for all clients.

UNISIG are capable of providing specialist services in deep hole machining, accompanying tools and automation. They provide turn-key projects for high accuracy components which has given them the knowledge and confidence to take on almost any job that comes their way. On top of that, they are the only machine producer currently producing all double torqueing that can be integrated alongside machines. As a result, this has allowed them to take on additional work, keep tighter tolerances and maintain their fast set-up times in comparison to their competitors.

One of the most exciting recent launches from UNISIG includes the B600 and B700, both of which are part of the B Series Ballscrew Machines line. Specially designed for BTA range diameter deep hole drilling applications, the B600 and B700 feature a quick build time and intuitive operation. They can produce centreline holes on parts up to 20 feet deep, making them ideal for a variety of different applications. Clients can also make use of UNISIG’s comprehensive support and training in order to push their machines further and meet more challenging goals. The new and upgraded products also feature drop beds and allow the rotation of components due specially equipped landing gear.

The company pride themselves on being able to say that their tailored support runs from the installation process all the way through to post-delivery. Global technical support is available on hand from both UNISIG’s unique technical team and their factory trained and certified providers. With rapid and effective responses to queries, plus accurate technological diagnoses, clients are guaranteed that they can be up and running again with as little disruption and damage to the business as possible. The company also boast a network of global technicians that respond swiftly when field service is needed. These trained technicians use identical high-level technology that is used in machine building to control any mechanical or electrical issues that could arise.

Any purchases of machines made include training at the time of runoff and installation. This is to make sure all customers are confident with their purchases and are adept at the processes required to enable a smooth first use. UNISIG technicians work closely with customers in a hands-on environment to review machines, tooling, drilling operation, machine parameters, troubleshooting and general maintenance. The base of understanding is provided, but UNISIG aim to provide additional in-depth and intensive training for extra assistance and advice, providing maximum accuracy and proper use of the product.

Preventative maintenance guidelines are provided by UNISIG, alongside service recommendations that are easily digestible for customers. Preventative maintenance is detected by integrated sensors that are allocated at critical machine points. This maintenance process is made up of functional tests, inspections, and adjustments, made to the assemblies, fluid replacements, machine alignment verification and control diagnostics log review.

Dedicated to putting out the best possible product, UNISIG prioritise Process development in order to best optimise part production. This development includes tool selection, tool profiles and machine parameters, covering everything from speeds to feeds to coolant rates. UNISIG’s engineers and technicians follow on by testing, optimising and documenting the process to ensure their parts come out in perfect order, ready for the client to use. The prototype drilling and testing support come from UNISIG’s Tech Centre where experienced staff leaders in prototype drilling, conduct carefully monitored testing taken place in a controlled environment. This helps reduce cycle time for production and even gives new opportunities in machinery.

Consistently looking forward and looking to improve upon their already stellar services, UNISIG ensure to invest in product development to improve their enterprise and better service their customers around the world. From increasing staff sizes to developing their expertise to better their manufacturing of critical components, UNISIG are constantly investing in ways to improve their business, machinery and customer service. As one of the biggest names in the industry, you can expect to find the worldwide recognised company at multiple trade shows and exhibitions throughout the year. They have attended exhibitions such as the EMO show in Hannover, aiming at the machining and tooling industry, the International Weapons Exhibition in Nuremberg, the AMB show in Stuttgart and the International Manufacturing Technology Show in Chicago.

For further information or general enquiries, please visit the UNISIG website. Alternatively, you can contact the company via telephone or email.

Contact
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