Climate by Design

Until now, anyone wanting air conditioning in more than one room typically needed an outdoor unit and one indoor unit for each of the rooms. Worn the new Easyzone from Dakin, only one indoor and outdoor unit is required, leading to a big reduction in installation costs. The multi-room single-split system, offered by Climate by Design, can provide cooling for up to eight zones.

The single indoor unit can be located in a loft and feeds air into each zone through ducting into each zone. The temperature in each zone can be individually controlled by changing the supplied air volume through dampers and room thermostats.

The easy-to-install system can provide heating as well as cooling. Ideal for residential and light commercial applications, the system is suitable for new and refurbishment projects. Set point adjustments are in 0.5°C increments and inverter control ensures maximum energy efficiency throughout the year.

Contact
T 01767 600308
info@climatebydesign.co.uk
www.climatebydesign.co.uk

TC Facilities Management score a clean sweep in quality audits

Following a rigorous 2-day assessment, TC Facilities Management (TCFM) has successfully passed three external management systems audits including the new ISO 45001:2018 standard; this and the other new 2015 versions for ISO 9001 and the Environmental audit ISO 14001 were all passed without any non-conformities or observations, emphasizing the commitment of TCFM’s senior management to these standards.

The audit took place over two consecutive days and included a comprehensive review of company policies and processes. This was to assess TCFM’s approach to the quality (ISO 9001) and safety (ISO 45001:2018) they provide to their customers and colleagues, as well as the measures they take to minimise TCFM’s environmental impact (ISO 14001) from their operations.

The new ISO 45001:2018 is believed could help on a global level, save more lives, reduce accidents further and improve employee morale. Organisations have until March 2021 to make the transition to the new standard that came in 2018, replacing the BS OHS 18001:2007. TCFM’s achievement in making the transition to the new standards is testament to the work of TCFM’s Compliance Manager, Richard Grafham who championed the transition. It also emphasises the senior management’s commitment to these standards.

Contact
T 01737 814016
info@tcfm.co.uk
www.tcfm.co.uk

Donations are in the bag for British Heart Foundation

TC Facilities Management (TCFM) has created a national charity partnership to help the British Heart Foundation achieve its aim of beating heartbreak forever. The partnership commenced 6 weeks ago and has set its sights on raising £5K of funds for the charity that conducts ground-breaking research in to heart and circulatory diseases and their causes.

Heart and circulatory diseases kill 1 in 4 people in the UK, causing heart break in every street. Fiona Ellingham, Marketing Manager, TCFM said: “TCFM has a number of family members affected by heart conditions, including a niece who required a heart transplant aged just 5 and a brother whose heart, thanks to a special pacemaker, is able to maintain a stable rhythm to keep him alive.”

“Speaking with other colleagues at TCFM, it became very apparent that I was not alone in having family members affected and so the partnership was born. At the moment, our colleagues are busy clearing out unwanted items that can be sold in the BHF stores across the country. In the last 6 weeks colleagues from all over the country have collected more than 50 of the 300 (minimum) bags of items we’re aiming for.

“We have a number of other activities planned through the year that will not only raise funds for BHF but will also train people in how to do CPR, something which saved my brother’s life over 2 years ago.”

T 01737 814016
info@tcfm.co.uk
www.tcfm.co.uk

Surface grinding machine for showroom

Joining Master Abrasives’ showroom in Daventry is Alex Machine Tools’ MH-500 surface grinding machine, which is new to the UK.

Master Abrasives’ demonstration area was initially set up to show the range of Master precision grinding products, including conventional and superabrasive grinding wheels, diamond dressers and superfinishing products. Master branded products will be available to support any in-house demonstrations and display the potential of both Micromatic and now also Alex Machine Tools’ machines.

ALEX offers a comprehensive range of surface-grinding machines, including a reciprocating hydraulically operated machine, a high-power rotary surface grinder, creep feed machines and a range of precision double disc grinders. The machines include computer numerical controls, automatic in-process gauging and other material handling automation, depending on application.

Martin Stevens, Master Abrasives’ applications engineer of grinding machines & abrasives, is fully conversant with the latest developments at Alex Machine Tools and the most recent progressions in machine technology. With a background in engineering, he has the technical expertise to help customers and offer best solutions for their precision grinding applications.

Ian Meredith, Applications Engineering Manager at Master Abrasives, says, “Once we have the Alex machine installed, we will be able to offer customers demonstrations and potentially also grind customer parts when required. The demonstration machine will be a great aid in promoting Alex Machine Tools in the UK.”

Master Abrasives invites customers to get in contact for technical advice and to discuss their specific grinding application requirements.

T 01327 703853
sales@master-abrasives.co.uk
www.master-abrasives.co.uk

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Tel: 01562 756960 | www.industryupdate.co.uk | April 2019 | issue 211
Industry Update talks to Fraser Anti-Static Techniques about trends in industrial static control.

For almost 30 years, Fraser Anti-Static Techniques has been pioneering solutions for static electricity control in industry. Today, Fraser is recognised as one of the world’s leading anti-static specialists whose solutions can be found in many industrial sectors and applications, either resolving the issues created by unwanted static electricity, or generating static to enhance process efficiency.

Fraser Anti-Static was founded in 1991 by Chairman, Bob Fraser in rural Bampton, Devon, from which global headquarters Fraser operates a new state-of-the-art, factory, and a loyal, creative and skilled workforce have been key to earning the company a Queen’s Award for Enterprise in international trade.

CEO Bruce Clothier believes their success has been down to a focus on satisfying the changing demands of their clients. “We learn something new every day,” he says. “Many of our products are cultivated from meeting the challenges faced by our customers – from the need to cut costs, increase speed and improve quality or safety.”

“We have a modern R&D laboratory where our engineers concentrate on today’s static control products. By tying product development firmly to customer need, we can consistently create static control equipment and customised solutions that lead the market in terms of capability and reliability in overcoming production issues.”

Fraser supplies electrostatic equipment to every industrial country worldwide through an international network of experienced partners, as well as their own Shanghai Fraser operation in China.

Clothier adds, “Our goal is simple. To develop and manufacture well-engineered, competitively priced solutions to industrial static electricity problems that help our customers maintain, or improve, process quality and productivity, also keeping their staff safe by eliminating static shocks to operators and the risk of explosion in hazardous areas.”

“Static is an issue in many manufacturing environments where non-conductive materials are processed, such as the plastics and packaging, printing and paper, textiles, automotive and electronics sectors, including cleanroom and hazardous environments. We are also pioneering specialists in DC long range applications for the converting industry.”

Fraser launched its first DC static elimination bar in 2009. With high voltage power generated within the bar, an AC supply is not required – making their bars more flexible, reliable and safe in operation.

In 2015, they launched their NEOS range of bars featuring a game-changing ‘intelligent’ sensing capability that can adjust the ionisation required to achieve optimum results. The growing product range helps customers maintain lower production costs through the widest choice of 24V DC static eliminators available in the marketplace today.

VisionScope: Manufacturers of Endoscopic Technology with an emphasis on the highest quality possible

VisionScope is the UK distributor of HIPP Endoscope Service, the German endoscope manufacturer and integrated service provider founded in July 1996 by Alexander and Frank Hipp.

VisionScope offers sales, tech support and repairs of HIPP’s innovative products. HIPP’s emphasis on maintaining a system of traditional values within the business has propelled the company forward for over two decades. Couple this with HIPP’s continued emphasis on doing right by the customer – actioned by aligning the company’s ethos and daily operations toward the customer’s needs, making this their daily challenge and HIPP is a company you can trust to carry out an efficient and quality service.

HIPP’s trajectory has led them to become one of the industry leaders in the field of the manufacture, sales and repair of endoscopes, though not due to the sheer size of their operation. No, it is HIPPP’s products which dictate their industry leadership, with product quality being second to none. Facilitating this is continued growth throughout the years.

The high quality of HIPP’s endoscopes represents a culmination of Germany’s reputation as a center for engineering and manufacturing high quality products, yet it is also in a large part due to the company’s strong emphasis on teamwork with all employees. HIPP’s attention given to creativity in the company, combined with the German industry leader’s unswerving emphasis on team spirit and cultivation of a healthy and productive family-like atmosphere further ensures its products are of the highest quality possible. The company’s ethos is epitomized by their decision to avoid mass production, instead remaining faithful to their philosophy of ensuring the highest quality possible.

Customers purchasing HIPPP’s endoscopes through main UK distributor VisionScope will receive after-sale support as a matter of course, with HIPPP offering a range of key services to customers. One such of these services is the repair service offered to customers. With a ten day turnaround time for repairs undertaken on an endoscope, while there is a 1 year warranty on all accomplished services undertaken. Moreover, all repairs are undertaken in the ISO accredited facility and by qualified employees. Naturally, only the highest quality parts are used in the repair and manufacture of the endoscopes.

A question which may be on the mind of the reader is: “But why would I use an endoscope?” Perhaps a common misconception of the industry is that endoscopes are used solely for medical procedures. This is not entirely incorrect, as endoscopes are an indispensable tool for medical professionals all over the world. Their use extends much, much further than this, however, with endoscopes proving indispensable for a whole host of industries.

Endoscopic tools have proven vital technology for industries including: aerospace, quality control, power engineering and power plants, transport and automotive, security, plant engineering and chemistry, construction, and research and development. The use of an endoscope can provide a rapid and inexpensive insight into the interior of any number of objects or machinery, eliminating the need to dismantle an item and reducing the risk of damaging it.

T: +44 (0)1398 331114
salen@fraser-antistatic.co.uk
www.fraser-antistatic.com
High quality coding, capping and filling machines designed and built in England

Established in 1976 – packing over 40 years of experience and expertise in their field – Cap Coder are based in Oxfordshire, and has been a family run business ever since its inception. Founded on trust and integrity, it truly is a company that cares, driven by a strong ethical code to do right by the customer. This is one of the many benefits of using Cap Coder, you’re guaranteed to have your needs put first by a team of technical experts eager to create a bespoke solution for the customer.

Cap Coder specialise in the design and manufacture of bespoke and standard machines for capping, coding, and filling applications. Cap Coder is well established in its field, serving a wide range of industry sectors, including: toiletries, cosmetics, pharmaceuticals, complimentary medicines, chemical, food and beverages. Within these sectors there is a wide range of products Cap Coder’s machines can be designed for use with, from nail varnish to nasal spray, from tomato sauce to paint – Cap Coder have it covered.

All products can be handled by Cap Coder’s machines, including all shapes and sizes of bottles, Jerry cans and other bottles, tamper evident caps, pump action spray caps and trigger spray caps. Aside from the versatility and adaptability of Cap Coder’s machines to suit customer’s specific needs, Cap Coder also offer customers unparalleled customer service. Offering a proactive and supportive service, once the client has bought a machine, the customer’s experience does not end there.

Offering an excellent technical support service, experts from Cap Coder will be at hand to service machines and provide and change spare parts. The team at Cap Coder pride themselves on getting to know the customer, gaining a deep understanding of their needs before undertaking any project. Delivering first class and flexible results, Cap Coder has its finger on the pulse when it comes to the latest technological developments in the industry. Seeking to continually adapt and respond to changes in the engineering and packaging industries, Cap Coder is constantly developing new products.

Its machines are ideal for a wide range of industries, and are all accredited to 9001-2008 build standard and come supplied with a Certificate of Conformity/Incorporation. The array of machines is impressive, meaning there is no company too big or too small for Cap Coder, and no project too specific. From screw cap tightening (to a desired torque), press on capping, plug insertion (including brushes, roll-on deodorant balls and dispensing nozzles), liquid filling, agitator ball insertion, conveyor, and ATEX zone 1 and 2 compliance; Cap Coder have it covered.

Moreover, all of the machines are made in England and designed in-house, with this ensuring the team have complete control over the entire manufacturing process. The end result? Capping, coding and filling machines which are second-to-none in quality.

Contact
T +44 (0)1865 891466
sales@capcoder.com
www.capcoder.com

Spectra unveil new double wall flip-top closure

Spectra has recently added to its extensive closure range with a new double wall flip top component.

The new closure provides the perfect accompaniment to a number of HDPE and PET bottles from Spectra’s extensive standard ranges.

Jonathan Powell, Sales Director at Spectra, said, “Although we are constantly adding to our existing bottle ranges, it is important to point out that we view our closure collection as equally important to our product portfolio.”

The UK based converter continues to invest heavily in new closure components because they understand there are many customer benefits to coupling one of their bottles with one of their caps.

The benefit of choosing a Spectra closure is they can be provided in custom colours in small lots, as low as 5,000 pieces, ideal for brands wishing to order lower MOQ’s and not always available from other suppliers.

The opportunity to custom colour components is a huge bonus for many Spectra customers. Bore sealed to guarantee peace of mind, the new cap joins the firms’ other high-quality closures that include tall radiused, flip and disc tops, shallow, double wall and over caps.

T +44 (0)1986 834190
sales@spectra-packaging.co.uk
www.spectra-packaging.co.uk
CP Electronics wins coveted RAC Cooling Industry Award for its HVAC Detector

Energy and lighting controls specialist CP Electronics has been crowned an RAC Cooling Award winner thanks to its innovative air conditioning controller, the GESM-AC.

A battery-powered passive infrared (PIR) sensor, the GESM-AC limits use of air conditioning to times when it’s necessary and switches it off when it’s not, based on occupancy. CP Electronics are winners in the Air Conditioning Product of the Year – Accessories & Peripherals category, and its detector is designed to help bring energy consumption from air conditioning units down.

The results of the RAC Cooling Industry Awards were revealed on 26th September last year at the esteemed London Hilton, Park Lane, London, attended by over 600 of the refrigeration and air conditioning industry elite.

Contact
T +44 (0)333 900 0671
www.cpelectronics.co.uk

Grinder-polishers

AutoMet 250, 250 Pro and 300 Pro are new semi-automatic grinder/polishers from Buehler.

Including an intuitive touch screen interface that is simple to learn and quick to operate, as well as advanced programming features such as method storage and Z-axis controlled material removal, the Pro models are suitable for customers in materials testing and other demanding environments.

A new ‘Rinse and Spin’ feature cleans polishing surfaces and platen at the press of a button. Further cleaning features, such as a retractable water hose, 360° bowl rinse and bowl liners save time and effort during daily cleaning.

The Burst dispensing system, which can optionally be fully integrated into the Pro systems or used as an independent module optimises abrasive use.

The UK’s leading range of Emissions Test Equipment

Established in Banbury, Oxon in 1997 Premier Diagnostics has developed an enviable reputation for quality products. During the last 20 years, we have successfully designed and brought to market Test Emission equipment for the UK MOT aftermarket.

Premier Diagnostics are committed to bringing to market products offering innovative technology, effective modern design, quality build supported by a highly motivated team of engineers and office-based employees.

We know from our customers that down time is very expensive and often gives the organisation a bad name! Premier understands this. Our equipment is designed and built by experts for a high volume of work and minimum of maintenance to serve the operator and his clients.

Our key values:

✓ Our drive is road-safety and a cleaner environment
✓ Our actions are customer-driven
✓ Quality means exceeding customer demands

www.premierdiagnostics.ltd.uk 01295 271985 01295 272474

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www.premierdiagnostics.ltd.uk 01295 271985 01295 272474
UNISIG presents new manufacturing solutions for mould makers

UNISIG adds five new models to its proven range of deep drilling and milling centres

With the new range of UNISIG’s USC-M deep drilling and milling centres, mould makers now have seven powerful and versatile solutions for workpiece diameters of up to 3,600mm and workpiece weights of up to 30t. All machines combine several processes in one machine: the deep hole drilling and milling on all four sides of a workpiece, while at the same time reducing setup times and increasing accuracy for mould makers. All machines support the high feed rates of modern indexable gundrill tools.

In addition to the use of gundrill deep hole drilling tools, some models can even support the more effective BTA deep hole drilling tools for the high performance drilling of waterline holes. A CAT50 quill allows you to perform all deep hole drilling and machining operations within the machine’s working range. The machines are equipped with a 360° rotary work table and a programmable deep drilling and machining spindle. These can be aligned via a pivot axis with 30 degrees down and 15 degrees upwards. The latest Heidenhain TNC 640 CNC controller and Heidenhain motors and drives are used. A full guarding with oil mist extraction completes the equipment.

This machine series has now been extended by 4-6 axis machines, for deep hole drilling with gundrilling tools and milling, with a universal spindle and a short changeover between deep drilling and milling operations for the efficient production of small to medium sized workpieces.

In addition, 5-7 axis machines are available for the use of gundrilling and more efficient BTA deep hole drilling tools, each with a dedicated spindle for deep drilling and milling, to dramatically increase performance for mould makers.

High-end solutions include 7-axis machining centres for highly dynamic motion control, powerful milling spindle with gear reduction and optional pallet changer. With the model USC-M38, workpieces with a length of up to 2,000mm can be conventionally machined and deep-drilled in one clamping. The larger USC-M50 can handle up to 3,000mm long workpieces.

The machines can be equipped with an automatic tool changer with up to 120 tool positions, a laser tool presetter, workpiece probes, Heidenhain glass scales for increased accuracy, as well as an automatic pallet changer.

You can find UNISIG at the Moulding Expo in Stuttgart, Germany from the 21-24 May 2019 at Hall 9, D04.

Further information on the USC-M series and the complete UNISIG machine program available at: www.unisig.com
The infrastructure for tomorrow’s 112G speeds

Today’s speeds demand smarter solutions. Find out how Molex can help design effective and efficient solutions for your growing data needs of the future. Molex is leveraging industry knowledge and expertise to bring you the data rate needs of the future.

**BiPass I/O Backplane Cable Assemblies**

BiPass I/O Backplane Cable Assembly systems combine QSFP+, Impel or near-ASIC connectors with twinax cables to deliver a low-insertion-loss solution that serves as a PCB alternative to enable implementation of the 56 Gbps PAM-4 protocol.

[https://www.molex.com/molex/products/family?key=bypass_io_and_backplane_cable_assemblies&chanName=family&pageTitle=Introduction](https://www.molex.com/molex/products/family?key=bypass_io_and_backplane_cable_assemblies&chanName=family&pageTitle=Introduction)

**QSFP-DD Interconnect System and Cable Assemblies**

QSFP-DD Interconnect System’s 8-lane electrical interface transmits up to 28 Gbps NRZ or 56 Gbps PAM-4, up to 200 or 400 Gbps aggregate, with the same footprint as QSFP Interconnect, making them backwards compatible.

[https://www.molex.com/molex/products/family?key=qsfpdd&channel=products&chanName=family&pageTitle=Introduction](https://www.molex.com/molex/products/family?key=qsfpdd&channel=products&chanName=family&pageTitle=Introduction)

**Impulse Orthogonal Direct Backplane Connectors and Cables**

Molex Impulse Orthogonal Direct Backplane Connector provides datacentre architects with a connector system that meets today’s needs while preparing the data centre for inevitable expansion in the future.

[https://www.molex.com/molex/products/family?key=impulse_orthogonal_direct&channel=products&chanName=family&pageTitle=Introduction](https://www.molex.com/molex/products/family?key=impulse_orthogonal_direct&channel=products&chanName=family&pageTitle=Introduction)

**Impulse Interconnect System**

Impulse Backplane Connector System supports data rates of 56 (NRZ) or 112 (PAM-4) Gbps with superior signal integrity, making it ideal for high-density datacentre applications.


**Mirror Mezzanine Connector**

Footprint-compatible hermaphroditic Mirror Mezzanine Connectors lower application costs with stackable mating to support data speeds up to 56 Gbps per differential pair for telecommunications, networking and other applications.

[https://www.molex.com/molex/products/family?key=mirror_mezzanine_connectors&channel=products&chanName=family&pageTitle=Introduction](https://www.molex.com/molex/products/family?key=mirror_mezzanine_connectors&channel=products&chanName=family&pageTitle=Introduction)

**NearStack High-Speed Connector System Cable Jumper Assemblies**

NearStack High-Speed Connector System and Cable Jumper Assemblies use twinax cables to deliver a PCB alternative with superior signal integrity and low insertion loss while enabling implementation of 56 Gbps NRZ and a path to 112 Gbps PAM-4.

[https://www.molex.com/molex/products/family?key=nearstack_highspeed_connector_system_and_cable_jumper_assemblies&channel=products&chanName=family&pageTitle=Introduction](https://www.molex.com/molex/products/family?key=nearstack_highspeed_connector_system_and_cable_jumper_assemblies&channel=products&chanName=family&pageTitle=Introduction)

**Contact**

www.molex.com
Electromechanical Assembly

Problem solved: Discontinued passives and long lead times with current components

Crystal-Tech Electronics at Northern Manufacturing 19

Red Arrow: 5 in 1 LED Emergency Exit Sign

TFT Displays with standard or full custom touch screens

Proximity switch for Ex zone 0/20 for direct connection to 24V

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Electrical & Electronics Update
**Dairy Tech Show Review**

### Top 20

**Dairy-Tech secures itself as leading show for new innovation**

After only its second show, Dairy-Tech has secured itself as the platform for showcasing ground-breaking concepts and innovation, with over 50 exhibitors launching new products at this year’s event which took place on the 6th February at Stoneleigh Park, Coventry.

The event saw an 18% increase in its visitor figures, hosted 290 exhibitors, two diverse speaker hubs and a brand new skills studio – the one-stop-shop for students and new entrants to the industry.

Dairy-Tech was designed to showcase everything new and the event model has proved this is exactly what it does through the quality of its visitors says National Dairy Awards chairman and event model has proved this is exactly what it does through the quality of its visitors says National Dairy Awards chairman and event model has proved this is exactly what it does through the quality of its visitors says National Dairy Awards chairman and event model has proved this is exactly what it does through the quality of its visitors says National Dairy Awards chairman and event model has proved this is exactly what it does through the quality of its visitors says National Dairy Awards chairman.

The event model has proved this is exactly what it does through the quality of its visitors says National Dairy Awards chairman.

Dairy-Tech returns to Stoneleigh Park, Coventry next year on 5th February 2020. This is our pick of the best exhibitors from this year’s show, listed here in alphabetical order: Agrimin, ED & F Man Liquid Products, Embryonics, Howard Worth, Pyon Products, Rumenco, Spreadwise, The Calf Company & West Country Concrete. Further details can be found on this page and the next.

### Innovative Solutions for Youngstock Management

Pyon Products are a small manufacturing company based in Herefordshire. Alan & Gill Dickson use years of experience rearing over 50 calves to create innovative solutions to help farmers’ rear healthy youngstock.

The Heatsave milk warmer was designed by James Dickson and it won the Livestock Machinery Innovation Award at the RABDF Livestock Event in 2015. The system uses a reservoir of cold milk which is heated up through a heat exchanger as lambs suck on demand. The same machine can be used for calves. The following year the Store & Thaw Colostrum management system attracted the same RABDF Award. This allows frozen colostrum to thaw out quickly so calves can be fed within 2 hours of birth.

These products are at the core of Pyon Products’ success. Gill says, “We always keep an eye on the cost of our products and make them simple and affordable. It’s no good coming up with a high tech idea which nobody can afford. Our products are simple, reliable tools which can be used by smallholders and larger farms.”

In the last 4 years, Pyon Products have exported to 10 different countries and are currently seeking compliance for the Canadian and U.S. markets.

Contact Gill & Alan Dickson, T +44 (0)1432 830409 info@pyonproducts.co.uk www.pyonproducts.com

### Tackle cleaning with innovative solutions

**ED & F Man Liquid Products** is the UK’s leading supplier of cane molasses based liquid feeds to the dairy sector leading innovation in raw material use, product evaluation and nutritional support, ED & F Man have been at the forefront of developing new molasses based liquid feeds to suit the ever changing demands of our customers. Ranging from high sugar molasses blends, which drive rumen fermentation, to high rumen degradable protein products, which balance maize, whole crop and high starch diets, and a range of products in between. We have introduced a high energy Glyco Range to help drive yield and reduce the likelihood of metabolic orders in high yielding herds. Our on-going R&D program has highlighted the value of molasses based liquid feeds in rumen function.

We have shown improved fibre digestion, increased microbial protein and better VFA production and reduced risk of acidosis. We have a range of storage and feeding equipment to suit different feeding systems from free access to full TMR. We are able to supply a full range of technical support from product advice to full ration evaluation. As dairy farmers seek to push performance and produce milk cost-effectively, ED & F Man range of liquid products can be key in helping achieve this.

Contact T 0800 389 8450 info@edfman.com www.edfmanliquidproducts.co.uk

### AGRIMIN: World leaders in bolus technology, animal health and micro-nutrition

**Agrimin** continues to lead the way in the highly specialised arena of sustained release minerals. With a global reputation for its technically advanced products, the Lincolnshire-based business has a customer network spanning some 30 countries.

In recent months, fuelled by the success of its trace element range, the company has significantly enhanced its research and development resource, including the appointment of an experienced veterinary scientist.

Agrimin has been developing, manufacturing and marketing sustained release mineral, trace element and vitamin bolus technologies since 1978. Its product range includes the 24·7 line, which is designed to deliver accurate quantities of nutrients over specific target periods.

The effectiveness of the bolus products, which can be used for both cattle and sheep, means that animals are provided with cover for six months, from just one administration.

Mark Armstrong, Sales and Marketing Director, said, “We are extremely proud of what we have achieved from our product ranges over the last 12 months.

Contact T +44 (0)1652 688049 F +44 (0)1652 688049 info@agrimin.co.uk www.agrimin.co.uk

**Tackle cleaning with innovative solutions**

**NEW Ecolab S105 foaming unit** allows long cling foam products to be applied to external surfaces of making equipment and livestock housing, achieving prolonged contact whilst reducing labour requirements. It also removes the need for an electricity supply on-hand or the need for pressure washers or steam cleaners to be used.

The S105 equipment can be wall mounted or used with the specifically designed trolley cart, making it fully portable and due to its ‘twin chemical pick up system, can be used with the option of cleaning and disinfection products to provide an all-in-one cleaning solution at low pressure, reducing the risk of damaging potentially expensive electrical components.

For more information on the S105 foaming unit or the extensive range of dairy hygiene solutions that Progiene have to offer, please contact us on 0808 178 1010 or www.progiene-dairy.com www.rumenco.co.uk

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The complete package for the modern livestock producer

The Calf Company produce their own formulation of Skim and Whey milk powders suitable for all types of calf rearing operations. Choosing the right powder will ultimately be decided upon the ability to meet your aims and objectives. Skim powder is suited for dairy replacements & beef calves. The digestion of a skim powder mimics whole milk, clotting in the abomasum and into the intestines in a matter of hours after feeding. The nature of digestion with whey powders can result in higher intakes per calf therefore improved growth rates. Whey powders are digested differently, milk flows through the abomasum and into the intestines. The inclusion of casein protein results in calves having an excellent coat bloom. All our powders contain lactiferm pro biotic, which is a gut enhancer that supports a better intestinal integrity and stabilizes the gut flora.

The Calf Company focuses’ itself on providing the right advice for your calf rearing system, talking through which calf housing, supplements and powder would be most suited to the breed of calf you are rearing. We are always on hand should you want free advice on calf rearing.

Visit: www.thecalfcompany.com to view full range of milk powders and other products or call: +44 (0)1606 869253.

Training courses available at Embryonics

Embryonics is an established company who specialises in nationwide training of Farmers and Veterinarians. Our most popular hands-on course include Professional Foot Trimming and Artificial Insemination. We pride ourselves on the quality of training we provide and our trainers have over 40 years’ experience and are experts in their field. We have conducted courses throughout the UK for several years and have facilitated many government backed initiatives, in Wales, Isle of Man and Guernsey, to name a few.

We estimate that over 20,000 calves have been produced per year as a direct result of our training. That’s 1% of the Nation Herd every year. Around 100 next generation Herdsmen learn the skill of foot trimming with Embryonics each year.

Through Embryo Transfer training, genetic improvements in cattle contribute towards the quality of food production, and help increase the pool of a rare breed.

Professional Foot Trimmers, Embryonics are the main training and exam provider for the National Association of Cattle Foot Trimmers and use the 5 step Dutch method of trimming. Upon qualification through Embryonics, in excess of 2 million cattle feet are trimmed to maintain health and reduce lameness. That’s the equivalent of the ENTIRE National Herd each year!

Contact:
T: +44 (0)1606 864411
Courses@embryonics.co.uk
www.embryonics.co.uk

Manufacturer and supplier of precast concrete products throughout the UK

A growing company based in North Devon focused on manufacture and supply of precast concrete products tailored to the needs of the farming sector throughout the UK.

The range of products supplied includes drinking troughs, feed troughs, cow cubicles, footbaths, slurry channels, drainage channels, underground tanks, freestanding wall units, basins and enclosures for robotic milking machines and prestressed wall panels. For further details on the range of products offered, please check out the company’s website: www.wccp.co.uk

The company has more recently entered into the supply of goods for use outside the agricultural sector including supply of precast bridge sections, drinking troughs, freestanding wall units, basins and enclosures for robotic milking machines and prestressed wall panels. For further details on the range of products offered, please check out the company’s website: www.wccp.co.uk

If you have a project which could make use of any of the range of precast concrete products offered or require bespoke design precast concrete products, please contact a member of the team by email: info@wccp.co.uk or phone: +44 (0)1409 281437.

THE CALF COMPANY

Full range of quality milk powders for all calf rearing systems

Skim & Whey based available with nationwide UK delivery

Unique Calf Company formulations of Whey & Skimmed Milk Powders containing pro-biotic & gut conditioners.

Range of Calf Housing also available

Tel: 01606 869253
www.thecalfcompany.com
sales@thecalfcompany.com

SPREADWISE Liquid Technology

SPREADWISE was incorporated in 1990 and was born from a practical dairy farm and contracting business all based here at Dairy House Farm in Cheshire. SPREADWISE has since been manufacturing slurry handling equipment to suit many varied slurry and waste problems across the UK and Ireland.

Built on the back of a successful umbrellal slurry pumping system, SPREADWISE has since developed a wide range of slurry handling equipment to deal with all types of requirements. This includes a range of mixers, both front and rear mounted, dribble bars, spreaders, separators and engine driven pump sets.

SPREADWISE are always on a mission to continually develop its products and stand by their performance in the field.

SPREADWISE believes that after sales service is just as important as the sale itself and we have one promise and that’s we will always pick up the phone. With our dedicated and experienced staff, we can provide a full backup service for all our equipment, whether that’s on site or off.

SPREADWISE are proud importers and suppliers of the Bauer, FAN, Ferrari and Leggiero range of products. SPREADWISE carries a wide variety of genuine parts for a wide range of equipment, all available for immediate delivery.

Tel: +44 (0)1270 625566
info@spreadwise.com
www.spreadwise.com

Dairy Tech Show Review Top 20
**Smart safety sensor SRF for smart factories**

Switched on industrial safety technology provider Bernstein AG’s latest product represents a really smart safety move at a time when one more application of automation and IoT see industry 4.0 move from vision to reality. The company, based on the Westpark Industrial Estate in Altrincham, Walsall, has introduced the non-contact Smart Safety Sensor SRF, to protect those working in Smart Factories from injury. The SRF, an abbreviation of Safety RF10 is an especially compact sensor which moves moveable separating protective equipment such as flaps, doors and protection hoods. If for any reason safety devices fail to close properly, the SRF immediately shuts down machines and equipment or prevents them from starting. In developing this new product, Bernstein has paid particular attention to the diagnostic system accompanying the sensor which provides a large amount of data, making it available centrally and flexibly as an aid to intelligent production.

T +44 (0)1922 744999
tel@bernstein-ltd.co.uk
www.bernstein-ltd.co.uk

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**Wireless pressure sensor transmitters and receivers from Cynergy3**

In addition to custom designed and off-the-shelf sensors we manufacture a range of portable power systems for start of engine up to the UK, EU, and European recovery organisations and fleet operators. We are the largest builder of engine start packs in the UK producing over 10,000 packs annually.

In the current market place with the need to reduce costs, we will help to give low prices by saving money where it counts. We aim to reduce your procurement costs, and does so with the highest quality.
The best labs choose Leman Instruments

Leman Instruments is a European enterprise known for their high performance products specifically designed for the water industry. The company has over 30 years of experience in the field of water and wastewater treatment, and their products are used in various industries including the energy, environmental, and food industries.

The versatility of Leman Instruments’ products makes them ideal for a wide range of applications. Their products include pumps, valves, and instruments for pressure, flow, and level measurement. The company also offers complete solutions for water treatment, wastewater treatment, and industrial water systems.

Leman Instruments’ products are designed to meet the highest standards of reliability, accuracy, and efficiency. They also offer full technical support and after-sales service to ensure that their customers are satisfied with their products.

For more information about Leman Instruments and their products, visit their website at www.leman-instruments.com.
GEN-3: Leading the way in protection

Paintseal Europe Limited specialise in vehicle aftercare products, with a primary focus on ceramic paint protection and was established in 2006 by Rob Collins and Andy Bradbury who wanted to create a company that provided next-generation products that enhanced the consumer and dealer experience. They also wanted to develop a range of own-label products that added real value to a client’s car manufacturing, financial and OEM business; providing a world class service that was unrivalled within the industry.

Rob and Andy were anxious that consumers were wasting their money on expensive paint protection packages which were easily and rapidly deteriorating. To combat this problem, Rob & Andy researched Liquid Glass Ceramic Technology, to offer clients a product with unmatched durability and resilience to aggressive chemical cleaners. With such a revolutionary product, GEN-3 has ensured that clients are now purchasing a real, value-for-money product, allowing clients to keep their vehicles in a new condition.

GEN-3’s Director of New Business and Operations, Sarah Powell, explains in greater detail the reasoning behind Paintseal Europe Limited creating their incredibly innovative and unique solutions.

“After the rapid improvements in paint technology developed by car manufacturers, it became obvious to us that consumers buying expensive paint protection packages from their dealers were getting poor value for money. Certainly, the paintwork looks glossy at first; however the protective finish rapidly deteriorates and many need replanningish by using a conservor or resin polish. Our search for a solution finally ended with the discovery of liquid glass ceramic technology. Its amazing durability and the fact that it is impervious to aggressive chemical cleaners, means that consumers are now able to purchase a real value for money product. Vehicles can now keep their showroom shine and are easy to clean due to the amazing hydrophobic properties of GEN-3 Glasscoat.”

GEN-3 Glasscoat is their latest complex formula which is a liquid glass that when professionally applied bonds to a car’s paint surface and forms a hardened Ceramic glass finish. The advanced NASA-designed technology formulation ensures that dirt and grime are easily removed from painted surfaces. The hydrophobic action is demonstrated by the way it repels liquids and it’s extremely resilient to all kinds of environmental pollutants. GEN-3 Glasscoat has exceptional resistance to the effects of car washes, solvents and animal matter – keeping the car looking newer for longer without the need of waxes and polishers.

Sarah also explains about the benefits GEN-3 products offer their clients that their competitors do not.

“We pride ourselves on our spectacular one on one service, which means our fully employed team of business development managers regularly call into our dealerships to offer training and increase penetration rates. Moreover, our Glasscoat is still the best on the market, offering greater protection than others. Our product has been scientifically tested against our competitors, and excels in many areas, as well as boasting endorsements from 18 OEMs within the United Kingdom.”

“Our expertise within the Liquid Glass Ceramic coating sector has been gained over 12 years of experience. Indeed, we are the pioneers of this technology, being the first to launch this type of coating into the automotive sector. We are confident our product only cements the quality and unique properties that Gen-3 has over the competition.”

Paintseal Europe Limited are aspiring to position themselves as the one-stop-shop for all of their clients’ needs, and the Gen-3 product range is always expanding, offering customers more choice and products to exceed their expectations.

To this end there are two new areas the company has expanded into. Their latest finance and insurance packs cover a whole range of key automotive areas such as SMART repairs, tires and alloy wheels, along with offering a comprehensive GAP insurance policy to protect customers’ investments. With unique USPs and an in-depth knowledge of the dealers needs, Paintseal Europe Limited offers much more than anyone else in the market.

It is with innovative products like these that we will see Paintseal Europe Limited succeed in the protection of vehicles throughout the world – ensuring their growth and ability to continually push the limits of their GEN-3 solutions. We will be keeping a close eye on the company in the 2019 to see what new amazing solutions they come up with.

If you would like to get in touch with the experienced and professional team at Paintseal Europe Limited, call them on the number below. Alternatively, if you would like any more information on Paintseal Europe Limited’s exceptional GEN-3 products and services or would like to view an extensive product list, make sure you check out the following website.

Contact
T +44 (0)1753 215311
customerservices@gen-3glasscoat.com
www.gen-3glasscoat.com
PERFECTION IN THE REFLECTION

MARKET LEADING GEN-3 GLASSCOAT
LIQUID GLASS HARDENED CERAMIC VEHICLE PROTECTION

GEN-3 Glasscoat is our latest complex formula which is liquid glass that when professionally applied bonds to your car’s paint surface and forms a hardened Ceramic glass finish. It is one of many innovative and technically superior products supplied by Paintseal Europe Limited. The advanced NASA designed technology formulation ensures that dirt and grime are easily removed from painted surfaces. The hydrophobic action is demonstrated by the way it repels liquids and it’s extremely resilient to all kinds of environmental pollutants. GEN-3 Glasscoat has exceptional resistance to the effects of car washes, solvents and animal matter. Keeping your car looking newer for longer without the need of waxes and polishers.

Please visit www.gen-3glasscoat.com
Paintseal Europe Ltd, 93-95 Whitby Road, Slough, Berkshire SL1 3DR
**Engineering Design Show Review**

An unmissable event for the UK’s design engineers

The Engineering Design Show is the UK’s only event entirely dedicated to engineering, electronics and embedded design which attended the Ricoh Arena last October! The show provided the ideal environment for design engineers to benefit from direct access to the latest products, services and innovations available to the sector.

With more than 25 conference speakers, a wide-range of free-to-attend workshops, exciting feature zones and over 220 exhibitors showcasing their products and services, the Engineering Design Show is the only event that caters all aspects of engineering design under one roof in an efficient and dynamic environment.

The 2018 show provided more than 4,000 visitors with unrivalled access to expert speakers exploring best practice, new design techniques and industry issues. The event saw the return of the Innovation Zone, a feature area focused on introducing visitors to ground-breaking technology, plus new additions including EDS TV – all designed to offer visitors a fully immersive experience of innovation, inspiration, interaction and insight.

The Engineering Design Show returns to the Ricoh Arena in Coventry this year from 16-17 October 2019. Further details can be found below.

www.engineeringdesignshows.co.uk

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**Teledyne Lecroy: Everywhere you look**

Teledyne Test Tools is a comprehensive range of test equipment solutions to complement Teledyne LeCroy’s family of oscilloscopes and analyzers. Teledyne Test Tools (T3) products complement and leverage Teledyne LeCroy’s decades-long leadership in oscilloscope technology. The T3 brand, which establishes a one-stop shop for test engineers, developers, and schools, takes flight with the launch of two ultra-portable time-domain reflectometers (TDRs). The T3SP10D (10GHz) and T3SP15D (15GHz) TDRs are both highly compact, true-differential instruments that precisely diagnose signal-integrity issues in interconnects, transmission lines, serial-data channels, and cables. Thanks to their small form factors and optional internal battery, the T3SP10D and T3SP15D TDRs go anywhere in test labs or in the field to measure impedance discontinuities in applications such as ECUs and Automotive Ethernet, aerospace/defense, IC manufacturing, and telecom.

T +44 (0)7884 002600
contact.uk@teledynelecroy.com
www.teledynelecroy.com/europe/english.aspx

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**Corintech Electronics Design & Manufacture**

Corintech is a leading Contract Electronics Design & Manufacturer with facilities in both the UK and the Far East. Our locally-based UK services satisfy the need for rapid turnaround and on-site prototyping services as well as a localised customer support team. This, paired with our off-shore capabilities offering lowest cost supply options from Asia, ensure we can meet all your project needs. Our global sourcing network provides multi-faceted supply options that give access to the most advantageous component pricing, keeping BOM costs as low as possible, along with full traceability.

Our full-service engineering teams mean Corintech can provide product design support from complete electronic and mechanical design to a peer review of your existing plans.

Our specialisms include PCBA layout and assembly, Thick Film hybrid design and manufacture, complete box build, SMD supply, product design, and engineering peer review.

www.corintech.com

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**Manufacturing & Machinery Update**

Kingston Engineering

Over One Hundred Years Of Engineering Excellence

Kingston Engineering was established in 1919 and has since become a major player in the engineering industry. With a history built on engineering excellence, they are dedicated to providing reliable and high-quality products to their customers.

Our Heritage

With a wealth of experience built on the foundations of engineering skill and expertise, Kingston Engineering has shown great flexibility and responsiveness to change through the decades. Through a time frame marked by the end of World War One, through World War Two and the decades that followed, our success has been backed by engineering knowledge and experience.

It is this dedication to advancing our skill level and our ability to constantly evolve and innovate that is characteristic of the our story. This still remains the very cornerstone of Kingston Engineering today and the very measure of our success as precision engineering experts.

www.kingston-engineering.co.uk

Please call +44 (0) 1482 325676 or email sales@kingston-engineering.co.uk
Rifile 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 pads 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.

You can find UNISIG at the Moulding Expo in Stuttgart, Germany from the 21-24 May 2019 at Hall 9, D04.

T +49 (0)7125 9687590
info@unisig.de
www.unisig.com
**Industry Update**

**Big Brute saves time!**

If you've ever tried to sweep large floor areas with a broom, you'll know what an endless task it is. It'll stir dust into the air which is unpleasant to breathe in and coats you, your colleagues and your goods. It takes forever and is back-breaking. The floor never even seems clean afterwards – you're still left with that gritty, slippery feeling underfoot.

With a Big Brute Warehouseman Industrial Vacuum Cleaner, cleaning large floor areas is quick, easy and effective. The Big Brute Warehouseman has an extra-wide floor brush mounted on the front of its trolley. Just switch on and push along at walking pace – the floor brush cuts a swathe through the dust. The floor brush hugs the floor as you go, due to the Big Brute Warehouseman's powerful suction, ensuring it follows the contours and bumps leaving the floor really clean in its wake.

Dust, dirt and debris is swept and sucked up, even that really fine dust that's been ground up by the wheels of your fork lift. And because all the dust is sucked up as you go, none of it gets stirred up into the air. Cleaning up with a Big Brute Warehouseman leaves you and your staff coated in dust, or breathing in clouds of dust.

All Big Brutes are designed and manufactured in the UK by Michael Williams Engineering Ltd, a family-owned UK company, based near Cambridge.

T +44 (01223) 882222  
ask@bigbrute.co.uk  
www.bigbrute.co.uk  
www.mikewill.co.uk

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**Hazel 4D adds the bumblebee safety knife to its range**

UK packaging solutions provider, Hazel 4D, has added a new cartridge knife to its safety knife range.

The Bumblebee knife is designed to reduce warehouse injuries and minimise downtime by keeping workers safe whilst carrying the knife, using it and replacing the blade. The knife's blade is enclosed within a cartridge meaning users never need to touch the blade, even when replacing it. Ideal for opening boxes and slitting tape safely, the knife reduces the risk of hand injuries during the blade changing process. To replace the blade, users can simply switch the cartridge for another, with no need for a health and safety professional to do it for them. This speeds up the blade changing process and minimises downtime.

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**Westgate launch first-to-market product**

Easipanel is designed for factories and warehouses where there is a requirement to reduce heat and/or glare and UV from entering via existing roof lights, but there is a need to maintain natural light.

The product has been developed to help combat several common issues including, reducing excessive heat for employees nearer to roof lights on mezzanine floors, reducing H&S glare issues in environments with heavy fork lift traffic and preventing product spoilage from heat and UV on high bay racking, which places products closer to roof lights.

Easipanel is manufactured using multiwall polycarbonate sheets that are custom designed and installed to suit your building’s roof light configuration. The installation methods and components used ensure that no damage is done to the existing roof or roof lights, and panels can be easily removed if required.

Depending on the environment, a heat reduction of approximately 53% can be achieved, as well as approximately 55% shading co-efficient. This can be done whilst still maintaining up to 50% of natural light, which is more than is achieved with the alternative of painting roof light panels. Easipanel also works to reduce UV fading.

Contact Westgate to find out more,  
T +44 (0)1785 242181  
salesteam@westgateuk.co.uk  
www.westgateuk.co.uk

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**Products to maximise efficiency**

**Big Brute Warehouseman**

- **Resolving with no dust,** floors and buildings installations.  
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Industry Update is sponsored by AGTOS GMBH – see them on page 22

OMNIE ScreedPlate

A development of six five-bedroom detached properties, close to Concordia town centre, whose construction features the area’s distinctive regional Cotswold Limestone is making full use of the benefits to the ScreedPlate system and other products from the range of OMNIE Ltd.

Despite their vernacular styling, the properties make full use of contemporary construction technology to meet (and in some respects exceed) building regulations. Their high insulation standards make them ideal to benefit from the characteristics of underfloor heating, which offers excellent occupant comfort and energy efficiency even at lower temperatures than conventional radiators.

The installation of the OMNIE ScreedPlate panel, pipework and manifold was undertaken by see McIlquhair Plumbing & Heating Ltd. For the support to each house, Torfloor panels and pipe have been fitted. This has then been connected to an eight-port manifold fitted upstairs. ScreedPlate is among the most popular options to OMNIE’s LAYFast systems: being compact and made suitable for in-situ applications, pipes are simply pressed into the profiles without the need for joints and resist being disturbed as the screed is laid.
Industry Update is proud to announce that Fluid Power Centre Ltd (FPC) has been selected as our Industrial Cleaning Update Company of the Month, for their ongoing commitment to providing comprehensive testing and inspection of hydraulic accumulators and their associated equipment, as well as pressure relief valves and pipework.

FPC was established 26 years ago in Deeside, North Wales, by the current Managing Director John Mannion, who has past experience in manufacturing hydraulic accumulators.

After introduction of Pressure Systems Safety Regulations, he decided to set up a service to help companies to comply with this law. We asked John why people should choose FPC, “We can carry out all testing on our client’s site as well as having comprehensive facilities at our own premises. Each of our services is in accordance with the Pressure Systems Safety Regulations 2000, and we also provide a service to supply written schemes of examination to comply with these regulations.”

If a company uses their own pressure system, it is their responsibility to identify the safe operating limits, and this is where FPC can help using their Pressure Vessel Inspection and Testing services and preparation of written schemes of examination. Their Volumetric Expansion facilities allow testing up to 60,000PSI on their own premises and up to 25,000PSI at the client’s, and they can test General Pressure Vessels, CO2 Cylinders, Hydraulic Accumulators, Air Receivers, Fire Suppressant Systems, and Pipework. They also offer Accumulator Recertification, which is available within 48 hours, as well as Vessel Pipework Systems Testing and routine services, repairs or modifications.

Because FPC ensures that they go the extra mile for their customers, they will also complete all of the necessary documentation and certifications once the testing has been complete, to make sure that the client complies with every legal requirement. During the inspection and testing, a full audit and evaluation of the company’s equipment will be conducted, after which FPC will provide a document which specifies the procedures and test dates for every item. These dates are monitored and FPC will keep their clients informed of when the next test dates are imminent, meaning a company can schedule the time needed into their production routines. Furthermore, FPC offers Non Destructive Testing (NDT) techniques.

With over 25 years’ experience in the industry and a team of professional and experienced consulting engineers, FPC has proven expertise in their field. If you would like more information on how they can help you, head to their website or use the contact details below.

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Hilsonic is a leading international supplier of ultrasonic cleaning equipment for a variety of industrial applications. It uses throughout industry.

For a variety of purposes within these areas, including the cleaning valves, pipework, plastic crates and components, indeed whatever you have may be impossible to reach using ordinary cleaning methods. Hilsonic is a leading international supplier of ultrasonic cleaning equipment for a variety of industrial applications.
灰车队挑战：‘更糟的谣言’

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ith an estimated 13 million grey fleet users already on the road and a predicted 11% fall in the UK’s company car fleet over the next 12 months, Licence Bureau is concerned about companies’ inability to adhere to Duty of Care obligations when employees use their cars on company business.

The continued growth in personal leasing and the increased tax burden for some company car users following the introduction of the Worldwide Harmonised Light Vehicle Test Procedure (WLTP) regulations in September 2018 are further adding to the grey fleet challenge which many companies are struggling to come to terms with.

The growing trend for personal leasing following the change in company car and cash allowance rules which came into force in April 2017 has also given rise to challenges around vehicle maintenance.

Industry experts predict fewer vehicles are being maintained in accordance with official manufacturer service schedules as drivers take a more relaxed approach to service schedules and even MOT renewals. From an employer standpoint this creates duty of care challenges.

A disincentive for high mileage company car drivers to choose zero emission cars, despite the lower associated tax, is the practicality during a typical working day including a national charging infrastructure which is struggling to keep pace with demand.

Of significance with the growth in grey fleet is the ‘management’ of such vehicles, and the resultant increase in risk profile with insurance covers, vehicle condition, suitability for journeys and fuel efficiency all outside of an organisation’s control.

Messagemaker Displays LED Speed Signs improve safety nationwide

F
ollowing a pledge by the Welsh Traffic Minister, the ‘Safer Routes to School’ Messagemaker Displays rose to the challenge to supply remotely programmable Speed Reduction Signs to reduce the speed limit to 20mph during school start and finish times.

Messagemaker Displays developed a new LED speed sign, which have been installed on numerous roads outside schools across Wales. These signs use the latest LED technology and enable remotely programmable times to be set to 20mph speeds during school hours, returning to normal speed limit signs at other times. The signs can also be configured to revert to Vehicle Activated Speed Signs outside of the core School Times.

A full year’s school calendar can be remotely downloaded into the signs excluding weekends and school holidays.

A large number of evaluation studies have demonstrated a link between the introduction of 20mph zones and a subsequent reduction in casualties, particularly for schools Trunk Roads. In addition, evidence suggests that 20mph speed limits can help encourage more physical activity, such as walking and cycling, by contributing towards a safer environment.

These types of signs are also popular with drivers as they provide an alternative to speed cameras which some may consider as being ‘anti-motorist.’

Messagemaker Displays provides several options for Vehicle Activated Speed Signs with numerous combinations available to suit any location requirement. With 3 models now held stock, customers can have their signs on site within 5 working days! The optics for the new generation signs are fully compliant with EN 12966 and have a narrower, yet brighter beam from the SMD LED technology which reduces light pollution and in turn reduces running costs.

The LED displays have 128 levels of brightness to suit all conditions from bright days to night time with an automatic dim facility.

The main purpose of these signs of course is to reduce accidents for all road users by reducing the amount of speeding motorists. With the option of using data capture software, users can monitor the effectiveness of the signs, or can even perform same trial and error strategies on different roads to get the best out of the signs.

Other Vehicle Activated Speed Signs have been installed nationwide over the year, and customers are seeing positive results almost immediately. One Parish council in Tewkesbury have found the signs to be, “Proving very successful in calming traffic through the village: the flashing signal clearly reminds drivers of the prevailing speed limit, and the data gathering function is useful in determining which sites within the village benefit most from its deployment. We will be liaising with the local constabulary over the summer months, and provide data from the signs to help them target the most effective periods to deploy mobile enforcement cameras.” Within a month of installing the signs in the first location, the average speed had dropped by 25% and the average height of drivers by 26%, proving the eye-catching LED signs are effective speed calming solutions.

T 01234 712160 info@messagemaker.co.uk www.messagemaker.co.uk
Curtiss-Wright Surface Technologies (CWST) provides high quality surface treatments for improving the life and performance of critical components through its global network of over 70 operating divisions and specialist onsite teams.

Building on the unique heritage of Glenn Curtiss and the Wright brothers, Curtiss-Wright Surface Technologies has a long tradition of providing innovative solutions and building solid and trusted customer relationships.

Our surface treatments have been successfully used by OEM’s in major industries such as aerospace, automotive, oil & gas, subsea, medical and power generation for many years.

We are only too aware of the logistical challenges and costs faced by our customers and so we can offer a ‘One Stop Shop’ solution, providing a wide range of surface treatments including Controlled Shot and Laser Shock Peening, bespoke and trade Coating Applications, Engineered coatings, Thermal Spray Coatings and Parylene Coatings for metal, alloy silicone, plastics and electronic components as well as Analytical Services.

We offer our customers a single source solution and point of contact for all their surface treatment, supporting their requirements through our facilities and on-site field teams, improving and reducing turnaround times and costs.

**Problems we solve**

Component failure is usually due to a sequence or combination of events which can initiate from the design and choice of materials through to manufacturing processing and assembly including the application of heat, welding and grinding, as well as machining and distortion of the part due to bending, rolling or forging.

In services conditions can also contribute to the failure of a part such as variation in temperature and environmental conditions, uneven, high or low cyclic loads or stress profile, compression, torsion and bending as well as foreign object damage. Matching the maintenance needs of the component to its operating conditions and environment is also important to reduce the effects of ageing and wear.

Our facilities use state of the art robotic equipment which has been designed and manufactured in-house specifically for our customers’ work. We 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.

To find out more, please visit: www.cwst.co.uk or email: eurosales@cwst.com.

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**Cutting & Grinding Update**

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**Bigger, Bolder, Brighter 100% Optical Show 2019**

The UK's largest optical show, 100% Optical took visitors on a colourful and eye-opening journey of discovery at London ExCeL from 12-14th January.

The ‘one stop shop’ attracted visitors far and wide and boasted an impressive 200 plus exhibitors with a comprehensive range of stands in each section, debuting 500 eyewear brands, 100 exclusive product launches and showcasing its strongest equipment area to date with tons of kit for visitors to demo.

100% Optical’s famous catwalk was presented by avid eyewear fan and radio presenter Annaliese Dayes, and viewed optical fashionistas with the latest trends and styles for 2019, showcasing 60 plus frames in a variety of colours, styles and materials.

Event Director, Nathan Garrett said, “Truly it has been a bigger, bolder and brighter show this year with catwalk flash mobs wearing the crowds, kids modelling junior frames and spectacular mirrored dancers.

“We welcomed 9,115 visitors through the doors over the three days and it was evident walking around the show that exhibitors had pulled out all the stops to provide a positive vibe and eye opening visitor experience, entertainment and happy hours. This resulted in serious business being done at the show.”

100% Optical is back from 25-27 January 2020. This is our pick of the best exhibitors from this year’s show, listed here in alphabetical order: BUTTI, Bondeye Optical, Suneez & Wolf Eyewear. Further details can be found on this page.

www.100percentoptical.com

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**Wolf Eyewear: Independent UK Eyewear & Sunglasses Brand**

Wolf Eyewear, the British, family run eyewear brand, launched their latest Alpha Collection at 100% Optical to a delighted audience. The Alpha Collection, made from premium Japanese titanium gives optics a high-end frame, with bright colours and transformating styles at an affordable price.

The collection launched with 32 styles, six for both men and women and will appeal to a variety of tastes including those who enjoy a flash of bright colour to the more traditional spectacle wearer.

Margaret Wolfenden, Director at Wolf Eyewear, commented on the show, “With both national and international attendance, 100% Optical was the perfect event to launch our latest range. The support and media coverage helped us reach and introduce our brand to a broader audience of independent opticians.

“Attending events like 100% Optical gives us the opportunity to meet and mingle with like-minded individuals and organisations. Over the years, we have achieved great success and look forward to more in the future.”

Founded in 2009, Wolf Eyewear supplies independent opticians across the UK and Europe with bold, beautiful and affordable eyewear. With a growing and diverse range of materials and styles, Wolf Eyewear is the new stand-out brand for the fashion conscious.

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**Bondeye: The home of over 3,000 products**

100% Optical 2019 was a great platform to launch some of the exciting new brands Bondeye have introduced this year, from eyewear to software our one-stop optical shop continues to bring new products to the show year on year. This year brought the launch of ROAV eyewear, the world’s thinnest folding sunglasses and epithalamic frames along with the introduction of our mineral glass sunglasses range OTS Eyewear. Both brands managed to feature on the catwalk at the show which really helped with the product awareness we were trying to achieve.

Also launched at the show was the impressive AOS ocular surface and image enhancement software, that uses Artificial intelligence to analyse any digital image from any device including a smartphone. Able to automatically grade to gold standards, count, enhance, measure and visualise conditions either over a selected area or utilizing in-built grids to give objective, repeatable and accurate results to aid the clinician’s diagnosis.

Bondeye Optical a family run optical wholesaler based in Warwickshire stock over 3,500 products that we are able to deliver next day to any customer who orders before 4pm.

T +44 (0)121 772 3888
www.bondeyeoptical.co.uk
Twitter @bondeyeopt
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**Why are we damaging our children’s eyes?**

Virtually unbreakable, virtually unlosable, high quality polarised children’s sunglasses

Suneez are a brand new range of stylish, fun and cool sunglasses, which feature all the sun-blocking properties of an expensive pair of adult sunglasses. They come in one size designed to fit kids from age 3-12 years and are available in a range of cool colour combinations to make your little one look the part this summer!

Suneez Founder, David Strang said, “We’ve been a manufacturer of active kids toys for many years and noticed kids were either playing outside without eye protection or using poor quality, cheap sunglasses that offered low protection and break easily. We decided to run some focus groups to find out why parents spend so little on their children’s eyes, when you think people’s eyes are more susceptible to damage than the car’s eyes. The 3 reasons we kept hearing were that parents weren’t aware of the risks, or that they were worried kids would either lose or break any sunglasses they were given, or that they didn’t want to spend more money.”

With this in mind, Suneez were designed with full UV protection, they are made from tough, flexible material and come with a strap and pouch to stop them getting damaged or lost.

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www.suneez.co.uk

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**Designer, Luxury, Leather Gasses & Spectacle Cases**

BUTTI is a British company based near Salisbury in Wiltshire, producing stylish leather eyewear cases for the more discerning customer.

Combining Italian style with innovative British design, our cases are handmade here in England using the finest Italian calf leathers, providing a beautiful, tactile leather case to compliment your eyewear.

Our unique, internationally registered design uses a custom hard inner shell to provide increased protection for your eyewear, while the design allows you to slip your eyewear into the case while preventing them from falling out.

Featuring a matching leather tab, that when pulled, exposes your eyewear for ease of removal.

BUTTI’s eyewear cases are an affordable luxury accessory which are available in a range of colours and embossed designs for both men and women.

Contact Richard Sanderson, T +44 (0)1672 563047
richard@butti.co.uk
www.butti.co.uk

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**Beautiful Leather Cases to compliment your Eyewear**

For more information, visit www.butti.co.uk or tel 01672 563047

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**100% Optical Show Review**

Top 20

Industry Update is sponsored by AGTOS GMBH – see them on page 22
Industry Update is proud to announce that AGTOS GmbH has been chosen as our Shot Blasting Company of the Month, for their expert supply of high quality, long term and economical shot blasting solutions.

AGTOS GmbH was introduced into the market at the beginning of October 2001, founded by a group of exceptional individuals who live and breathe shot blasting technology. This team is supported by staff members who possess unrivalled expertise, something which is at the heart of the AGTOS team. With their headquarters in Emsdetten, Germany, where their world-class technical and commercial departments are also based, their blasting machines are manufactured at their second location in Konin, Poland.

“AGTOS GmbH is a specialist in the design and manufacture of shot blast machines for roughening, cleaning, de-rust, de-scale and hardening,” says Ulf Kapitza. “From the treatment of millimetre sized chain parts, up to steel constructions with the size of overseas containers, there are no limits to the operational capability and dimensions of AGTOS GmbH’s machinery.” Indeed, AGTOS GmbH’s machines are widely considered as robust and easy to use, designed for 24/7 operation.

As well as their shot blasting machinery, AGTOS GmbH also offers high quality second hand shot blast machines, which is advantageous for companies who need a shot blast machine for the short term, or who want to use one temporarily. Furthermore, the company offers spare parts, as well as repair, maintenance and modernisation services for machines from other manufacturers. What’s more, AGTOS GmbH can tailor the machines to the specific needs of the customer, to make sure they receive the best and most appropriate solution for their requirements. This customisation concerns the transport of the work pieces, as well as the spatial conditions and the quality requirements of the surfaces.

One product range of particular interest is AGTOS GmbH’s drum blast machines. These are state-of-the-art machines which are based on an old proven principle. With numerous impressive technical details, these new machines from AGTOS GmbH are ideal for processing bulk materials. Compared with the widespread troughed belt principle, the drum blast machines boast a number of important advantages.

Because the drum is made from moveable to fixed machine parts are avoided, which prevents parts becoming trapped. Furthermore, the drums can be emptied more easily, avoiding double machinery of individual work pieces.

Serving a wide range of customers, including those in the automotive, foundry, agricultural and fastener industries, AGTOS GmbH’s goal is to always find the best solutions for their customers. They place great value on training and the further education of their employees, investing in the company’s future and ensuring every new customer gets the same world-class support and service. Indeed, this philosophy is clearly working, as AGTOS GmbH’s huge successes have led to an expansion of their plants in both Emsdetten and Konin in order to cope with the growing demand for their products and services. Currently, they are implementing a new ERP system which will be installed to connect both of these plants.

If you would like to find out more information, head to their website or use the contact details below.

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Industry Update is sponsored by Capcoder – see them on page 3
Industry Update is sponsored by AGTOS GMBH – see them on page 22
Rheintacho: Delivering unparalleled products and customer service for over a century

It takes something special for any company to remain at the forefront of their industry for as long as a century (118 years in fact). It’s a remarkable feat when you consider the tumultuous events of even the past decade; never mind the past 118 years. Only ten years ago were global markets rocked by the financial crisis of 2008 from which the most damaging recession had emerged since the Great Depression of 1929, another economic disaster through which Rheintacho operated. Of course, the business was not without its challenges; it was forced to adapt and innovate in order to stay afloat. This ensured customers and partners remained loyal to Rheintacho, while expanding much farther afield by opening a sales office in Switzerland in 2016. This ensured customers and partners remained loyal to Rheintacho, while expanding much farther afield by opening a sales office in Switzerland in 2016.

In the company’s beginning, when they were acquired by the Münzner family in 1920, Thomas Münzner had wished to take the business from supplying tachometers to manufacturing them. Thus in 1924 and with only three mechanics, the production of tachometers began and sparked a long and fruitful tradition of manufacturing. Battling through the Great Depression, two world wars and the economically tumultuous years of the 1970s, Rheintacho emerged into the 21st century with a renewed sense of optimism and hope. Economically tumultuous years of the 1970s, Rheintacho emerged into the 21st century with a renewed sense of optimism and hope.

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Rheintacho have further acquired a UK subsidiary (Rheintacho UK) which also acts as a sales and support centre for the UK including their own independent production of instruments and tachometers, while expanding much farther afield by opening a sales office in Suzhou in China back in 2016. This ensures customers and partners across the globe are within reach of Rheintacho’s superior customer service and support, while proving a testament to the consistent growth of Rheintacho.

Above all else, the history of Rheintacho serves to highlight the success which results from maintaining and nurturing long-term business relationships and treating customers and partners with the respect and attention they deserve. Further bolstering the company’s continued success is the company-wide ethos of allowing growth to occur naturally. Not forcing growth and expansion has proved vitally important in keeping the company on course, with staff numbers, turnover, innovation and productivity all steadily increasing.

Of course, what has proven the main driving force for Rheintacho over their lifespan is their range of highly innovative products. A company can have the right ethos and business practices and do everything else right, but without a solid range of products under a company’s belt, any company would find it difficult to maintain growth and expansion. As we have established, Rheintacho boast an incredibly rich experience in rotational speed measurement instruments. Rheintacho’s range of products comprises of rotational speed sensors, stationary stroboscopes, portable stroboscopes, digital hand-tachometers, mechanical hand-tachometers, rotational speed monitors, LED indicators, non-electric products, rotation direction detectors, F/I(U) converters, AC-DC power packs and accessories and spare parts. Rheintacho is also pleased to be able to offer customers a new generation of high specification, multi-tasking speed sensors capable of measuring speed, direction, position and temperature.

As well as their range of standard products, Rheintacho are delighted to be able to offer customers completely bespoke solutions tailored to fit the customer’s specific needs. With a multidisciplinary team at the customer’s disposal as well as a willingness to listen openly to the customer’s needs – whatever they may be – there is no company better positioned to design, develop and manufacture a speed measurement solution for the customer. Opening a transparent dialogue with the customer while maintaining long-term cooperation with them, is of the utmost importance to the Rheintacho family.

Due to Rheintacho’s product range being so extensive, there is inevitably a wide range of applications for their products and solutions. Their range of products has been applied in the following fields: electric drives, material handling, large engines, mobile hydraulics, service and commissioning, customised solutions and wind energy, to name a few. Let’s take a deeper look into one of these applications. Rheintacho’s rotational speed and directional sensors perform extremely well in electric drives on mobile machines and electric vehicles, for example golf buggies. There are several important parameters with regards to meeting the needs of the client, which include: minimum replacement output, the fastest availability of replacement parts, demanding temperature profiles and signal tolerances, component standards close to those of the automotive industry, and low space requirements for installation.

Undertaking Rheintacho’s range of solutions is their streamlined and highly efficient product development process, whereby all key operational sequences are organised into procedures which are to be dealt with by cross-functional teams. The product development process can be broken down into the following stages: pre-analysis, involving selecting which requests will be accepted as a project; analytical, including the development of basic data; specification, involving a detailed description of the product; conceptual, focusing on each component of the product; prototype phase, verifying technical properties of key components; pilot series phase, spawning planning production lists; and finally the start of production.

Such a focused and efficient attention to detail of every single aspect of the product is what separates Rheintacho from the competition and guarantees a timely execution for the customer. But it is not only Rheintacho’s commitment to manufacturing products to second to none in quality and providing unparalleled customer service, which makes them a truly great company. The icing on the cake is Rheintacho’s understanding that they are part of a greater whole. Adopting ZVEI’s code of conduct for social responsibility and having their own policy for environmental management, the German specialists are 100% committed to being a positive force in the world and are actively supported by their subsidiaries in the UK, the Czech Republic, France and China.

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