

# INDUSTRY UPDATE

Tel: **01562 756960** | [www.industryupdate.co.uk](http://www.industryupdate.co.uk) | December 2019 | issue **218**

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<p><b>Asscon</b> Vapour phase reflow &amp; vacuum vapour phase</p>	<p><b>Heller Industries</b> Convection reflow &amp; vacuum reflow, drying and curing ovens</p>
<p><b>Inertec</b> Selective soldering, batch, inline, stamp and multi-flow</p>	<p><b>PBT Works</b> Stencil, PCB and Pallet cleaning</p>
<p><b>Essectec</b> Pick &amp; place, dispensing and component storage</p>	<p><b>Höfner</b> De-panelling and laser marking</p>

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At TXM, selected as one of the Top Exhibitors at PPMA Total Show 2019, we are world leaders in applying Lean Thinking in Small and Medium enterprise.



We have worked with hundreds of smaller manufacturing and distribution businesses from bakers to steel fabricators and from corporate uniform suppliers to food distributors.

We take pride in our practical approach, getting out on the factory floor to coach your employees to achieve real change, with direct business results. Since 2015 our growing team of seasoned Senior Lean Consultants in the UK have delivered outstanding results in a diverse manufacturing and distribution businesses from Cornwall to Aberdeen.

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- ▼ Business Process Efficiency

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<p>Permanent Overband Magnets</p>	<p>Electro Overband Magnets</p>	<p>Drum Magnets</p>	<p>Metal Detectors</p>
<p>Eddy Current Separators</p>		<p>Stainless Steel Separators</p>	

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# Factory Magnets Solutions at Southern Manufacturing 2020



Handheld worktop magnetic sweeper

Magnetic technology to improve manufacturing efficiency and safety is the focus for Bunting on stand B270 at the Southern Manufacturing & Electronics Show 2020 (11-13 February, Farnborough International Exhibition and Conference Centre, UK).

Bunting is one of the world's leading designers and manufacturers of magnetic separators, metal detectors, magnets, magnetic assemblies and magnetising equipment. The Bunting European manufacturing facilities are in Redditch, just outside Birmingham, and Berkhamsted, both in the United Kingdom.

The range of Factory Magnet Solutions includes Magnetic Sweepers, Magnetic Chucks, Magnetic Lifters, and Holding Magnets.

The Magnetic Sweeper range utilises magnetic forces to lift and hold magnetically susceptible particles such as swarf, nails and screws. The range includes small handheld models for worktops, push-along versions to clean factory and warehouse floors, and larger fork-lift mounted designs to clean larger areas, loading bays, car parks and even airport landing strips. For many companies, regular use of a Magnetic Sweeper forms part of their daily safety protocol.

Magnetic Chucks are a common feature in metalworking operations and are used to clamp and secure metal components during machining and milling. The Magnetic Chucks are available with two different magnetic pole pitches to suit specific sizes of component. Standard pitch models (A) are designed for components above 3mm, while Fine Pole Pitch models (AA) are used to secure small or thinner components below 3mm. Both designs are available in a wide range of sizes and have an industry-leading holding force of 100 N/M.

Permanent Magnetic Lifters are a common site in metalworking facilities, factories and warehouses, providing an easy and safe method of lifting and moving ferrous metal components and sheets. The Bunting 'MagLift' range includes models designed to lift 50kg (ML-275), 100kg (ML-550) and 200kg (ML-1100). The 'MagLift' utilises a permanent magnet and, therefore, does not require any power. A very simple hand-controlled mechanism allows switching between on and off by moving one of several blocks of high-energy magnetic material within the MagLift.

Along with the Factory Magnetic Solutions, Bunting is exhibiting their extensive range of magnets and magnetic assemblies. Bunting is one of the world's leading suppliers of high strength neodymium magnets, as well as designing and manufacturing plastic-bonded magnets and magnetic assemblies at their facility in the UK.

For further information, please contact us at: [press@buntingeurope.com](mailto:press@buntingeurope.com) or visit our websites at: [www.buntingeurope.com](http://www.buntingeurope.com) and [www.mastermagnets.com](http://www.mastermagnets.com)



Magnetic chuck

# OPM Europa merges inkjet and robotics for DTS

Dutch company OPM Europa has developed a new system for printing directly onto a variety of objects using water-based inkjet.

Its invention, LabelSaver, integrates OPM Europa's own robotics with the Memjet-powered TrojanLabel print engine and proprietary coatings to create a self-moving printer for label-less production. It can be used to print high quality colour directly onto objects including metal paint cans, plastic containers and bottles.

As an example, LabelSaver can print at a rate of 500 jerry cans per hour in full colour, 360 degrees. The system is also capable of printing on Memjet-receptive coatings for flexible packaging and films.

LabelSaver has been developed in response to the proliferation of SKUs and increased demand for short-run labels, which has driven small manufacturers to look for more economical ways to label their products.

In utilising Memjet's VersaPass technology, Dursun Acun, founder and European sales director at OPM Europa, and the brains behind LabelSaver, said, "VersaPass has the unique combination of features needed to realise my vision of true label-less printing."

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# Firepro continues to improve safety standards around the world

Mission Statement – “Our Strength is Your Safety”

**A**t Industry Update, we strive to showcase companies which are leading the way in their respective field, to highlight how they are pushing boundaries and setting standards across the industry. For this reason, we are proud to announce that Firepro has been chosen to receive our Fire Protection Company of the Year award, for its industry-leading Passive Fire Protection systems, which are helping companies and contractors across the world maximise their safety standards. “We’re glad to be appreciated and noted for our hard work over the years, we must be doing it right!” said Frances Rooney, Director. “Our Strength is your Safety” – is the mission statement we live up to.

In operation for many years with Frances and James Rooney at the helm, Firepro is at the forefront of technology in the fire protection industry. Based in Dublin, the company is an approved installer and applicator of the industry’s leading Passive Fire Protection systems. Firepro has extensive experience in dealing with assigned specifiers on many types of projects, from commercial and industrial to pharmaceutical and public sectors.

Firepro takes pride in Installing and maintaining fire protection systems in numerous large building projects across the globe. Indeed, some of these include projects for major companies such as Pfizer Pharmaceutical, AIB (Allied Irish Bank), BMS (Bristol Myers Squibb), Arthur Cox, Google, Penney’s, Toyota, VHI, ESB, Yahoo, Kerry Foods, Dublin Airport – DAA, BD Medical, Amgen, Irish Life, Dunnes Stores, and Guinness/Diageo, to name only a few. Such a world-renowned client base is further proof of the quality of Firepro’s services, and the tangible improvements it is making to fire protection on an international basis.

“It’s been quite a busy 12 months for us,” said Frances. “We’ve been doing up to the minute personnel training, keeping everyone up to speed with the latest health and safety standards and new products to ensure we are all working at the highest level. Sales have improved on last year, and we are consistently achieving our goals as we go.”



Passive Fire Protection is fundamental to structural fire protection and fire safety in a building, containing fires or slowing their spread through fire resistant materials which have already been installed throughout the building. This means that in the event of a fire, Passive Fire Protection buys more time for occupants to evacuate the building or reach an area of safety.

This essential area of Passive Fire Protection is where Firepro is a leading expert. As full members of the Association of Specialist Fire Protection Ireland (ASFP) the company is regularly checked by Firas, an independent body which assesses the application and installation of Passive Fire Resisting Products. This approves Firepro’s consistent high standards of work both in office and onsite. The company also ensures all the products used are tested and approved to BS & EN Standards with complete back up data.

“We ensure we stay up to date with changing regulations, and we are a member of ASFP Firas, CIF and CIRI,” explained Frances. “We also have The Boris system in place for recording all works electronically, providing traceability of all the works carried out on every project we are assigned to.”

What’s more, because systems and technologies within the fire protection industry are constantly

evolving, it is imperative that a company such as Firepro stays alert to these developments. “We keep up to date with researching new products and test data so we can provide the most efficient compartmentation within a building, to protect the structure and ensure it is a safe place for people to live and work in. We are always working to be number one, with a safe reputation and delivery of quality at all times.”

Through its expert services, Firepro helps its clients to meet legal obligations, such as insurance criteria, to provide a safe environment for employees and visitors as well as protecting valuable stock and assets. Thanks to its proficiency, Firepro recognises the challenges posed by modern buildings which include air-conditioning systems, communications networks and high-specification electrical installations. This means Firepro ensures that fire compartments are maintained while considering the numerous cables, pipes and air-handling ducts and services which must pass through walls and floors.

“We’ve secured some impressive projects that we’ll be

getting involved with over the next four to five years,” Frances said. “We’re excited for the future, and we will continue working to be the number one go to company in our field and stay at the top of our game.”

Without a doubt, Firepro is offering essential services, helping people to create a safe living space and workplace so they can rest assured that they will stay protected in the event of a fire. If you would like to find out more information on how Firepro can help you, head to the website, where you can also find a selection of the impressive projects Firepro has worked on. Alternatively, don’t hesitate to get in touch using the contact details below.

**Contact**  
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 Firepro are at the forefront of technology in the fire protection industry. Based in Dublin, we are servicing clients throughout Ireland and abroad. We are approved installers and applicators of the industry’s leading passive fire protection systems.

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## Discover latest industry developments

PPMA Total Show is the UK's biggest exhibition of processing and packaging machinery. The 2019 event was held at Birmingham's NEC from 1-3 October.

The Total Show brought together PPMA (Processing and Packaging Machinery Association), Pakex (packaging) and Interphex (pharmaceuticals). It showcased the latest in processing and packaging machinery, robotics and industrial vision systems, as well as today's innovations and advances in materials, containers, packaging design and sustainability.

Visitors were able to experience the full spectrum of packaging and processing machinery, including solutions for food, beverage, pharmaceuticals, household products and toiletries, building materials and supplies, pet care, micro-breweries and distilleries, FMCG as well as contract



packers and more.

Visitors also had a valuable opportunity to network, attend seminars, source new ideas and solutions, and meet potential new suppliers, influencers and technical experts. With everything under one roof,

there was a huge amount of knowledge and inspiration to be gained in a single visit.

Keynote speakers offered inspiring insights and shared their industry knowledge and experience in information-packed seminars. Plus the PPMA Group Industry Awards recognised and showcased the finest examples of innovation, smart manufacturing and entrepreneurship from the world of processing and packaging machinery.

The PPMA Show 2020 returns to Birmingham's NEC next year from 29 September to 1st October. This is our pick of the best exhibitors from this year's show. Further details can be found on this page and the next two.

[www.ppmashow.co.uk](http://www.ppmashow.co.uk)

## Hot and cold glue applicators

Integrated Glueing Technology Ltd ([www.igluetech.co.uk](http://www.igluetech.co.uk)) has sold, installed, and serviced hot and cold glue applicators for over 35 years.

We supply UES Hot melt systems from Germany, Zator cold glue systems from Italy, and our sister company supplies Multifeeders high precision friction feeders from the USA.

We go the extra mile designing special purpose-built machinery, bracketry, transport mechanisms for glueing systems such as conveyors, card or paper feeding machines, carton sealers and erecting machines to help your production.



We also provide a wide range of adhesives.

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[www.igluetech.co.uk](http://www.igluetech.co.uk)

## Pouch Machines for Plastic FREE Recyclable Pouches

Pouch Machine Ltd, a world leader in machinery for premade pouches, has been working closely with major suppliers of film and is pleased to announce a revolutionary new Plastic Free and Recyclable pouch to accommodate a more sustainable alternative to packaging. It works great on our M7 Packaging Machines.

Our M7 Packaging Machines have been made in Canada for the last 15 years and thousands have been installed all over the world! We've packaged product in all formats of liquids, powders & free flowing materials.

The M7 comes in a single and twin head model that can run up to speeds of 40 pouches per minute. With an easily adjustable pouch loading mechanism, you can run pouch sizes from 40mm to 320mm wide and up to 450mm long. It also comes with a high-resolution full colour touch screen control panel, with 3D graphics for simple ease of operation.

It is the most durable, economical and flexible pouch machine on the market today. They come with a variety of add-on options and features like, date coding, gas flush, washdown, vacuum, RFID and are capable of interfacing with a multitude of fillers.

T +44 (0)1793 238683  
[sales@pouchmachine.co.uk](mailto:sales@pouchmachine.co.uk)  
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## Bag closing options are designed to suit all market sector demands

At the PPMA Total Show, Fischbein-Saxon demonstrated a range of its bag closing options including a UK-first cost effective manual bagging station, a Fischbein high speed sewing system, a Saxon band sealer with zip lock closer, and the SH1000 hot air sealer, as well as its newly improved, high speed air evacuation system with a three stage conveyor. This improved Air-Evacuation system is called 'airevac' and can now be installed with all models of Saxon sealers to offer high speed production



This SEM30 made its UK debut at the show

bag sealing, air evacuation, plus optional gas insertion. The improvements deliver more bags per hour, a higher fill rate, increases in air removal from the bags and enhanced shelf life for food stuffs.

Also on the stand was the SEM30 manual bagging system which made its UK debut. Gaining phenomenal interest, This robust, gross weigher offers many benefits to users as it boasts integral hopper, three electronic weighers, accurate dosage, 500 product



Fischbein Saxon demonstrated its improved 'airevac' system

recipe spaces, easy to clean feeding screw and pneumatic bag clamp. Presented as an all-in-one bag filler and closing solution, the SEM30 will suit small to medium sized companies looking to speed up their packing process.

Another machine on show was the Saxon band sealer with Zip lock closing. Saxon band sealers have been used across industries for years, but due to the growth in the sports nutrition and fine powders industry, and their common zip lock bag, Saxon has developed the Band sealer to accommodate all zip lock bags. It seals the bag surface and pushes shut all zip locks or sliders in one go.

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[sales@fischbein-saxon.co.uk](mailto:sales@fischbein-saxon.co.uk)  
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## Showcasing RTP solutions: A smarter, more efficient future

Logtek was delighted to showcase at the latest PPMA show back in September.

The show was a fantastic opportunity to talk to buyers, industry experts and consumers alike from the caps, closures and beverage marketplace to showcase our new range of products, especially at a time of a real need for change regarding plastics and a key focus on the circular economy.

We were able to discuss the benefits of the range of RTP (Returnable Transit Packaging) which provides a strong, versatile and hygienic solution to transportation needs.

Developed through Europe's leading RTP provider and parent company Schoeller Allibert, our Mangum Optishute and Hopper are ideal for transporting, storing and dispensing caps and closures, small bottles, dry food



ingredients or even pharmaceuticals.

With the circular economy on everyone's lips, our latest solutions take away the need for high volumes of cardboard and shrink waste and reduce the risk of ovalisation for caps and closures. It was great to gauge interest and see just how many businesses would benefit from a switch to our solutions.

As supply chain specialists, we were able to highlight how we can provide tracking and asset management for businesses and the range of benefits on offer including washing, rental and repair. We are now looking forward to further shows alongside improving transport solutions for a wide range of customers.

If you'd like to know more, please do not hesitate to get in touch with us at: [www.logtek.com/contact-us](http://www.logtek.com/contact-us)

## BFR Systems

BFR Systems is a French Group which specialises in supplying turnkey solutions for the agri-business industries around the world, from medium to global companies. BFR Packaging & Process Ltd supplies machinery and technical services to the UK and Ireland from its Dublin based office.

The Group offers an array of different machinery used for process, cutting, handling, packaging and control. The company is focused on 4 industries: bakery/pastry, ready meals/snacking/organic food, cheese and pet food.

BFR Systems is renowned for its extensive knowledge of both the distribution and integration of well-known brands as well as the manufacture of its own

machinery and line solutions.

BFR Group employs 200 employees across 4 production sites. One site consists of 50 employees, dedicated to the machinery distribution: process, packaging and control. The remaining sites are operated by a staff of 150, who are devoted to manufacturing of its own machinery for conveying, handling, robots, ultrasonic cutting and bespoke solutions.

Thanks to its experience of 65 years, BFR Systems offers solutions to complex and specific projects as well as the design of complete production lines. Over 1,500 clients around the world put their project in our hands, so why don't you be the next one?



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Transforming your logistics for operational efficiencies

Logtek's new range of RTP (Returnable transit packaging) provides a strong, versatile and hygienic solution to your transportation needs.

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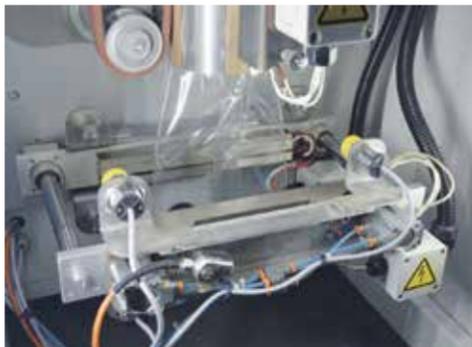
## SealScope™ – In-line, 100% seal inspection for best packaging results

Engilico's SealScope™ solution provides 100% in-line seal inspection and process monitoring. SealScope™ technology measures – by using sensors on the sealing jaws – the distance or vibration patterns during the closing of the sealing bars. This measurement is compared to the reference vibration pattern of good seals and any compromised package due to wrinkles, folds, product in seal or other inclusions is rejected.

By monitoring and adjusting the process, the number of incidental wrong packages can be reduced by a factor of 10 or more. Also, using SealScope™ the production line can be optimized to increase packaging speed while monitoring the sealing quality.

The global partnerships with leading manufacturers of pouch, horizontal flow and VFFS packaging machines guarantee an easy integration of SealScope™ to deliver optimised packaging lines.

SealScope™ enables customers to realize a better outgoing packaging quality, increased packaging line performance and end-of-line automation eliminating manual inspection work. Consequently, SealScope™ technology warrants package integrity and shelf life, reduces customer complaints and



therefore improves the brand image of top 10 international players within the global food, pet care and other industries.

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## Apex Dynamics gearing up for launch of new stainless range

Apex Dynamics UK was able to steal the show on debut at PPMA Total, celebrating its launch of a new range of stainless steel, planetary servo gearboxes in the UK that the company says will be a game-changer for applications in the food, pharmaceutical, packaging and automation sectors – what's more the kit is Brexit proof!

Visitors to the NEC on October 1-3 who headed for Stand E96 were able to witness the latest in high precision, planetary servo gearbox technology available from APEX Dynamics, the exclusive and only authorised distributor of this equipment in the UK.

Already established in 35 countries but new to the UK, what makes these planetary servo gearboxes different, but not significantly more expensive than standard steel units, is the stainless-steel body and patented design features around the gearbox and bearings.

One of the world's leading servo gearbox and rack and pinion manufacturers, APEX Dynamics' precision products are capable of backlash accuracy down to less than one arc minute as well as being cleverly designed for easy cleaning and sterilising in an environment involving food grade materials or pharmaceuticals.

Existing customers include packaging machinery



manufacturers, food, pharma, automotive and numerous related markets.

In addition to promoting the new planetary servo gearboxes, which are available in in-line, right angle and a wide range of frame sizes and ratios, the Uttoxeter-based company also showcased an entire range of related servomotor solutions, including rack, pinion, right-angle helical and spiral bevel gearboxes.

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**www.apexdynauk.com**

## Protecting the planet, people and your profits

PPMA 2019 has been a resounding success for Hazel 4D. The interest in our market leading Extremus stretch film in partnership with the Atlanta Stretch wrapping equipment has been fantastic!

Visitors were able to watch the advanced Atlanta MYTHO Easy wrapper with the robust 25mm low profile easy load turntable applying the new Extremus films at less than 3mu thickness to a variety of pallet types. This is thanks to its revolutionary triple roller variable pre-stretch film delivery system.

We also displayed the compact Atlanta SFERA Easy Touch robot wrapper which has the same advanced film carriage but can be used anywhere in the warehouse, to wrap any size and shape of pallet.

We were delighted to see that the operator propelled manual Atlanta Marathon wrapping machine was also an enormous success, with visitors expressing interest from a variety of angles including health and safety, wrapping consistency, space constraints, and improved wrapping to pallet bases.

With our state of the art mobile load stability testing kit we were able to put the latest generation 55 layer Nano Technology EXTREMUS high performance stretch



films through its paces and demonstrated significant improvement in the load stability of the pallets whilst achieving an incredible plastic weight reduction of 65%, and furthermore a cost saving of circa 40%!

Why not put Hazel 4D to the test to see how we can help you to: protect the planet, people and your profits, and arrange a complimentary stretch wrapping audit today to see how much you could save!

**T +44 (0)113 242 6999**  
**wecare@hazel4d.com**  
**www.hazel4d.com**

## Automated vertical lifting solutions

Supplying a breadth of industries, NERAK moves materials from powders to pallets via automated vertical lifting solutions across single and multiple floor levels in production, manufacturing, end of line process and onward distribution environments.

NERAK has been based in the UK for over 30 years, with the last 25 years being proudly nestled in the beautiful Welsh hills of the Brecon Beacons where its UK manufacturing site and Head Office is situated.

The automation and material handling industry is incredibly buoyant with substantial growth continuing in sectors like food manufacture, ecommerce and



distribution. Progressions in Robotics and their interactions with lifts like NERAK's present a really interesting future.

NERAK is a Global Brand with counterparts in Europe and the

United States. Together, NERAK supports customers worldwide working with brands such as P&G, Mondelez, Mars, Ocado, Unilever and XPO Logistics.

The UK team predominantly assist Integrators, end users and consultants through NERAK's design, manufacture, installation, training and aftercare processes on projects including pendulum and continuous bucket elevators, tote, carton, luggage, pallet, dolly, cage and mezzanine lift systems.

**You can find machine specifications, throughputs, case studies and much more at: [www.nerak-uk.com](http://www.nerak-uk.com) or via LinkedIn where regular videos, photos and updates are shared.**

**Servo Gearbox Deliveries Slowing Your Production?**

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**BLUEPOINT STEEL**

Unit 1  
 Bluepoint Business Park  
 Wills Road  
 Totnes, Devon  
 TQ9 5XW

T - +44 (0) 1392 927 030

E - sales@bluepointtags.co.uk W - www.bluepointtags.co.uk

## Bluepoint Tags & Labels

Bluepoint Tags & Labels, now entering its third successful year, specialises in the manufacture of labels and tags for industrial uses such as steel processing, food manufacturing and general applications where a tough, waterproof, high tear resistance tag or label is required. The business is based upon traditional values of manufacturing quality products at fair pricing whilst delivering exceptional customer service.



Bluepoint Director, Iain Pringle, commented, "Good old fashioned values seem to have been swallowed up and dismissed by today's modern efficiencies, when in reality these simple values are very important, especially to the industrial sectors that we serve."

Bluepoint has vast experience in the labelling and tagging sectors and specialises in finding the right solution to our customers' often demanding applications. Fast lead times and utilising a wide range of materials, the team will find the answer to all your labelling and tagging requirements. As well as the labelling side, Bluepoint also offers a complete one-stop-shop for all your printing requirements – with great deals on printers, software, support and servicing.

For a friendly no obligation quotation on new or existing labels and or tags, why not give Bluepoint the opportunity to impress you? Send over the quantities and description of what you use and leave the rest to us!

**T 01392 927030**  
**sales@bluepointtags.co.uk**

## Successful year at PPMA for ATD

### Marking Systems

ATD Marking Systems, a leading manufacturer of coding and marking solutions launched a new range of thermal inkjet printers at the PPMA Total Show this October & announced a partnership with Solaris Laser SA to offer state of the art laser coding systems in the UK.

Ever aware of changing market requirements, ATD keep pace with new technologies, software and control systems to provide customers with the most up to date solution for their needs.

ATD's extensive product range includes:

- ▼ **Continuous Ink Jet (CIJ)** – State of the art Leibinger CIJ printers' capable of marking on all surfaces including metals, plastics and glass.
- ▼ **High Resolution Inkjet** – High resolution inkjet printing for text, logos and barcodes onto paper, board, wood and concrete with text heights from 2mm to 500mm.
- ▼ **Thermal Inkjet** – Low cost, high quality thermal



inkjet printing using disposable ink cartridges for simple operation and minimal maintenance.

- ▼ **Laser Coding** – Laser coding technologies for the permanent marking of almost any surface.

ATD prides itself on supplying reliable customised solutions and first-class service. Whatever your coding and marking needs, ATD Marking Systems can find you the perfect fit.

Contact ATD today on 01858 461014.

## Premier Labellers

Following their largest ever exhibit at the PPMA Total Show, Premier Labellers showcased their flagship P250 bottle labelling machine, P105 top & base labelling machine, P500 tube labelling machine, and their P120 three roller-wrap labelling machine. With live demonstrations throughout the event, the exhibit was an attractive standpoint of the show.

With over 25 years of experience within the labelling industry, Premier Labellers is one of few remaining British labelling equipment manufactures. They design, build, test and distribute self-adhesive labelling machinery from their site in Harwich,

UK. Thriving on their ability to provide custom solutions that are built to your requirements, designed for high accuracy and high-quality results, with a range of standard and bespoke modules.

Offering an extensive spares and service department and a thriving contract packing department, Premier Labellers is the UK leader of reputable British labelling solutions. With over 75% of business being repeat business and with the absence of a sales team, customer satisfaction is at the core of the company. Exciting times are ahead with significant investment into the production



facilities, a brand-new digital injection into their buyer process and marketing strategy, as well as confirming a larger stand for the PPMA Show 2020!

T 01255 553822  
www.premierlabellers.co.uk

## Rotech achieves top marks for visitors

Coding and marking specialists, Rotech Machines Ltd, is celebrating a record number of visitors to their stand at this year's PPMA Total show. The Rotech stand is always a popular destination for visitors because they get to experience a variety of clever coding and marking technology, as well as receiving expert advice and money-saving tips.

At this year's show, the Rotech stand was a hot spot of activity from the moment the doors opened, with around 250 people visiting the stand during the show.

Why is Rotech always so popular with visitors? Well, this trusted British manufacturer has been



producing innovative coding and marking solutions for 22 years for the packaging industry. Their experienced print and marking specialists really understand the challenges customers face today with packaging and labelling, so they are trusted

to design and make easy-to-use solutions that are reliable, save time and reduce costs.

In addition to seeing Rotech's best-selling solutions including RF Lite, RF Auto and thermal inkjet technology, visitors also came to experience Rotech's FREE Top Marks Service at their Packaging Drop Zone – visitors simply drop off their own packaging samples to receive FREE sample printing and cost-saving analysis using their latest thermal inkjet technology.

To find out more about Rotech, to book a free consultation, or to apply online for their free Top Marks service, call 01707 393700 or visit: www.rotechmachines.com

## VBS VacuumBarrierSystems

Vacuum Barrier's NITRODOSE® Liquid Nitrogen Injection systems provide the most precise liquid nitrogen dosing to add strength to non-carbonated beverages for light-weight packaging and displace oxygen to extend shelf life.

The NITRODOSE® Liquid Nitrogen Injection systems are designed to inject a drop of rapidly expanding liquid nitrogen into the headspace of a container before capping or sealing. The resulting pressure adds



strength to thin walled containers and reduces the headspace oxygen content.

NITRODOSE® Liquid Nitrogen Injection systems are used for both hot and cold fill light-weight packages with accurate pressure achieved. Various types of NITRODOSE® Liquid Nitrogen Injection systems are available for different requirements.

Contact  
www.vbseurope.com

## T-Mark: New inkjet e-commerce site enjoyed successful launch

T-Mark, the new subsidiary of Timbermark ID Systems, received a great deal of interest at its launch at the PPMA Total Show. The company introduces a new e-commerce platform for high resolution inkjet printers. Aimed at independent dealers and end users capable of self-installing, the T-Mark site offers an already-successful range of inkjet printers and accessories.

Timbermark ID Systems has been supplying high-resolution inkjet printers to the timber industry for 15 years. Its new division introduces some of Timbermark's best-selling products into new industry sectors. PPMA was a great opportunity for potential dealers to engage with the concept and products.

T-Mark offers printers from Sojet Electronics (Xiamen) Co, Ltd, based on HP technology, which offer sharp print quality, reliable performance and easy maintenance. The Sojet printers are easy to install and maintain and prices start from just £1,200. Future products will include Handjets from EBS Inkjet and high resolution piezo-based



printers from Yeacode.

Distributors receive a discount on the printers and ink they sell based on their commitment to the programme. Signing up and creating an account will earn a 10% discount, with higher levels of discount available for those who train technicians & purchase demo equipment.

Potential distributors can email T-mark at: sales@t-mark.co.uk

## The end of cable management!

Apex Transmissions Ltd is pleased to announce that the latest models of our Kassow Cobot range now come with full I/O functionality at the end of the cobot arm. The tool I/O can be used to integrate attached peripherals using the digital I/O, RS485 or Ethernet into a robotic environment. Along with our 7-axis rotary technology, this improvement pushes our range



to the forefront of collaborative robotics. No longer do untidy cables need to run down the outside of the arm, grippers can be connected straight into the I/O port allowing for fast deployment and eradicating the risk of snags during operation.

This cutting-edge software update has allowed for OnRobot and Robotiq gripper programming via

the robot teach pendant. Control of position, force and speed amongst other factors can now be quickly modified and saved using a simple user interface. With this update, a full drag and teach mode button on the end of the robot arm allows for free drive into a pick or place location aiding to a decreased setup time.

The combination of these factors creates a superior robotic product that allows rapid deployment, simple and time saving programming, strong build quality and payloads up to 10kg.

T 01827 253340  
sales@apex-trans.co.uk  
www.apex-trans.co.uk

## Gericke celebrates 125 Year Jubilee, what benefits can you expect?

125 years as an independent family business! We are very proud of this and would like to thank our customers and suppliers for their trust over so many years. But what concrete benefits can they derive from it? For once, we don't want to discuss our superior quality and innovation, but share our values which, in our opinion, have a positive effect on your financial returns as well.

Expertise, value and trust are three key drivers that make a significant contribution to the company's development as success factors. Expertise stands for our ongoing efforts and activities to build and share knowledge with clients. We create added value for them through on-time commissioning, longer production cycles and reduced maintenance. For us, value also stands for mutual esteem, respect & openness. Trust cannot be bought. It is the result of our honest and constant work to give our best for your projects and our attitude when in contact with you and our partners. Our 125 year existence is living proof that we



have done a good part of it right. But we do not rest!

T 0161 344 1140  
gericke.uk@gerickegroup.com  
www.gerickegroup.com/en

## Gainsborough Engineering Company 'The Range'

Stand-Up Pouch Machine Model GHP 250

Equipped with the latest technology, electronic and pneumatic combined with a construction objective of simple reliable mechanics, the GHP 250 offers flexibility and reliability with low operating costs. The Stand-up Pouch Machines form and seal the pouch from the reel resulting in upwards of 30% savings over pre-made pouches.

The machine can be set up to accommodate a wide range of Stand-up pouch sizes. With the focus on tight seals, a must for modern packaging, this allows for an almost unlimited variety of products that can be packed by the machine, including, granules, solids,

liquids, powders, gels, pastes and many more.

**Full Servo Continuous & Intermittent Vertical Form Fill Seal**

With fast changeover and speeds up to 140ppm Continuous & 90ppm Intermittent, the Gainsborough Belt & Jaw Servo Drives offer high speed bagging in a compact footprint, ideal for high speed applications such as snacks and nuts, confectionery products, rice and powder as well as vegetable packing, ie. potatoes, sprouts, peas, corn & other free flowing products.

**GV2K range – Vertical Form Fill Seal Intermittent Baggers**

This Popular Bagging machine offers the latest in design & control; all models in the GV2K Range are



manufactured from Stainless Steel and offer either Standard or High-Care finish. The compact footprint makes these one of the smallest range of machines available while offering all the additional options available on the full range of Vertical Bagging Machines.

T 01427 617677  
M 07971 121588  
sales@gains-eng.co.uk  
www.gains-eng.co.uk

# Rebo launches the SMS R1 – a ‘game changing’ in-house safety sign and labelling system

**Rebo Systems were proud to officially launch their very own in-house sign and labelling system at the A+A exhibition. As an event that is central to innovations in workplace safety, Rebo felt this was the most significant gathering of safety professionals, an audience that would appreciate the immediate advantages of the new and exciting SMS R1 ‘colour and cut’ safety sign and labelling system.**

The SMS R1 is truly a ‘first’ in new product design and functionality. Designed to be fast, flexible and productive, the R1 can print in up to 14 colours and cuts any shape in any quantity required.

Rebo – an SME dedicated to the in-house sign and safety industry – have taken the initiative to design and manufacture a true – designed for purpose – sign and labelling system – their whole focus being the feedback from the market after over 40 years of OEM delivery.

The SMS R1 can output varieties of different shapes and coloured signs in one rapid process. From safety signage, maintenance labelling, facility marking and general hazard notification – the SMS R1 is undoubtedly the ideal solution for safety signage with any message and in any quantity at any time.

With technology at the forefront of the R1 development – the printer does all the talking, meaning it can be placed anywhere and can be networked or used as a central resource.

The operating system and driver of the R1 have been streamlined to allow any software to be used to create unique and varied designs and output.

Everything from loading the slide-in ribbon cassettes to the self-loading supply rolls have been rethought and redesigned to make it easy to use and with an absolute minimum of any frustrating operating delays.

With ribbon saving, high performance cut and print speeds and an astonishing capacity to print over 10 metres of continuous output – the R1 is the most productive and cost effective system to date.

Rebo have worked continuously to promote its extensive range of on-demand, in-house sign systems into the Health and Safety market. Response from Rebo Systems various articles and advertising has been a source of continuous



support in our product developments.

Having the capability to design and print safety signs, in-house and on-demand, has been a growing need in the market. Using print houses and catalogues has limitations on speed of delivery and also flexibility in the risk message being highlighted.

Risk & Safety are a mixture of the ‘unexpected’ & the ‘ongoing’ – some areas of risk are perpetual and easily defined. Unexpected or even short term risks need immediate notifications, complete with the correct colours & pictograms and with a customised text that defines the immediate risk or hazard. Using a desktop system is the ideal solution, one that allows the sign or notice to be designed, proofed and printed in minutes – using materials that endure all environments and remain in place in all weather for up to ten years.

As one of only five key manufacturers globally servicing this ‘niche’ market, Rebo is the first European company to take the initiative to design and manufacture a product that fits, exactly, what its customers have been asking for.

Roel Richmond, Managing Director and the product’s key designer, comments,

“We believe, strongly, that the SMS R1 is the best product on the market today. We have distilled all the key ‘wish lists’ of our extensive customer base and analysed the competitors’ products to finally arrive at what our SMS R1 delivers for the Safety Professional in Industry today.”

As a company with an extensive International distribution network, Rebo Systems is keen to expand its coverage even further and is actively recruiting the right companies to be resellers globally.

Clinton Church, Export Sales Manager, says, “It’s a different ball game when you transition from a master distributor to a manufacturer. We have all the infrastructures in place to be a leading player in this Industry. Our goal is to get a truly global network in place over time and to continue with innovative and new systems as we progress.”

Even the design of the SMS R1 takes into account the need for cross border acceptability. All the functions of the onboard colour touch screen use universal images to give clear instructions without the need for languages. The design software supplied with the system is multi-language capable and the unique print driver will, ultimately, be in all major languages.

Rebo Systems is an SME with a highly specialised knowledge of a market it has serviced for over 40 years. It has a well-established manufacturing centre that can source and convert as well as develop ‘bespoke’ materials that will perform in any number of different environments and be used for a myriad of different applications.

**Contact: Clinton Church**  
**T +32 499 709431**  
**clinton@rebo.nl**  
**T +31 356 016 941**  
**info@rebo.nl**  
**www.rebosystems.com**



## Building Services Solutions Company of the Month

# Reflex Winkelmann: Thinking solutions



**Industry Update is proud to announce that Reflex Winkelmann GmbH has been selected as our Building Services Solutions Company of the Month, for its outstanding portfolio of innovative products designed for its eclectic global customer base.**

Established in 1898 by Henrich Winkelmann and Casper Panhoff in Ahlen, Germany, the company originally specialised in metal forming. Now, the Winkelmann Group is split into three divisions: Automotive, MSR technology, and Reflex Winkelmann’s focus, building and industry.

As well as its head office in Ahlen, Reflex Winkelmann has further production facilities in Germany, Poland & Turkey, as well as a network of global subsidiaries, including the UK. As one of the leading manufacturers of solutions for the building services sector, Reflex Winkelmann serves clients in the residential,



commercial and industrial sectors with a variety of flexible solutions. “In addition to manufacturing in the region of 6 million expansion vessels, Reflex has a growing reputation in the supply of pressurisation and degassing solutions for the larger systems in the district heating and data centre networks,” explained Tim Williams, Country Manager for UK & Ireland.

“We consider ourselves as solutions providers, not just component suppliers,” Tim elaborated. “We have a substantial portfolio to help customers solve problems, and we do our best to engineer a solution to address the real challenges they are faced with. We’re committed to offering innovative technology which is ahead of the game.”

This year, Reflex Winkelmann celebrated 20 years of the Servitec vacuum degassing design. Throughout its lifetime, it has been identified that installing a Servitec vacuum degasser in a heating (or CHW) system can improve the efficiency by over 10%. Reflex Winkelmann has used this innovative



technology to develop the new Servitec Mini, which has been developed for the residential market and is now available in the UK.

The principle of the Servitec design is as follows: The unit is designed to actively degas even dissolved gases by extracting samples of water from the system, degassing it by means of a vacuum and returning the de-gassed water to the system. Reflex Winkelmann used the above principle to design the new Servitec Mini for the residential market (ideal for heating systems up to 100 KW). The unit is integrated in a robust acoustic enclosure. The unit is designed to be easily installed and can be set up either via the integrated control panel or via the Servitec app. It is a fully automatic microprocessor control unit with time function, differentiating error and parameter memory, LED display of the operating modes, and general error messaging, with visualisation of the control states for system pressure and all relevant operating and fault messages.

This is just one of the company’s recent innovations, and Reflex Winkelmann is constantly evolving to ensure it is offering the most effective solutions for its customers. “Currently, our focus is on digitalisation and controls,” explained Tim. “2020 will see the introduction of the new Reflex Solutions Pro selection software. Considerable investment has also recently been made in these fields and we have also recently launched the newly refurbished Reflex Training Centre in Germany. Two CPDs have been approved by CIBSE, entitled ‘Dynamic Pressurisation Explained’ and ‘Deaeration & Degassing Explained’.”

Looking to the future, Reflex



Winkelmann will be continuing to identify and develop its leading solutions for the ever evolving industry, and will be attending a range of events including Data Centre World in London, Boiler Room Exhibitions, ISH in Frankfurt, Mostra Covegno in Milan, and various specific events throughout the UK.

If you would like to find out more information on Reflex Winkelmann’s full range of products, head to the website or get in touch using the contact details below.

**T +44 (0)161 266 1043**  
**sales@reflexuk.co.uk**  
**www.reflex-winkelmann.com**



# 100 years of Kingston Engineering



**K**ingston Engineering is one of the UK's leading manufacturers of bespoke power screws. Based in Hull, the company offers a vast selection of materials and specifications designed to suit their clients' requirements.

With a history dating back to 1919, Kingston Engineering has specialised in manufacturing Right Hand/Left Hand, single/multi-start, cut thread Power Transmission Screws and Nuts for over 60 years. Adaptable for mechanical power transmission, their products conform to the standards of British, European and American requirements. All of Kingston's products meet ISO 9001-2015 accreditation and are examined thoroughly during the manufacturing process.

Kingston Engineering's screws can be used in a range of applications across multiple industries, including aerospace, oil and gas, nuclear energy, the chemical and medical fields. The company works closely with both suppliers and end users to provide the best purpose-built screws possible, with customers across the UK and the US.

The company started trading as Hull Motor Transport and Engineering Co, manufacturing pistons and providing cylinder grinding. Robert Markham and Thomas Simpkins, the company's original directors, focused on offering a bespoke service, which is something the company still upholds today. With only 10 employees, expansion was nevertheless on the horizon, enabling the company to provide general engineering services and build a renowned reputation for repairing both saw milling machinery and printing machinery.

The company became Kingston Engineering Co. Ltd in 1924 and started developing manufacturing screws in 1930. Growth during decades marked by World War One and World War Two was challenging, however 1930-1945 saw expansion for Kingston Engineering, with World War Two bringing a need for manufacturing components for aircraft undercarriages.



After World War Two, the company operated from a larger site in Pennington Street and began to specialise in screw manufacturing. Kingston Engineering began to install modern machinery, giving them the perfect platform to grow and open new markets in Australia and South Africa.

In the sixties the company moved from motor sales to industrial sales, with further investments in its factory, export market, modern machinery, product range and 'Off the Shelf' service. Kingston Engineering now had extremely well-equipped workshops, enabling them to accommodate facilities for milling, shaping, welding, grinding and turning.

Kingston Engineering further expanded their factory premises and their product range, leading to a vast range of screws, sprockets, chains, pumps and bearings. They also expanded their sprayed coating services and began



exporting across Europe. The eighties saw digital technology further increase Kingston Engineering's already established skillset.

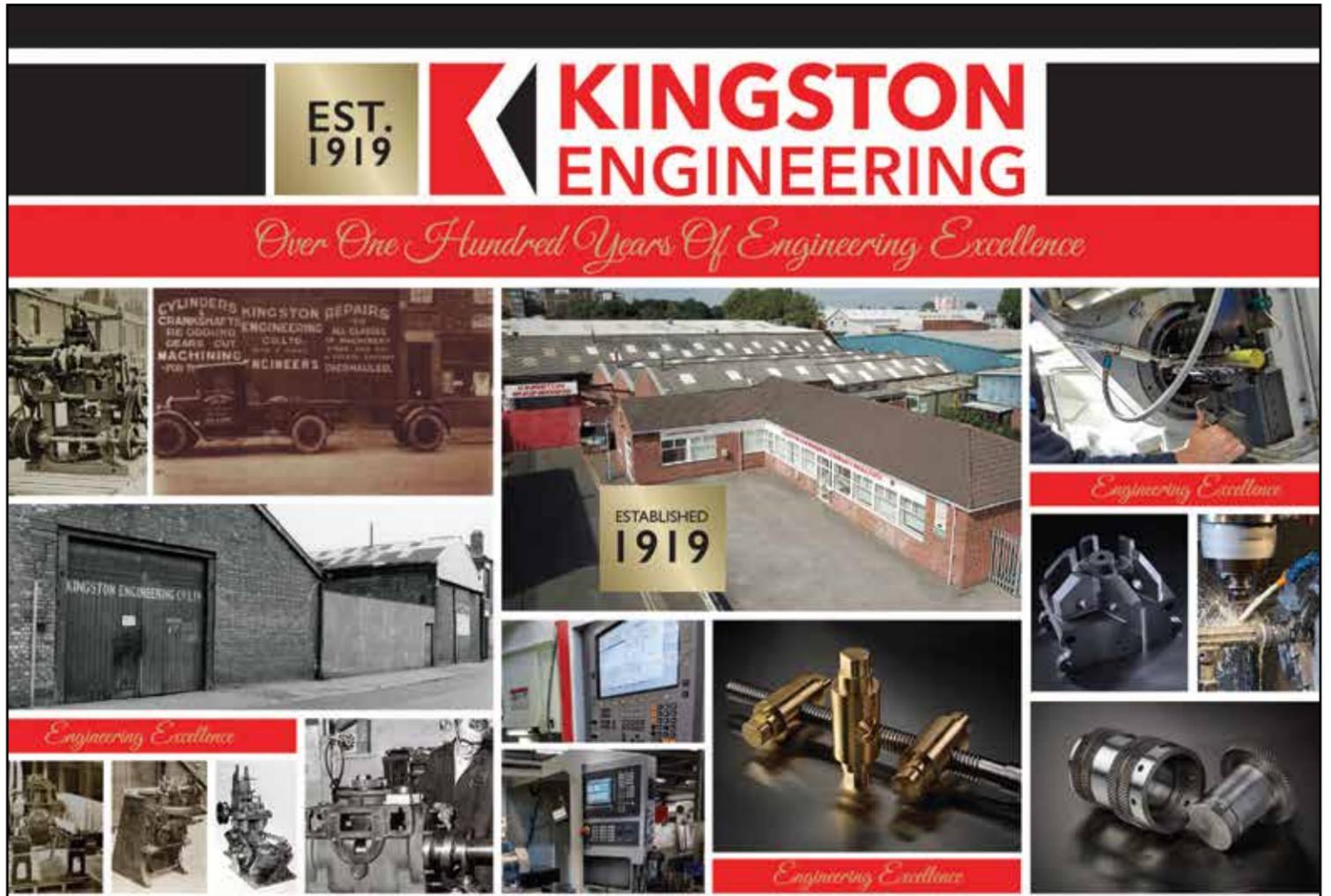
Now, Engineering provides a quick, efficient service with help from their 40+ workforce. Recently, they invested in a new Mitutoyo Euro M544 Measuring Machine, a significant tool for their inspection department. The machine allows the measurement of an object's physical geometrical characteristics. The machine creates printed inspection

reports and is controlled by an operator, with measurements designed by a probe attached to the machine's third moving axis.

It is clear to see that over the years, the company has significantly invested in their machinery for continued success. The current directors have more than 100 years of experience between them and are continuously engaging in plans to help the company become global leaders in screw manufacturing.



Contact  
T 01482 325676  
[www.kingston-engineering.co.uk](http://www.kingston-engineering.co.uk)



## A History Built On Engineering Excellence

At Kingston Engineering, we have been providing engineering excellence to our customers since 1919. Today, as one of the UK's leading specialist manufacturers and producers of specialist Power Screws, we continue to build on a strong foundation of skill and expertise.

Backed by a focus of continued investment over the decades, our global presence as precision engineering specialists is testament to how Kingston Engineering has evolved through the decades, from when we first started out in 1919.

## 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 across 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 our story. This still remains the very cornerstone of Kingston Engineering today and the very measure of our success as precision engineering experts.

EST.  
1919

[www.kingston-engineering.co.uk](http://www.kingston-engineering.co.uk)

Please call +44 (0) 1482 325676 or email [sales@kingston-engineering.co.uk](mailto:sales@kingston-engineering.co.uk)

# AGTOS blasts past through the competition



Since its establishment in 2001, German based AGTOS has been manufacturing wheel blasting solutions used for de-rusting, roughening, shot peening, cleaning and deburring of metal surfaces. With its headquarters in Emsdetten, Germany, and a further facility based in Konin, Poland, the company has sold machines to more than 50 countries worldwide.

The products and services AGTOS provides cover a broad range of industry sectors, including (but not limited to) foundries, automotive, machine building,



aluminium and metalworking. The company is able to reach such a diverse range of markets and maintain its success throughout due to the patience and care with which it deals with its customers.

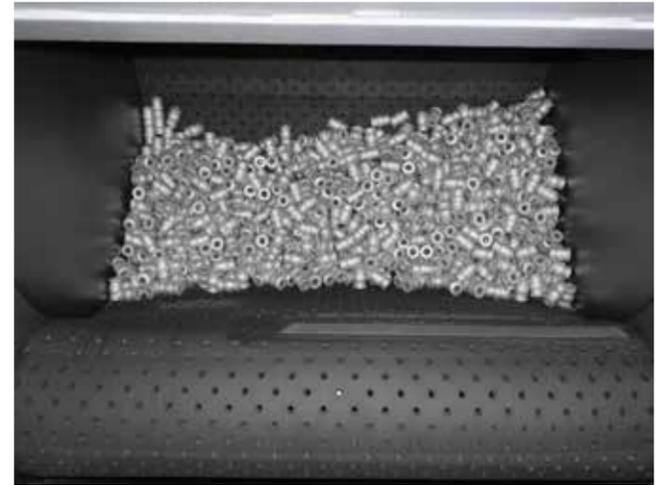


AGTOS' Ulf Kapitza explains, "Our approach is that at first we have a very close look at what the customer really needs, therefore we make a detailed analysis of their needs. This includes the needed performance for the surfaces, the quantities of the workpieces they want to treat and the space they have left for the process. The design of our machines is known for being strong. The machines and especially the important wearing parts have long life times."

Recently, AGTOS has introduced a range of shot blasting machines specifically designed for application within the aluminium industry. Aluminium has notably different features to a large number of other metals, and subsequently can require special treatment. The machines designed by AGTOS adhere to this notion, and are an ideal solution for those working with aluminium.

The company also stands out from its competitors within the fasteners industry. AGTOS drum shot blasting machines have huge advantages when treating small parts such as screws and washers. With an abundance of new technical details, the machines are capable of treating material in bulk without clamping work pieces. Along with the capacity to treat large volumes, the machines are easily emptied, eradicating the chance of double treatment.

The company



has recently invested in the significant expansion of both its German and Polish facilities. The expansion of plants and facilities presents AGTOS with the means and resources necessary to explore new fields within blasting technology. Ulf Kapitza said, "There are still some very interesting fields within blasting technology which we would like to work on. Our customers change and so do we in order to be able to offer the solutions they need."

The eagerness with which AGTOS looks to the future is demonstrative of the forward thinking attitude the company has towards finding new and innovative solutions for both new and existing customers. With an international distribution network, the company is able to offer its state of the art solutions to a global market, providing after sales services and technical support as well as its impressive range of products.

AGTOS regularly attends reputable trade shows, notable mentions including EUROBLECH in Hanover and GIFA in Dusseldorf, wherein the company is in regular attendance. AGTOS will be exhibiting at EUROGUSS in Nuremberg in January 2020. If you or your company are planning on visiting any of these shows, make sure to seek out AGTOS for further glimpse at the vast array of solutions the company offers.

For more information on AGTOS see the details listed below.  
T +49 257 2960 260  
info@agtos.de  
www.agtos.com

## Production gundrilling of track pins: Case study

**Industry:** Transportation and defence  
**Customer product:** Military track pins  
**UNISIG solution:** UNI25HD 4-spindle gundrilling machine with automation

William Cook is a UK manufacturer of track running gear for armoured vehicles. William Cook is the main supplier of vehicle tracks to the British Army, in addition to having their products on the majority of armoured fighting vehicles worldwide.

These vehicle tracks include a key component – track pins – which are designed to endure intense wear and tear from large, fast moving vehicles on uneven terrain. Track pins consist of a challenging material and have a deep hole throughout the length of the part, which William Cook had previously been sending out to be gundrilled. A company-wide initiative to further modernise production provided plant systems engineer Brian Birkett with the responsibility of not only bringing the process in-house, but to also educate himself and his team on the foundations of deep hole gun drilling.

### Confidence begins with education

The team at William Cook initially brought their application to UNISIG for a machine solution, but according to Brian, UNISIG provided more than just a recommendation. UNISIG's technical team provided in-depth foundation information about the gundrilling process, available tooling, and the right machine to meet their needs.

Brian and UNISIG discussed a heavy duty, multi-spindle gundrilling machine, designed to maximize the production potential of high-feed indexable gundrilling tools. Following this initial proposal, the team visited the



Wisconsin, USA facility to see the process and machines first hand, meet with the technical team to review the application in detail, and learn what goes into the precision of UNISIG machines.

"UNISIG's knowledge of how our application would benefit from indexable gundrilling was influential in our decision to go with them," he stated. "They clearly explained what we needed to know, addressed all the questions we had, and brought confidence in what ultimately was our solution."

Brian went on to explain that the combination of process, plus procedure, plus expertise contributed to their first-class experience with UNISIG, throughout the entire process. He praised the team for immediately being able to recognise and understand the demands of the application, and do a thorough job of presenting a solution – one which has lived up to expectations.

### Intuitive and powerful

The UNI-25HD machine at William Cook is currently running full production with three products, and plans to expand their part line-up. The machine is surpassing William Cook's expectations for required cycle time, with the high gundrill feed rates and multiple spindles, made possible with matched power and torque requirements on the machine.

Loading automation is seamlessly integrated to maintain a steady production pace with less operator effort. Brian believes that they have a solution that is perfectly aligned to their part and performance requirements.

"The machines are perfectly paced to keep up with production. The machines do exactly what was promised. UNISIG knows what they are talking about, and our expectations are exceeded."

Brian also praised the ease of operation, with UNISIG's standard PLC interface and a thorough training session, allowing the team to feel completely confident with deep hole drilling. The straightforward operation allows them to set up their program and let the machine do the work, while operators monitor the process and look for improvements. "It's such a benefit. It's so easy to learn," he commented.

Overall, the initial payback from the investment is expected to take place within 2 to 3 years, according to the team, and the long-term impact will be substantial.

### Support feels close to home

Having close support post-installation was another priority to William Cook. Partnering with an international supplier can sometimes create distance, but this was not the case with UNISIG. Technical support teams are quickly able to access the machine and the operating staff to diagnose and troubleshoot, even when remote. The technical support from early on in the sales process, to responsiveness after installation has set UNISIG apart from others.

"UNISIG's service team responds quickly to take care of any issues, just as if we were next door. Support feels close to home."

Brian's confidence with the UNISIG machine and partnership has influenced William Cook's long-term reliable production, and a modern solution that aligns with the future of their company.

Further information on all machines of the UNI series and the complete UNISIG machine program is available at: [www.unisig.com](http://www.unisig.com) or follow the company on LinkedIn and Twitter (@UNISIG).



**Brand new and waterproof too!**



**B**ond It, one of the UK's fastest growing manufacturers of sealants, adhesives, waterproofing products and other building chemicals, has made another new addition to its range.

Capitalising on the latest hybrid technology, the business has just introduced a new D4 classified PVA Adhesive. A premium grade, solvent-free formulation, this product offers waterproofing properties, even under constant water immersion. Suitable for interior and exterior applications, it has a high bond strength, improved heat resistance and boasts a 10 minute open time. Tested to D4 standards, this carries certification to EN204.

Ready to use, this hybrid PVA is suitable for most timber construction applications, furniture production, kitchen fit outs, parquet flooring, window frames, window scantling, door manufacture and solid wood bonding. It is available in 4 sizes, 125ml, 250ml, 500ml under the Glue Monster banner and as a 1L under Bond It's adhesive range.

**More information on Bond It and its range can be found by calling 01422 315300 or emailing: sales@bond-it.co.uk or online at: www.bond-it.co.uk**

**ERA DoorCam – Smart technology's latest leap forward**

**W**ith remote controlled security operating systems becoming ever more popular, the latest tech development in home security is the ERA DoorCam Smart Home WiFi Video Doorbell. Using a Smartphone app, DoorCam allows householders to view callers and talk to them in real time, whether they're home or not, offering not only convenience, but thanks to a motion detector which alerts householders when someone has arrived, added security and peace of mind. With

ease of operation in mind, once DoorCam is wired in, the householder can simply plug in the WiFi chime which comes as standard, connecting up to four more chimes in the home. DoorCam allows for two-way talk with high quality sound.

**Contact**  
**T 01922 490000**  
**info@erahomesecurity.com**  
**www.erahomesecurity.com**



**Land Remediation Tax Relief**

**M**CS Corporate is a very specialist company working in Research and Development Tax Credits along with Land Remediation Tax Relief. Support for research is growing rapidly as Government policy actively encourages companies to take up claims.

Land Remediation is a tax relief available to property investors who are undertaking remediation of contaminated land.

What is it? Land Remediation Tax Relief is a form of tax relief that helps compensate companies for the costs involved in cleaning up land or buildings for commercial use. This includes the removal of contaminants (both artificial and natural), the removal of asbestos, radon gas and the removal and treatment of impediments, such as existing foundations, services or other underground infrastructure.

Who qualifies? To qualify for Land Remediation Tax Relief, your company must have incurred costs on cleaning up land or buildings considered to be in a contaminated state. The scope of costs allowed is



generous and competitive.

Common examples of qualifying contamination and remedial measures include:

- ▼ Asbestos
- ▼ Sulphate contamination in soil and concrete
- ▼ Hydrocarbon contamination
- ▼ Pollution from previous industrial activity
- ▼ Ground/landfill gases
- ▼ Japanese Knotweed
- ▼ Arsenic
- ▼ Removal of redundant utility services and concrete foundations

Qualifying costs can include surveys, excavations, soil/groundwater treatments, staff costs, required materials and subcontractor costs. Claims can be made for categories of derelict land. This can be advised with relevance to time periods when land could be considered for dereliction.

What's the benefit? You could be eligible to claim relief up to 150% of your company's land or property clearance costs. This would be returned to you in the form of Corporation Tax Relief, or as a payable tax credit in lossmaking situations.

Land Remediation Tax Relief is available for both capital and revenue expenditure. Qualifying expenditure includes the cost of establishing the level of contamination, as well as removing the contamination or containing it so that the possibility of relevant harm is removed. No tax relief is available if post-investigation remediation work is not carried out.



How do I find out if it's applicable to me? Regardless of the industry you operate within, if you've acquired land or buildings in a contaminated or derelict state for intended commercial use, you could claim.

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# Leading supplier of optical equipment continues to expand



Industry Update is proud to announce that Bondeye Optical has been chosen to receive our Eye Care Company of the Year award, for its outstanding array of products for the optical industry.

Founded in 2002 by Dave Walker and Louise Keeney, Bondeye Optical is based in Warwickshire with an additional site in Mansfield. Covering all optical requirements, Bondeye Optical's impressive product line covers an impressive range of purchasable goods, particularly specialising in optical equipment, accessories, eyewear, merchandise, software and eye health care.

Indeed, Bondeye Optical is dedicated to offering excellent quality service, with 90% of orders being dispatched the same day to ensure customers always get what they need.

"The last 12-18 months have been pretty full on, and the most rewarding and challenging period since we were established," said Dave Walker. "We've reached a new milestone after our 350,000th order was processed, and we now have a record 3,500 products in our range. We've added more global brands and we were a finalist for Optical Supplier of the Year in the Optician Awards 2018. We've added hundreds of new lines which always helps with our expansion, and by the end of the year we should achieve double digit growth, which is bang on target."



OTIS – Mineral Glass Eyewear

In line with this constant progression, in January 2019, Bondeye Optical established an exciting partnership with AOS Anterior, revolutionary software for assessing eye and lid health. "This enhances the image produced using algorithms, allowing optometrists to analyse lid hygiene and eye health," explained Dave.

"As well as enhancing the image, it also provides a 98% accurate grading scale to offer objective readings and results, increasing the level of care for patients. Current charts are highly subjective, meaning that readings can differ between different consultants. This new software allows objective results, offering a numerical based reading to increase consistency. This is great for eye care specialists, who can then recommend the right product and next step for the patient, and see objectively if the treatment is working properly at subsequent check-ups."



Haseley & Co – At the 100% Optical Exhibition



ROAV – the world's thinnest folding frames



Anterior App – [www.aos-hub.com/bondeye](http://www.aos-hub.com/bondeye)

Indeed, the AOS Anterior platform gives clinicians an integral tool for assessing ocular conditions. Its automated intelligence means the clinician can analyse any digital image, including on a smartphone, to a higher level of accuracy than current techniques. It is a device agnostic allowing the import and export of images and reports from any medical device or database.

The user interface has features for use on any image, along with three specialist modes for use on various types of anterior segment imaging. The software is validated to the gold standard and can be used everywhere, from a practice setting to clinical research, and is also being used as an educational tool for patients and students.

Bondeye Optical offers the full AOS package including customer retention scheme, including AOS Anterior image enhancing software, AOS Companion app, exclusive Bondeye product promotions, and free Anterior updates and features, all in an affordable monthly subscription.

"We are also now the exclusive UK distributors of ROAV eyewear, the worlds thinnest folding frame available," said Dave. "We are the license holder for the UK, and the brand is going from strength to strength with hundreds of options in its range, and it is now available in over 30 countries worldwide."

As well as these leading products, Bondeye Optical has an unwavering commitment to ensuring its customers receive only the highest quality services. "We have always believed that our customers come first, and for this reason, each of our clients has their own Personal Account Manager. We don't have a telesales team, taking more of a consultancy approach to their needs, working with customers to help them to grow and choose the best products for their requirements.

"Our Customer Retention Scheme, which also has links with the AOS Anterior software, means we can ship all of our products directly to a person's home. This guarantees revenue for opticians, creating an additional regular income stream, and it is working very well so far.

"Our focus for 2020 is to continue building strong relationships across the



MacuShield – Macular Pigment Supplements



Linney Direct – Bondeye's Third Party Logistics Partner



Australian Brand OTIS – Sunglasses Range



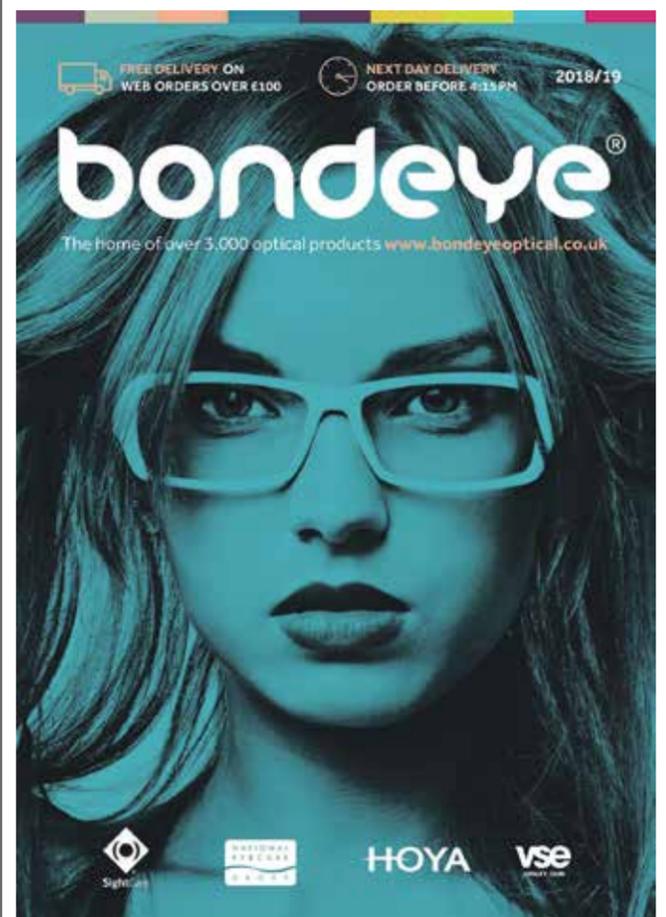
Bondeye's SO Lens cleaner range

industry. Our five year plan involves gaining a more significant international presence; currently we work within the UK and Ireland, with small amounts of dealings in the rest of Europe, so we want to grow and establish partners further afield. Our team is continuing to grow, after taking on two new members this year, so we are expanding in all areas – everything is going in the right direction!

"We are delighted to have won this Company of the Year award. It's all thanks to the hard work of our team, and it's a proud moment for us all."

Without a doubt, Bondeye Optical is only set to continue its successes from the last 17 years, with plenty of exciting plans on the horizon. If you would like to find out more information on the company's full range of products, head to the website or get in touch using the contact details below.

**Contact**  
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# Innovative connectors for future-proof solutions

**The ongoing trend of miniaturisation within the connector market is a direct response to consumer demands for more compact electronic and industrial equipment. Devices such as sensors, cameras and automation equipment are rapidly decreasing in size, while displays and screens are becoming increasingly thinner and flatter. However, as these components get smaller, they simultaneously need to increase in power to meet the expanding data, signal and power requirements of consumers.**

As a result, it stands to reason that device connectors themselves must also decrease in size to ensure they do not take up too much of the limited installation space available on new, miniaturised equipment. Device manufacturers are therefore redesigning products in ever shorter cycles to ensure they are both future-proof and tough enough to cope with demanding environments.

As part of this move towards miniaturisation, HARTING has recently released the ix Industrial, a robust Ethernet interface to provide the next generation of compact products with perfect high data transmission rates. The ix is designed to replace the traditional RJ45, as it is too large to use in the latest micro products.

In order to resolve the sizing issue, HARTING has made the ix Industrial PCB jack 70% smaller than the RJ45 socket. Not only does it mean the ix can be easily incorporated into smaller devices, it also allows a significantly higher packing density as the spacing between the sockets is just 10 millimetres.

In addition, the ix combines both data transmission and power supply into a single interface, further reducing the area taken up by connectors. This can prove extremely useful within the public transportation market, as flat screen displays and passenger information systems can be supplied with both power and data via the ix interface. Despite its reduced size, the ix Industrial still produces Cat. 6A performance for 1/10Gbit/s Ethernet



**The ix Industrial is a robust Ethernet interface which provides high data transmission rates**

at a control level.

HARTING's PushPull connector technology has also been specifically designed to meet the demands of new, high-tech manufacturing environments. As businesses embrace more flexible production processes, the ability to quickly and efficiently disconnect and reconnect the



**HARTING's PushPull connector has been specifically designed to meet the demands of manufacturing environments**

industrial lifelines of data, signal and power is vital if expensive machine downtime is to be avoided.

PushPull incorporates an uncomplicated connection and termination technique that ensures absolute dependency and reliability. This intuitive, tool-free method guarantees an error-free, secure connection as the two sections are clicked into place, allowing interfaces to be changed quickly and easily without the need for specialist training.

Users can even allocate colour codes to each PushPull plug and socket in an installation to help reduce cabling errors. For example, you can easily colour code data, signal and power lines to ensure each one is distinct and easily identifiable.

While it is vital to ensure performance levels and innovative new designs are able to meet consumer requirements, reliability of new products is equally important. HARTING place great emphasis on the precision and quality of their designs to ensure they are robust and durable enough for a wide range of applications.

By undertaking rigorous testing of IPx protection, mating reliability, robustness, vibration resistance and EMC safety, you can rest assured that all critical factors have been assessed and production completed to the highest standards. As a result, users are able to rely on powerful and proven systems that are designed precisely for their applications.

With their PushPull V4 Industrial range, HARTING created a connector with a resilient, one-piece housing material which protects the connection from aggressive chemicals such as cutting oils.

This means it can be utilised in both harsh industrial environments and outdoor applications. The V4 Industrial also comes with additional IP65/67 protection covers on both ends, meaning you are safeguarded from total dust ingress and water.



**The ix Industrial PCB jack is 70% smaller than the RJ45 socket**

Similarly, the ix Industrial has also been designed and built to withstand the rigours of industrial environments, resolving the issues associated with the RJ45, whose plastic locking tabs are easily broken. The socket and connector are securely locked together by two metal snap-in hooks, ensuring a robust and vibration-proof connection from the cable to the circuit board for up to 5,000 mating cycles.

Industry standards are also an important facet of new connector technology. They ensure the reliability and compatibility of new products while speeding up the time it takes to get a new development to market.

Both the ix Industrial and PushPullV4 Industrial have been thoroughly tested to ensure they meet the required standards. The housing of the V4 has been tested according to Railway Standards for shock, vibration and temperature, meeting EN 45545-2, while the ix complies with IEC 61076-3-124 and conforms to the shock and vibration resistance levels set out in EN 50155 railway specifications. As a result, consumers have security in terms of planning and peace of mind that these products can stand up to the toughest of tests.

[www.harting.com/UK/en-gb](http://www.harting.com/UK/en-gb)

## Cognex acquires SUALAB, a Korean provider of deep learning machine vision solutions

Acquisition will advance Cognex's leadership in the field of deep learning-based machine vision, and the automation of visual inspection tasks in the industrial sector. The addition of SUALAB's engineering team and the innovative technology they bring to the table is expected to enhance Cognex's existing deep learning capabilities.

"Deep learning enables Cognex to solve many challenging inspection applications in factories, which, until now, could only be done by large teams of human visual inspectors," said Robert J Willett, President and CEO of Cognex. "...In the future these tasks will be carried out more reliably and at



lower cost using machine vision."

Dr Robert J Shillman, Cognex's founder and Chairman, said, "We're very excited to welcome the SUALAB team to Cognex; they are a great fit for our work hard, play hard and move fast culture."

SUALAB was co-founded in 2013 in Seoul,

Korea, by Song Kiyoung, who will join Cognex and help lead the world's largest team of engineers specialising in the use of deep learning for industrial machine vision applications. "Our goal at SUALAB has been clear since our founding – to be the global leader in deep learning-based vision inspection," said SUALAB CEO and co-founder, Song Kiyoung. "By joining Cognex, we have reached that goal, and together, we plan to accelerate our efforts to help more customers solve even the most complex vision applications faster, easier and more cost-effectively."

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# The handling equipment experts

**W**ithin this issue of Industry Update we have selected Manitou UK as our specialist manufacturer of Professional Handling Equipment Company of the Month.

Established in 1958 by Marcel Braud, Marcel discovered a passion for machinery and as a French engineer, he dreamt up the idea of a novel machine. Marcel reversed the design of a farm tractor and added a lift mast and hydraulic steering to it. Thus, the first rough-terrain forklift was born, leading to the enormous success of the company and ultimately launching Manitou to become

a world leader in rough terrain handling, generating revenues of €1.9 billion in 2018 alone.

Manitou UK is a subsidiary of the Manitou Group, based in Verwood, Dorset on the South Coast. The Manitou head office and main manufacturing facility is located in Ancenis, Western France.

There are a further 10 production sites in France, USA, Italy, Brazil and India and further subsidiaries located in Southern and Northern Europe, North and South America, Asia Pacific, Africa and the Middle East totalling 28.

The Manitou Group designs, manufactures, distributes and ensures the service of material handling, access platform and earthmoving equipment for construction, agriculture and industries. All of Manitou Group's products are created to enhance production for the operative and reduce the total cost ownership for the customer. "Machines are designed to reduce downtime, maximise service intervals, be high quality and reliable, and have maximum retained value (low depreciation). We also work closely with the end customer to ensure the machine is efficient in the task it is designed for, and comfortable for the driver. 'Internet Connected Machine'



status, for all compatible machines manufactured from mid-2019 onward, provides users, owners and fleet managers with real-time operational information," says Chloé Tapp, Marketing Executive.

Providing a range of products and equipment, Manitou Group maintains a range of equipment adaptable and diverse for many industries. Manitou Group's equipment includes telehandlers, master forklift trucks, truck mounted forklifts, warehousing equipment, aerial work platforms, articulated loaders, Skid and track loaders, backhoe loaders and compact loaders.



"Our customer type depends on the product." Chloé stated that, "telehandlers are sold to the agricultural and construction sectors. Agricultural customers are usually farmers while our construction customers are usually owners of rental fleets. Industrial forklifts and warehouse products are sold into small to medium sized warehouses and single forklift users and our Skidsteer loaders are sold into all market sectors, be they agricultural or construction. Truck-mounted forklifts are sold into the logistics industry."

A notable feature with Manitou Group's products is that all of its machines are now supplied as connected machines as standard – meaning that they are connected to the internet. Through this connectivity it enables operators to gain insight into their machines and how they can optimise productivity.



"There are three Apps designed for customers to help them get the best out of their machines. MyManitou (and MyGehl) are user apps for users of small numbers of machines." Chloé explained. "They provide key current data about the machines, which includes location, fuel level, and service status amongst other things. The third App, called EasyManager, is for fleet users and gives full visibility of the machine status of machine fleets. An API option allows data to be integrated into fleet customer's existing fleet management software if required. The tool also allows dealers to remotely check machine status, prior to attending a service request, to ensure they come prepared with all necessary tools and spare parts to conclude the service in a single visit."

With a strong stance on being at the forefront of handling equipment innovation, we spoke once more with Chloé about the aspirations and future plans for the company, she told us that, "By 2022, Manitou Group will strengthen its leadership around the world through its cutting-edge, innovative solutions and the expansion of its product and service offering. By constantly providing its customers with added value, the group will continue to expand its commercial presence to increase its market share and deliver sustainable growth."

For any more information please see the details below.

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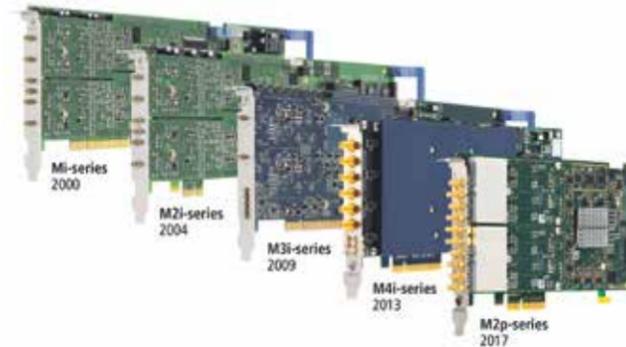
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# Your partner for high-speed and high-resolution PC instrumentation

**Industry Update is proud to announce that Spectrum Instrumentation has been selected as our PC Instrumentation Company of the Month. Founded in 1989 by Gisela Hassler and Michael Janz, with the business objective of developing custom-built instrumentation, Spectrum Instrumentation soon moved into developing its own product line and created the first ISA card in 1991.**

This was called PAD52 and was sold for 17 years until 2008. Indeed, many of Spectrum Instrumentation's products have a life-cycle of over 10 years; the company is focused on creating long-term partnerships with its customers, and these long life cycles allow customers to sell Spectrum's instruments without changes for many years.

As the company evolved over the years, Oliver Rovini took over the position of Technical Manager in 2000 after Michael Janz left the company, which led to the development of a new approach to Spectrum's operations. "In the past, every product was developed from scratch," explained Gisela Hassler. "This involved a new risk with every development. When Oliver Rovini took over the technical management in August 2000, he and his team of engineers directly implemented the modular design into the digitizer and AWG cards. A platform board containing the bus interface and the controller is combined with one or two analogue modules that house the data acquisition and pre-amplifier. This allowed us to launch a wide variety of products in a short period of time and customers were able to get a product that was right for



**All five different series at one sight**

them without having to pay for over performance."

In 2013, the company launched an entirely new product group, the digitizerNETBOX, which was Spectrum's first standalone product. "We saw an increasing demand for standalone products that don't need a PC or PXI host system and a bunch of plug-in cards," explained Oliver Rovini. "The digitizerNETBOX is extremely easy to use and connects to any PC or laptop. It can be carried around and can be shared in a lab. Furthermore, customers don't need to think about available systems, power supply, cooling, system noise, size, or matching kernel drivers. The digitizerNETBOX and later the generatorNETBOX opened up new application areas that can't be easily served by PCIe or PXIe plug-in cards."

Some of Spectrum's current notable products include the M4i.223x digitizer products with 8 bit and 5 GS/s sampling rate. Their fast re-arming time of 64 ns between trigger events and the block-average option makes these an ideal match for a number of applications. The M4i.663x 1.25 GS/s AWG series, which has a mixture of analogue and digital (marker) outputs, is ideal for physical experiments such as Quantum Research.



**CTO Oliver Rovini + CEO Gisela Hassler**



**The mobile and the rack NETBOX**

Furthermore, the new small size M2p platform, which was released in 2018 and 2019, is a modern general purpose Digitizer and AWG platform with a sampling rate of up to 125 MS/s and a card length of only 168mm, with up to 8 channels per card or 128 synchronous channels per system. By combining the card with the recently released digital option, the user can setup a mixed-mode system with synchronous fast analogue and digital input and output channels.

Spectrum will be celebrating its 30th anniversary on 6 December this year; over three decades, the company has gained customers from across the world, including numerous A-brand industry leaders, as well as hundreds of different universities and research institutes on an international basis.

All Spectrum products are developed, made, and tested in Germany, and the company also offers advice, service, repairs and even re-production for all products from the past 15 years. If you would like to find out more information on its full range of products and services, head to the website or get in touch using the contact details below.

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**www.spectrum-instrumentation.com**



**140 Spectrum digitizers used at the LHC in CERN**

## Cleaning Update

### New moulding machine

Hillbrush, the largest UK manufacturer of specialist cleaning products, has recently invested in a new 1,000 tonne moulding machine to support the continued demands of their hygiene products as well as increase their Trade Moulding service capability. Hillbrush currently create more than two million products a year and serve a variety of industry sectors.



The Hillbrush facility, based in Mere, Wiltshire, boasts some of the latest most technically advanced machines ranging from 90 to the newest 1,000 tonne locking force machines which have the capability to mould most thermal plastic materials including Polypropylene, Nylon and Acetal and also glass or mineral-filled polymers. The state-of-the-art energy efficient moulding department has an automated material feed system, an integrated cooling system and an overhead crane for quick mould changing.

The Hillbrush team of experts can help design your product using the latest software or you can provide finished drawings and specifications ready for quoting for tool manufacture. Hillbrush control all aspects of the moulding process including sourcing relevant materials and providing the best mixes used in composite products. Hillbrush is also ISO 9001 certified which emphasises their quality management principles, the process approach and continual improvement goals.

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# Improve your supply chain management with Solent Plastics

**Industry Update is proud to announce that Solent Plastics has been selected as our Storage Solutions Company of the Month, for supplying global companies with its outstanding range of plastic storage containers, boxes and crates to help improve their supply chain management and efficiency.**

Solent Plastics was established in 1928 by Stanley Butcher, who primarily supplied bakery and janitorial supplies to local bakeries within the Hampshire area. By the 1970s, the classic wooden bakery trays were a thing of the past, with plastic storage trays coming into production, leading to the formation of Solent Plastics. "We pride ourselves on being a third generation family business, with our sales team having over 120 years of combined experience!" said Ben Butcher.

Based in Romsey, Hampshire, after previously being located in the Southampton area, Solent Plastics offers industrial strength storage solutions to both B2B and B2C customers across the globe. Indeed, Solent Plastics' customer base is extensive, and the company works in partnership with some of the largest logistics and storage



facilities nationally, petro-chemical firms, government authorities, premium sports clubs, and commercial vehicle fitters. "One of our benefits is that we cross every



possible market," explained Ben. "While our containers are often designed for industrial warehousing, logistics and materials handling, these containers work perfectly across a vast array of fields. We provide the same level of care and customer service for every customer we work with, from the largest companies to those who need just one box.

"We offer extremely fast delivery, and we stock the largest range of containers within the UK, guaranteeing we will always offer the correct product through our superior knowledge and experience of the marketplace," said



Ben. "We are particularly interested in purchasing any used containers and offering the best possible prices for customers who are planning on updating their supply chain," he added.

One of Solent Plastics' notable products is its Euro Container range, ideal for use within warehousing, materials handling, and logistics. All containers in this range comprise of a standardised footprint making them perfect for palletisation, with interlocking functionality to ensure they remain stable when loaded. The containers' vertical sides provide maximum usable volume and their smooth flat bases ensure silent movement on conveyors.

What's more, the Euro containers feature reinforced corners for increased structural integrity, ergonomic handles for effective manual handling, and the optional choice of a lid across the entire range. In addition to this Euro Container range, Solent Plastics offers a huge range of pallet boxes, which are ideal for bulk storage.



"Within the last year, we have taken on a larger warehouse facility to assist with the increased trend for next day requirements for storage solutions. We are able to hold greater special offer product ranges, which offer substantial savings for our customers. We also have a very exciting and innovative website in the final stages of development, which will provide the best customer experience available within the market.

"In the coming years, we will be continuing to build upon our strong ties with the premium manufacturers of storage containers, as well as maintaining the highest levels of stock and innovative products on the market today."

If you would like to find out more information, head to the website or get in touch using the contact details below.

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## Subsea Update

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## Union Industries delivers for global packaging leader Greif Flexibles



A global leader in industrial packaging products and services has benefited from the installation of three of Union Industries' bespoke high-speed roller doors.

Greif Flexibles' manufacturing site in Thirsk, North Yorkshire, required a bespoke solution to reduce energy consumption by preventing heat loss and to provide segregation of the warehouse and production areas to ensure employee safety. Additionally, their internal openings within the facility were subjected to high wind forces from the external doorway which required a robust high-speed door, specially designed for wind resistance.

Union Industries, the UK's market-leading manufacturer of bespoke warehousing and industrial solutions, installed two of its Bulldoors and a Ramdoor at the facility, which is based at Dalton Airfield.

The high-speed doors prevent the severe drop of ambient temperature in the building, especially in the winter months, which eliminates any potential impact on the production environment.

Union Industries' Bulldoor is often regarded as the 'reliable workhorse' of rapid roll doors and has been known to perform more than 1.4million cycles per year, making it a popular choice across several industries. The Bulldoors features specialist 'Crash-Out' and 'Auto-Reset' damage protection facilities, and offers control outputs for options such as airlocks, traffic control systems and remote monitoring, in addition to temperature control for ambient and chilled environments.

The Ramdoor, an equally robust solution, is constructed using heavy duty materials and components that makes it suitable for most applications and is specially designed to achieve a Class 5 wind resistance capacity. It also features Union Industries' 'Crash-Out' facility, as well as a high quality Windbar system, counterweight assisted opening, and a heavy duty 'Ramhide' door blade.

Greif Flexibles produces a wide range of speciality packaging products, including steel, plastic and fibre drums, intermediate bulk containers, reconditioned containers, flexible products, containerboard, uncoated recycled paperboard and coated recycled paperboard, tubes and cores. It also manufactures packaging accessories and provides filling, packaging and other services for multiple industries.

Nigel Booth, Business Operations Director, Greif Flexibles, said, "Following extensive research of the industrial door market, Union Industries stood out as the best supplier of the product, which would meet our requirements. Union's doors are very effective in supporting our drive for high levels of productivity and operational efficiencies."

Robert Howe, Technical Sales Engineer at Union Industries, said, "Our high-speed roller doors are growing in popularity and are renowned for their 'workhorse' nature within many production facilities, as they have been specifically engineered and designed for long usage and high intensity operations. We are delighted to have provided the team at Greif Flexibles with a durable and robust solution, which will also support its environmental policy."

"The installation of the Bulldoors and Ramdoor was conducted in a timely and efficient manner, with minimal disruption to Greif Flexibles' operations, and we look forward to working with the global leader again in the future."

[www.unionindustries.co.uk](http://www.unionindustries.co.uk)



## Ligentia reveals new brand

Ligentia unveiled its new brand along with a new global website. It signals the commitment to deliver 'Next Generation Freight' via technology enabled solutions. The brand has been remastered to represent the positive move towards global diversity and an open business model that further places customers at the heart of the business.

This bold move goes hand in hand with Ligentia making clear and differentiated propositions to supply chain customers under the banner Ligentia 'Enterprise' and a globally accessible next generation freight forwarding service named Ligentia 'Plus'. All customers will continue to benefit from a leading system in Ligentix that connects the entire supply



chain in one seamless platform.

Customers are already seeing benefits in the way Ligentia connects technology and people to deliver a high quality experience. Ligentix has been transformed with unique digital customer service tools as well as advanced business intelligence and data analytics. Customers can now connect with our global experts 24/7/365 in any way they choose.

Daniel Gill, Chief Customer Officer, explains, "Digital transformation is on the strategic agenda for each and every one of the organisations we serve. Ligentia is on a similar journey, digitising processes to increase efficiency and applying AI and Machine Learning technologies to add significant value to customers. Our passion is to make it easier and more commercially advantageous to do business with Ligentia. This has already started, but our customers can expect a rolling programme of tech innovation in the months ahead."

**Contact**  
T 0113 344 4000  
[www.ligentia.com](http://www.ligentia.com)

## The unbeatable product duo

Almost every logistics project is, and will always be, a work in progress. Adjustments and improvements are ever on the horizon as market demands are constantly changing. The same goes for this leading player in the e-commerce market.

This end-user needed to connect the incoming and outgoing flow of goods to several different floors while also linking the floors themselves to ensure smooth transfers throughout the whole journey.

As this project was being built in an existing premise, with some room won back by modernising other parts of the line, space was definitely in short supply. In addition, the elevator connecting the floors needed to have a high-throughput and the conveyor needed to be flexible enough to pass through narrow doors and corners. When adding it all up, this project was as challenging as they come.



With these types of hurdles, it's essential to get the right people together – those who know all the options on the market and how to get the most out of every square inch.

Luckily their integrator of choice logiflex was well aware of all the possibilities and knew that AmbaFlex was the only real option. The answer was combining a compact AmbaFlex SpiralVeyor with the AmbaVeyor. This unbeatable product duo has many advantages; it ensures a high, continuous throughput while staying extremely compact, and it cuts down on transfers and drives when compared to alternatives.

One more proof of AmbaFlex's leading position in Spiral Conveyor Solutions!

T +31 (0)229 285130  
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## Still buying one trip cardboard boxes ?

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## Polymer Logistics manufacture and supply a full range of returnable packaging solutions for a wide range of industries

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Polynest Trays

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IoT Enabled Pallet

[www.Polymerlogistics.com](http://www.Polymerlogistics.com)

Email: [damian.round@polymerlogistics.com](mailto:damian.round@polymerlogistics.com)

Telephone: 0845 2000 001

## Tecmach variable height welding benches

Tecmach variable height welding benches are built to meet the needs of precision fabricators who require robust high quality equipment to support their efficient manufacturing operation. The welding operative can change the height of the table to give best access for each part of the welding operation; this can assist in maintaining work quality and improve operator health and safety.

Being able to close the table to a low height allows safer transfer of the product at beginning and end of operations. The tables feature as standard 10mm unpainted platform, earth bonding points, flexible conduit over cable and hoses to protect from welding and grinding sparks, safety ledge around platform and



hose break valves, hand pendant control. Tecmach can tailor the lift size to the customer requirements, the picture shows a 3m long platform on tandem scissor arrangement, so that long product can be fabricated. This table platform has a 40mm flange edge to allow items to be easily clamped to the platform.

Tecmach variable height welding benches are based on their proven scissor lift range which is built from quality components for industrial usage. The tables are built to EN 1570, machinery directive and are CE marked.

T 02392 525603  
sales@tecmach.co.uk  
www.tecmach.co.uk

## One-size-fits-all high frequency battery charger launches



The Curtis Tempo is a suitcase-sized multi-function high efficiency three phase HF charger. It's up to 94% efficient and comes complete with a three year warranty from Northampton based UK charger specialist, Curtis Instruments.

Tempos will charge a range of input voltages and ampere hour ratings from 36 to 48V and 72V to 80V, 10 to 130A in two models. This is suitable for dealers as it offers flexibility; easy programming from a single button on the front of the charger takes a matter of seconds and it means you stock just two chargers rather than a whole range.

An integrated desulphation mode helps keep batteries in condition and ensures charging, even when the battery is deeply discharged. Resonant technology and a smart fan design, providing clean filtered airflow, keep the transformer 20% cooler than other HF chargers, making it stable and reliable with an increased lifespan over its contemporaries.

A colour changing Curtis logo gives a charge status, visible from a distance across the charge bay or workshop.

The Tempo is ideal for use in all material handling or general industrial battery powered vehicle applications and boasts a range of other clever features not mentioned here that should make it worth investigating further.

Northampton based Curtis UK is a leader in the supply of electric vehicle drive systems, a full range of audible and visual safety equipment suitable for use on forklifts, pallet trucks, electric vehicles, construction equipment and on-road vehicles.

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## Campisa UK enjoys award-winning launch at IMHX



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Campisa, a leading supplier of industrial doors and loading bay equipment, made a successful entrance to the UK market at IMHX, the major intralogistics exhibition held recently at Birmingham's NEC. As well as making a strong impression with its high-quality products on display at IMHX, it also won a prestigious Design4Safety Award for its innovative Fidelity hydraulic drive system.

To cap an excellent IMHX week for Campisa, it won the Warehouse Infrastructure category of the Design4Safety (D4S) Award, voted by an independent panel of industry experts under the auspices of BITA, the co-owner of IMHX. The D4S Awards highlight the importance of product or service design in improving safety standards. Focusing specifically on design, the awards recognise and celebrate innovative thinking – regardless of the type or cost of the product or service.

Campisa won the Warehouse Infrastructure award for its unique Fidelity hydraulic drive system, which replaces potentially dangerous components such as springs, spring shafts and cable drums with a console system that can be used to operate both a sectional overhead door and dock leveller. As well as being suitable for new doors, the system can also be retro-fitted to existing industrial doors.

T 01536 851785  
M 07904 816745  
info@campisa.co.uk  
www.campisa.co.uk

# Quality drawing office equipment and traffic management solutions

Industry Update is proud to announce that Vistaplan International has been selected as our Office & Traffic Solutions Company of the Month. Established in 1975 by Rediweld Holdings, Vistaplan is the UK market leader in manufacturing and supplying drawing office equipment and drawing management systems, as well as offering a diverse range of solutions for traffic calming, traffic control and traffic management problems.

Based in Daventry, Northamptonshire, Vistaplan's products are suitable for use within a wide range of sectors, including education, architecture, studio, construction, engineering, graphic design, and all the way through to home crafts. With a commitment to 100% satisfaction, Vistaplan always strives to deliver the best service to its customers, adhering to the highest standards of honesty and reliability.

Indeed, some of the many complimentary reviews



from customers include "the quality of the product and the workmanship are excellent", and "Vistaplan offers a fantastic price of durable products which are manufactured to a high standard. They provide fast, efficient, friendly service; therefore, we are very happy to recommend them." This is further proof of Vistaplan's dedication to quality, integrity and professionalism in everything it does. Vistaplan has also been accredited with ISO9001:2015 since March 1995, giving customers the reassurance that they are dealing with a professional company. They can be assured of a great quality product with full support available within the UK.

Vistaplan offers a comprehensive range of drawing hanger systems, which allow ease of access and manoeuvrability. The Trolley Carrier maximises the number of drawings

stored per square metre of floor space. It will hold a maximum of 20 hangers, fitted with or without handles, and offers a capacity of up to 2,000 sheets. Vistaplan also offers a Wall Carrier, which is suitable where a permanent filing location is required, especially where there is limited space available. It can accommodate up to 10 drawing hangers, fitted with or without carrying handles, giving it a paper capacity of up to 500 sheets.

As well as these hanger systems, Vistaplan also offers a selection of cabinets. The Standard Cabinet is made from high quality metal and holds up to 1,000 drawings. The lockable lid features twin gas struts, for safety and ease of use and it is finished in two tone grey or white, with other colours available on request, in either A1 or A0 size. These cabinets are essential if you wish to store large plans or drawings in a safe and secure manner.

Vistaplan also offers a range of traffic management

products, including vehicle stoppers and speed bumps, both of which are manufactured from recycled rubber. The vehicle stoppers come in three sizes, Carstop 80mm, Truckstop 115mm, and Truckstop 150mm (for the largest vehicles). Vistaplan's speed bumps are also available in three



sizes, Sitecop Mini, Sitecop and Sitecop Plus, which all feature high visibility arrow markings.

In the next few years, Vistaplan will be focusing on further international expansion.

"Although we currently supply exports to Ireland, Poland and the Netherlands, we are looking at expanding our customer base within Europe," explained Nichola Moore, Sales Administrator.

If you would like to find out more information on Vistaplan's diverse range of products, head to their website or get in touch using the contact details below.

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**sales@vistaplan.com**  
**www.vistaplan.com**

# Technically the best

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Industry Update is proud to announce that Techsil Ltd has been selected as our Adhesive Solutions Company of the Month. Established in 1989, Techsil's growth has accelerated significantly since 2007 when it was bought by Paul Hughes, offering a leading combination of high product technical performance in niche applications and outstanding customer service.

Based in Bidford-on-Avon, Techsil is a technical adhesive solutions company, helping design engineers solve their thermal management, sealing and protection, and bonding problems. Techsil also supports manufacturing companies with bespoke packaging and regular fresh deliveries with consistently high OTIF performance. As a highly flexible company, Techsil can respond to customers' needs directly, rather than concentrating on manufacturing in bulk, adding value for both the manufacturer and end user.

"Good communication is vital to running a smooth business and our customer service team always strives to achieve this," explained Chris Dilley, Managing Director. "They understand end user needs and work



closely with our purchasing team to ensure customers' requirements are translated and met. Thanks to our specialist storage and warehouse facilities, our stock holdings allow us to be very responsive to short lead-time demands and to reduce the impact of manufacturers' MOQs on our customers' businesses."

Indeed, with its expansive technical expertise and product knowledge, Techsil is able to offer a problem solving, consultative approach to design engineering. "We don't just sell a product; we take an application from start to finish, offering expert advice and support throughout. Our experienced technical sales staff have been working in the adhesive world for many years, and we have a team of specialist adhesive engineers, experts in silicone and polymer chemistry, who work closely with

our customers to help with their application."

One of Techsil's fastest growing product categories is Thermal Interface Materials (TIMs). As electronic devices get smaller, PCBs are built with higher energy density with more components in a smaller space, which leads to increasing operating temperatures. This means there is a need for better and more reliable cooling and temperature control. Techsil's thermally conductive TIM pastes offer an efficient heat path and thermal stress resistance, which extends the product life of these devices.

With a list of successes from the past 12 months, Techsil completed its second acquisition within its sector last year & is currently on the lookout for the next one. What's more, its exports are now growing to over 25% of its turnover, a number which is expected to continue rising over the next few years. In the future, Techsil will be launching the next generation of thermal management products to meet the demand from electric vehicles and help with smaller devices and denser, hotter electronics.

"Last month we carried out a Customer Satisfaction Survey which was sent to all customers who had bought from us in the last two years. Overall we had very positive feedback and were delighted with the results. In summary: 98% said they were satisfied or highly



satisfied with Techsil's customer service, 100% were likely to continue to do business with us and 98% ranked us higher or the same as other similar companies.

"Techsil was recently the first distributor to be awarded A1 Distributor status for Electronics Products in Europe by global silicone adhesives manufacturer Momentive Performance Materials. Over the last year, Momentive has assessed Techsil in the value they provide to the silicone market, their manufacturer/distributor relationship and business results. Techsil scored top marks in all seven categories and was the only distributor in the European Electronics Business Unit to achieve the award."

If you would like to find out more information, head to the website or get in touch using the contact details.

**T +44 (0)1789 774244**  
**F +44 (0)1789 774239**  
**sales@techsil.co.uk**  
**www.techsil.co.uk**

## Rochester Electronics to offer Analog Devices processors

Analog Devices Inc names Rochester Electronics exclusive long-term provider supporting the ADSP-TS20xS TigerSHARC® products. Analog Devices has transferred all residual excess inventory and associated product wafers to Rochester Electronics. This partnership agreement allows continued product availability to their valued customers.

The ADSP-TS20xS TigerSHARC processors are a family of ultra-high-performance, static superscalar processors optimised for large signal processing required in demanding Healthcare, Defence/Aerospace & Communications infrastructure applications.

Rochester Electronics and Analog Devices have partnered together for over two decades providing their customers an extensive portfolio of 100% authorised, traceable, certified, and guaranteed long-term support solutions.



Rochester Electronics is the world's largest continuous source of semiconductors – 100% Authorised by over 70 leading semiconductor manufacturers. As an original manufacturer

stocking distributor, Rochester has over 15 billion devices in stock encompassing 200,000-part numbers, providing the world's most extensive range of end-of-life (EOL) semiconductors and broadest range of active semiconductors.

As a licensed semiconductor manufacturer, Rochester has manufactured over 20,000 device types. With over 12 billion die in stock, Rochester has the capability to manufacture over 70,000 device types. Rochester is the Semiconductor Lifecycle Solution™ no other company compares to the breadth of Rochester's product selection, value-added services, and manufacturing solutions.

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If you would like more information about this topic, please contact Stephen Morris, Rochester Electronics General Manager, EMEA, at: [stephen.morris@rocelec.com](mailto:stephen.morris@rocelec.com)

## Trusted terminal blocks from CamdenBoss



CamdenBoss' latest campaign sees it shining a new light on its diverse and well-developed terminal blocks range. During the 50 years that CamdenBoss has been manufacturing connectors, it has seen its customer base change and expand as it evolves to suit new discoveries and equally the emergence of new markets. It is with this in mind, it has shown the importance of selecting the correct connector for certain applications. The steps it has put into place allow designers at OEM and CEM level to make a more informed decision.

Producing and stocking high quantity lines, ready for shipping from its factory or through the many trusted distributors, CamdenBoss' inventory is made up of four types of terminal block connectors. Industry standard PCB blocks for general purpose wire to board connections, pluggable style receptacle and headers, screwless cage clamp terminal blocks and finally DIN Rail mounting connectors.

All our available in a wide variety of pitch sizes and power capabilities, fine tuned to offer choice without compromise.

To find out more about the range that is on offer, visit the dedicated terminal block web page at: [www.camdenboss.com/terminal-blocks](http://www.camdenboss.com/terminal-blocks) or call them on 01638 716101 to speak to the sales team today.

## New, OLED display with USB, SPI, I<sup>2</sup>C and PCAP touch



MMS Electronics Ltd introduced two new intelligent graphic OLED display with PCAP touch, USB port, SPI and I<sup>2</sup>C interface. Two screen sizes are available: EA PLUGL128-6 2.9" diagonal 128x64 and EA PLUGS102-6 1.7" diagonal 102x64 pixel.

The display is easily programmed with powerful graphic commands and 8 integrated character sets. New fonts can be added with the free development software. Fonts can be scaled, rotated and accurately positioned. Fonts, 256 images, animations or macros can be saved on-board the display. Text can be rotated for the display to be used in landscape or portrait mode.

The OLED display technology is extremely fast, offers high contrast on a pure black background with nearly 180° wide viewing angle. Supply from the USB port or with a 3.3V to 5V. 8 digital I/O, 1 analogue output and 2 analogue inputs are available for the application. Includes speaker for audio feedback. A version with a 12 pin screw connector for easy connection of sensors and I/O is also available.

MMS Electronics Ltd in Leeds is a specialist supplier of LCD, OLED and TFT displays and UK distributor for Electronic Assembly GmbH. Call us to discuss your application.

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## Shield clamp according to PROFINET installation guidelines



The new LF2ZM from icotek has a double strain relief and complies with the PROFINET installation guidelines.

Using icotek shield clamps, the strain relief is carried out via the cable jacket and not via the sensitive and exposed shield braid. The PROFINET cable is fixed before and after the shielding to ensure protection against bending and kinking. This is especially important when the cable is exposed to movement.

Constant pressure on the cable screen eliminates the need to readjust the spring pressure. The shield clamp is vibration-proof and maintenance-free. The LF2Z-M | MSKL is offered with a M4 connection. For mounting purposes, the screws connected to the ground potential are used.

Due to their special geometry, the clamping areas of the shield clamp are very large. With a total length of 51mm, the LF2Z-M | MSKL requires very little space and can be used flexibly. The slim and space-saving design is retained even when fully equipped. The width and height are comparatively low (eg. LF2ZM | MSKL 3-12 with 12mm cable shield inserted: width 26.25mm). The LF2ZM is available for screen diameters of 3-12 or 8-18mm.

Further mounting variants are available. The LF2ZM is available now. Free samples are available directly from the manufacturer.

[www.icotek.com/en/profinet](http://www.icotek.com/en/profinet)

## Revolutionary maintenance-free fibre optic interconnects

Diamond SA is excited to announce our new Expanded Beam (XB) lensed ferrule interconnect series to further strengthen our wide range of existing products. This revolutionary lensed ferrule technology ensures reliable and maintenance-free optical connections with insensitivity to dirt & debris.



The fast-growing deployment of optical fibre in industrial, avionic, military and transportation applications are leading to the increasing use of optical connectors providing low insertion loss, ease-of-use and, more important, serviceability. Connector contaminants are the leading cause of power loss and signal degradation, often requiring the continuous need for cleaning.

For this reason, Diamond has developed a modular, single-mode lensed ferrule that is certain to minimise or combat these factors. The XB2 ferrule has a compact form-factor that is designed to fit our standard connector bodies (ie. E-2000™, MPO, MIL-38999, etc). The use of exceedingly precise components and unique assembly techniques results in a highly repeatable, low insertion loss ferrule that opens new perspectives in the context of optical connections, where mating-cycles, dust insensitivity, reliability and low losses are required.

Diamond will be presenting the new XB series at the Photonics West 2020 exhibition in San Francisco.

T +41 58 307 45 45  
[www.diamond-fo.com](http://www.diamond-fo.com)

## Next-gen smart street lighting presence detectors

CP Electronics and Wattstopper (a USA subsidiary of Legrand) will be showcasing their brand new innovative outdoor lighting solutions at Europe's largest annual lighting event, LuxLive 2019 later this year.

The two leading lighting controls manufacturers will be demonstrating how they are disrupting the outdoor lighting market, with their digital sensors and network-controlled solutions. The collaborative solutions are set to pave the way for smarter, more efficient outdoor lighting that ensures substantial energy and maintenance cost savings.

Taking place at ExCel London on Wednesday 13th and Thursday 14th November, CP Electronics will be introducing the groundbreaking Wattstopper FDP-301 series, alongside a host of other standalone outdoor detectors. These sensors, IP66 and IK09

rated, help revolutionise the way in which facility engineers and city managers monitor, control, commission, and diagnose outdoor lighting, while enhancing safety and security for the general public.

Quick and easy to install, the FDP-301 series can be plugged into external lighting units via the Zhaga, Book 18 socket. They can be monitored and controlled either locally or by connecting to a smart city node system, giving engineers greater flexibility and control.

Integrating technology with outdoor lighting comes with its own



unique challenges; from environmental factors to energy usage and cost. Driven by emerging technologies, these sensors feature the open standard, Multi Master, Sensor Ready (SR) protocol which allows interoperability with products from other Signify qualified SR partners.

For more about CP Electronics, visit: [www.cpelectronics.co.uk](http://www.cpelectronics.co.uk)



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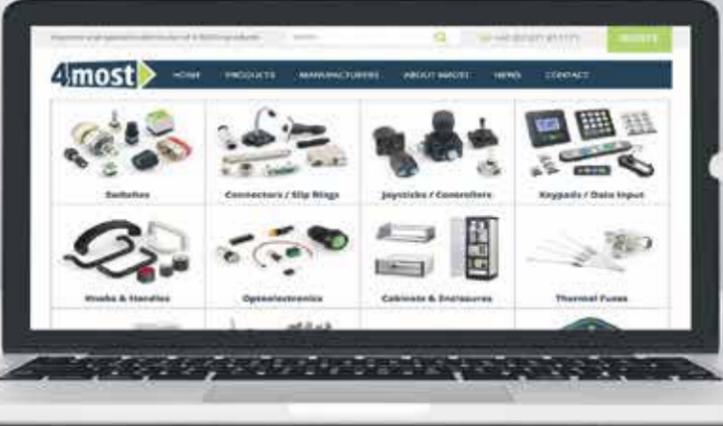






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# Bülte Plastics: Over 60 years of expertise

Industry Update is proud to announce that Bülte Plastics has been selected as our Plastic Hardware Company of the Month, for its outstanding range of plastic protection parts, plastic and plastometal fasteners.

Established in Germany in 1956 by Norbert Bülte, who was later joined by his son Stefan, Bülte Plastics soon decided to export its German manufactured products to France, opening a site there in 1986. Over the years, the company consistently diversified its product range, opening a further site in the UK in 1999 to better serve its expanding customer base.

Indeed, with over 60 years of experience, Bülte Plastics is well-placed to offer expert advice and support to its customers, a service which is underpinned by a dedication to addressing the needs of the marketplace. "We launch new products every year, adapting to the market and responding to requests. If something is missing, we want to fill that gap," explained Alexandra Prost, Marketing and Communications. "We offer new



shapes and materials every year and we do our best to create what customers need."

Specialising in the design and manufacture of plastic protection parts and fasteners, Bülte Plastics boasts a catalogue containing over 30,000 products, including washers, spacers, nuts, and screws, to name a few. These are ideal for a similarly wide range of industries, including military, medical and aerospace. All washers, screws and nuts are compliant and meet specific standards for DIN, ISO and NFE. This extensive range of products is available in a large choice of materials, including ABS, PA6, PA6.6, PP, PE, PVDF, POM, PC, and PTFE. Bülte Plastics also integrates the REACH and RoHS requirements and guidelines in its manufacturing and procurement processes.

As well as this eclectic product range, Bülte Plastics also offers bespoke services, with the ability to make custom-made products based on drawings in order to suit individual needs. Indeed, Bülte Plastics is dedicated to helping its customers in any way possible, and ensures



everything is in German, French and English in order to ease communication both within the group and with its customers. "Our staff members are always learning new languages to ensure we can communicate effectively across Europe," explained Alexandra.

"Because we're a small company, we can build close relationships with our customers and work with them to ensure they receive the best solution. If they make a request on the website, a team member will contact them and establish a direct relationship. Our team will help every customer choose the best product, and we are there to support them from development to implementation."

To add to this impressive offering, Bülte Plastics has been improving consistency across the group's three locations. "We have computer systems linked between the group, in the UK, France and Germany. This has been improved to help us work as a whole and better serve our customers.

"We'll be continuing to develop and release new products in response to the evolving needs of the marketplace, maintaining the reliability and quality expected from our leading German manufacturing processes."

As part of its calendar of events, Bülte Plastics attended the Fastener Fair in Stuttgart this year, and will be attending the next event in May 2021. If you would like



to find out more information on everything Bülte Plastics can offer, head to the website or get in touch using the contact details below.

T 02392 449606  
sales@bulteplastics.co.uk  
www.bulte.com



# Leading tools & equipment for the HVAC/R industry

Industry Update is proud to announce that REFCO has been selected as our HVAC/R Equipment Company of the Month.

Founded in 1972 by Bruno A. Mock, REFCO was acquired in 1996 by the internationally renowned German WIKA Group, the world market leader in pressure and temperature measuring and regulating devices. Based in Hitzkirch in the centre of Switzerland, REFCO also opened a branch in Boston, USA in 2002, providing its quality tools and equipment for the HVAC/R industry via a global network of wholesalers.

"Most of our products can be serviced, and spare parts are available via our distribution network," explained Benno Brinlinger, Sales and Marketing Manager. "In most cases, our end-users can do the repairs on their own – if this is not the case, we offer service and retrofit as well as calibration services for certain devices."

REFCO's products are primarily used wherever a temperature transfer takes place. Initially, industrial & commercial refrigeration and air conditioning were the main focus points. With the success of heat pumps,

the company has seen an increasing demand for REFCO tools in this sector, and its digital devices are particularly useful in this field.

"Our products are globally acknowledged for their high quality and robustness," Benno



elaborated. "Over the past 47 years we have extended our product portfolio to include more than 1,600 articles, with an off-the-shelf availability of >98%. This allows us to offer our customers the complete tool range in the usual REFCO quality, with very short lead times. We focus on our core competencies, and innovate where new developments require intelligent solutions."

Indeed, one of REFCO's customers once stated, "If you do not want to have a problem, you buy REFCO." This kind of feedback, along with the fact that the company still receives analogue manifolds or vacuum pumps for servicing that are over 25 years old, more than proves REFCO's industry-leading standards.

A notable innovation for REFCO is the REFIMATE, a brand new digital manifold. This was developed in close cooperation with technicians, creating a state-of-the-art manifold that caters equally for modern technological requirements as well as tried and tested mechanical features.

"Some technicians prefer to see the indicators move on an analogue gauge," explained Benno. "This is why the REFIMATE can switch from a digital to analogue



display, with real-time movement of the indicators. We intentionally waived the idea to install a touchscreen display, knowing that installers do not work under laboratory conditions; dirt, grease and cold are not the perfect environment for a touchscreen. Thus, we equipped the REFIMATE with six rouged buttons and an intuitive interface. The flexible power supply, as well as the connectivity of different devices with the REFIMATE



and our new REFIMESH app for comprehensive reporting, are just a few factors that make the REFIMATE unique."

Recently, REFCO established its own innovation team, which demonstrated its unrivalled abilities with the timely completion of the REFIMATE. The company has also reorganised its sales team, to allow a higher market proximity and more intense customer care.

"Our development pipeline is full," said Benno. "We will continue to find innovative solutions to the challenges of our customers, and focus on what we are known for: quality, reliability and accuracy. Good work needs quality ingredients, ie. tools, however technological requirements are never ignored."

REFCO will be attending a number of trade shows next year, including AHR Expo in Orlando, USA and ACREX in Delhi, India, both in February. They will also be present at Mostra Convegno in Milan, Italy, in March and Chillventa in Nuremberg, Germany in October.

If you would like to find out more information, head to the website or get in touch using the contact details below.

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info@refco.ch  
www.refco.ch



# Niche products and solutions for hazardous areas

Industry Update is proud to announce that **Exloc Instruments UK Ltd** has been selected as our **Hazardous Area Solutions Company of the Month**. The company was established in August 2012 by Andrew Tither in order to recreate the success that Exloc Instruments Inc. had achieved North America for the previous 20 years. With a dedication to 100% customer satisfaction, Exloc offers an extensive range of ATEX approved instrumentation and mobility products for the oil and gas, chemical, and pharmaceutical industries.

Based in the North of England, Exloc operates across the UK and Ireland, and has a business portfolio consisting of ATEX approved Mobility and



Communication Solutions and Intrinsically Safe Interfacing products. Over the years Exloc Instruments have formed some close relationships with global suppliers including GM International, I.safe Mobile, Aegex inc, HMI Elements, Sensear, Cordex Instruments, Getac, Extronics, Beka Associates, e2S warning



Signals and many others,

"We have a wide selection of niche products to help with various requirements across the industry," explained Andrew. "I started the business because I wanted to work in a smaller

company that has the flexibility to address a vast range of needs and offer a more personal service than bigger organisations. We can take risks and do things that other companies won't, and we bend over backwards to resolve our customers' issues. We work with people in the most convenient way for them, whether that's using a different currency or offering them no minimum order quantities; we're all about moving obstacles for customers and developing long-term relationships."

As well as this clear dedication to excellent customer service, Exloc holds good stock levels and has competitive pricing on all its products. "A lot of our business stems from the fact that we hold products in stock, so we always have small quantities available should a customer need a small order quickly."

One of Exloc's key missions is to represent small and niche manufacturers, that don't have an established UK base but have a competitive advantage over other

products in the marketplace. Over the years, it has developed a product portfolio around the requirements of carrying out inspections in ATEX environments. "People need products that are approved for these environments that can check the conditions of equipment on site, including taking pictures and writing reports. We supply a range of ATEX approved tablets, cameras and lighting to help ease this process.

"To complement our range of ATEX approved products, we're developing our range of rugged instruments, which while complimenting the existing range and utilising many of the same suppliers might allow us to move into new market areas. We're also looking at new suppliers as well as our existing ones and will



be developing a separate website especially for these rugged ranges.

"In addition, we are working on building our business in Scotland and the south of England – customers in these areas are more difficult for us to get to, so we want to develop our sales team to better serve our



nationwide customer base. We're also adding more suppliers from outside the EU, such as North America and most recently Australia, which is allowing us to offer some really exciting and quality products," Andrew concluded.

If you would like to find out more information on Exloc Instruments UK's full range of products, head to the website or get in touch using the details below.

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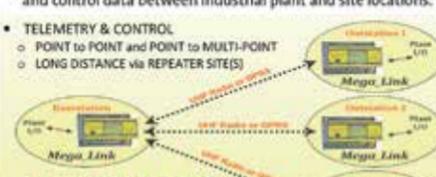
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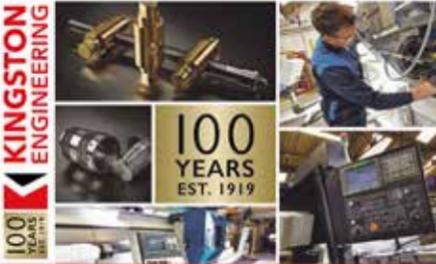
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# Virtually any display solution at unbeatable prices

**Industry Update is proud to announce that Crystal Tech Electronics has been chosen to receive our Display Solutions Company of the Year award, for its continued commitment to offering only the highest quality bespoke electronic displays and touch panels. "We are extremely proud of being selected by Industry Update for this award," said Colin Saunders, Managing Director.**

Established in April 2003 by Colin Saunders, who boasts over 30 years' experience in LCD design, manufacturing and marketing, Crystal Tech Electronics has continued to expand over the years to ensure it is offering a comprehensive range of display solutions to its customers, with a mission to provide highly competitive solutions while maintaining low costs.

"While market conditions have been tougher than in previous years, we have grown our turnover and customer base by offering new products," Colin explained. "The introduction of our larger TFT graphic display modules 10.1" to 15.6" has specifically



**Colin Saunders, MD, Crystal-Tech Electronics**

increased our sales, especially in the electronics medical market sector. We have further extended our product range by introducing high quality capacitive touch panel solutions. Also, we have now introduced highly competitive OCA optical bonding, which substantially reduces unwanted reflections and eliminates display fogging in outdoor applications.

"We've met our sales forecasts, and more than this, we see stable growth in the near future, with a growing number of new customer bespoke developments rapidly nearing completion and entering mass production."



**High luminance 4.3" IPS TFT module**

Crystal Tech Electronics offers full technical and logistic support to its worldwide customers for its Prime Principal Yeebo Displays. Offering support from concept to container, the company also provides plastic moulding and full turnkey manufacturing services to ensure customers always receive the best solution.

Indeed, thanks to offering direct contact with its design and application teams, Crystal Tech Electronics can ensure that customers receive a display solution with



**Major Customer QA audit team at Yeebo, Nov 2019**



**Exhibition stand at Southern Manufacturing Electronics Exhibition UK, March 2019**

the highest standards of quality, long-term availability and the lowest cost of ownership from initial NRE. The company also offers an extensive range of standard displays, from 1.3" to 15.6" with CTP and high luminance backlights.

"We hold samples and preproduction quantities of most standard types in the UK, and can also offer 'no MOQ' either delivered to the UK/Europe or FOB Hong Kong. Our Principal has invested heavily in new display technologies and capacitive touch panels. Our fully automated robotic production lines result in high yield and top quality products, and we welcome visitors to our factory in Jiangmen to see this first hand and to carry out any audit," Colin explained.



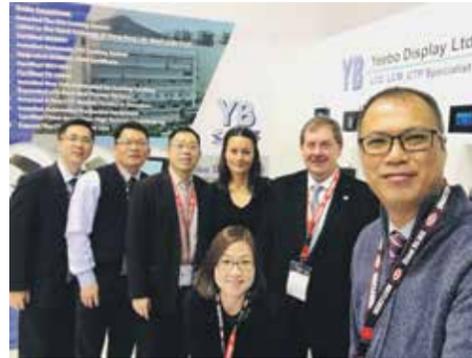
**Yeebo Sales team China, Europe & USA celebrating our QA Engineer's wedding in JIANGMEN**

In addition to supplying fully customised TFT and Mono Displays, Crystal Tech Electronics can now also offer associated interface boards for virtually any standard such as eDP, MIPI, LVDS and HDMI. The company is also working with a large Japanese supplier of System on Chip solutions and the company's Principal Yeebo also now offers resized/bar cut TFT modules, which eliminates the need for expensive custom TFT NRE.

"Although we are a small team in Europe, we are 100% supported by Yeebo Display Ltd's vast technical, quality and marketing resources," Colin said. "We also have a substantial European Distributor network, which provides



**7" TFT module with CTP**



**Yeebo team at Electronica in Munich headed by Ken Tsui, Senior Marketing VP**

excellent customer support. We provide local technical support covering the latest product information, and further technical support directly from Yeebo's experienced R&D team. We stock nearly all of Yeebo's standard range of TFT modules for delivery anywhere in Europe within 48 hours."

Over the last 12 months, Crystal Tech Electronics has increased both its workforce and distributor network to bolster its continued expansion. "To support our growth in Europe, we have appointed a further two major specialist distributors," Colin continued. "In summer 2019, we moved to new prestige offices in Basingstoke and held our first distributor training course. We have also further developed our penetration into the medical electronics sector, with two new major customers.



**1.3" IPS TFT module with high luminance**

Quality standards are very high in this area and our partner's factory has been successfully audited by one of the largest global medical equipment companies. We have also recently appointed a new Financial Director from the healthcare industry."



**High quality PMOLED for wearable technology**

Looking to the future, Crystal Tech Electronics will be continuing to develop and improve its product range, while working to offer its customers consistently unbeatable prices. "As the monochrome LCD Display business has reached maturity, we intend to increase our market share as many manufacturers leave this area in favour of colour TFT Displays. While our Principal Yeebo has developed fully robotic TFT module lines, our firm intention is to also increase our domination in monochrome technology including high end VA Displays with 'in-cell CTP'.

"Our five year goal is to further reduce costs in order to offer our customers the best possible price/performance display specifications. This can only be achieved by being at the forefront of display technology, with fully automatic production lines and unique bespoke display solutions to provide customers with the best MMI experience. Above all, we will maintain the highest quality requirements of the medical device market, and further develop our penetration in this sector."

Certainly, Crystal Tech Electronics is well-placed to continue its successes over the last 16 years, as it continues to offer customers the highest quality LCD/TFT modules at the best prices.

"I would like to thank all of our staff, the close special 17 year relationship with the managers and directors at Yeebo Displays Ltd, and the close cooperation with our customers in the UK and mainland Europe. I would also like to thank our investors and financial institutions for their continued support," Colin concluded.

If you would like to find out more information on Crystal Tech Electronics' full range of products and services, head to the website or get in touch using the contact details below.

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**Exhibition in Utrecht, The Netherlands, March 2019**