

Best Practice



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Your One-Shop-Stop Solution with Precision Technology Supplies



and special screws in a variety of materials, patchlocking which is suitable for vibration resistance and torque performance, and, screw modifications which means they offer customers a modification service from 1.0mm diameter to customer drawings and specifications.

PTS UK keeps on top of the ever-changing needs of society, which is why they add new ranges to their collections every year. It is no wonder they get customers globally and UK-wide from many industries including computer, medical, automotive, defence, environmental and energy industries.

Customer service is at the heart of the company; PTS staff has over 28 years' experience managing and producing new product lines and it is all done on-site. Not only do the company provide just-in-time

delivery, but offer services to suit individual and personalised needs.

The company are excited to be launching a new website for customers early this year. PTS UK wishes to expand in the near future and acquire new brands to fulfil their customer's needs. PTS UK attends events such as the Fasteners Fair in Stuttgart, where they are able to showcase their wide range of products and services.

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

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www.pts-uk.com



Best Practice UK is tremendously excited to announce that PTS UK has been awarded as this issue's Product Innovation Award for its creative contribution to the Stainless Steel and Precision Turned Parts Industry.

Established in 1988, PTS UK specialises in Precision Technology Supplies and are a stainless steel fastener distributor. With the company's new office based in West Sussex, they offer a diversity of products and are proud to say they offer quality controls and are a one-stop shop.

PTS UK offers services such as plating which means the company can plate standard



Unisig
see them on page..... 2



Portech Systems
see them on page..... 2

Converting Equipment for Print and Packaging Industries



Anua Clean Air
see them on page.....3

Alpha Converting was established in 1999 by Simon King. Based in Bedford, the company specialise in converting equipment for print and packaging industry. Alpha Converting is proud to say that all of their equipment is bespoke, tailor-made to fit customer needs and is made in-house. Today, Alpha boasts an experienced team of technicians that assemble a variety of machines, with equipment including slitting machines, winding equipment, spooling machinery, salvage doctor machines, trim winders and converting equipment.

2017 saw the company flourish as they opened a new factory in February, which is based in Bedford. The factory is four times bigger than their previous building, and as a result of this, the company have been able to employ more staff. The

company wish to expand further, keeping their growth consistent. They look to create further job opportunities and keep their honest company relationships with all clients.

Alpha Converting are honoured to say that customer service is at the forefront of this business, making sure all customer and client needs are met, whether their clients are based internationally or UK-wide. The company provide reassurance to all customers through sincerity, not to mention offering tailor-made services in-house for the customer - this results in quicker assembling and convenience.

The Automatic Slitter Rewinder is one of Alpha Converting's most popular products. It offers features such as automatic core loading and finished roll

unloading, which is custom engineered to provide maximum benefits to the production process.

The company have recently exhibited at events such as ICE Europe, ICE USA and the Drupa Exhibition. Not only did this help the company promote their highly innovative products, but helped grow their connection with other exhibitors and attendees.

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

Contact
T +44 (0)1234 607005
www.alpha-converting.co.uk



Lumilow Lighting
see them on page..... 16

Deep Hole Drilling Specialists



UNISIG was established in 1981 by the Swiss Industrial Group (SIG) which was a member of the VDF Group; the company has since then been acquired by Entrust in 1995. With the head office, production centre and engineering centre based in Menomonee Falls, USA, and the sales and support office for Europe is based in Germany, the company specialise in deep hole drilling machines and services for machines, tools and automation.

Customer service is at the heart of the company; UNISIG is proud to say that they have a customer base across many sectors and industries such as oilfield,



aerospace, defence, hydraulic cylinder production, automobile industry. The company provides nothing but the best service for all of their customers, whether it is general advice before purchasing, at the time of purchasing or even after service.

UNISIG have completed turn-key projects that have allowed them to gain



knowledge and confidence in helping the company take on any takes within the deep hole drilling industry. Boasting their contestant and consistent workload, UNISIG can



happily accept more workloads, keep tighter tolerances and aim for faster set up times than most competitors because of their great expertise.

Specific machines can be found via hole specification, process type, industry or even availability. UNISIG have launched new products; series B600R and B850. These new machines allow the rotation of components with features such as landing gear, not only does this drill with accuracy and precision but can be tailored for use with minimal setup times.

The company attend exhibitions such as the EMO show in Hannover, the IWA show in Nuremberg, the AMB show in Stuttgart and the IMTS show in Chicago where they are able to showcase all their innovative products and amazing services.

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

T 0049 71259687590
www.unisig.com

Mobile Computing Specialists



Portech Systems was established in 1992 by Shahzad Naeem and Naushad Naeem. Based in Birmingham, the company specialise in enterprise mobile apps and solutions. Placed in the mobile computing industry, Portech Systems are proud to say they offer increased efficiency and accuracy of data plus improved customer service. The company believe that having enterprise mobility in today's environment is an essential element for any business; this allows individuals to be in touch with their data at all times, regardless of the location. Portech's aim is simple: to provide mobile enterprise apps that are tailored to individuals specific requirements allowing businesses to benefit from mobilising the workforce.

Customer service is at the heart of the company; Portech Systems promote great customer service from the start of the sale right to the very end and beyond purchases. For over two decades, data collection has been the businesses main focus, providing end to end solutions to the enterprise industry. The businesses experience and knowledge has allowed them to thoroughly understand the oncoming challenges that businesses face on a daily basis. This includes deploying a mobile solution outside and inside buildings and keeping on top of mobile technologies, which is what has pushed their solutions to always be up to date. Portech Systems have faced tough challenges such as selecting appropriate devices for these applications e.g.

smartphones, tablets and rugged devices.

Mobile solutions are available for those in many industries, one being customer services and sales industry. Mobile workers that have access to customer record during a service call are benefitted the most as this system offers services such as feed work orders, parts, time, labour, mileage, customer comments and other information that lets the ERP or CRM systems provide feedback. This information can be shared wirelessly across the business in a matter of seconds or

within a few hours when sent via a wired network (such as a dock or modem). Wireless methods benefit the most as they reduce the time it takes the system to react or respond to an event.

The challenges ahead in the mobility enterprise sector is the porting of existing enterprise apps running on windows mobile operating systems onto devices running Android for Works OS. Microsoft has announced the end of life of their mobile OS and hence all apps would require a redevelopment of existing software. Portech Systems have already envisaged this in advance and have put into place resources and expertise and are fully geared up to aid companies to achieve this.

With the end dates set for the life of Windows Embedded, Portech Systems are offering their services to all customers. This will allow organisations to upgrade their strategy and put it in place sooner, so this results in a smooth roll-out due to its earliest cut off point being 6 months away (10th June 2018), the second happening on 9th June 2019 and its final deadline being 4th January 2020, which is only 2 years away.

When moving from Windows Embedded, apps will need to be restructured for them to work on Android devices. Company's apps may have taken years to develop, design and test, so Portech

Systems technical team will need enough time to restructure them so that they work efficiently and most importantly, the client is happy with them.

Android is likely to be the frontrunner when planning to upgrade apps, as most users are familiar with Android on mobile phones. You can contact the company for a no-obligation assessment of what your requirements are.

The company's main clients are those from SME and Blue Chip companies which come from referrals. 2017 saw the company move to a client site, where they were able to expand and make further future plans. Portech Systems Exhibited at The Midlands Expo that took place on 15th March 2017, which allowed the company to showcase their innovative services and support for the mobile computing industry. The Midlands Expo involves 1,140 exhibitors and 9700 business attendees from across the UK. Over the past four years, The Midlands Expo has built a reputation of being the UK's leading provider of the SME regional business expo.

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

T +44 (0)121 624 2626
info@portech.co.uk
www.portech.co.uk

Looking to introduce
Enterprise Mobile Apps?

Portech Systems have been supplying bespoke mobile apps to the industry for over 25yrs and we can navigate you through the mobile app maze to deliver you a solution that best fits your business needs.

Contact us on
0121 624 2626
info@portech.co.uk
www.portech.co.uk

PORTECH
 Webster & Horsfall, The Fordrough
 Birmingham
 B25 8DW
 United Kingdom

Drainage Solutions

Best Practice UK is tremendously proud to announce that XTI Limited has been awarded the Commitment to Excellence Profile for its fantastic services to the Drainage Industry.

Founded in February 2010, XTI Limited specialises in the manufacturing of Drain Camera Systems. Based in Oldham, Lancashire, the company offer CCTV Drain Inspection Systems, as well as repair services for their own systems as well as as well as is repeated.... other manufacturers systems. All products are manufactured on-site and believe in ongoing product development to provide advanced solutions.

Customer service is at the forefront of the business, which is why XTI Limited won't be beaten on price, offering their customers and clients a high quality and robust system. The company are proud to say that they provide a fast turnaround on repairs, which reduces the disruption to the clients business and profits.

XTI Limited is proud to say they offer a 'while you wait repair service' which is a service that allows customers to bring equipment for evaluation and repair while they wait. All customers need to do is ring or email beforehand to book a slot and get an idea of how long the repair will take. If the equipment is repairable, the experienced team at XTI can point their customers in the right direction for a scenic walk and a delicious butty while they do all the hard work. If the equipment is beyond economic repair, the team at XTI will advise on the best replacement or upgrades they can offer, with no obligation to purchase. Although XTI Limited is a small company, it is that what allows them to be so flexible and be able to foster strong relationships with all of their customers.



XTI Team holding the Award

The company are proud to say that their engineers are highly experienced and knowledgeable, and are able to provide advice on several drain camera brands such as CamScan, Crusade, Gator, Minicam, Rothenberger and Scanprobe. XTI Limited has a wide range of drain camera reels which have been designed to meet various needs. Lightweight, compact reels, large reels for surveying 9" pipework with pneumatic tyres for rough terrain, all reels are made using a robust steel frame, high quality pushrod, stainless steel camera heads

As well as this, they manufacture control units which can be powered from 240/110V mains, a 12V vehicle supply or internal battery. Not to mention that this product has 70 hours of MPEG recording time. XTI Limited happily boasts about their best pushrod products on the market, as well as being compatible with the majority of other brands' reels and camera, the product comes in at a size of 30 to 90 metres and 5 to 15mm diameter.

XTI Limited is proud to say that most pieces of equipment are in stock and are able to be shipped within one working day. All products come with a 12-month guarantee, not only this but the company promise to arrange a collection in case something goes wrong. They will undertake any repairs, but if products are not repairable, XTI will replace the item at no additional charge.

XTI Limited is honoured to say that they will be hosting the National Association of Drainage Contractors (NADC) accredited course, for the Domestic Drainage CCTV Qualification in partnership with the National Drainage Academy (NDA) and Viewline. This course will teach CCTV operatives how to identify defects precisely, alongside making a condition assessment of a pipe with appropriate action and applying the correct codes.

The course content includes topics such as drain ownership and sewerage law, domestic drain design, drain misconnections and components, drain investigation best practice, CCTV survey practical exercise, domestic drainage classification coding, condition grading and the need for drain repair and selection and specification of the correct drain repair technique. Assessments will be taken by multiple choice questions, interpretation of draining images and a practical assessment of camera operation. Prices and further information about the course can be found on the XTI Limited website.

Many of the rewarding testimonials given by customers include Mike Yates from Metro Rod who said, "Although I'm an hour's drive from XTI when I need a piece of kit repairing - it's well worth the trip. Before now I've phoned them

first thing, they've turned the job around while I wait and I'm back out doing business the same morning. It's an invaluable service."

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

Contact
T +44 (0)161 652 1393
info@xtitld.co.uk
www.xtitld.co.uk



Europe's Leading Manufacturer of Odour Control and Biogas Cleaning Units

Anua Clean Air is one of the UK's leading suppliers of odour control and biogas cleaning units. Originally established in 1990, the business was recently taken over in 2015 by Ian Phillips, whom partnered with long term distributor Air Clean Srl. As a result of this takeover, the company is now world-renowned as a leading international supplier of patented clean air bio-technologies.

Specialising in the provision and maintenance of proven, high performing, clean, biological air filtration technologies, Anua Clean Air are accredited for providing first class biological air filtration technology with the lowest life cycle cost. Concentrating in odour control for waste water treatment, solid waste, VOC and food industry treatment plants, Anua Clean Air ensure that with every odour control/gas cleaning unit,

each client is getting the most out of their air-filtration technologies.

One highly sought-after product is the Mónashell bio-filtration system, a popular alternative to chemical scrubbing and carbon adsorption. Recognised for its optimal odour performance, this cost-effective cleaning unit generates a 67% footprint reduction and can even treat



high and variable concentrations of numerous organic sulphides. All of the bio-filtration systems which Anua Clean Air manufacture and install, including Mónafil and CrumRubber models have patented proven systems.

As Europe's leading odour cleaning company, Anua can be found at numerous trade shows throughout the year, such as RWM in the UK, Pollutec in Paris and IFAT in Germany. If you would like to get in contact with Anua Clean Air to find out how their specialists air bio-technologies can benefit you, or if you would like to receive a free quote, then don't hesitate to pick up the phone today. More information can also be found by visiting the website below:

T +44 (0)1450 420017
www.anuacleanair.co.uk





ANUA Clean Air
U K

"Anua Clean Air UK offers proven, patented clean air bio-technologies, which provide best-in-class guaranteed process performance with the lowest utility and lifecycle costs."

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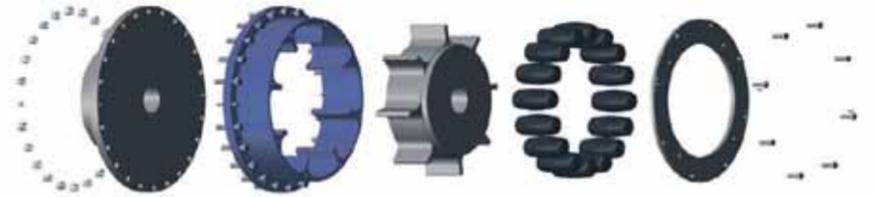
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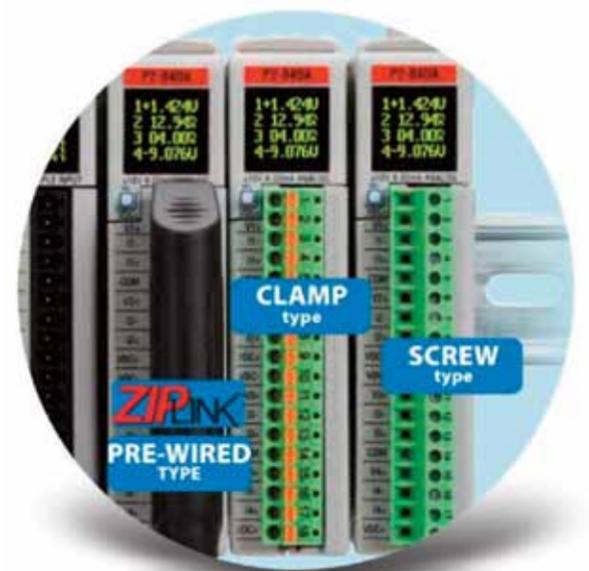
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for Automation

Your UK packaging partners



Kite is known for innovating within the industry and has brought to market several patented products. Particularly on their 'business to business' e-commerce website they launch products on a monthly basis."

A popular product from this renowned portfolio is the Stretch Safe Machine – Kite's manual mobile wrapping system that can wrap up to 60 pallets per hour offering all of the versatility which the traditional fixed station systems cannot give. Designed to wrap any pallet under 2 metres in any part of the warehouse, users just need to ensure they have 600mm of space around the pallet. The mobile system can wrap any pallet load or object in any location.

Established with a unique vision 'to be the premier packaging supplier in the UK with a philosophy of employee-ownership', Kite Packaging was set-up from scratch in 2001. Over the years they have grown substantially due to a continuous dedication to adapt and expand its impressive range which includes bespoke packaging, boxes, pallets, wrapping, film, bags, envelopes, sealing, taping, pouches and much more.

As well as this impressive portfolio, the highly regarded company operate the fastest growing online business in the packaging industry, where smaller businesses can purchase competitively priced stock product, and, are the only distributor in the UK to run a waste legislation compliance scheme ('Kite Environmental Solutions').

Operating from six branches across the UK, Kite's service offering for large accounts is a combination of bespoke packaging designs, consolidated stock product lines and high-level service solutions.

Kite believe that "customer satisfaction matters so much more when you own the business," And so, from the moment Kite Packaging was founded, they established it as an employee-owned business so that every single employee could share in the benefits that come from giving great customer service.



The film for this machine is an exclusive stretch film developed by Kite specifically for use with the Kite mobile pallet wrapper system. It offers extremely high performance, high puncture resistance, high holding force and has over 60% stretch to give over 3000 metres of film.

Klikstor Archive Boxes are also a hit amongst customers due to their unique design and strong reputation for quality. Developed by GK Klikstor, a leading brand of premium archive boxes, they are one of the most commonly used forms of corrugated packaging and are typically the first choice for home, office and business archiving requirements.

Flat packed and easy to assemble is Kite's range of Corrugated Triangular Postal Tubes. Offering a great alternative to traditional round postal tubes, the unique design of this all-in-one solution makes them hugely popular with companies despatching goods through the courier and parcel delivery networks.

The latest addition to Kite's portfolio, is their Media Range,



offering the perfect solution for sellers of CD's, DVD's and LP's. Whether customers have high or low volume requirements they can be sure to safely post or store their multi-media items in Kite's specially designed range.

Kite has a team of in-house engineers and specialists. Kite's "in-the-box experts" work in close partnership with customers to support them in finding savings through automation and increasing pack velocity.

Kite's dedicated "load retention engineers" again work in close partnership with customers, tasked with sourcing innovative load retention solutions, with savings through innovative films and application equipment for new and existing customers.

Kite Packaging has a track record of investment for growth, property development, acquisitions and

their employee headcount increases year on year. Just recently, the team acquired the well-respected London packaging business Brooks Packaging – a market leader in the supply of archive boxes with a blue-chip customer base. The acquisition means that Brooks Packaging customers will have access to Kite's comprehensive range of standard packaging as well as its compliance scheme.

Kite's aim is to continue this outstanding growth and success for their employee partners, customer partners and supplier partners. This will require continuous innovation and investment as the business is currently investing significantly at their Coventry site to further expand their operation.

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enquiries@kitepackaging.co.uk
www.kitepackaging.co.uk




www.kitepackaging.co.uk

Kontroltek officially one of Wales' fastest growing businesses



2017 was another fantastic year for Kontroltek, an Industrial Electronic Repair company based in South Wales. The company not only achieved Business of the Year at the Bridgend Business Forum Awards, but achieved a place amongst Wales' 50 fastest growing businesses of 2017.

Led by Andrew Follant, the motivation behind Kontroltek originated through a desire to build a Welsh based industrial electronic repair company which revolved around building open and long-lasting relationships with both customers and staff. With more than 20 years' industry experience, a solid network of talented engineers and a strong desire to create change, Kontroltek has consistently stood out by providing the manufacturing industry with a responsive service run by people, not by a board of directors or shareholders.

The plan for Kontroltek in 2018 is to continue to develop into the UK market and to continue to expand into the European market (they now have a branch in Poland). They want to continue to input further investment into its people and equipment, and aims to continue to employ talented team members, and providing continuous opportunities for them to develop.

Contact
T +44 (0)121 647 6600
www.kontroltek.co.uk

Providing Solutions in Power Generation

Established in 1998, Advanced Valve Solutions specialise in providing high pressure and high temperature solutions for problems arising in the Power Generation sector, whether it be related to power, oil, gas or petro chemistry.

Since their inception, the company has grown from strength to strength and garnered a strong reputation for themselves within the industry. With a global footprint stretching from America to the UK to the Netherlands, AVS are able to deliver their exceptional design and supply services to

clients around the globe. Their large and loyal client base covers Bahrain, Germany, Ireland, Holland, America, and of course the UK.



All of AVS' products are made from premium quality

materials so that the client can be sure they are getting the most reliable product possible. Better yet, their products have a long lasting life time that saves on both maintenance and replacement costs. Some of their most popular products include specialised 'steam cooled' desuperheaters and combined 'stop-check' valves which have reduced power station operating costs significantly.

T +44 (0)1270 586944
info@advancedvalvesolutions.co.uk
www.advancedvalvesolutions.nl/en




We are experienced specialists in industrial electronic repairs & supplies.

Kontroltek's vast experience and high quality standards place them at the forefront of the industry. Kontroltek are specialists in industrial electronic repair & supply from a variety of leading manufacturers.

What set Kontroltek apart from other third party industrial electronic repair and supply companies? Their people. All of Kontroltek's electronic engineers have been chosen for their unique long term experience within the industry.

Our engineers carry a knowledge and experience on the majority of machine tools, inverters, servo drives, motors, and robots. This ensures that customers receive the highest quality industrial electronic repair, service and supply. Kontroltek commits to full function testing of repaired and refurbished equipment.

Kontroltek guarantee customers will not find a better service anywhere, whether the customer is a small precision engineering company, or a multi million pound manufacturing plant.

The combination of superb technical abilities, customer service and sales experience makes Kontroltek the No1 choice for industrial electronic repairs & spares. The service is supported by the availability of 24/7 call out engineers - giving customers peace of mind



Contact 0121 647 6600 | www.kontroltek.biz



AT THE HEART OF YOUR BUSINESS

Within our new training facility in Crewe, Cheshire, we are aiming to provide a number of detailed Valve Workshops that concentrate on key concerns within the power industry. Drawing on the expertise of our own engineers and pooling knowledge from attendees. The next 'one-day' workshop and training session will take place on the 13th February 2018.

Who should attend?
This course is aimed at maintenance engineers and graduate engineers within the power industry.

The day is split into several presentations; each aimed at a specific area of concern within the steam/water cycle on a power plant. The afternoon workshop will take the objectives of those attending and expand upon current innovation, drawing upon 'real life' scenarios and solutions.

Advanced Valve Solutions (UK) Ltd has been instrumental in the provision of reliable and robust valves into Power Stations across Europe. Our approach to business is one of consultation and innovation, ensuring that any solution offered is a custom 'fit for purpose' one that ensures increased product/process life cycle and significant improvements in plant efficiency.

How to book your place
Places are in high demand, as we initially offer these workshops free-of-charge.

Please contact our UK office in Crewe and ask for Sadie Beavis,
T +44 (0) 1270 586944 | sadie.beavis@advancedvalvesolutions.co.uk
www.advancedvalvesolutions.nl/en



Pumps & Valves News

Delivering quality process engineering solutions

Grosvenor Pumps are not just a Pump Manufacturer. We deliver quality process engineering solutions through the use of digital electronic controls, which integrate seamlessly with our chemical dosing/metering pumps. Our integrated solutions are designed and manufactured in line with customer specifications in a variety of materials including Cast iron, Brass, Stainless Steel, PTFE and Ceramics. Pump types include Plunger, Diaphragm, Piston and Solenoid. This range of Pumps delivers a wide range of pressures and volumes and a whole host of Pump Technologies for our customers.

Multi-Purpose Pumps

We provide robust and resilient value added pumping solutions which deliver a low cost of ownership to all of our clients. As



such, Grosvenor Pumps is a world leader in the manufacturer of Chemical Dosing and Chemical Metering Pumps, and full scale Dosing/Metering Systems. We have over 60 years' experience, a worldwide client base, and have won a reputation for engineering excellence and durable equipment. Our mission is to deliver profitability for our clients through high quality service and longevity of Pump life. Clients are from a range of sectors and have a diverse set of requirements. Original Grosvenor pumps

have been in operation across the globe for over 30 years, validating our products as high value investments for our clients.

Multi-Sector Pumps

Our products are used in variety of ways, and although our clients are from a range of sectors there is synergy in the way our Pumps can be used. Many of our clients will typically inject additives such as corrosion inhibitors, anti scalants and anti-foaming agents. Off the shelf or bespoke requirements are also catered for. Grosvenor Pumps specialises in the design and manufacture of complete packaged metering, dosing and injection systems.

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sales@grosvenorpumps.com
www.grosvenorpumps.com



Contact us +44 (0)1209 831 500
sales@grosvenorpumps.com

Chemical Dosing & Metering

Grosvenor pumps has supplied a quality range of pumps and pumping solutions for over fifty years to customers in the UK and throughout the world. Our pumps are typically used for chemical dosing/metering, boiler feed and pressure testing and are extremely reliable. Our mission is to deliver profitability through service and durability to our customers. Our company is ISO registered and employs experienced and top quality staff.

Our chemical dosing/metering systems are designed and manufactured to customer specifications in a variety of materials, including cast iron, brass, stainless steel, PTFE and ceramics. They cover a wide range of pressures and volumes. Their uses include food processing, maintaining pH balance in cleaning tanks for aircraft manufacture, descaling and anti-foaming control for oil fields and power plants and methanol injection for the gas industry.

The picture right shows three skids comprising tanks, pumps and control gear that we designed and manufactured for a UK principal supplying the Ratawi Oil Field in Iraq. This application required simple mechanical metering control though we also supply digital electronic controls for process engineering and sophisticated environments.



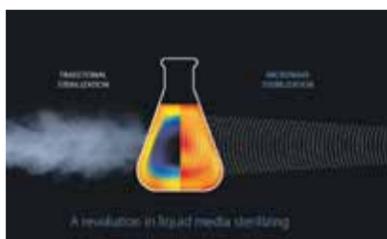
Please visit www.grosvenorpumps.com

Mespresso

Biotool Swiss was first established in 2004. Based in Switzerland, Biotool Swiss specialise in being leading OEM developers of laboratory instruments such as peristaltic pumps, petri-dish fillers or media preparatory in laboratories.

Biotool Swiss are proud to say that they have many years of experience in this industry and give nothing but the best customer service to all their clients. The company provide robust, high-quality instruments that enhance performance and reliability to exceed in the workflow.

The Mespresso is one of their highly sought-after products. It is a compact



design which means it is lightweight and portable, personal in the way it can be used 24 hours a day, 7 days a week, and rapid with its application of direct energy transfer technology which allows the fast melting of liquid media.

The Mespresso has other features such as a plug and works which allows the product to be used with a standard electrical socket, data archiving that allows sterilisation to be saved on a memory card, touch screen for easy use and standard vessels.

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

Contact
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www.biotoolswiss.com

TCFM contract at Eden Walk, Kingston



TC Facilities Management (TCFM) is now delivering Cleaning and Security Services at Eden Walk in Kingston, part of the Regional multi-let retail portfolio managed by Broadgate Estates and owned by British Land and USS. This new contract commenced on April 1st and will help enable the 10million visitors that go to Eden Walk each year to have a safe and enjoyable shopping experience.

The team from TCFM, led by Andy Farley, TCFM Contract Manager, will ensure that the extensive cleaning & security expertise along with the standards

that TCFM are renowned for in other Retail and Office sites are replicated, and with it will enable Eden Walk to provide visitors with an outstanding place to visit.

The contract will utilise smart management systems and state-of-the-art technology to help maintain and improve standards along with delivering robust monitoring and management reporting to Broadgate Estates, all with the aim of delivering unrivalled customer service and value.

Having been able to demonstrate added value within other cleaning & security contracts, the contract was awarded based on TCFM's proven track record spanning almost 55 years, along with their design of a bespoke solution, built on Broadgate Estates' individual needs.

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TCFM and Remploy scoop prestigious national award

A partnership between TC Facilities Management (TCFM) and Remploy the disability employment specialists, has won the Large Employer of the Year award at the ERSA Employability Awards 2017. The winners were announced at a ceremony attended by the Minister for Disabled People, Health and Work, Penny Mordaunt MP and hosted by BBC journalist Kirsty Lang.

The ERSA Employability Awards are now in their fifth year. The awards showcase and champion best practice from across the employment support sector, celebrating and recognising the hard work and achievements of those involved in supporting people into work.

Knowing that we are making a difference to people with a disability or health condition is hugely satisfying, and to receive a national award



recognising this is fantastic! Our partnership with Remploy goes from strength to strength and I look forward to seeing how we will continue to grow together in the future."

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TC Security Services retain top 2% position three years in a row



TC Security Services, part of TC Facilities Management (TCFM), have once again been placed in the top 2% of all SIA listed companies within the

Approved Contractor Scheme in the UK. This is the third year in succession; TC Security Services has achieved this accolade.

The 4-day visit by the Auditors involved full scrutiny of the TC Security Services operation visiting both the Head Quarters and satellite offices along with a mix of varied customers.

The maximum overall score that can be achieved is currently 175 points. TC Security Services' score of 163 places them once

again in the top 2% of all SIA listed companies within the Approved Contractor Scheme. It means that we are one of the very best security companies in the entire country.

This achievement means that both potential and existing customers have the confidence that the service has been independently assessed against recognised standards and procedures.

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TC Security Services receive award of distinction at ACS Pacesetters Lunch



Adeel Usman (Adi), Security officer at TC Security Services, has received an 'Officer of Distinction' award at a lunch hosted by ACS Pacesetters at Royal Windsor Race Course on Wednesday 24th May, 2017.

He was nominated by Andy Jenkins, the Operations Manager at Vicarage Road Stadium, home of Premier League Watford Football Club

and where Adi has worked since the Autumn of 2016. It is here where Adi along with the rest of the TC Security Services team provide a range of services including manned guarding, CCTV alongside a raft of added value services to help reduce risk and maintain excellent Health & Safety at the stadium and training ground.

Andy nominated Adi after his quick-thinking, diligence and observation skills resulted in an intruder being apprehended and arrested, safeguarding the 22,000-seater Vicarage Road ground.

On hearing about the award, Adi played the incident down and was surprised that he would be recognised in this way.

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TCFM and Remploy partnership wins prestigious PFM award

TC Facilities Management, who provide a range of FM services to some of the UK's most recognisable companies and Remploy, the UK's leading disability employment specialist have won the Partners in CSR (Charitable and Social Enterprise) category at the highly respected Premises and Facilities Management awards 2017.

The PFM awards recognise exceptional practice in the facilities management sector. The ceremony in London was hosted by BBC Presenter Jeremy Vine and attended by more than 600 people.

The judges of the PFM awards 2017 said, "TC Facilities Management and Remploy were successful in this entry because we found they had formed a bond that had developed into a strong partnership. It is one that provides a shining example and shows the very best attributes of the FM sector."

All the organisations nominated to the PFM Awards 2017 went through a rigorous judging process,



firstly being shortlisted to select just three finalists in each category and then presenting to a team of independent judges who visited them at work.

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TCFM secure multi-service contract close to Milton Keynes

TC Facilities Management (TCFM) is delighted to announce the award of a multi-service contract at a Logistics Centre close to Milton Keynes in Buckinghamshire. This site is at the heart of making sure that customers of this national retailer get what they need, when they need it.

The contract will see over 70 staff from TCFM deployed to provide Cleaning, Security and Catering where over 2000 staff work on site, managing orders 24-hours a day.

The contract commences on Monday 16th October and is being led by Steve Wengrow, Divisional Director, and TCFM, who is working alongside the on-site to



deliver a seamless transition.

Having been able to demonstrate added value within other contracts in the DC environment the contract was awarded based on TCFM's passion and past

record for delivering an enhanced FM service.

Keith French, Group Development Director, TCFM (pictured) commented, "We are delighted to have been awarded our 13th Logistics Centre and are looking forward to replicating the improved standards we've delivered at other sites, using our ingenuity and use of technology resources. This will complement and support our client as they ensure that their customers get what they want, when they need it."

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TCFM secures cleaning contract with on-line retailer



TC Facilities Management (TCFM) is now playing a part in helping an unnamed on-line retailer achieve speedy grocery deliveries from their DC in London.

The contract being delivered by a team from TCFM started on 8th December 2016. It will provide cleaning services to a Distribution Centre responsible for its groceries delivery in London.

The team from TCFM, led by Charlotte Mudge,

TCFM Account Manager, will ensure that the superb standards that TCFM have become known for in other DCs will be replicated and with it enable the retailer to deliver consistently speedy shopping solutions.

The contract will utilise rigorous systems and state-of-the-art technology to help to deliver robust monitoring and management reporting to the client.

Having been able to demonstrate the added value within other cleaning contracts in DCs, the contract was awarded based on TCFM's proven track record in the warehouse space along with their design of a bespoke solution, based on the client's individual needs.

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alternative products on that market.

Quality manufacturing As well as manufacturing our flagship steam boiler at our purpose-built facility in Essex, we are the OEM partner for the Bosch range of horizontal boilers, and also supply a wide variety of electric and hot water boilers, ancillary equipment, reverse osmosis (RO), plant rooms and skid assemblies.

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Creating safer, stronger and smarter networks



EA Technology is a world leader in products and services that enhance the performance, reliability, safety and cost-efficiency of power networks. Founded in 1966 as the Electricity Council Research Centre (ECRC), the well-respected company has since progressed to become a recognised expert in asset management solutions, striving to ensure networks are maintained safely and effectively.

Having worked with electrical assets for many years, the company used their expertise to create new decision-support software for asset managers. Their highly sought-after Asset Investment Management (AIM) software builds on the proven Condition Based Risk Management platform (CBRM 2.0), which has been deployed with the operators of power networks across the globe. Using a combination of predictive analytics and engineering expertise, it provides financial, operational and engineering decision-makers with a common view of the benefits and risks in any plan, to replace ageing assets and justify investment proposals to stakeholders and regulators.

AIM provides a decision-support framework that enables owners and operators of power networks to maximise and target investment. It works from the individual assets up, allowing a robust and transparent link from asset health, both now and into the future, to the probability of failure, and ultimately to risk. EA Technology has been building decision-support models with customers for over 15 years and has a wide selection of asset models at every voltage level from Low Voltage to Transmission.

The models quantify the risk to businesses in understandable financial terms, empowering the financial, asset management and engineering personnel to make the best decisions. Their core offering allows users to integrate and optimise the management of all assets, undertake assessments of asset health and performance, drive smarter refurbishment and replacement decisions, reduce operational and capital costs and maximise the value of knowledge about asset condition. The models have been designed to be comprehensive, yet rationalised to make the best use of data that is realistically available.

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*IEEE Transactions on Industry Applications. (Volume: 38, Issue 6, 2002)

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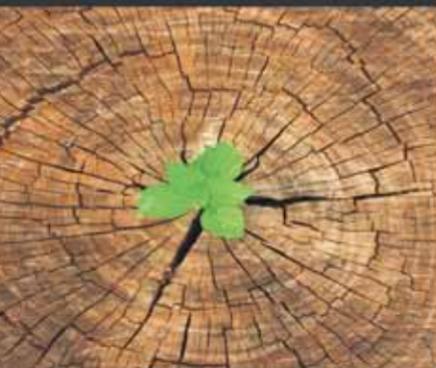
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Fuel Efficiency Specialists

Opti Innovations was first established in 2012. Based in Halifax, West Yorkshire, the company specialises in producing a fuel additive known as Opti-Diesel. Opti-Diesel reduces combustion energy losses and reduces greenhouse gas emissions in diesel and petrol.

The technology was initially invented and developed by a scientist in the United States but has been further developed and brought to market in the United Kingdom. Opti-Diesel has been tested around the world; it reduces harmful



emissions and helps to improve specific fuel consumption, which is a measure of the amount of fuel required to generate a specific amount of work output

Opti-Diesel is easy to use, does not require fuel tanks to be changed, requires no extra kit to be installed on a vehicle, and has no adverse impact on existing emissions control systems, and does not increase engine wear. The product is simply added to fuel and thoroughly mixed in; it can be poured directly into a vehicle's fuel tank prior to



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Opti-Diesel is a fuel catalyst that saves you money and has the potential to help save the planet.

Developed in the United States, nurtured in the United Kingdom and tested around the world, it reduces emissions and improves efficiency by lowering the energy needed to make fuel combust. This means less fuel is needed for the same amount of work to take place. It can be added to fuel at distribution points, directly in individual fuel tanks during refuelling, or in certain cases, via direct injection into the fuel as it is pumped into an engine.

It is easy to use, requires no change to tanks and has no impact on existing emissions controls system or engine wear. Simply added directly to fuel, it can be used in small amounts poured directly into a vehicle's engine or into bulk tanks when deliveries are made.

The product has been in development for the past decade, been through rigorous testing and we are now ready to bring it to a wider audience. We believe it has the potential to have a dramatic impact on the global consumption of fossil fuels, the impact they cause on the environment and the levies and fines which their emissions cause for governments and business.

This website gives an outline of what the product is, how it works, why it's important and the tests we've carried out with the results that show why it works.

If you have further questions, we are always happy to answer them, please visit www.opti-diesel.com



fill up, or, using a proprietary dosing system, it can be dispensed into bulk fuel storage tanks during refuelling, and vehicles can then refuel from that treated tank. The product has been undergoing rigorous tests to provide the very best results for all customers. Opti-Innovations believe their product has the potential to have a large impact on the global consumption of fossil fuels and the impact they cause on the environment as a whole, as well as the levies and fines their emissions cause for governments and businesses.

Opti-Diesel is a blend of catalytic metal oxide and organometallic catalysts that have been diluted in an organic solvent. Opti-Diesel contains both oxidation and reduction catalysts. Opti-Diesel was originally created to work with diesel fuel, but can also be used with many other carbon-based fuels. The components that form Opti-Diesel are all fully REACH compliant.

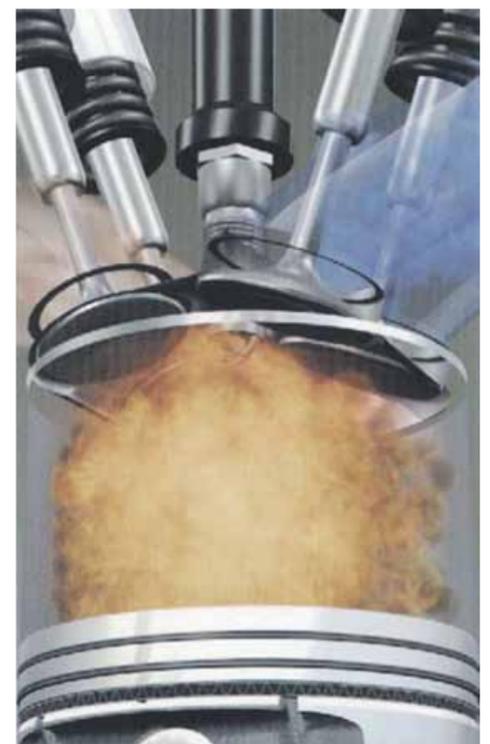
The product works initially by the oxidation catalyst reducing the amount of energy the system requires to initiate and propagate combustion, thus increasing the amount of system energy available as output. The reduction catalysts in Opti-Diesels function by using existing hydrocarbon free radicals that are formed while the combustion process is taking place to create a chemical reactions that reduces the levels of unwanted gaseous emissions such as NOx and CO.

We spoke to Ted Dickin of Opti-Diesel who said, "If every car was running on Opti-Diesel, we could clean up London in a matter of six weeks! Opti-Diesel is not just about saving fuel and reducing emissions, but saving lives too. With better fuel efficiency comes fewer emissions and less pollution, and we are currently working in partnership with Doctors Against Diesel to try and get our fuel into as many cars as possible."

Customer service is at the forefront of the business. They believe in loyalty, honesty and treating all customers with utmost respect, which is why all of their knowledgeable staff are fully trained to help give you the best customer experience possible.

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

T +44 (0)1422 349118
contact@opti-diesel.com
www.opti-diesel.com



Sustainable Solvent Cleaning

Component cleaning often performs a critical function in industry, whether that be as part of a manufacturing process or repair and overhaul activity. For many years, a debate has raged regarding the relative merits of solvent and aqueous cleaning technologies.

It's fair to say that, when comparing solvent and aqueous cleaning, each has its advantages and disadvantages. In some applications a water-based solution is clearly the best option but it is also true that solvents win out for many types of contaminants. However, the perception that solvents are hazardous and damaging for the environment can often influence the decision making process causing companies to choose the aqueous route when solvent should be the natural choice.



Since our formation in 2001, D&S Ultra-Clean has been fully committed to providing sustainable solutions for customer's component cleaning problems. Our product range includes both solvent and aqueous cleaning technologies, which means we can provide completely unbiased advice and guidance. We work closely with potential customers to understand their application and identify the most appropriate cleaning process and this approach often shows that, by selecting the correct combination of machine and solvent, we not only achieve a better standard of cleanliness but also ensure safety in the workplace and minimise environmental impact.

Our range of solvent machines includes closed, enclosed and open formats and each is designed to provide outstanding cleaning performance and low running costs with specific types of solvent.

MDM and MUM closed machines are suitable for use with perchloroethylene, hydrocarbons and modified alcohols. Cleaning is achieved using a combination of immersion (with ultrasonics if required), spray and vapour followed by vacuum drying.

MDM models are suitable for production cleaning of smaller components and have the capability to process multiple baskets of items each cycle. MUM models are designed to handle single baskets of large and/or heavy components. Both model ranges are available in standard format, or can be specified to suit specific customer requirements.

'Cleanseal' enclosed machines are designed for ultrasonic immersion cleaning using methylene chloride, HFE, HFC or HFO solvents. 'Cleanseal' machines are fully automated and are available in a range of standard sizes and in either mono- or co-solvent cleaning process formats.



Alternatively, machines can be designed to suit specific customer requirements.

To complete the range, 'Compac' machines are manually operated, open topped units ideal for low-volume or small-scale cleaning applications using low toxicity solvents. They incorporate all the design features found in 'Cleanseal' machines and are available in either mono- or co-solvent process formats.

If you are looking to install a new component

cleaning process, or want to update or upgrade an existing facility, we would be happy to help. We offer a free, no obligation, cleaning trials service at our facility in Runcorn, Cheshire to identify the most appropriate process and equipment to suit the specific application.

For more information on this service or our range of component cleaning equipment, contact: +44 (0)1928 580460, email: sales@ds-ultra.com, or visit: www.ds-ultra.com



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RBL's environmentally friendly cleaning ranges



More and more people are opting for natural detergent companies as a safer, more environmentally

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suppliers of environmentally friendly, quality cleaning products which can be used in the home.

The specialist cleaning company was first set up back in 2015 and is located in Selby. RBL is centred around providing the best quality cleaning detergents with minimal environmental impact. It prioritises using only the best and most effective natural ingredients which still deliver powerful cleaning results.

RBL's Five Cleaning Product Ranges include floor cleaners, stainless steel cleaners, heavy duty cleaners, fridge cleaners and the best-selling multi-purpose cleaners. They also offer a 500ml spray bottle which has seen popular application in a number of sectors for household, domestic and commercial use. Not only are all of RBL's first rate cleaning items child and pet friendly, but they also contain no volatile organic compounds and no micro beads. As such they are much better for the environment and oceans, and contain no toxins. That's not all however, as the products come in biodegradable bottles which encourages recycling and does not end up in land fill.

If you are seeking industry leading cleaning products which are safe for home use around children or pets, then be sure to get in contact with RBL Laboratories LTD or check out their website.

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OUR PRODUCTS ARE:

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- ✓ Natural ingredients
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ABOUT US

RBL are very proud to be a green company, with a focus on environmental awareness and quality.

Our carefully developed products include: a multi purpose cleaner, floor cleaner, fridge and microwave cleaner, stainless steel cleaner, and a heavy duty cleaner.

Our aim is to provide the most effective natural ingredients, whilst ensuring no negative impact on the environment.



ECO FRIENDLY

Our products are composed of entirely natural ingredients, which are fully biodegradable and do not pollute water courses.



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We care about the environment. All of our packaging is completely recyclable, biodegradable and tamper-proof.



CRUELTY FREE

We never test on animals and all of our products are child and pet safe. They are also kind on sensitive skin and dermatitis friendly.



Selby: 01757 291 111



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Micronclean: Innovation in Action



environment. We achieved Risk analysis and Bio-contamination Control (RABC) accreditation, ISO14065, the first Laundry in the UK and still the only cleanroom laundry to do this.

The current decade has seen the introduction of our alcohol trigger sprays for our clean room consumables customers which have challenged 30 years of received wisdom and have transformed the market place.

Micronclean has a turnover of just over £30m and employs close to 450 people across the UK with most these being based at our three main production sites in Lincolnshire. We have an active Continuous Improvement programme driving business improvement for our customers.

Looking to the future we are confident of growth not only in the UK where we have recently opened a new Class6 cleanroom for the production of sterile syringe packs

but also in selected export markets. In line with this we have recently announced the formation of a joint venture company to sell our cleanroom consumables and have also incorporated an Indian company so that we can start building a cleanroom laundry in Bangalore to service the rapidly expanding Indian Pharmaceutical market.

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www.micronclean.com

At Micronclean, our passion is to be the first to develop new technological solutions that change the shape of the markets we serve creating efficiency and quality for our customers.

Micronclean started as a local laundry for Skegness and has been owned and managed by one family since the 1920's. At that time, the business concentrated on hand finished laundry services focusing on quality, innovation, attention to detail and customer care. These attributes underpin all the products and services Micronclean now offer which range from our traditional hand finished linen through laundered garment services for both industrial clients and high-tech pharmaceutical companies throughout the UK to cleanroom consumables which are sold in the UK and overseas.

Our evolution started in the 1970's when we introduced the first tunnel finisher into Skegness which had the benefit of drying garments using steam thereby doing away for the need for ironing. During the 1980's we built the first cleanroom laundry and we were the first laundry to adopt ISO9001.

The 1990's saw the introduction of garment tracking and we were the first laundry to use Radiofrequency identification (RFID) technology through which we track individual garments in our Protrack system. We were the first laundry to adopt ISO14001 environmental standard.

The building of Louth in the 2000's saw the development of the first (and only) large scale ISO6 cleanroom laundry. Louth's sortation system remains the most sophisticated in the UK. Alongside this we developed an innovative automotive paintshop garment washing process which remains the most effective for that





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- business
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Over the years the Midlands based business has grown to become a UK leader due to its exceptional portfolio which covers everything from hoses/pipe & fittings, tanks, pump spare parts, consumables, tank accessories, self-pump-out kits, toilet & tank packages, service kits and pump-out accessories to flush water treatment, water systems, Bilge water filtration, pump-out equipment, toilets, seats & lids, toilet spare parts, specialist tools and waste transfer systems.

Their online store is the largest single source of marine sanitation equipment, parts and service kits on the internet. With easy navigation, it allows users to 'Shop by category' or 'Shop by



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We believe our success stems from a very strong understanding of the deep hole drilling process, drilling tools and their applications. We have a long history of achievement, regardless of the technical challenges.

Please visit: www.unisig.de



Experts in Timber Production and Manufacturing

James Jones & Sons Ltd was established in 1838 and is still a family-owned business. James Jones & Sons Ltd operates in 16 locations across the UK; the head office is based in Larbert, Stirlingshire. The company specialises in timber processing and produces a vast array of sawn timber products such as carcassing, fencing, pallet wood and heavy sections. In recent years James Jones has expanded to manufacture the market leading JJI-Joist, and also pallets and packaging. The company's pallet manufacturing and repair business is now the second largest producer of timber

pallets in the UK with an annual capacity of 14 million units.

In 1999, James Jones set up its Timber Engineering Division in Forres, near Inverness, to manufacture engineered I-Joists, sold under the brand name JJI-Joists. Major users of JJI-Joists include national, regional and smaller independent housebuilders, housing associations and self-builders.

The JJI-Joist is the UK's bestselling timber I-Joist and is the one most specified by

architects. The nationwide distributor network, all trained to use James Jones' own software, offers a UK wide sales operation and James Jones offers the best design and engineering back-up in the industry.

The JJI-joist system can be used for domestic floors in the UK, as well as roofs and walls and has been combined with other products including glulam, LVL, steel and oak framing, to provide a selection of bespoke solutions that solve common construction problems.



James Jones & SONS LIMITED
PALLETS & PACKAGING

For architects looking for maximum insulation values in external walls JJI-Joists are ideal for wall studs, with joist depths of up to 450mm. The JJI-Joist is also ideal for large span pitched and flat roofs where spans up to 12 metres can be achieved. Many offsite manufacturing firms incorporate JJI-Joists into modular cassettes which can be pre-fabricated and dropped into place on site, allowing for much faster build times.

The company investments is investing over £11 million at its Timber Systems Division: in 2015 a new finger-jointing line was installed and in 2018 I-Joist assembly line will be commissioned, almost doubling manufacturing capacity.

For further information or general enquiries, please visit the James Jones & Sons Ltd website. Alternatively, you can contact the company via telephone.

Contact
T +44 (0)1309 671111
www.jamesjones.co.uk/ewp

Meachers Global Logistics comes out on top at prestigious transport award ceremony

Meachers Global Logistics, one of the UK's leading independent providers of logistics services, is celebrating after winning the Motor Transport Partnership Award; one of the most prestigious accolades in the industry.

Together with Isle of White based Steve Porter Transport, and Solent ferry operator, Red Funnel Ferries, Meachers fought off fellow finalists Alltruck/DX, Arla/Danone, Cemex UK/Continental, DFDS/Magnavale and Parcelforce/Screwfix to take the top spot at the glamorous award ceremony at the Grosvenor Hotel, London this week.

Gary Whittle, Commercial Director at Meachers, said, "We are so delighted that we have won such a prestigious award in conjunction with Steve Porter Transport and Red Funnel and that this successful partnership has been recognised nationally in this year's Motor Transport Awards. The Solent Alliance demonstrates a unique way of working. Its success comes from each company bringing a high-level of core expertise to the different aspects of off-shore operations."

The Solent Alliance was formed in 2012 in which this unique partnership has been recognised for.



All three partners work together to consolidate the number of inbound and outbound freight deliveries which happen to and from the Isle of White through Southampton.

Kevin George, Red Funnel's CEO, commented, "We are delighted to win this award in conjunction with Steve Porter

Transport and Meachers Global Logistics. The partnership is virtually unique in the UK and draws upon the strengths of each organisation to offer an unrivalled range of benefits for customers, while providing significant cost efficiencies."

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www.meachersglobal.com

Bright, Sustainable Lighting



Lumilow Lighting specialises in providing a unique lighting experience. The company are proud to say that they are economic friendly in the way they have reduced electricity and maintenance bills without affecting other factors and they are efficient as a company with reducing long-term carbon emissions. Lumilow Lighting prides themselves in saying that passion and effectiveness are at the forefront of every product they design.

The company have an experienced team that has full knowledge of all products sold and services promoted. All lighting facilities are made with high-quality material and are designed for consistent performance. With having over 100 years of experience in the electrical installations and property maintenance industry, they understand their customer needs, helping them turn their lighting dream into a reality.

Customer service is at the heart of the company, which is why Lumilow Lighting is delighting to announce that they provide their fantastic service when supplying, installing and even after sales care, to ensure all customers use their lighting facilities to the best of their ability.

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

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Switch on to Bright, Sustainable Light

Lumilow Lighting is one of the UK's most innovative lighting technology companies. However, we're not in the business of selling you lighting, we're in the business of delivering light. We use our lighting expertise to deliver step-change improvements in terms of economy, efficiency, effectiveness and experience.

Storing Stuff?

Long unsociable trading hours means maximum 'lights on time' and high energy bills, right? Not necessarily. For back-of-store and warehouse operations, we believe that the best light fitting is one that can be controlled. Speak to us about our reducing your energy bills through automatic lighting controls.

Making Things?

Our rugged, industrial lighting range combines every quality you need from your lighting. We promise long lamp-life (to keep maintenance burden and spares to a minimum) and we'll guide you towards lighting that meets current HSE rules and regs for your application. Why not stress-test our ranges of LED, induction and fluorescent lighting? You'll benefit from industry-leading comprehensive warranty packages too.



Visit www.lumilow.com | ☐ 01422 343566 | ✉ sales@lumilow.com



Lighting Sectors we Specialise in

At Lumilow, we have your market covered. We understand the different needs, drivers and of each sector. This short-circuits the learning curve when we respond to your spec. And, it means we can add value and expertise at every stage of the process.

Whether you're looking for commercial lighting systems for your showroom, LED lighting for your warehouse or office lighting, we can help you find the right products based on our philosophy of being Economic, Efficient and Effective. We also ensure your lighting delivers maximum customer or user Experience, too. It's the Lumilow Logic!

We specialise in:

- Industrial & Manufacturing
- Warehousing & Logistics
- Commercial & Offices
- Retail & Finance
- Leisure & Sports
- Schools & Education
- Agriculture
- Horticulture.

The Lumilow Logic

In a confusing, crowded market, Lumilow offers a strong, authoritative voice on every aspect of lighting – and the positive impact of correctly applied lighting.

The Four 'E's

Economy

In a world driven by legislation, rising energy costs and demanding KPIs on boardroom agendas, we see lighting as able to deliver a host of economies across a business. We can help you reduce electricity and maintenance bills without compromising on other factors.

Efficiency

A long-term carbon reduction strategy is critical for any business – be it large or small. Lighting – which often accounts for 40% of a building's energy costs is a good place to start. We can help you to build a board level case for lighting efficiency.

Effectiveness

Effectiveness is at the heart of every product we design, specify and recommend. For us, it means consistency, quality and performance across the range. All of our products deliver maximum performance, coupled with maximum efficiency without any compromise on efficacy.

Experience

Experience stands for everything. As part of a larger group of companies with over 100 years of history in electrical installations and property maintenance, there's not a lot we don't know about a wide range of sectors. For our customers, this means we have a deep understanding of what drives them.



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Protection from protruding forklift forks

When one high profile customer of industrial safety expert McCue needed to protect walkways from the potential danger of protruding ground level forklift truck forks, McCue's R&D team were called into action.



efficient facility with a long-lasting, low maintenance product.

Polyethylene pedestrian barriers are becoming an integral part of intelligent health and safety procedures in facilities. The products organise a facility and segregate pedestrians from moving vehicles - in turn this creates an optimised, more

But what about those forklift forks protruding under the

barriers and on to walkways?

McCue's R&D team solved the problem by delivering the ultra-strong, multifunctional FlexCore Guard Rail. The handrails still guide pedestrians and organise a facility, but a reinforced ground level rail with hidden hardware offers an extra strong layer of protection - and the ability to deflect intrusive forks and keep workers safe.

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BITO's one stop storage and order picking shop

Bins, containers, racking and shelving can combine to provide cost-effective solutions that will boost the efficiency of transit packaging, order picking and storage for a broad range of applications. These range from line side storage in manufacturing to ecommerce fulfilment in retail and small parts storage in general logistics operations. Manufacturing its own products and providing experienced and expert design and installation, BITO Storage Systems offers a one stop shop for these solutions through its online store at www.bito.com.

Folding containers

When it comes to transporting goods, BITO's EQ range of collapsible containers, offers the perfect space saving option. Folding the sides of an empty EQ saves up to 75% on volume, while an innovative 'seesaw' locking/unlocking profile on the container's short sides avoids the risk of fingers being squeezed in the process.

Containers with pickface

Each container in BITO's XL range is supplied with labels and has a pick opening at the front that affords a good view inside, as well as giving



convenient access for picking. The popular hard wearing polypropylene XL bins and containers can be stacked together to form freestanding Pick Walls that do not require shelving or racking.

Contact
T +44 (0)2476 388852
www.bito.com

CML raises a glass to a successful 2017

Since 1990 when it was founded, leading end-to-end logistics provider, CML, has gone from strength to strength, and 2017 was no different. In just one year the industry leader undertook some of its biggest operations to date, highlighting just why it is one of the front runners in international freight, warehousing, fulfilment and ecommerce services.

Following the implementation of a number of new customers, 2017 saw CML expand its total retail distribution space by nearly 30% with the acquisition of a new distribution warehouse. CML also installed a 60,000 sq ft purpose built picktower to help accommodate

ecommerce growth and ensure that its customers' needs and expectations could not only be met, but exceeded.

CML's work extends far beyond that of logistics, and technology, and it prides itself in the people behind the scenes. Joining the company in 2017, CML appointed Jane Smith as Business Development Manager, Sonia Da Silva as Projects Manager, and promoted Michael Smith to M&S Customer Relation Manager. Each bringing a wealth of knowledge and experience to their roles, the new appointments have helped bring in new business, support the company's growth strategy, further establish CML's ability



to provide bespoke solutions for some of the UK's leading high street brands and ensure that it provides them with high levels of customer service.

CML is one of the industry leaders in third party fulfilment and logistics, and provides flexible and tailored solutions coupled with high levels of service. To find out more information about what CML achieved in 2017, please visit www.cmlplc.com/news.

T +44 (0)1455 200700
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www.cmlplc.com

Supply chain partnership working a priority for new Lanes Rail H&S Manager

Lanes Rail's new health and safety manager Amanda Maloney is making supply chain cooperation a priority following the business unit's success in winning major new contracts with Transport for London.

She has joined Lanes Rail, part of drainage and maintenance solutions specialist Lanes Group plc, after working as a senior advisor for a leading construction health and safety agency.

During 2017, Transport for London (TfL) has awarded Lanes Rail with three major contracts, including a new facilities management



(FM) contract, which increases the amount of assets Lanes Rail is responsible for by 40%.

Lanes Rail won the new FM contract in April, part of TfL's new

approach to FM. It is consolidating 50 contracts into just six, delivering £34 million in savings, while supporting the Mayor of London's plans for improving transport.

Lanes Rail had previously won a drainage contract for the Sub-Surface Lines, and the Bakerloo, Central and Victoria Lines. It had also been re-awarded the contract to maintain structure and drainage assets associated with the Jubilee, Northern, and Piccadilly lines.

T 0800 526488
sales@lanesgroup.co.uk
www.lanesfordrains.co.uk

Investing in people and infrastructure

Ecobat Battery Technologies (EBT) Industrial, formally Manbat Industrial, has begun its second year under its pan-European branding.

It is preparing to implement the processes and procedures it has originated over the last few months and

roll out its development plans.

The company says, "Core to our success is our unrivalled knowledge and experience and this remains central to our strategy. Our expertise is brought to the forefront through a level of personal service that sets the business apart. The sales team has

been reinvigorated and the service engineers strengthened to reflect the needs of the company's valued customers."

Knowledge, experience and practical



application however, mean little without the range of products to fulfil the diverse requirements of customers from across a raft of sectors.

The company continues, "It is here particularly that the might of a major global player can bring considerable benefits, as the ability to deliver the ideal solution for the individual needs of a business can be fine-tuned.

This strength delivers quantity of scale benefits when it comes to areas such as purchasing power and product availability, which compare favourably against the manufacturers themselves. However, EBT Industrial is able to apply these benefits across the range of its product offering, not just to a single brand/manufacturer.

Investment in infrastructure may often be considered of little concern or sometimes even detrimental to the development of business relationships, but the work put into this area is poised to pay dividends when it comes to order processing and product delivery, adds Ecobat, which can add to the package as efficiencies increase and productivity improves.

Alongside investment in infrastructure comes product development and 2018 will see the launch of several new products that will open doors into new sectors.

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Penwright solve their own storage problem with move to Enfield



When George Abraham decided it was time to hand over the reins of Penwright (the successful shelving and racking business) to his son Andy, they jointly decided it was time to find new premises. However they had no idea it would take 2 years to find.

Father and son knew they wanted somewhere spacious, accessible for customers and staff, with easy parking, and a yard, but had no fixed idea of where it should be, other than in Greater London (or Enfield, Middx. - rapidly growing industrial area.)

"We wanted to remain in the capital as we are very proud of the fact that Penwright is London's only official distributor of Dexion products," said George.

Penwright have a long history with industrial and commercial storage market leader Dexion as George worked for the company for many years after he left his native Hungary. Over the past 30 years, Penwright have built an impressive list of clients that include Debenhams, Bombardier, Burberry, Middlesex University and numerous galleries and museums.

Space to grow

Having considered, and rejected, many other locations, Andy and George found what they were looking for, and after extensive refurbishment the company moved into their new base in Northampton Road in Enfield in March 2017.

"The long search was worth it. We've got the space, stock, workforce and technical expertise all in house. We can truly say that we're a one-stop shop for any client with a storage problem," said Andy.

Contact Andy Abraham,
www.penwright.co.uk
www.dexion.com

Grips wood, cardboard and glass

Aventics has launched a new vacuum generator: The latest generation of the multistage injector is said to be lighter, quieter and easier to use than the previous series.

Installation of the multistage ejector is straightforward. Any mounting orientation is possible and only two lines have to be connected for compressed air and vacuum. The modularly designed multistage ejector is also easy to disassemble which simplifies cleaning. Less weight and noise are further advantages of the

new product, which is available with a base body made of sturdy plastics. Two nozzle cartridges can be integrated; depending on the housing module, and up to three modules can be lined up to increase output if required.

The new multistage ejector is available in two variants: The high-flow (HF) version is suitable for permeable material, for example, to transport particleboard and wooden pallets in the woodworking industry. In the packaging industry, it is used in the handle cardboard and boxes.



The high-vacuum (HV) variant is said to ensure a consistently high vacuum and has been designed for non-permeable and smooth material, for example, in glass or metalworking.

T +44 (0)845 6030025
www.aventics.com/uk/en

Warehouse Storage Solutions

We tend to categorise warehouse storage equipment using the following terms:

- Warehouse Shelving generally comprises short-span bays housing a number of shelves from which products are usually hand picked. Shelving can be built as single-tier, multi-tier or high-rise systems. It can also be built in mobile systems to increase storage density
- Warehouse Racking generally comprises wider span, and deeper bays to store bulkier, longer or awkward objects. It is often therefore heavier duty. Racking can also be built as single-tier, multi-tier or high-rise systems, and can be mobilised to increase storage density
- Warehouse Pallet Racking is specifically for the storage of pallets loaded and unloaded by forklift trucks, cranes or mechanical pickers.

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Steve James: 07552 415681
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Laser Cutting Technology News

More power, increased accuracy, higher speeds

Leading sheet metal sub-contractor Accurate Laser Cutting's £700,000 investment in the UK's first 10kW fiber laser has continued its success to the year it was first installed.

With its phenomenal processing speeds and improved processing capabilities, the 10kW Bystronic ByStar cutting system has set a new benchmark in laser cutting.

The high-performance equipment is capable of laser cutting aluminium & stainless

steel up to 30mm thick, mild steel up to 25mm, 15mm brass & 12mm copper. It can also clean cut mild steel up to 15mm thick, which is beneficial to customers who require an oxidation free edge on their parts. "Nitro-cutting offers so much more to our customers," explains company director Jon Till. "Previously, our ability to clean cut mild steel was limited to 3mm using our CO₂ equipment. To now have the capability of five times that thickness is an incredible

improvement & a major benefit to customers who require further secondary operation processes."

This investment replaced their CO₂ cutting equipment at their Tividale, West Midlands manufacturing premises. Their laser cutting facility is fully equipped with two state-of-the-art Bystronic fiber lasers; one 6kW BySprint 4m x 2m & their newest investment, a 10kW ByStar 3m x 1.5m system.

No doubt with their continued record breaking sales, passionate customer care service and the production of high-quality components, Accurate Laser Cutting will continue to lead the way in the laser cutting industry.

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Renold Couplings was first established in 1946, where the company acquired a factory in Cardiff; Renold Couplings began to manufacture in 1947 and had celebrated their 70th Birthday earlier this year. Renold Couplings is a division of Renold PLC, which is an international group delivering high precision engineered power transmission products to its customers worldwide. From its purpose built factory in Cardiff, Wales, Renold Couplings design and manufacture couplings and clutches. The company offer solutions for industries such as construction, food, energy, transport, manufacturing, mining and more, and are proud to say they now operate in 23 countries.

Producing a wide selection of power transmission components, the company is renowned for its high quality and variety. Renold Couplings are able to supply a comprehensive range of high-quality couplings including rubber-in-compression, torsionally rigid and torsionally flexible couplings as well as sprag and trapped roller clutches.

Clients around the world turn to Renold Couplings for their products, which can be used in an array of applications, including cement making, chocolate manufacturing, subway trains, power stations, escalators and quarries - anywhere something needs to be lifted, moved or rotated! When it comes to maintenance, in addition to the safety and reliability features, the rubber-in-compression couplings is both time-saving and cost-effective. Better yet, they are 'fit and forget' and do not require lubrication or adjustment of any kind. The only serviceable items are Renold Couplings' rubber blocks, which in the majority of cases are suitable for use even over a ten year period.

When it comes to Power Generation Couplings, Renold Couplings' RBI range is highly sought after by multiple industries, including rubber processing, plastics, fluid transmission, cranes and hoists, bulk and material handling, pulp and paper and many more. Used in heavy-duty machinery to control resonant torsional vibration, the RBI is a highly integrated component that boasts severe shock-load protection, misaligned capability, is maintenance free and low in cost.

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

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More information is available at: <http://www.ivo-group.com/xl>





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Aquameter was first established in 1990 and is a small family run business which operates worldwide. The company specialise in selling digital water measurement systems and water chillers for many industries including small craft bakers up to multinational companies. Aquameter is proud to say they have catered for a wide range of industries that come from countries such as Iceland, Thailand, Africa and South America.

Customer service is at the forefront of the business, they provide on hand, expert advice on the products and services they have to offer. They are always happy to offer their services to customers and clients UK-wide and internationally.

Manufacturing high quality, digital watering measuring systems and water chillers for dispensing of temperature adjusted water is what Aquameter do best. With over 30 years of experience, Aquameter products are easy and simple to install. Offering great accuracy, these products ensure to give consistent results all year round. All machines are made to the highest standards and are all designed and produced in the UK.

Not only do these machines already have a lot to offer but they save time by only dispensing the relevant amount of water, so now waste is made. Reliability and consistency is a characteristic all machines have as they are made with recyclable material and WEE.

Aquameters repair and refurbish ABACUS water meters, some of which are over a quarter-century old. The company are more than happy to repair customers machines; all customers need to do is email Aquameter detailing the problem and they will send over a quote. 3 to 7 working days should be given, dependant on their production schedule.

For further information or general enquiries,



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The UK's Largest Heating Element Manufacturer

The business, which is based in Cardiff, was founded in 1949 by Franz Skalitzky and Cyril Hodges and as a family-run organisation it is now managed by their two sons John Skalitzky and Alun Hodges. Over the course of its existence Elmatic has become a leading manufacturer specialising predominantly in the provision of heating elements for industrial and electrical applications.

From its fully equipped 45,000 sq. ft. factory in South Wales the group can efficiently provide customers with high quality Mica Band & Plate Heaters, Nozzle Heaters, Cartridge Heaters, Ceramic knuckle heaters, Tubular rod Heaters, Immersion/Flange heaters, Air Duct Heaters, Ceramic Core heaters, Strip Heaters and Roller/Disc Heaters.

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Established in 1981, UNISIG is a leading manufacturer of deep hole drilling systems and technologies. Over the years it has become a recognised name in the industry, renowned for its first rate suite of modern solutions and high performance machinery.

Their top quality solutions have satisfied the needs of customers across the world with quality tooling, accessories and automation. The range of dependable products has proven effective for the purpose of work process optimisation and every component has been independently tried and tested and specifically designed to comply with the necessary industry standards (ISO, DIN and IEC where applicable).

Keeping up with their reputation to offer the latest and most innovative technology, UNISIG has recently introduced significant technology advances in its innovative B-Series Machines. Due to be introduced in the newly launched B850 model and to be integrated into larger models in the series, these advances are set to substantially improve performance and dramatically reduce costs.

When designing the B850, UNISIG evaluated all aspects of the previous designs. The bed and rack-and-pinion system were retained, while feed systems were modernized to improve rigidity and reduce backlash. A new high-performance, helical-gear transmission was incorporated in a three-range, automatically shifting headstock.

Incorporation of modern gearing and power train concepts simplified construction of the machine, reducing cost and boosting reliability and performance.

All UNISIG products are meticulously manufactured in America and Germany and are distributed with the obligatory durable tooling and machine accessories. Training on how to operate the equipment can be provided should this be required, and friendly representatives are also on hand to offer application support for the accomplishment of specific production goals.

Further information on all machines of the UNI series and the complete UNISIG machine



program is available at: www.unisig.de or follow the company on LinkedIn and Twitter (@UNISIG).

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Industrial cloud communication from field device into the cloud for industrial IoT and Industry 4.0

Miles Industrial Electronics' introduction of netIoT Industrial Cloud Communications portfolio brings the Industrial Internet within reach of OEMs, device vendors, system integrators and end users, allowing them to take full advantage of the business-enhancing potential of Industrial IoT.

netIoT Edge devices securely connect automation networks with a cloud or any IoT directed application. The devices are designed for continuous operations in environments with permanent intranet or internet connection.

Seamless Integration

As field devices they perform cyclic IO data exchange with the PLC or controller over PROFINET or Ethernet/IP and communicate with IoT capable field devices simultaneously. The exchanged field data builds the basis for intelligent higher-level applications of cyber-physical systems and M2M solutions. Compatible with existing installations with PROFIBUS or Modbus for simple upgrade.

Maximum Security

System integrity is maintained by security mechanisms such as; physical separation of the automation and IT network, a secure operating system,



the execution of only signed firmware protecting against manipulation. While the latest secure HTTPS/TLS encryption techniques protect against electronic eavesdropping and data theft.

Easy Engineering

The gateway's web based Thing Wiring Editor builds the basic function. With

drag and drop no programming is necessary, only configuration. It serves to model the data flow in the devices. Data apps and data profiles are created in minutes with predefined function blocks.

Cloud IoT Communications

OPC UA and MQTT functions address objects in IoT field devices or in the cloud over standardised IoT protocols. With data semantics for easy abstraction in the cloud netIoT Edge-Gateways are already configured to work with cloud platforms such as IBM's Bluemix solutions and Microsoft Azure IoT.

- Effortless integration into the automation network as standard field device
- Rapid modelling of data paths between field and application with Thing Editor
- Direct OPC UA/MQTT communications to IoT capable field devices in parallel to the PLC
- Trusted platforms due to secured boot
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Stand up for Hand Hygiene



Global handwashing Day is celebrated around the world on 15th October each year. Manty Stanley, Managing Director at TEAL Patents - the manufacturer of portable hand washing units, said, "It's well known worldwide that the gold standard in infection control is washing hands under warm, running water with soap. Yet, many countries still use alcohol rubs. A study found that washing hands with soap and warm, running water reduced infection rates by 50% while hand gels only reduced the rate by 30%. Gels only mask known germs but new germs develop each day."

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Ideal Response's latest investment helps drive down costs for customers

Ideal Response, disaster recovery experts based in Kent, are always looking at ways to improve their services and efficiency for their customers. So when demand pointed towards investment in new drying equipment, the hygiene specialists purchased a range of new, state of the art dehumidifiers and drying equipment from industry leaders, Corroventa. The investment allows for even more energy efficiency and the remote monitoring capabilities have major cost saving benefits for customers, too.

Having received high volumes of cleanup and restoration enquiries in recent months, it was a necessary investment for Ideal Response to keep up with demand. And with a large proportion of recent enquiries being for large scale commercial and domestic properties

affected by fire and water related damage, the investment was a natural progression for their services which are available 24/7, 365 days of the year.

This recent investment has major benefits for Ideal Response's customers, one of which is the remote monitoring capabilities. The ability to monitor the performance of the equipment remotely reduces the time that technicians spend on-site, and ensures that drying programmes are ended at precisely the right time, ultimately driving costs down for their customers.

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Pretreatment Chemicals to the manufacturing industry

BC METAL FINISHING

In September 1987, Brian Carroll along with his wife Sonia formed BC Metal Finishing. Such was the need at the time to produce a quotation at the request of their first potential customer; this had to be hand written. On the strength of this an order was placed and the company was up and running. Many further orders soon followed the quotes being done on a budget typewriter which was just affordable at the time.

Having been in the finishing industry since leaving school and working at Leigh's Paints, Donald Macpherson's and Brent Chemicals (now Chemetall), Brian used his knowledge and contacts to promote the new business. Times were hard but as they say as one door closed, another one opened. It was not easy having a mortgage and two young children but with the assistance of Sonia a trained hairdresser who became Company Secretary they quickly picked up the skills required to operate a business.

All the hard work and long hours paid off and over the years BC Metal Finishing have become established and well respected in the Finishing Industry for the quality of product and service they offer.

David, their son joined the business at an early age and is now the main driving force working hard to maintain and take forward the success of the company.

Having come from humble beginnings BC Metal Finishing are supplying very small to very large companies all with the same standard of product and service. The product range is extensive and it can be seen from their web site www.bcmetalfinishing.co.uk the range of products and services they offer.

The main source of supply are the pretreatment process chemicals, however, BC Metal Finishing have always been at the forefront of automatic dosing and control and provide basic simple controllers to the state of the art cutting edge fully automatic systems for multi stage pretreatment plants.

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Lighting up Leicester

Wilkinson Star, UK importer for MOSA has announced a major order from Hire Station for 100+ MOSALIGHT LED Lighting Towers. A compact, integral lighting tower with 5.5 metre mast featuring 2 x 300W LED light heads capable of 1,800 square metres of light coverage at an average of 21 LUX.

The tower is easily manoeuvred with handles and stabilisers that retract fully for transport with up to four towers able to be transported.

Operation of the lights is controlled from the side panel which also houses a 16A 110V socket with 2.8KW power and

optional input plug for mains power only.

The mast is manually operated and features a mast collar safety device.

Power comes from a modern L70 Yanmar diesel engine which can also be fitted with chalywn valve. The canopy is super silenced, has

a bundled base with fuel tank for up to 44 hours running.

The picture right shows the handover of the first batch of towers at the new Hire Station Leicester branch.

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VELUX® launches pioneering programme



One of Fife's leading employers, VELUX, is today launching a pioneering service to support the company's goal of creating a more open culture around mental health in the workplace.

The Mental Wellbeing Support Team (MWST) will provide a listening and support service for its UK and Irish employees who are experiencing mental health issues or simply need someone to talk to.

Led by Vikki McKay, HR Business Partner, the team has been created by employees, for employees. Team members will take on this role on a voluntary basis, having undertaken a rigorous selection and training process with the company's counselling providers, Interactions. The group underwent a 2-day training workshop covering a range of topics:

- Exploring the definition of mental health and types of mental health issues/behavioural indicators
- Starting a conversation/ observation and listening skills/ what to say and not to say
- Role-play scenarios based on realistic situations
- How to handle serious concerns about someone's mental health
- Framework and job description of the team
- Creation of a charter/service level agreement

The new team was formally launched to all VELUX UK and Ireland colleagues on 26 October.

T 0045 45167885
velux-int@velux.com
www.velux.com

Company of the Year

Storage Solutions

BiGDUG®

Best Practice is extremely excited to announce that BiGDUG is this issue's Company of the Year for its excellent service to the Storage Industry.

BiGDUG was established in 2004 as a barn conversion in Gloucestershire, and are now part of the Global Business Equipment Group, TAKKT. Based in Gloucester and Mitcheldean, the company specialise in robust storage solutions for customers and clients. BiGDUG's approach is simple: to provide great products, great prices and great service. The company aim to fulfil customer and client needs by offering a range of high-quality storage solutions that have great durability. BiGDUG specialise in shelving and racking, they also offer assistance in workbenches, pallet trucks, storage boxes and industrial mats.



The company's goal is to provide great prices for their customers and clients. Buying in bulk is beneficial, as it saves customers the most money. They have a 'low price promise' which means, if you find something cheaper elsewhere, BiGDUG will match that price. Customers that are signed up for the company's newsletter will receive exclusive offers and additional benefits. BiGDUG focus on continually spreading their passion for helping customers and providing great, premium products for storage use.

Not only showing their loyalty through prices, but BiGDUG offers excellent customer service and ensures great satisfactory. They do this by answering calls through real people and not automated machines, making the experience all the more welcoming and hassle-free. The company have on hand, knowledgeable staff that will assist with any needs, including general product information and advice on what specific products suit relevant needs. It is no wonder that the company have over 250,000 new and repeat customers and have

achieved an average 8.9 stars out of 10 from over 9,000 reviews.

One of the bestselling items in the Storage Box category are the 'Really Useful Boxes.' The boxes come in a variety of different sizes and two different colours (clear and solid blue), not to mention that they are made from polypropylene and have reinforced corners and a base, making them sturdy and able to withhold heavy loads. These boxes are popular for uses in business, schools and the home. The clip-lock lid helps keep content safe from moisture, dirt and dust.

BiGDUG's popular shelving item is the 'Value Shelving' storage. This is classed as 'entry-level' shelving and can hold loads of up to 200kg. This product is designed for use in a storeroom, the workshop, garage and other uses where applicable. The shelf has 5 adjustable shelves and is made from European steel; there is no need for nuts or bolts for assembly. This multi-use product can be used as a full-height shelving solution or half-

height as a shelving or workbench combination. The shelving can be joined with bay connectors that will maximise the storage space.

BiGDUG are proud to say they believe in honesty; whether it is with customer or employees. If things aren't going quite well, they will be truthful and have an honest conversation with the client on how they can work together to fix and resolve the problem. This proves that they are here to listen to customer's storage problems and are working towards the same goals, which is to make the customer happy with all products and services provided.

For further information or general enquiries, please visit the BiGDUG website. Assembly instructions and data sheets can be viewed online, as well as price lists and delivery options. Alternatively, you can contact the company via telephone or email.

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Fuchs Lubricants (UK) improves maintenance productivity with RAM's CMMS

FUCHS LUBRICANTS, a global leader in developing and manufacturing lubricants and specialties, has selected Real Asset Management's (RAM) computerised maintenance management system (CMMS) to boost its UK based maintenance processes. In order to comply with IATF 16949 standards and the complexity of the plant, the company decided to replace two existing tools with RAM's solution. FUCHS UK will benefit from improved work order management, enhanced Key Performance Indicator (KPI) reporting as well as refined communication across the maintenance department.

The FUCHS Group comprises of around 60 companies and 5,000 employees globally, making it the world's leading independent lubricant manufacturer and supplier. Founded in Mannheim, Germany in 1931, FUCHS provides specialist products for a wide variety of applications and sectors. It prides itself on performance, sustainability, safety, efficiency, reliability and ability to reduce costs for its customers. The UK branch is headquartered in Stoke-on-Trent, employs over 300 people and enforces the group's reputation for outstanding customer service and lubricant solutions.

The company selected RAM's specialist solution to improve asset management processes across its UK sites. Jack Millward, HSEQ Assistant at FUCHS LUBRICANTS (UK) Plc comments, "We needed a maintenance system that would enhance productivity, refine reporting procedures and reduce the time it takes to raise work orders. Our existing software was not allowing us to fulfil all of the requirements associated with IATF 16949 and implementing the CMMS will simplify meeting the guidelines that apply to us while helping us to manage our labour force more effectively."



Prior to purchasing RAM's CMMS, the company was utilising SQL-based tools. The requirement for a specialist solution was outlined due to the lack of effective communication between the disparate programs. Millward states, "We used two pieces of software, one for planned preventative maintenance (PPM) and calibration scheduling and another for breakdowns. We identified the need for an all-encompassing package as there was no connection between the existing systems and cross-referencing was not easily accomplished."

With RAM's solution in-place, FUCHS UK will benefit from KPI dashboards and extensive reports providing a greatly enhanced view of downtime, resources used and which areas of the asset base are incurring most costs. This improved visibility will enable the company to make more informed decisions when it comes to repairing or replacing equipment that is proving expensive to maintain. Millward explains, "Reporting on monthly KPIs was difficult previously and inaccurate data was common due to the lack of communication between our old systems. The new CMMS will give us a complete maintenance management tool in line with IATF, more precise reporting and an easy way for our engineers to schedule calibration tasks wherever they are on site."

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SPACE - THE FINAL FRONTIER

As the quest for more warehouse space continues, certain capacity limits are likely to be quickly reached when using conventional static storage methods. SSI SCHAEFER vertical lift LogiMat represents a low cost solution to your storage problems. As well as saving space, the LogiMat increases picking speed and reduces replenishment time through less time spent walking as the system operates according to the "goods to man" principle.

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Efficient line feed systems



Every production line manager is looking for ways to maximise efficiency and improve productivity levels while driving costs down. However, all too often there is a lack of time or resources to justify the changes needed to develop a streamlined, flexible solution to achieving such gains.

The integrated approach of SSI Schaefer brings together a wealth of disciplines, experience and expertise needed to devise and implement tailored, practical and efficient solutions to help manufacturers improve their efficiency, competitive position and profitability.

SSI Schaefer is working in partnership with MoTuM, in which it is the majority shareholder, and now offers a comprehensive range of AGVs (automated guided vehicles), automated stackers and reach trucks for different applications.

The complex and intelligent AGVs can be employed for the transport of pallets, totes and cases and they utilise 'Swarm Technology' controlled by SSI Schaefer's logistics software WAMAS®, which handles planning, control and checking of all goods, information and resource flows.

SSI Schaefer's Autocruiser has been designed and built with production in mind. It represents a less expensive and more flexible alternative to a conventional conveyor system, and consists of transport carriers operating on rail structures which are easy to extend and modify, making this a versatile and scalable solution.

AGVs, the Autocruiser transport system, or even simple conveyors can be used to transfer goods to and from assembly areas. The ergonomic pick@work assembly workstation system is a stand-alone solution which is based upon Pick-by-Light technology.

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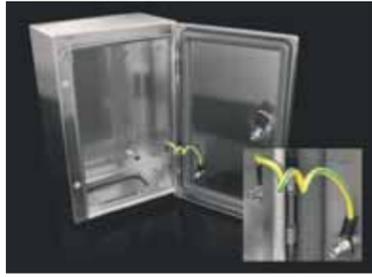


Hylec-APL launches new DEDSS Series lockable IP66 IK10

Hylec-APL's new DEDSS Stainless Steel Series of lockable, solid door enclosures are specifically designed to provide high-quality, secure, cost-effective protection for specialist and demanding electronic and electrical installations. The DEDSS Enclosure Series is IP66 rated and protects contents against water and dust, as well as being able to withstand impact to IK10 specifications and extremes of temperature ranging between -20°C and +55°C. Suitable applications for DEDSS enclosures include corrosive environments, such as the chemical and petrochemical

industries, and environments where strict hygiene is required, for example, the agro food sector.

The rugged DEDSS enclosures range is manufactured from grade 304 stainless steel and supplied as a complete kit. This includes a metal lock and key, a 2mm galvanised steel back plate, and external mounting feet and spacers. In addition, DEDSS enclosures come complete with an earth strap pre-wired and fitted between the door and the housing to save valuable installation time.



This comprehensive range encompasses six different sizes, ranging from 300mm

high x 200mm wide x 150mm deep to 500mm high x 500mm wide x 200mm deep, so offering a wide choice capable of accommodating most installations. Many accessories that fit the DEDSS range are available from Hylec: cable glands, Kwik-Fix cable glands, venting elements, contactors/thermal overloads, filter fans and other fans.

Steve Robbins, Sales Director comments, "The DEDSS range provides the perfect solution for protecting delicate components in environments that demand very high standards of security

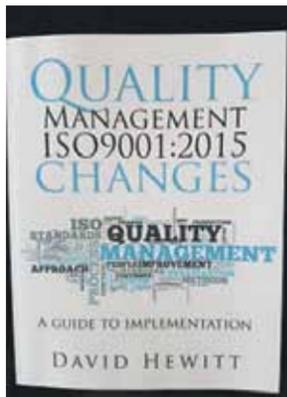
and cleanliness, for example where hygiene must be maintained, such as hospitals, dental and veterinary practices, in addition to a whole host of other industries, such as food manufacturing."

DEDSS Series lockable solid door stainless steel enclosures are available directly from Hylec-APL and are also held in stock by many of the UK's leading distributors and wholesalers including Evatron, CPC, Rapid, QVS, Edmundson, Philex and more.

<http://www.hylec-apl.com/Enclosures-and-Junction-Boxes.html>

The ISO 9001 Specialist

ARAGON CONSULTING SERVICES LIMITED designs, installs and maintains Quality Management Systems. Aragon reviews and audits procedures and processes for all elements of the Quality Management System ISO9001:2015 to maintain the customer's accredited status.



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ISBN978-1-5245-9447-3

Businesses who achieve accreditation status should experience more efficient and effective process management and happier customers. It will also improve the 'winning of new work' through the Tender Process when applying for new contracts as more customers are including this requirement in their RFQ process.

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- More competent workforce
- Improved Customer Satisfaction
- Enhanced business profile - improved competitive edge

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ZOLL AED 3 now available with Rapidshock Analysis

ZOLL® Medical Corporation, an Asahi Kasei Group Company that manufactures medical devices and related software solutions, announced today that the company's ZOLL AED 3™ and the ZOLL AED 3™ BLS* (basic life support) automated external defibrillators now feature RapidShock™ Analysis technology, which decreases heart analysis time and pauses in chest compressions.

RapidShock Analysis can analyse a heart rhythm in 3 seconds, compared to existing devices, which take up to 12 seconds. Minimising CPR pause time for more continuous lifesaving CPR care can improve patient outcomes from sudden cardiac arrest. RapidShock Analysis is a free upgrade to existing ZOLL AED 3 owners in

countries where it has regulatory approval.

Research shows that minimising time to shock after the CPR cycle ends may improve survival.¹ The 2015 ERC Guidelines note, "The delay between stopping chest compressions and delivery of the shock (the pre-shock pause)



must be kept to an absolute minimum; any delay will reduce the chances of the shock being successful."²

"We're pleased to be able to add this breakthrough technology to the ZOLL AED 3. It is critical to deliver consistent, high-quality chest compressions, and this technology dramatically reduces pauses, allowing for high-quality CPR," said A. Ernest Whiton, President of ZOLL Resuscitation.

www.zoll.com

1) Snyder DE, et al. Crit Care Med. 2004;32(9) Supplement:S421-S424.
2) ERC Guidelines for Resuscitation 2015. Resuscitation. 2015;95:20.
*The ZOLL AED 3 is not available for sale in the United States. This



product is pending regulatory approval from the U.S. Food and Drug Administration. RapidShock Analysis is pending Health Canada approval in Canada.

3D Printer Specialists

Awesome Apps was established in 2011 by three directors that were formerly working within the machine tool software applications industry. Based in Cheltenham, Gloucestershire, the company specialises in 3D Printing.

Awesome Apps is a company that is renowned for being providers of systems, software and services to the 3D printing, production engineering and dental sector industries. Alongside this, they write and distribute application software and provide specific scanning, 3D printing and CAD software. Customer service is at the heart of the company,



they wish to meet the needs of customers by providing them with the services they require and honesty.

The company themselves are the European distributor for the MoonRay 3D printer. This printer uses ultraviolet technology to solidify resins in the desired form. It includes a DLP projection system that offers fast capabilities and accuracy down to 20 microns, which means it is independent of the number of models being produced. This results in a



three to four-fold increase in throughput compared to older models of the laser 3D printers.

Many of Awesome Apps clients come from the dental sectors such as dental studios, clinics and orthodontic laboratories. The printer can also be used for prototyping and casting applications such as jewellery or even producing hearing aid shapes that fit individual's ears. The MoonRay printer leaves a lasting impression for those that want to scan items and then produce an identical shape.

The company wish to expand and continue to provide innovative and effective solutions that will allow companies to exceed their potential. Awesome Apps have seen many companies collapse due to the high demand for applications, which is why they are proud to say they have worked on a well-developed and advanced way of printing.

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

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www.awe-apps.com

Symphotech helps Scarborough Open Air Concerts expand

Event sound monitoring and health and safety expert, Symphotech, was brought in to help Scarborough Borough Council expand their successful Open Air Theatre summer concerts.



Working with promoter Cuffe & Taylor, the council wanted to more than double the number of shows held in the town centre venue and turned to Symphotech to help them meet new licensing conditions relating to noise levels.

Previously the Open Air Theatre had only held 12 shows a year and Scarborough Borough Council, which owns the site, wanted to expand that to 30 shows a year as part of a long-term plan to raise the town's profile as a premiere UK resort.

One of the conditions set by the licensing authority was the requirement to carry out more noise monitoring to help minimise disruption to local residents. Symphotech worked closely with the council's licensing team, particularly the environmental health officers, and put in place extensive measures to monitor noise levels at the concerts, which featured performances by The Kaiser Chiefs, The Jacksons and Michael Ball and Alfie Boe.

To improve the service offered, Symphotech trialled a new system in partnership with NTi Audio UK, which allowed noise levels to be monitored in real time by anyone with access to the system, including the event organisers, promoters and the sound team. In addition to remote monitoring, the team set up a fixed noise meter at a sensitive location to continuously record sound levels - both ambient background and noise from the concerts - which was fed back via a data server to any internet-enabled device, so levels could be monitored at all times.

This July, it was announced that Live Nation is to take over the operation of Scarborough's Open Air Theatre from its subsidiary, Cuffe & Taylor, and build on the success of the venue. This partnership will help the venue to flourish further with Live Nation requesting to work with the council on providing a permanent standing area in front of the stage, which would increase the theatre's capacity and enable it to benefit from increased revenue and prestigious acts.

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Anua Clean Air UK Ltd is an established leader in the fields of high performance, low-cost odour and solvent emission abatement primarily based on its Proprietary bio-filtration and bio-scrubbing technologies. The company has the exclusive world-wide Branding and Patent rights to Monashell, Mónafil and CrumRubber technologies originally developed by Bord na Mona. We specialise in after care service, troubleshooting and process optimisation and media replacement services. We carry an extensive stock of all our filtration Media and high performing inoculum.

In addition, Anua Clean Air UK in partnership with Air Clean Srl. can also offer the full range of treatment options including Chemical Scrubbers, Activated Carbon Filters and Dust Filters.

Our proprietary range of process solutions offer best

in class performance at the lowest life cycle cost for an ever-increasing range of Municipal (Waste Water and Solid Waste) and Industrial Applications. The company's core values are centred on developing high performing, low cost environmentally sustainable solutions, utilising high quality recovered materials. Key performance metrics are not just odour removal efficiency but also power and water consumption and media life.

The newest Technology developments are centred on Multi-Stage solutions which use different media in different stages to optimise filters size, performance, power and water consumption. Another exciting development is the utilisation of recovered Crumb Rubber as a high performing inert Biotrickling media for medium to very high H₂S applications. This technology has been successfully deployed on difficult airstreams and Landfill gas and Biogas for H₂S and volatile siloxane reduction.

Anua Clean Air UK is supported by Engineers who were the originators of the Mónashell, Mónafil and CrumRubber technologies and have over twenty-five years' experience having been involved in over 1,000 worldwide odour control installations. Anua Clean Air are currently working on Projects in the UK, Ireland, Italy, France, and Israel. The development and deployment of Anua Clean Air UK's technologies on a worldwide basis bears testimony to the successful deployment of low cost, reliable biological treatment for an ever-expanding range of complex and difficult applications. The development of multi-stage systems and new high performing systems for use on energy recovering Biogas and Landfill gas applications is a new and exciting development with significant upside in terms of costs of recovering energy from these streams and reduction of CO₂ emissions as a result of increased utilisation and a reduction of reliance of

fossil fuels. Not only are biological solutions emerging from the shadows as the technology of choice for air pollution they are also set to play a significant role in the renewable energy sector.

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"Anua Clean Air UK offer proven, patented clean air bio-technologies, which provide best-in-class process performance with the lowest utility and life cycle costs"

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- Skid Mounted Odour Control Units -
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ANUA Clean Air UK



CopriSystems is a market leader in the design, manufacture and installation of warehouse extensions, shelters, canopies, freestanding buildings, bespoke structures and sport domes for over 27 years.

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For more information, please have a look on our website where we're sure you will find a structure perfect for your business; www.coprisystems.com alternatively, call our office on +44 (0)1380 830697.

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A Successful TV Advertising Campaign for Online Garden Centre

A family garden centre has hailed its first TV advertising campaign a success.

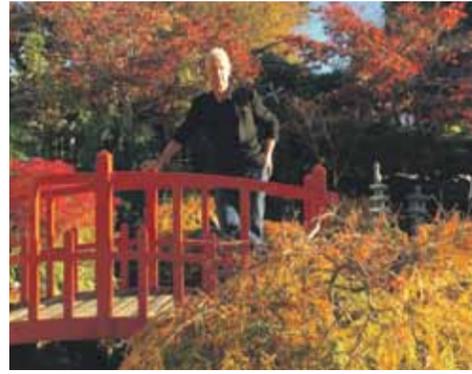
GardenSite.co.uk, based in Sutton Coldfield, is a successful online garden supplies retailer. Launched 18 years ago when online selling was in its infancy, the company now employs over forty people and has more than 10,000 products listed on its website with an annual turnover of over £5million.

Up until 2016, GardenSite had relied on its reputation and social media presence

to generate sales. Recently Senior Partner Robert Hall decided that a television advertising campaign would increase public awareness of his company and attract new customers to the site.

This was not a low cost option and required an investment of over £100,000, a significant sum for a business that is still family owned. This is why Robert approached Peter Tooke, his Senior Relationship Manager NatWest.

Robert said, "We have always banked with NatWest and value their advice, they have



always backed us in the past and this time was no exception."

GardenSite brought in advertising agency The Traditional Media Agency (TTMA) and a strategy was put in place. This initially involved advertising in February on Sky TV focussing on specific postcodes and then the campaign was rolled out to terrestrial television.

Scheduled to appear during ITV 'Love Your Garden,' the adverts featured 'Create Your Perfect Space' as the strapline, the advertising featured a number of different products from three of GardenSite's popular categories which include sheds, greenhouses and water features.

The campaign was refreshed with 30 second commercials running on ITV1 and ITV3 in the West Midlands. Results were very encouraging with visitor numbers to GardenSite.co.uk increasing immediately by a factor of 14 against normal figures at the time.

Robert said "We have been very pleased with the support we have received from NatWest, GardenSite achieved record sales between May and August. Much of the additional sales success can be attributed to our investment in TV advertising which would not have been possible without the support from NatWest."

Peter added, "GardenSite is a sound business but we both recognised the value of using fresh ideas to develop their customer base and drive sales. TV advertising was certainly well worth considering."

Richard Whiley, Co-founder of TTMA, said, "The results were very pleasing. TTMA ensured that GardenSite appeared first, in the first break, in the first programme of the new series. Visitor numbers to the GardenSite website immediately after the commercial ran, were up by a factor of 14 against normal figures at the time."

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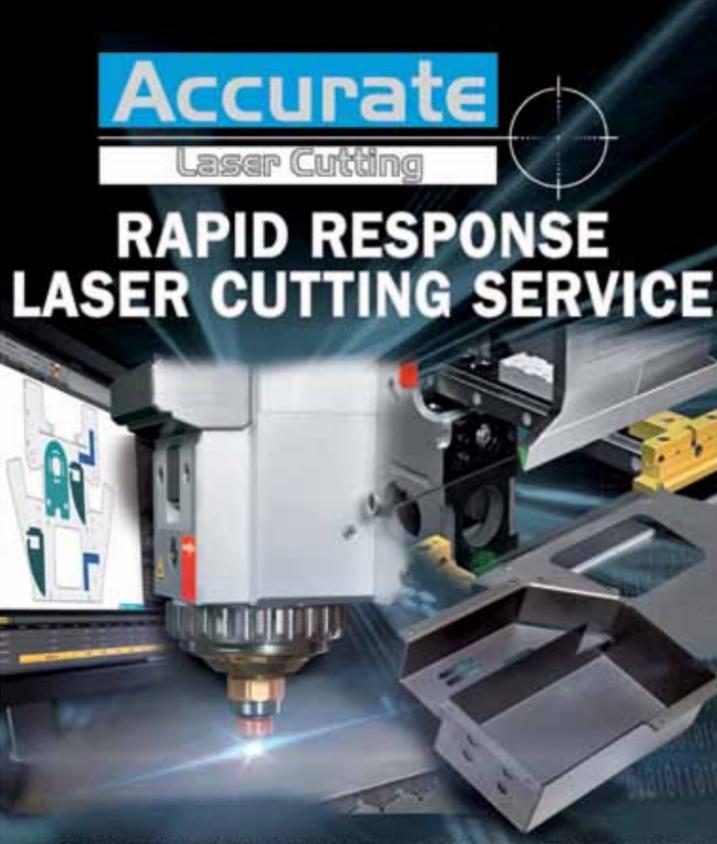



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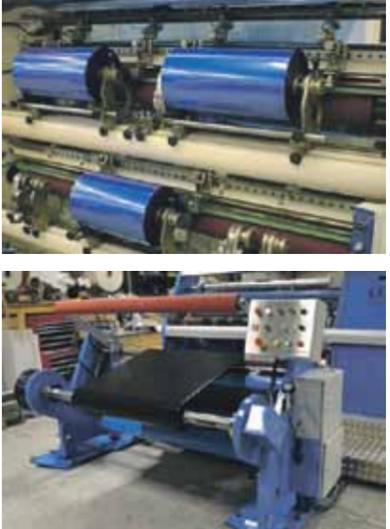
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Established in 1999, Alpha are experts in the design and manufacture of converting equipment such as spooling machinery and slitting machines. Our machines are manufactured for the international converting industry but mainly used by printing and packaging companies across the world.

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

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



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Specialists in Freeze Drying

Best Practice is tremendously excited to announce that Biopharma Group has been awarded the Product Innovation profile for its fantastic contribution to the Freeze Drying industry.

Biopharma Group has six core divisions to the business: Equipment Sales, Lab Services Consultancy, Biopharma Technology LLC (dedicated USA division), Biopharma Technologies France, BPS Crowthorne in Ireland and Crowthorne Hi-Tec Services (CHTS).



The organisation is passionate to ensure that their customers get the best results from any equipment or instruments that they purchase from any division within Biopharma Group. The company has actively sought to produce, and continue to invest in the development of, the most advanced analytical instruments available to those using freeze-drying technology as part of their process, predominantly with the user experience and results being the driving force behind the design.



The Leading Supplier of equipment to pharmaceutical, biotech and process industries

Biopharma has actively produced and continues to invest in the development of the most advanced analytical instruments available to individuals using freeze-drying technology. Biopharma is perhaps the only company worldwide working in the field of freeze drying that, in addition to research services and training programs, develops unique analytical instruments to advance the science of freeze drying. Biopharma's product portfolio has recently integrated the new Freeze Drying Microscope Lyostat5, with upgraded features along with the next generation Electric Impedance Analyser, Lyotherm3, which has unmatched sensitivity to detect crystal mobility and hidden structural rearrangements.

We asked Charis of Biopharma Group what the company's aim is, she responded: "Our aim is to provide our customers with equipment and/or services that best meet their process requirements while remaining on-hand to provide advice and assistance thereafter; it is our expertise and ability to be a 'one-stop shop' when it comes to freeze-drying technology and lab processing equipment that keeps Biopharma at the forefront of our field."

She added, "...the key to our success is the many combined years of experience and expertise in the processing industries and our in-depth knowledge of the equipment we supply. We also have an experienced technical service/maintenance department and strong links with our suppliers enabling us to support the working life of the equipment. Additionally, our on-site freeze drying laboratory in Winchester, UK, offers a range of services in product and process development, analysis and R&D."

The company has three collaborative instrument development projects that they are working on alongside two other UK companies, that they will be excited to bring to the market in the upcoming months.

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

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We are proud not to be a catalogue company. Our aim is to provide you with equipment that best meets your process requirements and to remain on-hand for whatever advice and assistance you might need. The key to our success is our years of experience in the processing industries and our in-depth knowledge of the equipment we supply. We have an experienced service department and strong links with our suppliers to enable us to support you throughout the life of your equipment, and our on-site freeze drying laboratory offers a range of services in product and process development.



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Protect your Components with Curtiss Wright Surface Technologies

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

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

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

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



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

There are a number of factors that can cause premature failure and poor performance of metals and materials which is why the services and processes Curtiss Wright Surface Technologies provide are vital in the life extension of critical

components. Machining, heating, forging bending and rolling of metals can induce unwanted stresses and associated problems which can be eliminated by some of the services Curtiss Wright Surface Technologies offer.

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

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

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



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

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

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