

Best Practice

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Total Magnetism Solution Provider



consignment stocking at their location in France, within a customer's own facility, or shipping directly from China. As well as supplying sintered, bonded and powdered NdFeB, Newland also supply AlNiCo, SmCo and hard ferrite magnet materials, and magnetic assemblies manufactured to the customer's specific requirements.

"Newland Magnetism Europe is a subsidiary of Ningbo Newland Magnetism, which allows us to provide magnetic material at the same cost base as material purchased directly from China, giving us competitive edge price wise over other European Magnet distributors," explains Forbes. "Another advantage is that we can provide the highest grades of NdFeB material and assemblies. We can achieve this by continuing to invest in new test equipment, which enables us to control all the key parameters from compounding our own magnetic powders to pressing, sintering, grinding and plating. This allows us to produce magnets and magnetic assemblies to a very high level of quality.

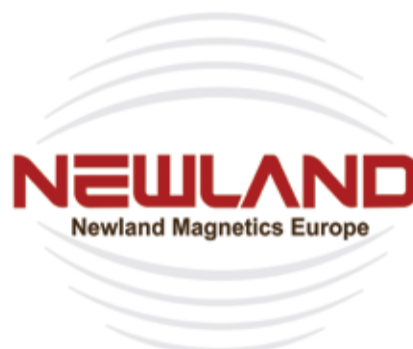
"Our European base makes it easier to communicate with our customers, providing technical support in their own time zone. We have also recently produced our literature in French, German and Italian in order to help our customers understand the products and services we can provide. With our storage facilities in France we can also offer a three-day delivery to any part of Europe rather than extended delivery times when ordering directly from China."

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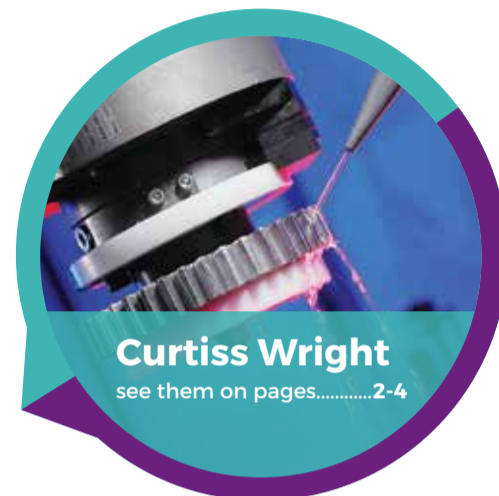
Newland Magnetism Europe moved to larger premises providing additional office space and over 500m² of warehousing, and in the next 12 months they will be joined by an engineer from China to offer additional technical and design support. Another addition to the team was Amanda Dickinson as Inside Sales Manager, who is using her background in the research industry to help customers with their complex magnetic applications. In fact, this year she has already developed new business within the laboratory and medical industry in the USA.

Newland Magnetism Europe is committed to providing only the best quality and service to their customers in Europe and beyond. For more information, head to their website or use the contact details below.

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info@newlandmagnetics.eu
www.newlandmagnetics.eu



Download on the
App Store



Curtiss Wright

see them on pages.....2-4



Unisig

see them on pages.....10-13

Stylish custom made keyrings from Dash Dynamics

In addition to Dash Dynamics' range of high quality domed badges, the company also offers custom made keyrings that are produced to a customer's specifications. Catering to a wide array of needs, Dash Dynamics can complete production runs from as little as 10 units, making these luxury keyrings cost effective as well as stylish.

With a range of options to suit your needs, Dash Dynamics can manufacture keyrings in brushed metal, luxury chrome metal or genuine leather with their specialist domed badges on one or both sides of the keyring. These badges are made with your own logo or design, with every product tailor made to a customer's requirements to match a company's or club's branding.

Indeed, Dash Dynamics' keyring

and badge production is ideal for specialist clubs and organisations, and they are always happy to discuss a customer's design requirements.

These truly high quality keyrings are perfect where a company requires their image to be in the best possible light.

Why hand over the keys to a customer who has just bought their new car for £20k plus with a cheap plastic keyring or simple tag when you can present them with a beautiful boxed keyring costing just a little more?

Dash Dynamics can produce name badges or tags for staff, offering a quick turnaround time, making them the ideal choice for any company wishing to promote themselves and/or identify their staff. What's more, if



a company employs a new member of staff, single badges can be ordered quickly and easily once Dash Dynamics has a company's badge designed and approved.

They can produce low to high volume lapel and tie pin badges for any club, event or organisation, and offer promotional badges or promotional key-fobs to pair with their custom keyrings to offer a comprehensive solution.

Possessing an unrivalled willingness to get the job done with services that are built upon speed and accuracy.

Dash Dynamics can be trusted to complete every order. Providing in house design services, Dash Dynamics has three printers and a computer controlled resin doming plant, and they are intending to increase to a second doming plant later this year. Depending on the badge design, they can usually offer a turnaround of under one week.

The specialists pride themselves on efficiency, once producing 12,000 badges in two days. With such quick service, customers are always delighted with what they receive and often badges can be made the same day ready for dispatch the following.

If you would like to find out more information about Dash Dynamics' stylish and customisable key rings, get in touch using the contact details below.

Alternatively, head to their website where you can also find information on their full range of products, as well as videos demonstrating how the company works and how their badges are made.

Contact
T 01995 606158
info@dashdynamics.co.uk
www.dashdynamics.co.uk



TCFM

see them on pages.....15-16



Dash Dynamics

see them on page.....20



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Experts in Life Extension of Materials & Critical Components

Curtiss-Wright have a commendable history behind them, having been founded by three of the world's most celebrated aviation pioneers, Orville and Wilbur Wright and Mr. Glenn Curtiss, one of the forerunners of naval aviation. Their companies, the 'Curtiss Aeroplane and Motor Company' and 'Wright Aeronautical Corporation' merged in 1929 in order to create Curtiss-Wright. Today Curtiss-Wright is one of the world's leading advanced engineering companies, having diversified and branched out into numerous different technologies across multiple sectors, including commercial and industrial, defence, power, metals, aerospace and much more.

At the turn of the 21st century, Curtiss-Wright had grown into a multi-national company, with global sales of over \$2 billion and having acquired almost 60 businesses. Many of these companies still operate under their original name, such as Metal Improvement Company, Bolt's Metallizing, IMR Test Labs, Component Coating and Repair Services and more who now are part of Curtiss-Wright Surface



Technologies. These various divisions offer a wide variety of different specialised surface treatments such as thermal spray coatings, solid film lubricants, shot peening technology and much more.

Curtiss-Wright Surface Technologies, one of their most well-

known and international subsidiaries, specialises in providing material surface treatment solutions, focuses on enhancing the performance of critical materials and components. As many of their clients are in heavy engineering based industries, critical components are often of vital importance. Not only do they need to be specially designed to precision specifications, but they need to be long lasting and properly maintained too. Curtiss-Wright Surface Technologies can offer clients a comprehensive material treatments service that covers silicone, plastic and electronic components, coatings, shot and laser peening, material analysis, testing, repair and maintenance.

Curtiss-Wright Surface Technologies can provide mechanical and metallurgical testing services for a range of different materials and components through IMR Test Labs. Curtiss-Wright Surface Technologies uses only the most advanced technology and methods in order to conduct fatigue testing, thermal spray



coating analyses, metallurgical and failure analyses, accelerated weathering and corrosion testing, weld testing and much more.

When it comes to engineered coatings, Curtiss-Wright Surface Technologies have a wide scope of services, including providing thermal management, corrosion and erosion, and protection and repair of turbine components. Curtiss-Wright Surface Technologies can provide protective engineered coatings or metal coatings to protect components from the environment, corrosion, heat, and wear. As they can ensure protection for components of any size or complexity, they have a vast client base made up of those seeking their protective coating services, including the aerospace, oil, gas, automotive and medical industries.



Their range of coating solutions includes thermal spray/HVOF coatings, solid film lubricants, liquid coatings, and parylene conformal coatings. Not only that, but Curtiss-Wright Surface Technologies also offer repair and overhaul for gas and steam turbine components, as well as laboratory testing and process verification for: salt spray corrosion testing, U.V testing and development of their own bespoke coating systems such as Everlube®, Microseal, and Flurene Lube-Lok®, sacrificial aluminium coatings, diffusion coatings and pre-treatments.



Metal and material surface solutions are a huge part of why Curtiss-Wright Surface Technologies has become such an internationally recognised name. In addition to their famous controlled shot peening process, the company can provide highly effective and controlled Laser Peening for components in turbine engines, aircraft structures, wing skins and more. This specialist process puts exceptionally deep residual compressive stress in certain parts of a component to prevent crack initiation and fatigue. Not only does this allow the component to resist damage from erosion, strike damage, fretting, and corrosion, but it can also better withstand pressure from both low cycle/high stress and high cycle/low stress situations. Better yet, their laser peening ensures quality control, precise application and poses no risk of process contamination.

Preventing the failure of critical components is a huge concern for clients, and is one of the most highly sought after services from Curtiss-Wright Surface Technologies. Problems can be caused due to any number of reasons throughout the component design process, whether it's the choice of materials used, incorrect assembly, or damage to the parts caused by bending, rolling or forging. Components of any type can be damaged, such as blade roots, rotating rings and tie wire holes used in Aero-Engines, fasteners and stringers used in Airframes, and torsion bars, gears and keyways, which are used to make Crankshafts and more. Thankfully Curtiss-Wright Surface Technologies have a large array of solutions, including but not limited to: C.A.S.E. isotropic superfinishing, Parylene coating, Thermal barrier coatings, Cathodic protection and much more.

If you would like to find out more about Curtiss-Wright Surface Technologies and their many specialised, services and solutions, then be sure to get in contact with the company today. Alternatively, you can find out more about the company by visiting the website below, where information, animations case studies and links to their many services can also be found.

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



**CURTISS -
WRIGHT**

Surface Technologies

www.cwst.co.uk

Increasing life and performance of critical components

Surface treatment or modification can improve and extend the operating life of components and structures, optimising performance to its maximum potential.

Range of Surface Treatments

Our wide range of surface finishing services and products include:

- Controlled Shot Peening
- Laser Peening
- Engineered Coatings, including:
- On-site Shot and Laser Peening
 - Thermal Spray – HVOF (High Velocity Oxy Fuel), Plasma, Arc Wire and Flame Spray
 - Everlube® Dry Film Lubricants
 - PROCOAT 100™ Corrosion Protection
 - Parylene – ultra high biocompatible conformal coating with moisture and barrier protection – USP Class V1, ISO 10993 tested and MAF 1176 on file with FDA
 - Organic and inorganic overlay and diffusion coatings suited to the gas turbine and aerospace industries
- Material Analytical Services



**For more information and full worldwide contact details:
www.cwst.co.uk or contact 01635 279621**

Experts in Surface Technology Treatment



environments. Curtiss-Wright tries to exhibit at three trade shows per year, and this year they will be exhibiting at Engineering Materials Live at the National Conference Centre, Solihull, 19 September 2019, joining some of the UK's industry-leading companies. In addition to this, Curtiss-Wright will be attending Medical Technology Ireland at the Galway Racecourse, 25-26 September 2019, joining over 200 global suppliers showcasing innovative medical technology products and solutions. Finally, they will be exhibiting at Advanced Engineering at the

NEC, Birmingham, 30-31 October 2019, the UK's largest annual advanced manufacturing trade show.

If you would like to find out more about Curtiss-Wright and their many specialisms, you can get in contact with the team using the details provided below. For more information and case studies on their services, be sure to head over to the website.

T 01635 279621
www.cwst.co.uk



Best Practice is committed to showcasing companies who are dedicated to offering an outstanding customer experience, and who are constantly looking to evolve their services to ensure they are at the forefront of their industry. This is why we are proud to announce that Curtiss-Wright Surface Technologies has been chosen to receive our **Best of Britain Award**.

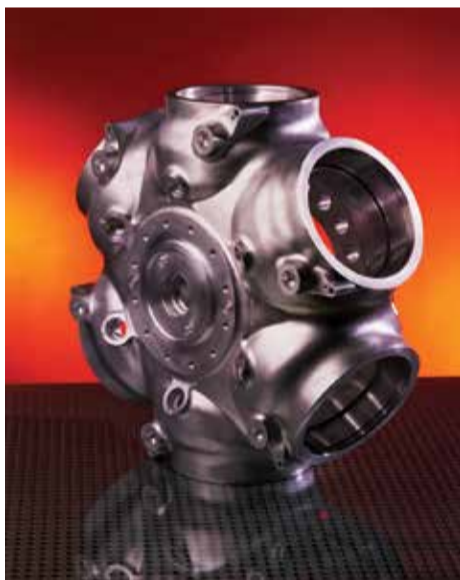
Curtiss-Wright Surface Technologies, a subsidiary of the Curtiss-Wright Corporation, boasts a global network with over 70 worldwide locations, providing material surface treatments, protective coatings, high tech processes and much more for the aerospace, automotive, oil & gas, subsea, medical, and power generation sectors. They increase the performance life of metal components by protecting them against premature failure using their high performance metal surface technology.

Offering customers a single point of contact and source solution for controlled metal surface treatments, Curtiss-Wright are specialists in metal surface treatment, and strive to improve and reduce turnaround times and costs for their clients. Indeed, their history dates back to 1929, when the Wright Brothers and Glen Curtiss founded the Curtiss-Wright Corporation. The Metal Improvement Company was established in 1946, which was then acquired by Curtiss-

CURTISS - WRIGHT

Leaders in Surface Engineering for Critical Components

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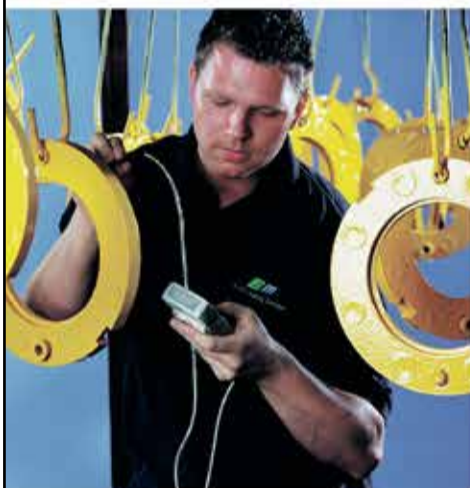


Wright in 1968. With nearly 90 years of history to draw upon, Curtiss-Wright Surface Technologies are unequivocal experts in their field.

Some of the practical applications and benefits of their services include controlled shot peening, which is excellent for reducing fatigue and stress corrosion cracking, shot peen forming for creating curvature in aircraft, laser peening, CASE Isotropic finishing, parylene conformal coatings and much more.

Among their lauded engineering coating services, Curtiss-Wright also offers thermal spray coating. Their thermal spray and High Velocity Oxygen Fuel spray coatings can be seen in use throughout aerospace, automotive, oil and gas, and much more. Essentially, thermal coatings offer a cost-effective and high performance alternative to hard chrome plating, providing a finish that protects metals from heat, wear, oxidation and corrosion. HVOF thermal spray coating has numerous advantages, including being able to be used with metals, alloys, ceramics and carbides. Not only that, but it also provides outstanding bond strength to withstand against extreme mechanical loads.

What's more, their solid Film Lubricant and Liquid Component Coatings provide long lasting lubrication, and protection against friction and galling within harsh operating



- High quality surface coatings
 - Improve part wear life and performance
 - Reduce maintenance costs
 - Standard and tailored specialty coatings
- Range of coating services:
- Dry film lubricants
 - Corrosion, chemical & environment resistance
 - Impingement coatings
 - Conformal coatings

Curtiss-Wright Surface Technologies | www.cwst.co.uk

eurosales@cwst.com | +44 (0)1635 279621

Deep hole drilling experts set industry standards

Best Practice is proud to feature UNISIG for our **Best of Europe profile**, for being a world-leading provider of complete deep hole drilling systems. For nearly 40 years, UNISIG has offered tools, automation systems and machines for any deep hole drilling purpose, remaining at the forefront of their industry and constantly developing their products to provide the highest quality solutions.

As one of the largest producers of deep hole drilling machines, UNISIG's customers range from small job shops all the way to large OEMs that need to drill millions of holes and the company is dedicated to maintaining its industry-leading services. "UNISIG is building heavier, more rigid machines," explained Philipp Steimle, Managing Director. "These are capable of drilling the toughest high-alloy steels, not just once but day in day out, for major players in the oil field and aerospace industry. We are heavily focused on improving deep hole



drilling machines, but setting them, driving constant improvement and benefiting the entire industry.

Offering a full range of machines,



headquarters in Menomonee Falls, Wisconsin, USA, in order to house the Tech Centre for engineering and gundrilling machine assembly."

Offering unparalleled technical expertise, UNISIG offers remote and on-site services in order to help maximise the value of the investments their customers have made in their equipment. Indeed, these machines can be installed and supported anywhere in the world, thanks to UNISIG's global network. What's more, when a standard machine isn't the most appropriate solution for a customer, UNISIG is able to engineer a custom solution to better meet their needs, while maintaining the same standards of performance and service found in their standard machines.



for the mold industry. These have a substantially stronger milling capacity and full support for indexable gundrill tools, as well as BTA tools in some models, which allow mould manufacturers to literally cut their production times in half.

"We are currently upgrading our UNI and UNE series of gundrilling machines, which are mainly used in industrial environments, contract manufacturing shops and the medical field. Simplifying integration of automatic loading and versatility will reduce cost and lead times significantly. What's more, UNISIG has just invested in a 3,100 m2 climate controlled extension of our

As a supplement to this global presence, UNISIG attends over 15 shows every year to raise awareness of their products and services. "The most important show this year will be the EMO show in Hannover, where we will show a robot loaded gundrilling machine on our booth." As well as being present at numerous trade shows, UNISIG also has a website where you can find out more information about their full range of machines and technical services. Alternatively, get in touch using the contact details below.

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www.unisig.com



machining as a whole, by spending around €2.8 million in research and development every year."

Indeed, UNISIG possesses a strong understanding of the deep hole drilling process, drilling tools, and their applications, gaining years of experience from solving real problems for customers and learning what they need from the machines they use. UNISIG then applies this knowledge to its systems, not just reaching performance standards for deep hole



UNISIG has standard models which can drill holes of less than 1 mm diameter in titanium medical components, while on the other end of the spectrum they can build machines that drill holes which are 500 mm in diameter and over 10 m deep in huge high strength forgings.

Philipp also told us about some exciting recent developments for UNISIG. "We have just added another five models to the USC-M series deep hole drilling and milling centres



Flexible cable solutions for you

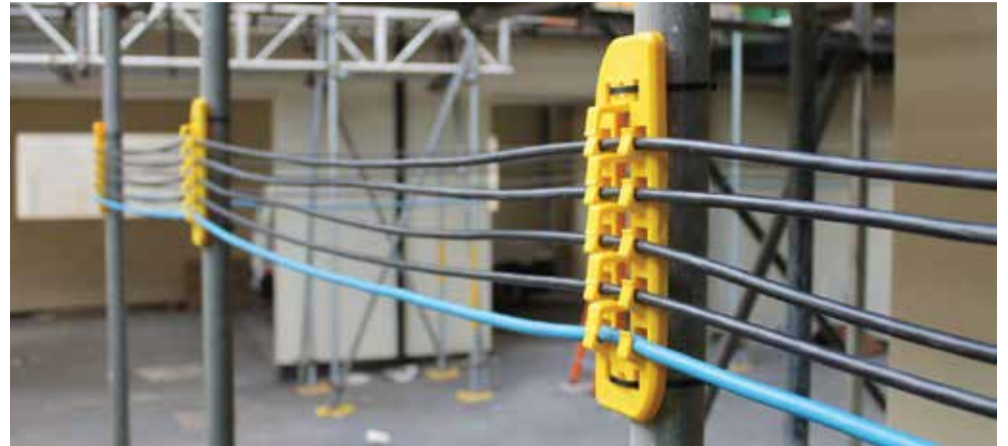
Best Practice has selected for its **Best of Britain Award**, Cable Trail. Established by Nigel Myers in 2015, Wetherby based Cable Trail is revolutionising on site cable management and identification. With a simple yet effective product line, Cable Trail is perpetuating the evolution of cable management with the introduction of devices that adhere to both maintaining flexibility and manoeuvrability, while remaining uncomplicated in their application.

Cable Trail's Cable Tracks are the apex of cable management, with an intricate yet simple stacked design, the Cable Track allows users to organise cables both horizontally and vertically while maintaining an ordered fashion, making the identification, removal or addition of specific cables as painless as it is effective.



The introduction of new Audio and LED sign's (controlled by motion and door contacts) to combat sign blindness is an indication of their innovative approach to site safety.

The company's cable identification solutions are equally as ingenious as its cable management, with micro chipped identification solutions available, tracking the whereabouts and usage of assets has never been easier. The patent protected "E-Clip" (along with their visual range) aims to bring a degree of order to the often



chaotic nature of site management; the tags are recordable and designed to be able to meet any circumstantial requirement.

Cable Trail although being based in Yorkshire, trades internationally, with shipments being distributed across Europe, Asia and Africa. The company also boasts working relations with BAE Systems, which builds, tests and commissions the most advanced submarines ever operated by the Royal Navy.



What is unique about Cable Trail's ethos, is their unwavering willingness to listen to, and work with the customer. Offering a range of products is only the face of Cable Trail, the real driving force behind the company is their ability to turn customer feedback into further future product development.

Over the last few years, Cable Trail has seen a consistent 40%-50% yearly growth, which is indicative of their plans for the future: to continue innovating cable management and identification with the customer in mind.

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Commitment to Excellence

Innovative storage and retrieval solutions from Kardex Remstar

Best Practice is pleased to announce that Kardex Remstar has been selected to receive our **Commitment to Excellence Award**, for their outstanding dedication to providing innovative automated storage and retrieval systems (ASRS) for a wide range of industries.

Kardex Remstar specialises in the research, development and manufacture of goods handling solutions which have wide-ranging applications across the whole intralogistics sector. Although the company has evolved significantly over the years, the one thing that has remained is their innovative and creative approach. They have successfully installed over 140,000 solutions together with their own software packages all across the world. With headquarters in Switzerland, they operate in over 30 countries worldwide and are the leading brand within their industry segment.

As a domain expert in their area of the market, Kardex Remstar tailors all of its solutions to the customer's needs to match the latest demands in industry. We spoke to Sales Director Tom Findlay, who told us, "Kardex Remstar provides a truly consultative approach for our customers. We are not just product providers, more specialists, providing answers to stock management and process flow challenges across just about every industry sector."



Kardex systems typically offer huge space savings, but also significant efficiency gains, reducing fulfilment and storage costs, whether implemented as stand-alone units or integrated within a wider platform and connected to the client's ERP/MRP or warehouse management systems.

All Kardex solutions operate on the automated 'goods to person' principle. Uniquely, Kardex offers a wide range of equipment including their new LR35 vertical buffer module, which manages



individual totes/bins. Other options include their world leading Shuttle XP vertical lift, plus vertical and even horizontal carousel systems.

In comparison to a traditional racking or shelving approach, particularly when integrated with Kardex's own inventory management software (Powerpick Global), customers typically report pick efficiency gains of up to 400%, stock accuracy at close to 100%, and floor space savings of up to 80%.

For companies requiring environmental control, Kardex provides answers for temperature and humidity specific environments. Many solutions have been developed over the years for the pharmaceutical, electronics and food processing sectors. As a result, many household global names have adopted Kardex as their trusted partner for these types of applications.

The latest product introduced into the Kardex family is the LR 35. This is a highly efficient machine range, with superior picking efficiency to make it suitable for use in a number of industries and applications. The ability to process individual 'bins' makes it attractive to companies needing quick and accurate management of small parts. E-Commerce businesses have shown great interest in the LR35 although the system answers questions



for any company looking for a more advanced solution to small parts processing. LR35 has been already been adopted as the product of choice within a number of different sectors including automotive, manufacturing and even a chocolate-based e-commerce company.

As well as their extensive range of products and software, Kardex Remstar prides itself in offering excellent customer service. Their Life Cycle Service division offers a wide range of support packages to take care of their customers' Kardex investment. Latest developments include a new Remote Support assistance package which closely follows the Industry 4.0 ethos. Kardex technicians and co-ordinators can monitor units via a portal, where the customer's equipment will automatically create a service request if there is a fault. This guarantees fast reaction times, and the Kardex Remstar team can diagnose their customers' equipment remotely, saving time and money.

If you would like to find out how Kardex Remstar can help with your storage and retrieval requirements, head to their website or use the contact details below.

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info.remstar.uk@kardex.com
www.kardex-remstar.co.uk

Total magnetics solution provider

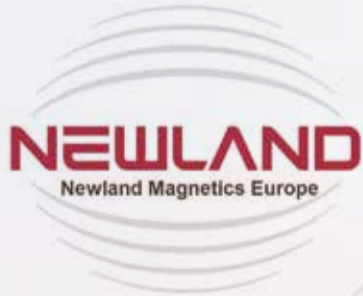
Best Practice is happy to announce that Newland Magnetics Europe has received our **Commitment to Excellence Award**, for their industry-leading products and services. It is a subsidiary of Ningbo Newland Magnetics Industry Corporation Ltd, a Chinese company that has been manufacturing sintered NdFeB magnets and magnetic assemblies for over 12 years. In 2017, they set up their European

subsidiary in France, directed by Forbes Crisell.

With over 70% of the company's sales within Europe, the company decided to set up Newland Magnetics Europe to provide additional local support, allowing customers to communicate in their own language and removing the 6+ hours' time difference with China. "In addition to

supporting the existing business we are also generating our own direct new sales within Europe, the USA and India," Forbes tells us.

Focusing on customers in automotive, medical and renewable energy industries, Newland Magnetics Europe can provide material data, technical, design assistance and sampling. They can also provide a range of stocking options including consignment



Newland Magnetics Europe SAS Your total magnetics solution provider

Newland Magnetics Europe with its offices and warehouse located in France, are part of the Ningbo Newland Magnetics group who have been manufacturing Sintered NdFeB magnets and magnetic assemblies for over 12 years. Now with an annual turnover of more than €30M, ISO9001:2015 & IATF 16949:2016 accreditation and production capacity of 1,000tons per year Newland Magnetics is rapidly becoming one of the largest producers of high quality NdFeB magnets in China.

Newland Magnetics Europe can provide material data, technical, design assistance and sampling to assist with your application.

Once in production, we can also provide a range of stocking options including consignment stocking at our location in France or within your own facility. Newland Magnetics also supply Bonded NdFeB, Flexible magnetic sheets, magnetic powder, AlNiCo, SmCo, Hard ferrite and complete magnetic assemblies.



stocking at their location in France, within a customer's own facility, or shipping directly from China. As well as supplying sintered, bonded and powdered NdFeB, Newland also supply AlNiCo, SmCo and hard ferrite magnet materials, and magnetic assemblies manufactured to the customer's specific requirements.

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Newland Magnetics Europe is committed to providing only the best quality and service to their customers in Europe and beyond. For more information, head to their website or use the contact details below.

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Please visit www.newlandmagnetics.eu

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Richard Chambers GmbH

Best Practice is proud to feature Chambers GmbH for their **Commitment to Excellence** within the automotive industry. The Chambers family, farming for nearly 500 years near Downpatrick, has been involved in the automotive industry since the start of the 20th century and was building cars in Belfast until 1928. Richard Chambers, the nephew of John Chambers, who was heavily involved as chief engineer for tractor-inventor Harry Ferguson, was involved in the restoration of his uncle's vintage car while he was a child. By the age of just 13, Richard had accumulated enough automotive knowledge to later build his own car.

Richard's father was also working for Ferguson, running the international Ferguson School. Richard himself would attend the sessions as a child and was often invited to demonstrate the performance of Ferguson



tractors during his school holidays all over Europe including Spain, Belgium, France, Germany and Italy. He also attended night-school in Leamington Spa to learn further languages before his holidays abroad.

Many years on, and Richard now operates

internationally out of Germany with his company 'Richard Chambers GmbH'. His company provides products for the industry and motor vehicles, including motor sport, producing European Champions, and classic cars. The ethos for Richard is, while lowering costs with more performance he is also reducing emissions to benefit the environment and human health.

Richard's company distributes his range of products from Germany, with the popular SX-6000 range which includes engine and gearbox treatments and a fuel system cleaner. The LecWec is the perfect remedy for leaking polymer oil seals. By adding just 3% LecWec to the oil, 99% of all cases have provided a lasting repair. The range of the SX-6000 products also enables the treatment of all oil system oils with the highest specifications and all units which also use synthetic oils. The dB Wec is the perfect noise reduction solution and helps quieten the engine, gears and differentials. This product can be added to all mineral and synthetic oils, and after extensive tests this product has been proven to produce a measurable reduction in noise.

All the SX-6000 oil treatments sold by Richard Chambers GmbH are certified and have been proven to reduce around

88% wear in all cases, with customers from as far as the USA, Canada and Asia.

Richard's award-winning products are a simple and affordable way to provide engines and other mechanical units with health and longevity. Richard has the ultimate goal to produce products which can help the environment and energy costs, and preserve the life of your machines. No customer has yet disputed the claim that the ROI is at least 700%, so it's not just beneficial for the environment - it's as if the environment itself were showing how thankful it is!

chambers@qmi.de
www.chambers-gmbh.de



The Digital Cutting Specialists



and have the ability to adapt and edit the requirements as necessary. The modules can also be fitted, removed or upgraded at any time. The cutters feature versatile functions such as automatic tool changer and straight forward, easy to use software.

A feat within the company's expansive range of digital cutting solutions is their G3 Digital Cutter. The Zünd G3 Digital Cutter is the

perfect combination of control technology and precision mechanics.

The Zünd G3 Digital Cutter is an exceptional tool and through its modular design and material handling system, the system works harmoniously in delivering the specific requirements of the client while also producing a flawless cut quality. A great addition within the industrial sector, the G3

Digital Cutter's technology and build has been designed for use within high volume productions.

For any more information please see the details below.

T 01727 833003
salesuk@zund.com
www.Zund.com

Within this issue of Best Practice we have chosen Zünd UK as the recipient of our **Commitment to Excellence Award**. Zünd is a global leading manufacturer of digital cutting systems that support a multitude of industries including graphics, packaging, textile and leather industries, technical textiles and composites.

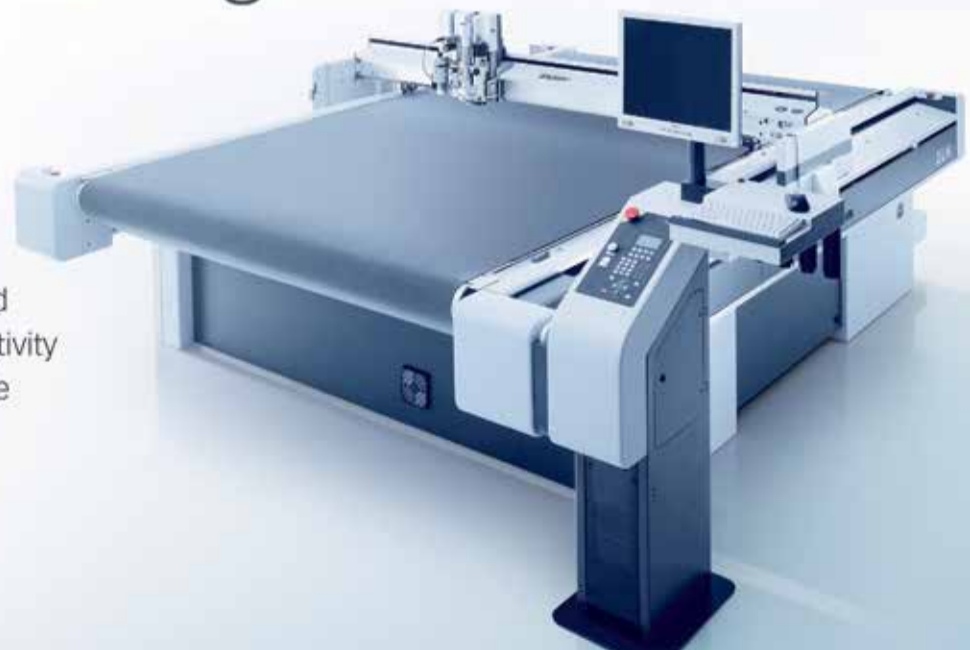
Zünd is based in St Albans, Hertfordshire and is a subsidiary of its parent company Zünd AG, based in Switzerland and is a family owned business.

Dedicated to providing the highest quality products and services, Zünd UK provides digital cutting solutions that are adaptable for many different materials and offer finishing solutions within many different markets.

Every Zünd digital cutting system is created through precision-built technology in Switzerland. With an adaptable quality, Zünd ensures that their systems maintain a modular design to allow users to choose the exact configurations that they require,



Maximum Productivity in Digital Cutting



- Turn-key systems for composites cutting
- Maximum material yield
- Highest level of productivity
- Individually configurable

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Experts in stainless steel fasteners



Precision Technology Supplies (PTS) was established in February 1988 by Stephen

Edwards. Based in East Grinstead, West Sussex, PTS is a stockist and distributor of stainless steel fasteners, offering a one stop shop for a wide range of quality products, with fast delivery times and efficient customer service.

"Our whole ethos is about offering a quality product and service to our

customers," said Andy Knight, Sales Director.

With over 30 years of experience in managing a growing number of customer production lines on-site, PTS can be counted on to deliver 'just in time' delivery to their OEM customers in 90 countries across the



One of Europe's leading importers and distributors of Stainless Steel Fasteners and Precision Turned Parts

PTS Ltd have over 25 years experience managing a growing number of customer production lines on-site to ensure 'just-in-time' delivery. We offer many variations of Direct Line Feed management to suit individual needs.

Plating

We have the facilities to plate standard and special screws in most materials. The most popular of these is our 'Touch-Dry' Chemi-Black process, currently used by an increasing number of customers in high-tech industries. Also known as 'Black Oxide', the finish is so thin it does not affect any dimensional tolerances.

Other finishes offered include Gold, Nickel, Silver and Zinc (Rohs Compliant).

Patchlocking

Ideal for vibration resistance and added torque performance. We offer a number of options to suit your requirements.

Screw Modifications

We provide a modification service for our customers from 1.6mm diameter fasteners upwards to customer drawings and specifications. This can be a cheaper and faster option than manufacturing, especially where smaller quantities are concerned.



world. Within the UK, PTS provide numerous variations of Direct Line Feed management to suit individual needs. PTS has the facilities to plate standard and special screws. One of their most popular is the 'Touch-Dry' Chemi-Black process, also known as Black Oxide. With this method, the finish is so thin that it doesn't affect any dimensional tolerances. In addition to this, PTS also offers finishes in gold, nickel, silver and zinc. What's more, PTS provides patchlocking, ideal for vibration resistance and added torque performance, and offers screw modifications.



"We are constantly adding new products to our offering, increasing our current ranges as well as adding new products," said Andy. "Recent additions include the Nord-Lock washers and a range of construction fasteners." An excellent addition to their product range, the Nord-Lock washers secure bolted joints with tension instead of friction, a facility which has documented success in numerous industries worldwide.

"Recently, we were acquired by the TRIFAST Group, and with their backing we are looking forward to increasing our market share. This will also give us the ability to enhance our systems and services to help the business grow."

PTS always makes sure to exhibit at the bi-annual Fastener Fair in Stuttgart, and were in attendance during the event in March this year. If you would like to find out more information on their full range of products and services, head to their website or use the contact details below.

Contact
T 01342 410758
www.pts-uk.com



For more information, please visit: www.pts-uk.com

+44 (0)1342 410758 • info@pts-uk.com

Expert innovators in deep hole drilling systems



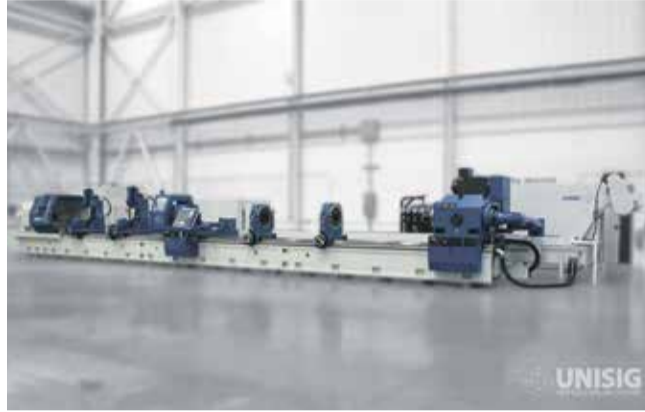
Here at Best Practice, we are committed to showcasing the very best products from industry-leading companies. One such company is UNISIG, who's USC-M Milling and Drilling Centres and USC-TS Tube Sheet Machines are revolutionising the deep hole drilling industry in numerous applications and requirements.

UNISIG was established in 1981 by the Swiss Industrial Group (SIG) and the US company United Technical, and is a leading provider of complete deep hole drilling systems. In 1995, UNISIG was acquired by Entrust Manufacturing Technologies Inc., which allowed for further growth in innovation and expertise, investing heavily in UNISIG's deep hole drilling machines. Offering tools, automation



systems and machines for any deep hole drilling purpose, UNISIG is at the forefront of their industry, constantly developing their world-leading products to provide the highest quality solutions to their customers.

Their USC-M series is for manufacturers who have the opportunity to benefit from a combination of deep hole drilling and milling operations. The machines in this series maximise production by offering the fastest deep hole drilling with milling, with 5-axis positioning in order to perform a range of complex machining in a single machine and setup. Offering a full range of solutions for manufacturers, the USC-M series includes heavy weight table capacities, a rotating A-axis, automatic



tool changers and intuitive controls on each machine.

The models in the USC-M series are available in a range of capacities and options, with either engineered universal or dedicated spindles. UNISIG offers these in three different configurations: universal gundrilling and milling combination spindle with quick changeover for a range of operations in a single machine; dedicated spindles for BTA+ gundrilling and milling, for powerful machining capabilities and improved feed rates; dedicated spindles for BTA+ gundrilling and milling, plus robust options for an ultimate milling and drilling performance.

USC-M series also comes with a range of machine options, including: Heidenhain glass scales, offering direct feedback in order to improve axis positioning accuracy and repeatability; Renishaw wireless probes allowing workpiece verification, job setup and inspection; automatic radial and axial tool setup to improve accuracy and reduce tool breakage; automatic tool changers with up to 120



tools; modular fixturing to reduce setup and allow for process planning; and dual pallet loaders to allow for automatic workpiece exchange, improving machine utilisation and unattended machining.

Another of UNISIG's innovations is its USC-TS series for tube sheet deep hole drilling. Certainly, there is no room for error when tube sheet manufacturers



require thousands of precision holes in large and high-value workpieces, and this is where UNISIG's USC-TS series can help. Using multiple spindle configurations and programmable positioning, UNISIG's machines bring confident drilling to heat exchanger tube sheets.

This accurate drilling in fast cycles means that manufacturers can drill more holes with improved accuracy and without risk. The machines have almost limitless weight capacity, extremely large travels, and high efficiency BTA and gundrilling, all on a rigid machine base and column. The spindles are independent and available in two, three or five spindle configurations, and all the USC-TS machines are based on proven USC column-type machines, which have been designed for the specific demands of the tube sheet industry.



With nearly 40 years of experience in deep hole drilling systems, UNISIG is well placed to offer the very best machines in the industry, providing their customers with the reassurance of world-leading expertise and manufacturing skill. If you would like to find out more information, head to their website where you can find the full range of UNISIG's products and services. Alternatively, get in touch using the contact details below.

Contact
T +49 (0)7125 9687590
info@unisig.de
www.unisig.com





UNISIG is one of the largest producers of deep hole drilling machines and a leader in technology, innovation, support, and service that our customers rely on to be competitive. Our customers include small job shops looking to expand their capabilities, to large OEM's that need to drill millions of holes.

We offer the entire deep hole drilling system – machines, tools, and automation. We provide technical expertise, training, and remote as well as on-site service to help maximise the value of the investments our customers have made.

UNISIG machines are engineered and manufactured in the USA for our global customer base. Our machines can be installed and supported anywhere in the world. We have installations in the Americas, Europe and Asia and provide the technical support and service our customers need to stay productive through the life of the equipment.

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.



For more information, please visit our website: www.unisig.com
Tel: +49 (0)7125 9687590 | Email: info@unisig.de

Drilling deep to success

UNISIG is the world's leading supplier of the complete deep hole drilling system, offering machines, tools and automation systems whilst working closely with each and every customer to ensure that their drilling project requirements are met. A complete dedication to support and customer satisfaction helps stand UNISIG out as the number one supplier worldwide.

Founded in 1981 by Swiss Industrial Group (SIG) and the US company United Technical, UNISIG provided deep hold drilling equipment technologies to the US market.

A company called Entrust (established in 1973 by John Korosec) acquired the UNISIG brand in 1995 as a product division of Entrust and this coupling helped UNISIG redefine performance expectations in the deep hole drilling market, worldwide. Ever since this merger, UNISIG has dominated the market with its industry leading technologies and continues to radically reduce lead times on projects through its innovations and expertise. I had chance to interview Philipp Steimle, Managing Director of UNISIG's European Sales branch to find out more about the company.

"UNISIG deep hole drilling systems consists of machines, durable tooling and automation, and are designed to meet the highest performance standards possible. Products are engineered and manufactured in the USA using metric



hardware, and include the integration of premium components such as FAG, INA, Parker, Rexroth, Rohm, Schunk, SKF, Wittenstein Alpha and ZF. Products are designed following all applicable ISO, DIN and IEC standard, and are exported worldwide."

UNISIG supplies their products and services to a wide variety of clientele including automotive, defence, oil and gas, energy, aerospace and medical companies to name a few, but any sector that needs deep hole drilling will benefit from what UNISIG offers.



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



UNISIG's latest line of machines, aimed at the mould industry, follow UNISIG's usual trend of creating solutions that are refined and efficient. Mould manufacturers are faced with the challenge of handling large workpieces that require deep hole drilling as well as machining with maximum precision. UNISIG's mould drilling and milling machines are specifically designed with market input to combine operations, reducing setup time and effort,



increasing accuracy, and eliminating design restrictions of traditional machining centres.

"We are currently releasing a whole new line of machines targeted to the mould industry, models USC1, USC2, USC3 that can finish mould production in maximum 2 setups which cuts down production time dramatically while being extremely cost-effective."

If you would like to find out more regarding the deep hole drilling machinery, other products and services UNISIG offers follow the link below for their website, or alternatively speak to them directly regarding your requirements and UNISIG's professional and friendly team will support you every step of the way.

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



**UNISIG**

UNISIG TAKES MOLDMAKERS FURTHER

Increase your mold manufacturing versatility using the power of gun-drilling with the leaders in deep hole drilling, UNISIG. Offering complete solutions for everything from simple to complex mold components, UNISIG machines help moldmakers improve efficiency, throughput and precision with outstanding part-processing versatility at an exceptional value.

TAKE YOUR MOLDBAKING OPERATIONS
FURTHER WITH UNISIG TODAY.

Find out more at www.UNISIG.com



Systems for On-Demand Box Production



Perfect Bindery Solutions presents a comprehensive range for the on-demand production of short-run luxury boxes. High quality boxes have long been used in special editions of confectionary, perfumes and spirits, but now they are also being specified for photobooks, exclusive property development prospectuses, artbooks and similar high-value and luxury products. Short runs are also increasingly popular for test marketing exercises of new product lines. Many of the machines can also be used to produce cases for hard cover books.

The range, which is manufactured by Italian niche application specialist IML Machinery, includes equipment for finishing both the board and the cover sheet. Processes include grooving, corner cutting, edge and corner taping for the board, and cutting/trimming, sheet gluing and box wrapping for the cover material. The latter process is of particular interest.

The DA900 is a unique system for wrapping the glued facing sheets onto

the formed boxes; it ensures consistently accurate and professional wrapping of finished boxes up to 430 x 350 x 120 mm in size, at speeds of up to ten per minute. The smallest size at 80 x 65 x 10 mm is ideal for the jewellery sector. The new range is marketed under the 'Perfect Box Solutions' brand banner.

For PBS's Steve Giddins, a noted authority on bindery processes and finishing applications, the initiative represents a decisive opportunity for established trade specialists and commercial printers to add value and differentiate their offering:

"Over recent years we have seen a determined effort by printers to find products and services that will win them new work in more valuable market sectors, so we've seen a rise in perfect binding, casebinding, embossing, laminating, foiling and so on. The high quality presentation box is the latest,



and perhaps the most impressive, value-add in that sequence and our 'Perfect Box Solutions' range brings what used to be a labour-intensive craft process within the sphere of enterprising commercial printers, enabling them to fill their workflow upstream and boost their bottom line."

"This range will also appeal to specialists already operating in the field to complement their existing longer run production methods, and the beauty is that most will already have some of the processes in-house, so it's just a question of picking and mixing for them to significantly add to the services they are able to offer their customers."

Perfect Box Solutions have now added CAD software to their range of packaging solutions. They have teamed up with Four Pees to offer a complete solution, from start to finish, for all of

your packaging requirements. Not only do they have everything you need to produce your luxury boxes with the IML modular box making system, but they now offer Picador, the CAD software you need to design your boxes first! This is a must have for designers in the packaging industry!

Picador is the fast go-to-market CAD software for packaging designers looking for labour-saving, cost-effective and serviceable designs. It creates efficient 2D designs, based on an elaborate, extensible database library, immediately rendered into a 3D revision. The Swift operation and accessible visualization perfect suit prototyping and small series production cutting creations.

Contact
T 01993 840077
www.binderysolutions.co.uk

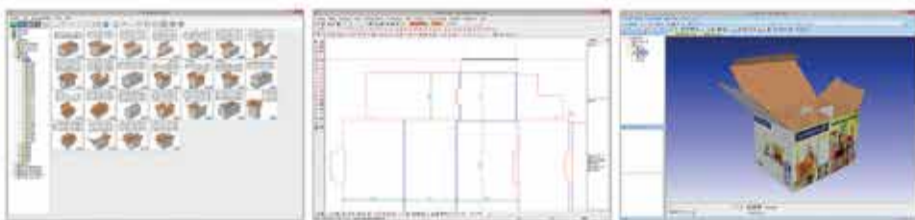


PERFECT BOX SOLUTIONS

Luxury BOXES ON DEMAND!

YOUR PARTNERS IN PACKAGING FROM START TO FINISH

Perfect Box Solutions have teamed up with Four Pees to offer a complete solution for all of your packaging requirements! Not only do we have everything you need to produce your luxury boxes with our IML modular Box Making System, but we can now offer Picador, the CAD software you need to design your boxes first!!



2D & 3D DESIGN • BOARD & COVER MATERIAL PREPARATION • GLUING • TAPING • BOX WRAPPING

FOUR PEES
FOR PRINT & PUBLISHING

PICador

PERFECT BOX SOLUTIONS **PERFECT BINDERY SOLUTIONS**

Picador is the fast go-to-market CAD software for packaging designers looking for labour-saving, cost-effective and serviceable designs. It creates efficient 2D designs, based on an elaborate, extensible database library, immediately rendered into a 3D revision. The swift operation and accessible visualisation perfectly suit prototyping and small series production cutting creations.

Perfect Box Solutions is a division of Perfect Bindery Solutions. Our IML Box Making System comprises board grooving, corner cutting (board & cover material), gluing, corner taping and box wrapping. You can produce top quality, accurate boxes made to precise dimensions for all types of products, including jewellery! 3D printer tooling available to create dies for all box sizes in house.

PLEASE CONTACT PERFECT BINDERY SOLUTIONS FOR MORE INFORMATION ON HOW WE CAN HELP YOU WITH YOUR ON DEMAND, DIGITAL AND SHORT RUN BOX PRODUCTION!

01993 840077 • STEVE@BINDERYSOLUTIONS.CO.UK • WWW.BINDERYSOLUTIONS.CO.UK

Celebrations with a lot of heart

We're all celebrating smashing the TCFM £5K challenge, after just 5 1/2 months of the charity partnership going live. This has been achieved through a number of activities, but most notably bagging up unwanted toys, clothes, CDs, books, DVDs and a whole host of other household items that are then sold in the BHF charity shops across the country.

Everyone has tried to get on board to help our charity partner, the British Heart Foundation. They conduct ground-breaking research in to heart and circulatory diseases and their causes.

The remainder of the year will see colleagues at TCFM continue with the BHF's Bag it! Beat It! campaign along with other activities that are being planned on a more local basis.

BHF were selected by TCFM as a way of providing more than just their specialist services to the



charity's network of Furniture and Electrical stores where we professionally clean every item of donated soft furnishing.

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TCFM and BHF partnership shortlisted for prestigious Cleaning Award

TC Facilities Management (TCFM) has reached the finalist stages of the Corporate Social Responsibility category, CSSA Awards 2019.

This is for their work with the British Heart Foundation; the charity that conducts ground-breaking research in to heart and circulatory diseases and their causes.

The winners will be announced at an invitation only lunch event next month. This took place at the Cleaning Show on

Wednesday 20th March, 2019 in London.

The CSSA awards recognise and reward excellence and effectiveness across many sectors of the UK Contract Cleaning Industry. They acknowledge everything that shines within the UK cleaning sector. TCFM's approach has helped the British Heart Foundation raise funds for their life-saving research. This has been achieved by the services they provided in their Furniture and Electrical stores



and being only a hair-breath's away from achieving their annual fundraising challenge of £5K. This has taken just over 4 months, since the National Charity agreement started in September.

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Donations are in the bag for British Heart Foundation

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

Heart and circulatory diseases kill 1 in 4 people in the UK, causing heartbreak in every street. Fiona Ellingham, Marketing Manager, TCFM has had a number of family members affected by heart conditions including a niece who required a heart transplant aged



just 5 and a brother who thanks to a special pacemaker, his heart is able to maintain a stable rhythm to keep him alive.

"Speaking with other colleagues at TCFM, it became very apparent that I was not alone in having family members affected and so the partnership was born.

"At the moment, our colleagues are busy having clear outs at home and filling bags with unwanted items that can be sold in the BHF stores across the country. In the last 6 weeks colleagues from all over the country have collected more than 50 of the 300 (minimum) bags of items we're aiming for.

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

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A hat trick that our clients will tell you is well deserved

TC Security Services, part of TC Facilities Management (TCFM), have not only been placed in the top 2% of all SIA listed companies within the Approved Contractor Scheme in the UK, they have also passed the ISO 9001 and 14001 management systems audits which came in to force last year.

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



The maximum overall score on the ACS audit that can be achieved is currently 175 points. TC Security Services' score of 164 places them not only in the top 2% of all SIA listed companies within the Approved Contractor Scheme, it also showed an

increase in the score awarded by the auditors in 2017. All this shows TC Security Services as one of the very best security companies in the entire country.

Coupled with this was passing the ISO 9001:2015 and 14001:2015 management systems audits. This was the fourth time these new quality standards came in to effect September 14th last year which have been audited and passed each time.

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Quality audits score a clean sweep

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

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



minimise TCFM's environmental impact (ISO 14001) from their operations.

The new ISO 45001:2018 is believed could help, on a global level, save more lives, reduce accidents further and improve employee morale. Organisations have until March 2021 to make the transition to the new standard that came in 2018, replacing the BS OHSAS 18001:2007. TCFM's achievement in making the transition to the new standards is testament to the work of TCFM's Compliance

Manager Richard Grafham who championed the transition. It also emphasises the senior management's commitment to these standards.

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www.tcfm.co.uk

Digital cutters made in Switzerland

The Zünd name is synonymous with the words performance, reliability and quality. Established in 1993, Zünd UK Ltd has rapidly become one of the industry leaders in the supply and service of precision cutting systems.

Situated to the North of London and close to the M1/ M25 motorway network is Zünd UK Ltd.'s sales and service centre offering a full pre and after-sales service and a state-of-the-art demonstration suite complete with a range of new G3 cutters, cutting table options and finishing solutions. Factory-trained technicians and a comprehensive spares service at Zünd UK ensure that all systems are maintained to the highest level and with a fast response by UK-based engineers.

Zünd UK Ltd offers finishing solutions into a wide range



of different markets such as graphics, sign and display, textile, aviation, motor sport, packaging and retail.

Zünd's modular tool and material-handling design means that systems can easily be tailored for specific cutting requirements. Thanks to their modular design, G3 cutters can adapt to ever-changing needs, and the innovative technology and superior manufacturing

guarantee reliability and low maintenance costs.

The raw materials used in the composites industry – such as carbon or glass fibre, semi-finished products such as prepreg or thermoplastic sheets, honeycomb, foamcore and more – can all be cut on a single, multi-functional Zünd cutting system.

Zünd cutting systems are systematically geared towards fully-automated production, but they allow for gradual implementation with a wide array of semi-automated options. The primary goal is always to achieve more throughput in less time.

www.zund.com
www.twitter.com/ZUNDUK
www.facebook.com/ZundUKLtd
www.linkedin.com/company/zund-plotting-systems-uk-ltd

Congratulations all round at inaugural graduation



The inaugural intake of service leavers and veterans to graduate from the Forces Media Academy were congratulated by His Royal Highness The Duke of York at a graduation ceremony earlier this month. The event took place in West London where security is provided by a team from TC Security Services.

The Forces Media Academy offers service veterans

the opportunity to study for a Higher National Certificate qualification in Creative Media Production, to gain access to an industry where historically people with a military background have been under-represented.

The Services Sound & Vision Corporation (SSVC), of which HRH has been Patron since 2003, established the Academy last year at its headquarters in Buckinghamshire, which was opened by the Duke in October 2017.

Satia Rai, Senior Operations Manager who leads the team from TC Security Services said, "It was a great privilege for our team to welcome His Royal Highness The Duke of York along with the graduates and many guests who had gathered at the venue to celebrate their graduation from this programme."

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The best labs choose Lemman Instruments

Leman Instruments is a European enterprise known for their high performance products specifically designed for solid, liquid and gas analysis. Lemman has a cost-effective approach and offers technology-centred gas generators for use in laboratories, air quality monitoring and more.

Based in Archamps Technopole in France, Lemman Instruments was first established back in 2012. The team has over thirty years of business practise which goes into Lemman, making it one of the most reliable and trustworthy figures in the industry.

Leman Instruments has a wide range of products and services, from various modules in different designs, all of which have an involvement with high

purity Hydrogen (H₂), Nitrogen (N₂), Zero Air. They also have combined solutions for FIDs, GCs, purge Air generations, CH₄ & CO₂ scrubbers, N₂ and multi gas for LCMS. Their products also feature the possibility of AK protocol integration.

Their products can also be seamlessly controlled using a touch panel or iPad due to the innovative Proton Exchange Membrane (PEM), Pressure Swing Absorption (PSA) and Catalysis), in addition to being simple to install.

One of the latest technological advancements is their newly released GC Station 60L & GC



Station 60LC, a ultra high purity hydrogen, zero air and nitrogen generator. This latest addition is the only gas generator with an integrated inboard compressor.

Contact
T 0033 450394922
a.berletti@leman-instruments.com
www.leman-instruments.com

Multiple new customers with £3 million sales secured



TC Facilities Management (TCFM) has secured multiple new customers for the delivery of Cleaning & Window Cleaning Services in the Wholesale, High Street & Commercial Office sectors across the UK.

The contracts, worth £3 million per annum, will see over 300 colleagues join TCFM up and down the country since the contracts started going live from 1st March, 2019.

The Operations team from TCFM, jointly led by Jason Smith, Head of Operations for Scotland and Cosmin Tecuta, TCFM Contract Director, will deliver cleaning services to over 100 sites for 14 new customers. The contracts have been awarded based on TCFM's proven track record spanning over 55 years, along with their ability to listen to the bespoke needs of each customer towards delivering what is really needed.

As one of the UK's top cleaning services providers the new operating environments will benefit from TCFM's rigorous systems and state-of-the-art technology to help maintain and improve standards in each site along with delivering robust monitoring and management reporting to each customer.

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TCFM safeguarding Avison Young



TC Security Services came out in front. As a new supplier, there was an added element of risk, but nearly four months after go-live, we're delighted with the decision to appoint them.

In response to the award, Satia Rai, Operations Director of TC Security Services said, "Having been awarded the contract for guarding and mobile patrol services with Avison Young, we committed the resource necessary to ensure the mobilisation was seamless. We've implemented best in class technology that will provide TC Security Services and Avison Young with data and analysis to shape better decision making."

Tony Reed, CEO of TC Facilities Management added, "This award is a great result for the business and demonstrates ongoing growth for TCFM as a whole. We look forward to being Avison Young's partner of choice, adding value and providing the expertise that Avison Young need each day."

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Since early January 2019, TC Security Services, part of TC Facilities Management (TCFM), have been providing guarding and mobile patrol services to Avison Young (formerly GVA). The portfolio, covers multiple and diverse locations across London and the South East.

TC Security Services welcomed 20 new colleagues to the business from a number of incumbent suppliers. The contract commenced on 2nd January and client feedback about the mobilisation, led by Patrick O'Sullivan, Operations Manager, is very positive.

Alan Prince, Director, National Strategic FM for Avison Young commented, "We ran a full-blown tender to make sure we appointed the right security specialist to manage this diverse portfolio of properties. Against a wide range of criteria,

TC Security Services awarded 100% Achilles Audit

Following a rigorous 2-day assessment, TC Facilities Management (TCFM) has once again successfully completed their 'Achilles' annual audit for the fourth consecutive year. The audit saw a score of 100% being awarded in all four key areas that the audit measures: Corporate Social Responsibility, health and safety, environment, and quality.



The two-day visit included an audit of both head office and a client site. The auditor was particularly impressed by:

- The breadth of documentation to evidence the quality management systems in place
- The ongoing commitment to our duty of care of our colleagues by investing in innovative technology
- The design and navigation of the training matrix in use
- The use of the site visit report which captures the four key areas that the audit measures
- Our down-to-earth approach, doing what we say we do in a straightforward and uncomplicated way.

At the site audit, the auditor commented about the appearance, attitude and knowledge of security officers to ensure the job they do is done to the very best of their ability.

This accreditation follows the recent news that TCFM achieved a clean sweep in passing three external management systems audits including the new ISO 45001:2018 standard.

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Industrial News

High-performing test chambers



Since 1995, JTS has been designing and building reliable, high-performing environmental test chambers for a wide variety of industries. The company is an independent specialist UK manufacturer, with design and build undertaken in-house by a team of skilled engineers and technicians.

Environmental testing is an essential process in the research and development of new products, and the maintenance of quality and reliability of established product lines. Using the right environmental test chamber to simulate given conditions, such as heat, cold, humidity, dust, vibration and pressure, ensures products meet industry standards, improving quality and minimising failures.

JTS Ltd specialises in designing and

building systems for temperature, humidity, rain, dust and vibration testing, with units ranging from small bench-top chambers to walk-in rooms, and air conditioning units to supply independent test rigs.

Operating from a modern purpose-built factory unit in Mid-Wales, JTS engineers will work with you, from initial enquiry through quote, design and delivery to training and after sales support and service. Backed by 40 years of experience in the design and manufacture of test chambers, our aim is to ensure that the system you order is right for your project.

One such project, currently, is for Swansea University's Centre of Automotive and Power Systems Engineering (CAPSE). The team there are working with major companies to test new battery technologies, not only for the automotive



industry but for National Grid and renewable energies too.

JTS has converted eight 30ft shipping containers into specialist self-contained 'test cells' for temperature and humidity testing at CAPSE's Pontypridd site. Battery testing can be highly volatile and to minimise risk in this case, JTS



engineers designed an innovative CO₂ cascade system, capable of achieving a range of +80/ -40c at high rates of temperature change. As an inert gas, CO₂ has a major advantage in this application over alternative refrigerants which are either highly flammable, less efficient or have a far higher GWP (Global Warming Potential).



Working closely with clients ensures the best outcomes for individual test needs, whether the requirement is for standard or bespoke chambers, containerised systems, or walk in rooms. With experience across a wide range of industries and a client base including manufacturers such as Dyson, BAE Systems, TRW Automotive and Red Bull, we are ready to help you achieve the best environmental test solutions for your products.

Contact
 T 01874 711209
www.jts-test-chambers.co.uk



Delivering Excellence

In its early days, when it was established in the late 1940s, Meachers Global Logistics started out as a family-owned coal business. The success that ensued and opportunities that presented themselves led to an expansion into general haulage and warehousing, and further changes were implemented with the involvement of Pirelli General, a company that acquired the brand in the 70s.



leading transport company, take a personalised approach to meeting customers' requirements. We have built a reputation based on quality, service and experience and are regarded as a leading road haulage company.

"We offer a broad range of services to our clients and have a very innovative approach to solution identification. Whether delivering a full solution for all of our clients or just individual services, we pride ourselves on delivering excellence with every job we do. We also stand out because we are well positioned geographically, with port and motorway links, and are able to react quickly to requests."

The transport department of Meachers Global Logistics can facilitate the needs of customers regarding the following: UK full load distribution, UK pallet deliveries, fully outsourced solutions and nationwide transport infrastructure.

In terms of warehousing, the solutions provided are developed in line with singular application specs and have been designed with the purpose to meet specific storage and supply chain requirements. Its movements in this area include pick & pack, inventory control and excise & non-excise facilities.

The freight forwarding division focuses explicitly on the provision of import, export & credit documentation support, customs clearance & compliance, sea freight services and air freight shipments. With its expertise in direct airline and consolidation services (as well as deep-sea container and international road freight), the company is acknowledged as one of the foremost independent freight forwarding companies in the country.

One of its most popular amenities is its consolidation service, which is offered through its outstanding consolidation centre (situated at its Southampton depot). There is an additional facility in Derby which supports its head office in Southampton and comes with excellent warehousing and transport links for ongoing convenience and operational efficiency.

"In terms of recent changes Due to the increasing transport and warehousing demands at the facility in the Midlands, and company plans to grow the services provided there, they appointed



Alun Smith as the new Depot Manager. Alun brings with him extensive experience and a wealth of knowledge within new business and client relations. The Southampton office has also seen an addition to the Sales department with the appointment of Paul Uglow as Sales Executive. Paul has worked in UK and International Logistics for 30 years in both sales and operational roles.

"Going forward we shall be investing in some new vehicles - this will take place early this year. We are also looking forward to experiencing continued growth and have goals in place to achieve (hopefully) a 10% increase year on year."

Meachers Global Logistics supplies companies of varying sizes both in the UK and beyond, so please get in touch with the team today to find out more about how they can assist you.

T 023 8073 9999
sales@meachersglobal.com
www.meachersglobal.com

The result was the acquisition of a number of other firms - such as truck franchise KLCommercials and Oast Agencies, an international specialist in goods transportation via air, sea and road services - and an eventual management buyout in 1996 that was completed from the Pirelli Group and saw the company return to private ownership.

Meachers Global Logistics is recognised for its ability to provide a fully comprehensive logistics solution, covering everything from global freight forwarding to transport and warehousing. To ensure absolute clarity the business is split into three different divisions, so the areas of activities mentioned are individually dealt with by established teams of industry professionals.

"UK transport and distribution is more than simply moving a consignment from A to B," explained Hannah Powell, Marketing Manager at Meachers Global Logistics. "That's why we, as a

How to prepare for a hard Brexit



Due to working in International logistics for over 30 years in Sales and Operations Manager, Paul Uglow speaks about how to prepare for a hard Brexit.

One of the earliest milestones memories was closing the port operations for the customs clearance at Portsmouth and Poole for my employer LEP International.

"Over the years, I have specialised in the USA automotive-UK market, Far East to Europe retail imports and helping to design the transport element of the

supply chain for high profile companies. Currently my main effort is working with Meachers customers on preparation for the potential of a hard Brexit, part of that preparation due to not knowing yet what the HMRC Customs clearance solution will be."

To counter this, we have put together a shopping list of 'to do's' for importers of exporters:

A) Documentation

- Get a VAT and EORI number
- Identify what the commodity (tariff) numbers are for the products you are moving: <https://www.trade-tariff.service.gov.uk/trade-tariff/sections>
- Establish with your overseas supplier or

customer what your terms of sale will be. (Incoterms)

- Understand how to declare value of goods. (Freight cost & goods value)
- Confirm origin of goods
- Establish if you need a licence to export or import products to and from EU.

B) Import/Export Procedure

There appears to be 3 methods of processing cargo through customs at the moment:

- 1) Customs will just open to boarder and allow importers to pay duty and VAT along the lines of what was the 'Intrastat process.' This we do not expect to happen as the back log of work for HMRC will be horrendous



and also lead to the opportunities for increased criminal activity
2) Proposed by HMRC, 2 weeks ago, Transitional Simplified Procedure TSP. Aimed at companies doing their own customs clearance, direct online with payment of duty and VAT taken from company accounts, this is not managed by customs broker.

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Freight Forwarding

Meachers Global Logistics provides customers with a complete range of freight forwarding solutions. Specialist teams provide an extensive portfolio of international freight services based around the core areas of Road freight, Sea freight and Air freight shipments.

From direct airline and consolidation services through to deep-sea container and international road freight, Meachers is recognised as being one of the UK's leading independent freight forwarding companies.

Air Freight Shipment <ul style="list-style-type: none"> Approved DFT Regulated agent meeting air freight security requirements Direct airline consolidation services SYNTEGRA linked for electronic track and trace Daily deliveries to London Heathrow & Gatwick freight terminals from Southampton 	Sea Freight Services <ul style="list-style-type: none"> Global sea freight forwarding solutions provider Experts in consolidations, international shipping, deep-sea container and conventional shipping Cross trade, out of gauge and chartering services Container loading & unloading services 	Customs Clearance and Compliance <ul style="list-style-type: none"> Custom Broker services across all UK air and seaports Import processing and compliance Specialist IPR/OPR regimes Compliance reviews and audits Full AEO accreditation - simplified customs procedures 	Import, Export & Credit Documentation <ul style="list-style-type: none"> Advice and support services Preparation and presentation of letters of Credit Foreign collection services Specialist team of knowledgeable experts
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Customs procedures? Preparations for a hard BREXIT



With the potential for a hard Brexit now very close it would seem advisable for businesses trading with the EU to review their customs procedures. Specifically the method of customs declaration and accounting for all movements. Filing copies of commercial invoices, packing lists, proofs of dispatch (consignment notes, bills of lading, airway bills) and copies of the customs declaration in preparation for a customs audit.

Many businesses who export to non EU countries already do this but EU only traders need to initiate processes urgently.

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Denso™ Steelcoat™ Protects Ayr Pipe Crossing

George Leslie Ltd recently carried out a contract for Scottish Water to remove sections of an existing coating and carry out Non Destructive Testing on a Pipebridge near Ayr. After the testing was complete these areas were then protected with the Denso Steelcoat 100-400 System.



Having examined the system applied to the test areas, Scottish Water then decided that as scaffolding was already in place they would take the opportunity

to wrap the whole section of pipe which crossed the River Ayr.

Denso Steelcoat 100-400 System

consists of Denso Hi-Tack Primer, Denso Profiling Mastic, Denso Hi-Tack Tape, Denso Ultraseal Tape and Denso Acrylic Topcoat. It is designed to provide long term corrosion protection with minimal surface preparation therefore making it ideal for use in remote areas where prevention of contamination to the surrounding environment is important.

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Revealed: The hard task of countering a concreteberg



London sewer.

Lanes, the wastewater network services maintenance partner for Thames Water, has put in place an emergency sewer monitoring and maintenance programme to protect local homes and businesses from sewer flooding.

The emergency concreteberg response team is made up of a seven-person confined space entry team, which includes two rescue personnel, all qualified to use breathing apparatus, a jet vac tanker team, a CCTV drainage survey team and two managers. A parallel team of Thames Water sewer network engineers and specialists are also working on the project to support Lanes and identify the best way to clear the concrete which is stuck fast to the walls of the 1.2-metre-high brick-lined Victorian sewer.

In the days after the concreteberg was discovered, in the second week of April 2019, Lanes personnel used robotic cameras and sewer walks to survey 550 metres of sewer to assess its impact on the local drainage system.

They then cleaned 350 metres of main sewer. This included the 230-metres of the Moreland Street local sewer that connects the Goswell Road sewer with the London Bridge main line sewer, which runs parallel to it.

T 0800 526 488
sales@lanesgroup.co.uk
www.lanesfordrains.co.uk

Wastewater engineers from Lanes Group plc are working with colleagues at Thames Water to keep water flowing around a giant 'concreteberg' blocking a sewer in North London.

The giant plug of concrete, thought to be up to 100 metres long and weighing up to 105 tonnes, the same as a blue whale or 20 elephants, was discovered by a Lanes CCTV survey team in Goswell Street, Islington. It was christened a concreteberg after fatbergs - large blobs of fat, oil and grease (FOG) and wet wipes that also regularly block urban sewers - and is the largest mass of the building material ever found in a

The UK's Domed Badge Specialists

Based in Lancashire, Dash Dynamics manufactures resin domed badges for a broad range of industries, with a particular focus on the automotive sector.



Their high quality badges are used in an extensive range of applications. Operating mainly in the UK but with many overseas customers too, Dash Dynamics provides custom-made solutions, manufacturing mainly domed badges, 3D and Acrylic 4D number plate letters and custom keyrings.

Providing in-house design services, Dash Dynamics can usually offer a turnaround of under one week, depending on the badge design, and every single product is made bespoke for the client.

Dash Dynamics offers control panel graphics, badges, safety badges, keyrings and branding to all sectors. All of their auto-badges are regulated to automotive specifications, and customers can be assured that the finished product will not go cloudy or fade, and will be scratch resistant.

One of Dash Dynamics' core products is their 3D Resin Domed and 4D Acrylic Car Number Plate digits, used in the production of High End Number Plates. Dash Dynamics wanted to make the job

of manufacturing surface mounted number plates easier for companies involved in this type of production. To do this they spent several weeks developing a specialised Jig System to ensure the dealer had the tools to accurately and easily place the digits to the specifications laid out by the DVLA.

For an insight on how this works head to their website www.dashdynamics.co.uk All their Digits are available ex-stock with a normal stock holding of around 75,000 to draw from instantly.

T +44 (0)1995 606158
info@dashdynamics.co.uk
www.dashdynamics.co.uk

Hillside culverts cleared to reduce flood threat



culvert cleaning work in and around Cwmbach, near Aberdare.

Debris washed down the mountainside and into the culverts during periods of heavy rain and snow melt had greatly reduced the capacity of the culverts, increasing the risk of flash flooding.

Drainage engineers from the Lanes Cardiff depot have worked closely with the county borough's own asset maintenance teams to remove and dispose of many tonnes of silt, stones and large boulders.

Specialist drainage vehicles

have been playing a key role in ensuring the culvert cleaning work can be carried out as quickly, safely and sustainably as possible.

The three-month programme, coordinated by the county borough, has resulted in the systematic cleaning of drains and culverts ranging from 100mm to 1,200mm in diameter.

Lanes has deployed a recycler jet vac tanker as well as a standard jet vac machine to carry out the water jetting and vacuumation work.

T 0800 526 488
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www.lanesfordrains.co.uk

New distributorship for Cinderella Eco Solution

LeeSan has become the Sole distributor for Cinderella Eco Solution incinerating toilets.



4 different toilets will be available very soon running on Propane Gas or 240V.

Cinderella Motion represents an entirely new concept for waste handling in Off-the-Grid locations, Marine craft, mobile homes and recreational vehicles. It is now possible to get rid of toilet waste in a hygienic and simple manner. The end product is just clean ash. The toilet may be used around 70 times before emptying is required. Cinderella Motion is a further development of the popular Cinderella incineration toilet currently installed by over 60,000 users worldwide.

An incineration toilet is a toilet in which waste products, urine and excrement, are incinerated at a high temperature, leaving only an insignificant amount of ash.

Available around the world for decades, incineration toilets are a commonly used alternative in mountain cabins, remote areas, tiny homes, off-grid structures and other residential and commercial applications without easy access to public utilities.

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Eco-friendly graffiti removal

Through its patented, mobile Tornado ACS vacuum-blasting system, the systeco company in Berlin offers an efficient method to remove graffiti from surfaces without having to resort to pressure cleaning or to chemicals.

Since the cleaning system is a closed circuit and any pollutants are filtered out and separated inside the system, there is no need to remove any dirt, water, detergents or residual substances afterwards.

Special protective clothes are not required and the work can be carried out in public, both inside buildings and outside. This is said to make the job of

removing graffiti a lot easier.

The systeco company guarantees the solid quality of its products for the eco-friendly cleaning of polluted surfaces both indoors and outside.

According to the company, its patented TORNADO ACS vacuum-blasting system stands out due to its eco-friendliness, safe operation and high economic efficiency.

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Beecraft Limited: Established in 1989

Beecraft Limited, a UK based company established in 1989 is one of leading manufacturers and distributors of warehouse, logistics and material handling products. Located in Middlesex, they specialise in plastic pallets, bulk boxes, plastic containers, health and safety products and freezer spacers.

Beecraft Limited together with Nortpalet™, a leading Spanish plastic pallets manufacturer, have recently launched a unique and innovative range of durable plastic pallets, which come in a variety of sizes, are of the utmost quality and offer consumers the option of customisation according to their business needs.

The new Display Mini Pallet, which comes in a size of 800x600mm, is specifically designed for retailers due to features such as easy reparability and the ability to increase the loading capacity, as compared to other pallet manufacturers. Mercadona, which is the largest supermarket chain in Spain and occupies 23% of the total market share, has purchased more than 1.5million of these pallets and currently uses them in over 1,400 of its stores.

The Reinforced Nestable Europallet, designed with three runners for optimum performance in rack systems and made from recycled resin weighs only 17kg, which is 34% lighter than other leading pallets. It can support a weight of up to 1,000kg and is appropriated for industries that specialise in the transportation of packaged and boxed items, or where cross-docking operations are implemented.

The lightweight one-way export pallet is an economic, yet strong product, which is designed from multiple uses across many different industries. Weighing just 5.5kg, it is ideal for exporting consignments and can carry products that weigh up to 1,000kg.

The best news, above all, is the Heavy duty Multi-use Pool Pallet, which is available with 3, 5 or 6 bottom runners. It

is now a reality and will better serve the logistic needs of different industries such as salt, sugar, flour, beverage, agro food, pharmaceutical, automotive, chemical and many more. The pallet is made of recycled PP, weighs only 23k and thanks to its special design, it can carry a static load of 5,000kg, a dynamic load of 2,000kg and a racking load of 1,000kg. The Full Perimeter runners also make this product suitable to support up to four pallets on top of each other in a mass storage environment.

NORTPALET using the latest state of the art

technology combining strength and design options enable the pallet to be use in many different industries and to be compatible for extensive use.

The high specifications including reinforced upgrading the loading capacity to high level of weight on racking and Drive in Racking This intelligent design gives flexibilities of each pallet to be repaired and replaced part of the pallet bring it to a full use again with just minimum Investment and no need to replace the whole pallet.



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UK leading Bubble Badges

Dash Dynamics was set up by David Wilkinson, based in Preston, and specialising in the manufacture of resin domed badges, more commonly known as bubble badges. These kinds of badges can be seen everywhere around us, as logos on cars or throughout schools, hospitals and even within sports. Dash Dynamics' vast client base stretches around the world, with their clients as far as Europe, the US and even down in Australia.



These domed badges are incredibly resilient and long lasting, and they are the perfect way to show off your logo and branding. They are made with adhesive vinyl and polyurethane resin, and all badges are made to be scratch resistant, heat resistant and even UV stable. They can also be made in any shape, size and colour, matching each client's individual flair and brand.

Domed resin badges like these are in high demand by companies of all types, however manufacturers are few and far between. We spoke to David himself who explained, "Dash Dynamics are one of just 6 professional bubble badge manufacturers in the UK. We have managed to set ourselves apart thanks to our very fast turnarounds and ability to produce small batch volumes of badges. In addition, we are also constantly investing in the latest technology and machinery and are currently organising new cutters, printers and doming machines."

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The UK's domed badge specialist

ASK OUR EXPERTS



Domed Badges from Dash Dynamics

Based in Garstang between Lancaster and Preston, Dash Dynamics specialise in the design and manufacture of resin domed badges (also know as bubble badges) for a range of applications across a variety of industries. These products are fabricated using the latest technology under strictly controlled atmospheric conditions. We produce resin badges, labels and signs that are scratch and heat resistant, UV stable for both internal and external use.

We produce normal self adhesive vinyl stickers where the customer requires a simpler, cost-effective means of personalising products. We also offer a doming service for printers requiring their own production to be domed (Please call us regarding this process as there are certain design and production requirements to be met to create successful and professional results).

All our products are tailor made to your requirements including small volume production. For a cost-effective and professional way to enhance and brand your products or promote your company, please contact us by phone or email with your requirements.

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Bespoke lift and logistics solutions with 70 years of engineering excellence



Lödige was established in 1948 by Alois Lödige, a Graduate Engineer. Now a third generation family owned business, Lödige has over 70 years' experience in providing bespoke lift and logistics solutions to an extensive range of industries. Since its conception, it has expanded internationally, serving over 40 countries worldwide and employing over 1,000 people. As a global group, however, they still maintain the values of a family company with customer satisfaction at their core.

Lödige's UK office opened in 1986, and since then they have designed and installed over 1,300 projects across the country. Their founding technology was in handling cargo for airline companies; in 1995, they signed a contract for British Airways World Cargo Terminal at Heathrow airport, with a successful handover in 1999, and this technology is still running today.

Working with airlines demands efficiency and reliability, two factors which are strong foundations of Lödige's services and which are applied to every project they complete, big or small.

Indeed, they have greatly expanded their services and along with lifting airport cargo they now

provide solutions for lifting goods in warehousing, retail and engineering, as well as automated car park systems and projects requiring car or lorry lifts. Over 1,300 lifts have been installed so far and they can advise on which type of solution is the right fit for each individual customer.

With 24/7 nationwide coverage across the UK, their team of qualified and highly experienced engineers provide a service which is truly the best of the best.

We had the chance to speak to Michael Baul, Managing Director of Lödige UK, who told us more about Lödige's excellent services, "We are essentially based on the desire to move and lift goods safely; we don't want our customers hauling goods up and down staircases and causing injury.

Offering a vast range of product solutions and with a large back catalogue, we are unique in having over 70 years of history solving client problems, and we are constantly evolving solutions for customers. We face new challenges every day, and we always

try and help: if we don't already have a solution, we will evolve it especially for the customer."

With such an outstanding commitment to fulfilling their customer's needs and a wealth of experience behind them, it is evident that Lödige are global leaders in their field.

If you would like more information on how Lödige can help with your lift and logistics requirements, head to their website or use the contact details below.

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150 years of history

As a Legal Deposit Library since 1710, Cambridge University Library has been entitled to claim a copy of every book published in the UK and Ireland for more than 300 years. Today, the University Library collections encompass around nine million books, manuscripts and other physical items. So what happens when the University Library runs out of space to store them all?



Having recently designed and installed a similar storage solution, SSI Schaefer provided in-depth technical knowledge and design expertise to ensure the required state-of-the-art facility would not only house their important collection in a secure and controlled environment but also provide sufficient storage as it expands over the coming years.

The SSI Schaefer storage solution involved the construction of 24 aisles of high bay narrow aisle shelving with each aisle being 38 m long with shelving 11m high, providing an overall storage area at the facility of 87,000m² which offers superb storage density.

Over 68,000 dividing shelves were fitted with storage trays located on the shelves 2 or 3 trays deep, providing over 100,000 locations. In addition SSI supplied 25 high density drawer cabinets providing 600 drawers to store large format maps and documents, located within the shelving at ground level.

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Piezo actuators – the driving force for additive manufacturing

Additive manufacturing is no longer simply a niche technique for rapid prototyping, and is establishing itself in industrial production. Although injection moulding is still the method of choice for producing large volumes of plastic components, additive manufacturing is well suited to creating individual parts or small batches. It is being used across an increasingly diverse range of sectors – from automotive and consumer goods to medical technologies – as product lifecycles becomes shorter, model variations increase and the demand for individuality grows.

ARBURG GmbH and Co KG, a machine construction and engineering company in Lossburg, Germany, has developed a new process for additive manufacturing called ARBURG Plastic Freeforming (APF). This novel technique uses a PICMA® piezo actuator from Physik Instrumente (PI), a global leader in precision positioning technology.

As with other additive manufacturing techniques, APF makes it possible to inexpensively produce a functional



component layer-by-layer from a 3D model dataset. This technology can be used to integrate complex functions into a component, as well as producing more intricate geometries that cannot be achieved using conventional injection moulding. Droplet generation and discharge is central to the process, requiring

synchronised motion between the printhead and other moving parts. Martin Neff, Group Manager for Sales and Freeform Plastics Technology at ARBURG, explained: "Our patented nozzle shutter – with high-frequency piezo technology – enables a fast opening and motion, generating around 200 droplets per second at a pressure of 500 bar. We decided to use a PICMA actuator for clocking the nozzle shutter because it provides the necessary accuracy and an excellent dynamic range of 90 µm. The discharge unit on our platform currently operates between 60 and 200 Hz, and we still have capacity in reserve."

Dr Cliff Jolliffe, Head of Segment Marketing for Automation at PI, commented: "The PICMA's microsecond response time is exceptionally fast, and no other valve technology offers similar speed in a comparable size. I'm delighted that our technology is supporting the future of additive manufacturing."

Contact
www.physikinstrumente.co.uk/en

Industry leading emergency evacuation equipment

Established in Swindon in 2005, Spectrum Healthcare (UK) Ltd supplies high quality evacuation equipment and moving and handling aids to a wide range of establishments.

Now based in Northampton, Spectrum Healthcare has distributors for their products located around the world. Specialising in the supply of Emergency Evacuation Equipment, Spectrum Healthcare's products are designed to enable any person living with some form of disability to be aided to safety in the event of a fire or similar emergency.



Their evacuation range includes fire escape chairs and horizontal pulling devices. As innovators in the sourcing of alternative evacuation equipment from Australia, Spectrum Healthcare introduced the well-known AlbacMat and ResQmat into the UK market.

One particular advantage of Spectrum Healthcare's range is that the majority is manufactured onsite. This means they can be adapted to suit individual premises and needs to ensure everybody can be aided to safety, no matter their age or disability.

In addition, Spectrum Healthcare offers product demonstrations and training across the UK. Michelle Williams, Marketing Manager, said "We believe it's essential that our customers have



the right piece of equipment for the users and environment, and that all potential operators are fully trained and confident in its correct use to ensure the safe and secure movement of the passenger."

Recently, Spectrum Healthcare added a revolutionary evacuation management system which gives users real time information about a building's evacuation progress. Known as TagEvac, the system consists of magnetic tag stations, which are placed within specific zones, and a central tag control board.

In an emergency, each zone is visually checked by an appointed fire warden. When clear, a TAG is taken from the zone's 'TAG Station', confirming the zone has been checked, and is taken to the central control board. Simply put, whether you are inside or outside of the building, staff and emergency services have a reliable overview of the situation. As a testament to its quality, TagEvac is the trusted solution for organisations such as Coca-Cola, Lloyds of London and the National Archives.

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www.spectrumhealthcare.co.uk



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Focus Labels specialise in the design and manufacturing of narrow web presses for use in the label and packaging printing industry. Since their establishment in 1981, the company has been pushing the envelope of design and manufacturing, first making a name for themselves with the launch of their innovative Textile printing machines for apparel labels.



Today, Focus Labels stands as one of the industry's leading manufacturers of Flexographic, Textile label and Hybrid Digital inkjet presses, with a vast client base that stretches around the world. In fact, up to 70% of their products are still designed and built for global export across the textile, self-adhesive labels, digital, packaging, and even food and drink industries.

Focus Labels champion servo and digital inkjet technology within their modular systems, allowing users to improve their press-time management and productivity, reducing waste and increasing efficiencies. Their label printing machines are also designed to be user friendly, with a wide range of automated systems that can combine both analogue & digital hybrid printing technologies. Purely British made, their in-house design team and engineers develop customised machines made specific to client needs.

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