

Best Practice



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Optimise Your Marketing Potential with Fiona Ellingham at Opportunity Marketing

Opportunity Marketing was first established in 2008, designed to fill the gap in the market for strategic support for SMEs requiring marketing guidance. 11 years later and the company has gained unprecedented growth since its inception, responding to the needs of the market and broadening its team of marketing consultants.

Opportunity Marketing delivers an array of marketing focused services, tried and tested and applicable to help virtually any business. Providing a complete marketing consultancy solution alongside short term solutions and assistance services, Opportunity Marketing offers a selection of marketing packages, designed to assist clients with marketing strategy, marketing implementation and marketing mentoring. "The service we provide allows companies to take a step back, review the company and gain a new perspective. We challenge them to answer questions that they've potentially never even thought of and help them see the 'wood for the trees' giving them a fresh pair of eyes and helping them to understand their next direction as business," said Fiona Ellingham, Marketing Consultant.

Delivering an extremely personal consultancy service, the company provides a varied selection of services including marketing consultancy, marketing health check audit, fast track marketing plan and full marketing strategy. "The marketing packages enable businesses to understand their marketing challenges and help

them to create, implement and execute strategic marketing plans," Fiona said. "Our services cover key areas of business and, depending on the service and packages that the customer wants, we can build reports, 12-month plans and even analyse their website and give them input on website structure."

In August 2019, Fiona Ellingham joined the ever-expanding company as a Marketing Consultant. Through Fiona's extensive experience working in the marketing sector for over 20 years, she has assisted a variety of businesses with their marketing needs, supporting across service development, customer communications, brand management and product life-cycle development.

Fiona's consultancy services cover Surrey, London and the South East. With an approachable and friendly personality, Fiona understands the needs of her clients and is able to analyse and interpret her clients' unmet needs to help them to develop a bespoke strategic marketing plan. "It's a personal service and we become almost a part of them," Fiona continued. "Through this process we work closely to understand the company and their marketing needs so, in a way, we become an extension of their company."

As we move ever closer to the start of 2020, Fiona explained the importance for businesses to begin to learn how to optimise their marketing potential for the upcoming year. Fiona explained that, "I think that an extremely important time for

marketing strategy for businesses is in December/January. I'm keen to help any company to assess what the company wants to gain from the New Year in terms of creating more enquiries, awareness, profit and exploring new markets. It's a great time for businesses to consider their marketing strategy, to help them evaluate where they are now as a business and where they need to be. Clients we have worked with throughout 2019 have seen a significant uplift in performance and now recognise their marketing potential for 2020. I'm currently offering a 15-minute complimentary telephone consultation for any business looking for help."

As for Fiona's focus for 2020, she states that constant organic growth is something Opportunity Marketing strive to continue and that "for me personally, my aim is to continue to help businesses deliver the results they need to be successful."

To check out more information about Fiona: <http://bit.ly/33CEEOj>



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Newland Magnetics
see them on page..... 2-3



Curtiss - Wright
see them on page..... 4-5



UNISIG
see them on page.... 11-14



PTS
see them on page..... 19

Gold for learning partner Astutis



Health and Safety training specialist Astutis Ltd is celebrating after achieving Gold Learning Partner Status from one of the world's leading organisations for providing health, safety and environmental qualifications.

Health & Safety training specialist Astutis Ltd is celebrating after achieving Gold Learning Partner Status from NEBOSH. Astutis received the highly sought-after recognition for excelling in the provision of course tuition and support in health and safety training. The learning partner programme is a quality assurance scheme that

recognises those providers who can prove that they meet the principles of best practice in the provision of NEBOSH course tuition and support. Following accreditation, the Cardiff-based firm also launched two new NEBOSH courses for Occupational Health and Safety, which have a new structure, enabling learners to navigate easily with bite-sized micro learning plus offline study.

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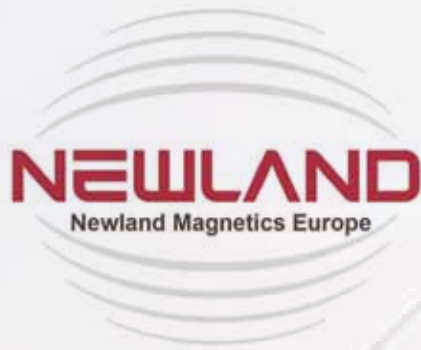
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Newland Magnetics Europe SAS

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.

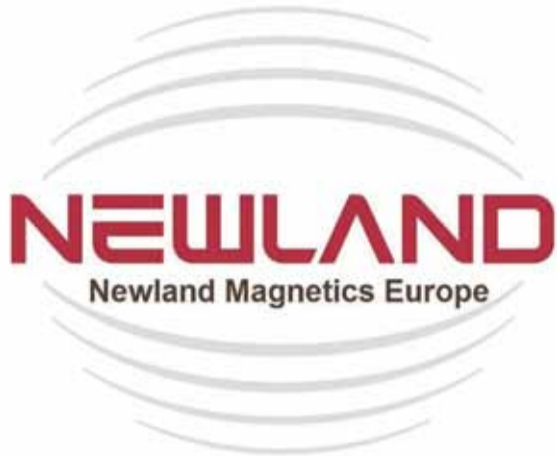
Once in production, we can also provide a range of stocking options including consignment stocking at our location in France or within your own facility. Newland Magnets also supply Bonded NdFeB, Flexible magnetic sheets, magnetic powder, AlNiCo, SmCo, Hard ferrite and complete magnetic assemblies.



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Total magnetics solutions from Newland Magnetics Europe



rather than extended delivery times when ordering directly from China. In addition to supporting the existing business, Newland Magnetics Europe also generates its own direct new sales within Europe, the USA and India.

Focusing on customers in the automotive, medical and renewable energy industries, Newland Magnetics Europe can provide material data, technical and design assistance, and sampling. The company can also provide a range of stocking options including consignment stocking at its 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 supplies AlNiCo, SmCo and hard ferrite magnet materials, and magnetic assemblies manufactured to the customer's specific requirements.

Best Practice is proud to feature Newland Magnetics Europe for our New Year Spotlight, for its outstanding range of leading quality magnets which are underpinned by excellent customer service.

Newland Magnetics Europe is a subsidiary of Ningbo Newland Magnet Industry Corporation Ltd, a Chinese company that has been manufacturing sintered NdFeB magnets and magnetic assemblies for over 12 years. In 2017, it set up its European subsidiary in France, directed by Forbes Crisell.

With over 70% of the company's sales within Europe, Ningbo Newland Magnet decided to set up Newland Magnetics Europe to provide additional local support, allowing customers to communicate in their own language and have access to literature available in French, English, German and Italian. Moreover, the company's location in Europe makes it easier for it to communicate, offering technical support in a customer's own time zone and eliminating the 6hr+ time difference with China. With its storage facilities in France, it can also offer a three-day delivery to any part of Europe

us competitive edge price wise over other European Magnet distributors", explained 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, it allows us to produce magnets and magnetic assemblies to a very high level of quality."

With business continuing to grow Newland Magnetics Europe recently moved to larger premises, providing additional office space and over 500m² of warehousing. "It's been a challenging

12 months and the market has been pretty tough, but we've still managed to achieve growth, especially in the USA," explained Forbes. "We've been expanding not just in Europe but in America too, and we've been establishing lots of new customer relationships in this area of the world.

"We've also completely revamped the website, to make it easier for

customers to discover our services and products, increasing customer engagement and making business arrangements more straightforward."

As well as these advancements, Newland Magnetics Europe has released a selection of new products developed by its parent company. "Ningbo Newland Magnet and our key supply partners are constantly finding new innovative products, and the latest additions to the range are microwave Ferrites or Ferrimagnets, which allow smaller low-cost passive microwave components to be produced. This is a great example of how we're always searching for new and different products to meet and exceed our customers' requirements."

Indeed, with an impressive array of successes over the last year, Newland Magnetics Europe is continuing to enhance its offering. "As we move



forward, we're focusing more on becoming a component seller as well as providing the magnets. We're getting increasing numbers of customers asking for assembly work, so we're looking to offer more semi-finished components containing the magnets and therefore providing a more comprehensive range of products for our customers.

"We always attend lots of exhibitions, and next year we're hoping to expand our calendar of events. We'll be attending trade shows in Chicago, Germany and France to try and raise awareness. We're focused on making it easier for customers to find us and discover what we do, and continue to generate new business across Europe and America."

Without a doubt, Newland Magnetics Europe is committed to providing only the best quality and service to their customers in Europe and beyond. If you would like to find out more information on the company's full range of products and services, head to the new website or get in touch using the contact details below.

Contact
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"Newland Magnetics Europe is not a distributor; we are a subsidiary of Ningbo Newland Magnet which allows us to provide magnetic material at the same cost base as material purchased directly from China, giving



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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.



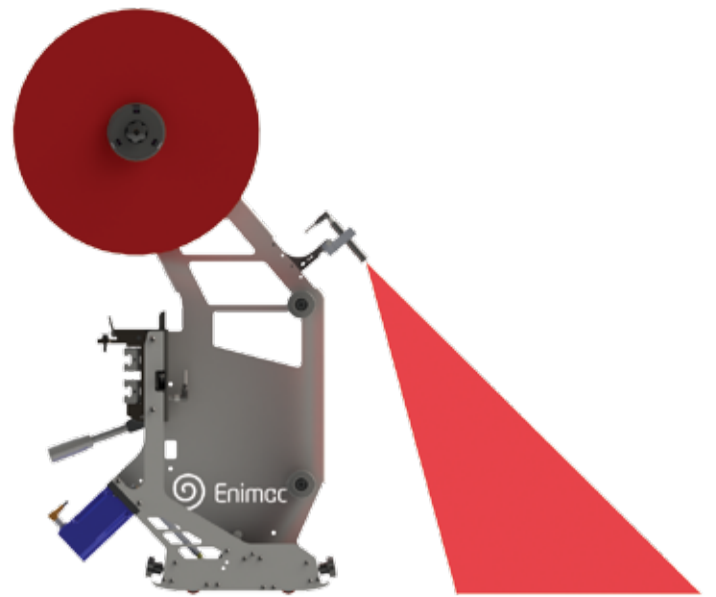
Metal and material surface solutions are a huge part of why Curtiss-Wright Surface Technologies has become such an internationally recognised name. In addition to their famous controlled shot peening process, the company can provide highly effective and controlled Laser Peening for components in turbine 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.

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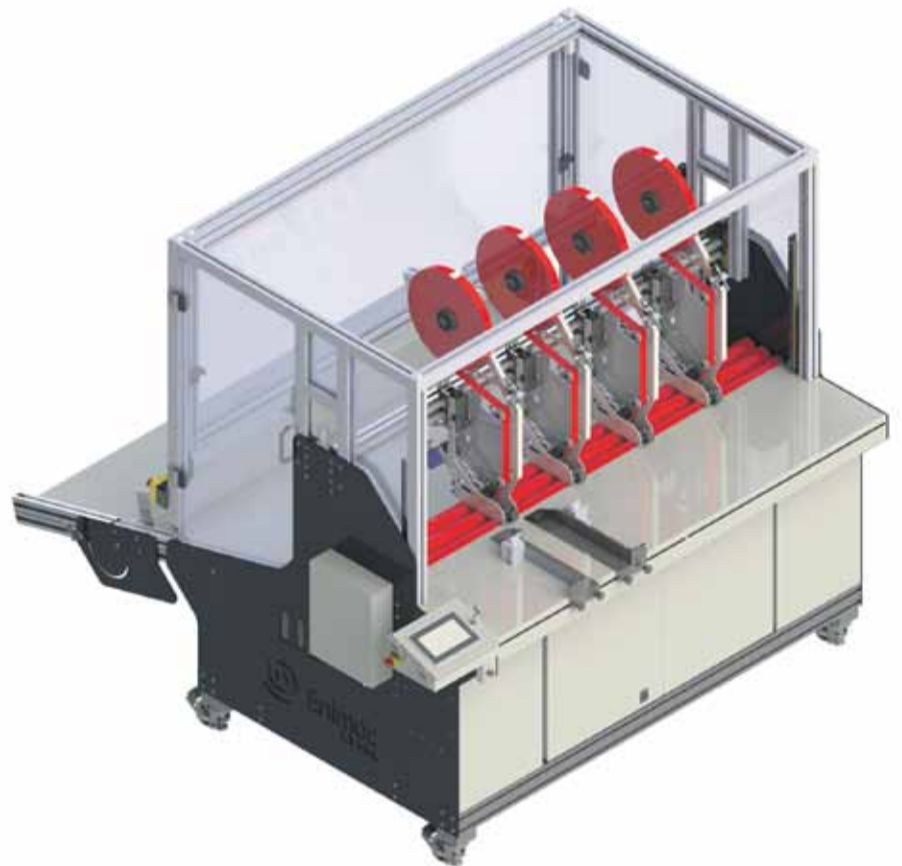
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Expertise in freeze drying cements Biopharma Group's industry leading status



Best Practice is proud to announce that Biopharma Group has been chosen to receive our **Company of the Year award**, for its outstanding work within the pharmaceutical, biotech, process and food production industries. This year, the company celebrated its 30th anniversary as a distinguished organisation offering expertise in freeze drying and processing technologies.

The company was established in 1989 as Biopharma Process Systems Ltd, initially focused on freeze drying equipment in the pharmaceutical and biotechnology industries. 1997 saw the formation of Biopharma Technology Ltd, created to offer a freeze drying research and development consultancy and lab services to its numerous clients. Later, in 2000, Dr Kevin Ward joined the team to build upon the in-house expertise, services and training courses.

"Biopharma Group has been successful at evolving and developing in order to meet our clients' needs, especially in the past five to seven years, which has seen Biopharma Group grow its product portfolio, establish dedicated divisions in France, the USA



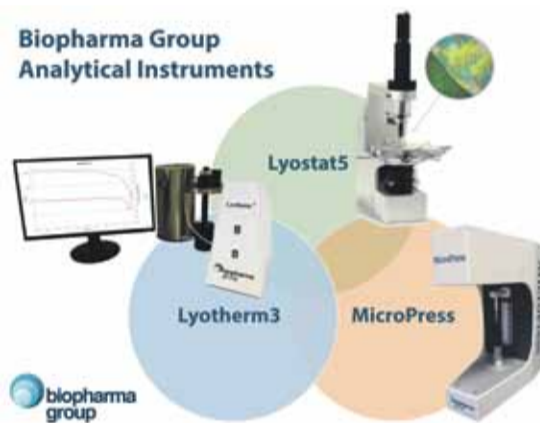
and Ireland as well as joining forces with our sister company, Crowthorne Group, taking the team from 30 up to approaching 90," said Charis Hickey, Head of Marketing. "Moving forward, our focus will remain on offering products and services that best match customer project requirements to make them a success and being available to offer support thereafter."

The Biopharma Group team consists of experienced scientists and dedicated product specialists to offer scalable product, R&D consultancy, lab services, analytical instruments, lyophilisation training course solutions and packages that are versatile for any size organisation.

In 2017, Biopharma added a new division to the group, BPS Crowthorne. Based in Ireland, BPS Crowthorne is focused on offering an array of services including freeze drying and process technology equipment, R&D consultancy, training courses and



analytical lyo-lab services, alongside the synergetic services from sister company, Crowthorne Group, comprising of cleanroom, clean air and containment facility validation, servicing and air flow spare parts. Biopharma also extended its distributorship for Genevac & Avestin products throughout Ireland too, allowing more clients access to these highly sought after products.



In 2018, Biopharma Group continued to expand its range in terms of geographic coverage by becoming the European distributors for Cuddon Freeze Dry and Kinematics & Controls Corp. in response to the



growing trend towards freeze drying in the food production industry. The group also continued to extend the equipment range to include specialist analytical instruments that have been developed to address sample volume, small scale testing and lyo-cake challenges that Biopharma knows its clients face, helping to improve overall user experience.

In November 2018, Biopharma Group became the exclusive distributor of Italian brand Faster s.r.l.'s clean airflow and laboratory range of products within mainland UK. Faster offers a reliable range of airflow equipment including microbiological safety cabinets, laminar flow work benches, and fume cupboards to name a



few, coupling a focus on energy efficiency with the flexibility to deliver customised products to those customers with more complex applications. Moreover, experience in specialist small scale installations is not all that is on offer, Faster has established a number of large-scale installations in the UK including The Francis Crick Institute and Health Services Laboratories.

What's more, the recent expansion of Faster's product range into laboratory equipment, including Ultra Low Temperature Freezers and Ducted Fume Cupboards, offers Biopharma Group exciting opportunities to enter new markets.

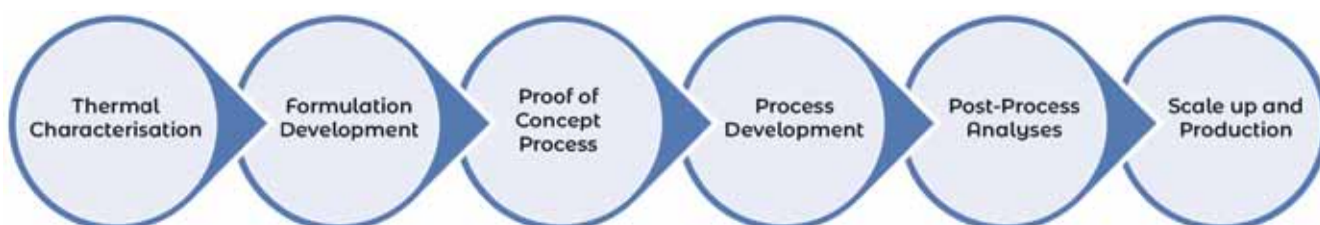
Recently, Biopharma developed the MicroPress adding to the existing lyo-instruments e.g. Lyostat Freeze Drying Microscope (FDM), the Lyotherm3 frozen state impedometer, and DSC stage, which were created to identify critical events in lyophilisation process and cycle development. Charis told us, "Our analytical instruments have been designed to provide the most advanced data on critical events in freeze drying projects to inform decision making and product characterisation stages of the project to make it as efficient and successful as possible. In addition, Biopharma Group's analytical instruments have been designed with the end users in mind, solving many technical and ergonomic issues faced by those conducting freeze drying product development."

These products are mainly supplied to R&D departments of pharmaceutical and biotechnology industries, however Biopharma Group is seeing an increasing demand coming from the food production and nutraceutical industries as well.

Biopharma is perhaps the only company worldwide working in the field of freeze drying that, in addition to research services and training programs, develops unique analytical instruments to advance the science of freeze drying to make the end user's life easier. With an impressive 30 years of innovation behind it, it is exciting to see what this world-renowned company will bring in the next 30 years, and beyond.

For more information regarding the equipment and services Biopharma offers or to discuss your needs with its friendly and professional team, get in touch today.

Contact
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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!

Contact
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Reduce costs and wear, act economically and for the environment

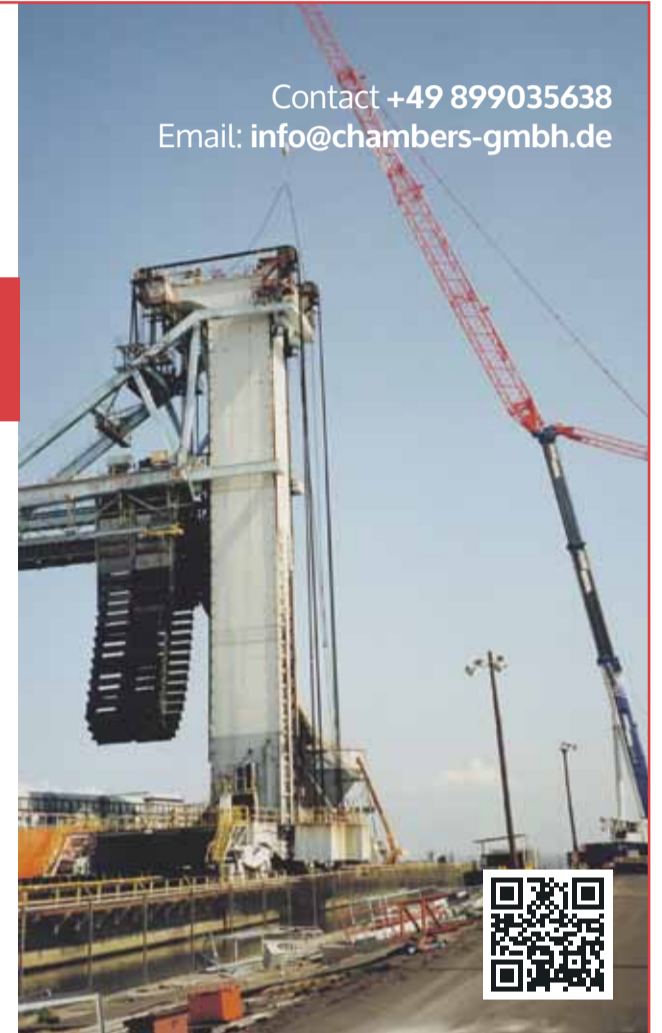
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HL Plant: Building site safety in Scotland

HL Plant was founded in 1991 and specialises in safety crash deck systems. The company provides the G-Deck system, which can be used as a trestle system, tower system and a crash deck system.

The G-Deck system is the strongest and most versatile crash deck currently available on the market. It can hold up to 600kg per metre square and can go from heights of 0.5 metres to 3.6 metres. The G-Deck is lightweight and consists of flat panels either one metre square or half a metre square, which sits on top of a firm, scaffold-like base, creating a stable 'floor' inside the building for workers. The newest version of the system is G-Deck Lite. This is specifically for use where the artificial floor is not going to be subject to heavy loads. It can go from 1 to 3 metres high and take up to 200kg per metre.

Lloyd Hutchison, Managing Director of HL Plant, said, "Over the last couple of years, we have seen a rapidly increasing demand for this safety system. There are other systems on the market but this is the best in our view. It is a very lightweight and easy to use and is having a lot of success with the builders."



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Muller Coax: Leading Valve Technology

Muller Coax are the original designers and manufacturers of coaxial valves having established the company and product in 1960 and are established in many industry sectors supplying valves to many diversified blue chip companies and organisations worldwide including Siemens, Rolls Royce, BNFL, and many automotive plants where the valves are specified for use.

From their head office and main manufacturing plant in Germany, Coax have wholly owned companies in USA (also manufacturing base), UK, Spain, Italy and China, and distributors worldwide to support our customers wherever they may be.

Muller Coax product range includes products for many industry sectors including, power generation automotive plants, nuclear industry, military, pumping applications, machine tools.

Valve range have valves for medias up to 500bar, 2/2 and 3/2 function, Atex compliant, fast reaction time, various body materials, position indication and all are SIL2 rated as standard.

Contact
john.osborn@coaxvalves.co.uk
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Why you need leaner processes!



Customer demand is changing the way products are delivered. We have seemingly less time than ever before and with the growing culture of app-based 'click and collect' permeating society, companies are now having to satisfy their customers' needs, faster and more accurately. The introduction of warehouse automation is vital to addressing this requirement.

This isn't just consumer goods, more and more companies are offering 24/7 deliveries and this is putting greater strain on the factories that have to manage these processes.

Flexibility is key here as instead of continuing to rely on rigid logistics concepts, more and more companies are turning to flexible systems to effectively manage their internal warehouse.

Flowtechnology UK 'FTUK,' is a major provider of fluid power products in the UK, they recognised a need for a more efficient storage system for its constantly expanding product portfolio. Rather than move premises they invested in 16 Kardex Shuttle XP vertical lift systems ASRS which optimised their current warehouse space and as a result, their productivity increased by more than 300%, whilst picking errors went down to almost zero.

For Flowtechnology, optimal productivity was essential for the handling, storing and retrieval of their stock. Many companies have different kinds of stock and Kardex understand the need to provide dynamic and flexible storage solutions no matter what needs to be stored.

Stock with extreme dimensions and heavy goods require well-thought out storage logistics and goods with a total weight of up to 5,000kg per tray can be efficiently integrated into storage logistic processes. Using flexible designs such as vertical lift systems Kardex is focused on optimising the use of available space, making the most of existing ceiling height and minimising footprint.

From efficient hardware to fully integrated systems, our solutions can store thousands of items from small goods such as nuts and bolts to large items. Kardex provide maximum productivity, performance and safety, improving your ergonomics and efficiency, making optimal use of the available space to secure long-term success and profitability.

Kardex has a long history of innovation working with organisations that recognise the short and long-term benefits that automated storage and retrieval systems can bring, delivering on the promise of improvements in labour, space saving and faster picking times.

To learn more, contact us by email at: info.remstar.uk@kardex.com or call us direct on: +44 (0)1992 557237.

Campisa: The certainty of a sure choice

Campisa is an Italian company specialising in the manufacture, supply and installation of loading bay equipment. Its UK division was opened in January 2019 and is already well on its way to becoming the fifth major supplier of loading bay equipment in the country.

One of Campisa's unique offerings is its Fidelity® drive system, featuring special hydraulic motorisation combined with a console for the management of sectional doors and loading ramps. This innovative and patented technology most recently won the Warehouse Infrastructure category of the prestigious Design4Safety Awards at the IMHX show at Birmingham's NEC.

This ground-breaking technology eradicates the need for conventional

drive systems for sectional overhead doors, which always include counterbalance springs, spring-shafts, cable drums and/or curly cables. Tensioning counterbalance springs always present a dangerous operation when either setting up from new or when carrying out routine maintenance. What's more, cable drums always present a problem whereby cables get entangled on the spring-shaft. Both of these operations are inherently dangerous and require working at height.

Campisa's Fidelity® drive system does not have springs or cable drums, eliminating the dangerous set-up or maintenance aspects related to sectional overhead doors. What's more, the Fidelity® system can be used to operate both a sectional door and a

dock leveller, abolishing the necessity of working under the dock leveller and removing the risk of working outside under a leveller in a busy truck environment.

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

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Lorax to moderate session at Sustainable Packaging Coalition Conference



Michelle Carvell, Director and COO of environmental reporting specialist Lorax Compliance, has been announced as a moderator for the Sustainable Packaging Coalition's (SPC) Engage: London conference. Taking place between 23-24 October at The Design Museum in Kensington, the event will help brands and retailers understand how to align their sustainability goals with larger global frameworks and commitments.

Carvell will moderate the 'Making Sense of the Evolving UK and EU Legislation Around Recyclable and Compostable Packaging, EPR and Single-Use Plastics' session, which explores how legislation in the UK and Europe is addressing the issues surrounding used packaging and recovery. Speakers include Juan Manuel Banez-Romero, Senior European Public Affairs Manager

(sustainability) at Mars Inc; and Virginia Janssens, Managing Director of the European Organization for Packaging and the Environment (EUROPEN). A highly-experienced environmental reporting expert, Carvell co-founded Lorax Compliance in 2014 to help companies manage the escalating scope and complexity of environmental compliance. In the five years since, the company has produced more than 6,000 reports on half a million tonnes of packaging, 45 tonnes of battery data and more than 3,700 tonnes of electrical equipment.

"Being asked to moderate such an influential session at this year's SPC Engage: London conference is a huge privilege," commented Carvell. Alongside discussing quickly-evolving legislation from across the UK and

Europe, we aim to share perspectives and examples from some of the industry's thought leaders to bring real clarity to this complex landscape."

Lorax delivers environmental compliance software (SaaS) and consultancy to companies who need to comply with local, national and global extended producer responsibility (EPR) waste directives. Earlier this year, the company acquired US-based consultancy Environmental Packaging International (EPI) to provide a wider global service offering, combining Lorax's strengths in compliance data and technology with EPI's expertise in customised research and metrics tracking.

For more information about Lorax Compliance visit www.loraxcompliance.com

EPI set to present at USA's Northeast Recycling Council conference

Environmental Packaging International (EPI), a division of EPR and sustainability reporting specialist Lorax Compliance, will take part in a panel discussion at this year's Northeast Recycling Council Much Ado About Plastics conference. Taking place in Providence, Rhode Island (29-30 October), the event brings together delegates from across the US to discuss timely topics in the source reduction, reuse, recycling, composting, and green purchasing industry sectors.

Victor Bell, US managing director at EPI, will deliver a presentation exploring extended producer responsibility requirements for packaging and providing his insight into the global plastics crisis. He will also participate in the 'managing plastics' panel discussion, alongside representatives from More Recycling and the Product Stewardship Institute.

Victor commented: "With countries around the world implementing Extended Producer Responsibility (EPR) programmes, customers are demanding more environmental data resources and sustainability factors from brand owners than ever before. EPI and Lorax Compliance offer a full range of services to help clients anticipate requirements and respond efficiently.

"Presenting at Much Ado About Plastics provides an excellent opportunity to discuss the latest industry challenges and opportunities with delegates. Each NERC event is designed to provide attendees with the opportunity to learn, share ideas and network with others."

Environmental Packaging International is a consultancy specialising in environmental compliance, product stewardship and sustainability goals. The company merged with UK-based Lorax Compliance in 2019 to provide a wider global service offering, combining Lorax's strengths in compliance data and technology with EPI's expertise in customised research and metrics tracking.

For more information about EPI, visit www.enviro-pac.com. For more information about Lorax Compliance, visit www.loraxcompliance.com





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Precise gundrilling machines for all industries



Best Practice is proud to feature UNISIG 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 its industry and constantly developing its products to provide the highest quality solutions.

UNISIG was established in 1981 by the Swiss Industrial Group (SIG) and the US company United Technical. In 1995, UNISIG was acquired by Entrust Manufacturing Technologies Inc., which allowed for further growth in innovation and expertise with heavy investments 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 its industry, constantly developing its world-leading products to provide the highest quality solutions to its customers.

As one of the largest producers of deep hole drilling machines in the world, UNISIG's customers range from small job shops all the way to large OEMs that need to drill millions of holes. Certainly, with such a wide-ranging customer base, it is essential that UNISIG maintains a steadfast commitment to upholding its industry-leading services, a standard which has been sustained since its inception 38 years ago. "UNISIG is always working to build 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 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 drilling machines, but setting them, driving constant improvement and benefiting the entire industry.

Offering a full range of machines, 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 for the mould 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."

UNISIG's 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.

"We are also 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 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 its 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 its standard machines.

As a supplement to this global presence, UNISIG attends over 15 shows every year to raise awareness of its products and services. As well as being present at numerous trade shows, UNISIG also has a website where you can find out more information about its full range of machines and technical services. Alternatively, you can get in touch using the contact details below.

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www.unisig.com



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



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.

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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."

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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.



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Fath Components



Fath Components have created their Automation Line and Fastening Industrial Exhibition unit, otherwise known as ALFIE.

The highly innovative ALFIE trailer is full of products from their extensive range of Automation Fastening Technology. Clients new and old are able to book a visit for the FATH team and ALFIE at their premises and allow viewers to check out and try out their many fastening solutions. With the FATH team always on hand, visitors will never be short of

in-depth expertise and advice as to how they could best use different components to suit their needs.

If you would like to find out more information about Fath Components, don't hesitate to get in contact using the number below.

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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.

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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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HpE Process launches Wangen MX PC pump range for the UK Market

HpE Process has two elements to their business, one is component distribution which includes Pumps, Valves, Tube, Fittings, Manways, Tank Equipment and the second is the Integrated Solutions, which is supported by a very experienced team a key differentiator from other suppliers.

HpE Process launched the Wangen MX PC Pump range which is the latest addition of 'high-pressure' hygienic pumps.

The MX progressive cavity pump with EvenWall Stator technology can constantly deliver pressures of up to 80 Bar. The modular design makes it very suitable for various applications such as gentle product transfer, exact dosing and feeding product at high pressure to heat exchangers etc.



The new generation Twin NG has also caught the interest of industry professionals with its new design features. This very flexible pump with CIP/SIP features can handle extreme product viscosities of up



to 1,000,000 mPas. The NG has now a maximum capacity of 200 m³/hr and can achieve a peak pressure of 30 Bar. With a cartridge mechanical seal for a faster and easier exchange of single or double-acting seals ensures little downtime.

The Rotary Lobe pump is used in breweries (yeast), the dairy industry (cream, yogurt, cottage cheese), confectionery (caramel, toffee, fondant cream), in the soft drinks industry for the likes of syrup and concentrates, in the pharmaceutical industry on creams & ointments, in household & personal care for washing liquids, toothpaste, deodorants, shampoo & soap.

HpE understands the importance of CIP Systems, as incorrect cleaning can lead to loss of production, poor product quality and product contamination leading to

a product recall. With this in mind, they are able to offer Integrated Solutions Mobile CIP and Mixing.

For their Integrated Solutions Mixing they are able to offer Electric Pasteurisation units, Maturing/fermenting or mixing units, Food Pilot plants and much more.

For more information on fluid handling solutions contact the HpE Sales team on +44 (0)113 252 6712 or alternatively email sales@hpeprocess.com

www.hpeprocess.com



Re-shored contract boosts UK manufacturing



Essential Supply Products (ESP) one of the UK's major converters of tissue products including paper hand towels and toilet rolls, has re-shored production of its tissue dispensing units from China.

The product is a range of plastic tissue dispensers that reduce tissue wastage in non-consumer markets. UK technical injection moulding specialist, Talisman Plastics now provides a turnkey solution with significant benefits.

This move means ESP has been able to have lead times, reduce stocking levels and carbon footprint and introduce greater control and flexibility into the supply chain

This is the latest in a series of contract wins for Talisman Plastics that has seen the company increase sales by 15% over the last 18 months.

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Critical Chain by Eli Goldratt

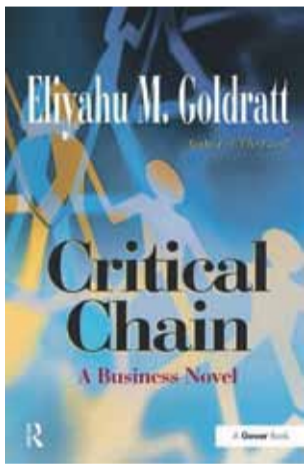
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VAPex wins Product of the Year

OH&S Announces 2019 New Product of the Year Award Winners.

Twenty companies, including multiple winners Blackline Safety and Honeywell, were honoured today for winning Occupational Health & Safety magazine's 11th annual New Product of the Year contest. They are also featured on Occupational Health & Safety's industry-leading website, ohsonline.com.

This year's contest attracted entries in 24 award categories, with an

independent panel of three highly qualified judges choosing the winners.

"OH&S' New Product of the Year contest saw an outstanding number of entries that prove industry manufacturers are dedicated to producing products that not only function to optimize worker safety, but also are comfortable, practical and convenient," Sydney Shepard, editor of OH&S, said. "Entries this year received top remarks from the judges, complimenting their efforts on bringing more innovative

products to the industry." The 2019 contest's judges were Linda J. Sherrard, CSP, former technical editor of Occupational Health & Safety; Greg Zigulis, CIH, CSP, president of Sixth Sense Safety Solutions; and Camille Oakes, CSP, SMS, president of Camille Oakes Consulting, LLC.

The 2019 award winners are: Industrial Hygiene - Air Sampling Casella: VAPex

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machines, drilling machines, machine centres and all of the most popular workshop machinery available on today's market.

If customers would like to see the products working first hand, Simmonds Machinery also offers 'under power' demonstrations and full inspection of all of its used machine tools, and delivery, installation and commissioning of machinery can be arranged if required.

In addition to this, Simmonds Machinery also offers a range of preventative maintenance services. Its breakdown cover and repairs service uses specialist engineers who are experienced in repairing a wide range of machine tools from major manufacturers. Simmonds Machinery's machine tool service contracts are highly flexible, and can be arranged and designed around its customers' machinery to ensure the most appropriate cover. Indeed, yearly service contracts are a common necessity to help prevent unexpected breakdowns and to keep machinery running for longer, and Simmonds Machinery ensures its customers have access to this requirement.

Simmonds Machinery can also provide a comprehensive machine tool valuation service onsite. Whether this is for insurance sales or financial reasons, the company will travel to a

Simmonds Machinery boasts over 35 years' experience in the machine tool industry, supplying high quality new and used precision engineering machinery and tools throughout the UK and Europe.

The company's stock of machine tools covers an extensive range of key manufacturers and products, including CNC machines, turning centres, milling



customer's premises to accurately provide evaluations on all machine tools and workshop machinery.



Indeed, Simmonds Machinery boasts a wealth of knowledge, experience and capabilities, helping customers across the UK and Europe to reduce downtime and save money. The company is always looking to buy second hand machine tools, and encourages anyone to get in touch if they have machinery for sale.

For more information on the company's full range of products and services, head to the website or feel free to get in touch using the contact details below.

Contact
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Tradespeople: Are you missing a trick?

Imagine you have just moved into a new house, and you are looking for the best person to contact to renovate the kitchen or bathroom. Often, there is no mark left by the previous tradesperson, or by the manufacturer of the shower or kitchen appliance, for example, meaning you have no way to know who the local tradespeople are who might be able to help.

By adding a small resin domed badge from Dash Dynamics that contains contact details, tradespeople and manufacturers can easily generate repeat business in a highly cost-effective way. Plumbers, joiners, electricians, and contract managers can all promote their services directly on the work they have completed, so potential customers can see their skills first-hand and easily contact them for future work.



"All they have to do is add a small badge to what they've installed or fitted, and they will be the first person called by any new homeowner who needs work done," said David. "Tradespeople are really missing a trick here. It can be big companies or a small one-man business - leave your mark with one of our badges and see the repeat business start to grow."

These badges are scratch and heat resistant, and are UV stable for both internal and external use. Dash Dynamics can also produce normal self-adhesive vinyl stickers, which are ideal for those who want a simple and cost-effective way to personalise their

products. Based in Lancashire, Dash Dynamics was bought by David Wilkinson in 2015 and has achieved impressive levels of growth year on year ever since. Specialising in the expert design and manufacture of high quality

resin domed badges, Dash Dynamics utilises the very latest technology and strictly controlled atmospheric conditions to maintain its leading standards.

Providing in-house design services, Dash Dynamics can usually offer a turnaround of under one week,

depending on the badge design. The specialist prides itself 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. What's more, the company is experienced enough to deal with high volume orders, yet versatile enough to complete low volume, with the ability to produce a single badge if needed.

Indeed, this efficient service is one of Dash Dynamics' main advantages, as well as its ability to provide bespoke products; the company doesn't carry any badges in stock, every single product is different and made bespoke for the client. 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.

If you would like to find out more information on how Dash Dynamics can help elevate your brand, head to the website or get in touch using the contact details below.

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Streamlining the build process to guarantee biogas project success

Stephen McCulloch, Business Director (UK and Eire) at DMT Environmental Technology, discusses why experience, expertise and guaranteeing a 'right first time' approach are so important in securing biogas project funding.

According to Charlotte Morton, Chief Executive of the Anaerobic Digestion & Bioresources Association, the UK biogas industry has a bright and prosperous future.* Now an important part of our national energy infrastructure and key to decarbonising the gas grid, conservative estimates suggest opportunity for a ten-fold increase in operational capacity over the next decade alone.**

While tariff depressions have made for a challenging period of uncertainty, the industry is experiencing a fast resurgence. With eagerly-anticipated changes to the Renewable Heat Incentive (RHI) coming into force, alongside the EU's adoption of separate biowaste collection rulings, operators are finally benefitting from much-needed clarity regarding tariff guarantees and feedstock assurance.

The coming years will prove pivotal to realising the industry's true potential and safeguarding its longevity. To achieve this, gaining the support of the investment market and taking advantage of this strong platform for growth is essential.

Reducing risk to attract investment
A low carbon, sustainable investment often capable of achieving ROI in less than seven year - the biogas market is a highly attractive prospect to funders. Once operational, sites can generate revenue instantly and, thanks to government subsidies, will guarantee income for many years to come. Facilities

require minimal maintenance, only a select few staff and can operate relatively self-sufficiently.

However, building a new biogas facility is a hugely complex task and few contractors have the experience and capability to do so correctly. Historically, therefore, the go-to approach has been to employ a selection of specialist sub-contractors, each tasked with handling a specific task, role or area in parallel. While many hands make light work, it can also often make the build process somewhat disjointed.

Take the six stages after gas leaves the digester; pre-treatment, compression, membrane separation, propane injection, quality control and connection to the gas grid. Despite only taking up a relatively small space footprint on site, responsibility is typically shared between several companies. A small contract issue, inexperienced workers, incorrect paperwork or delays to just one of these teams can prove detrimental to the efficiency of the entire build. Misjudging remit or poor fitment results in unexpected additional costs and unnecessary project delays.

A delayed completion not only affects the payback period, but (in the worst-case scenario) can be the difference between achieving or falling short of a subsidy deadline. For investors, simple mistakes can therefore cost hundreds of thousands of pounds.

Minimising the risk of delays is therefore important in securing project financing. Rather than multiple contractors and more risk of possible delays, the market is pushing for a new approach – a solution

that provides a single point of contact, while maximising cost efficiencies.

Reacting fast to the changing market
Introduced to minimise risk for funders and lead contractors, DMT's new ethos – Total Solutions Provider (TSP) – aims to bring a step-change to the industry and provide a simple yet effective solution to guarantee the highest possible project efficiencies. A switch from technology provision to end-to-end service partnership, TSP supports the customer from the moment biogas leaves the digester to when it's injected directly into the grid.

While most suppliers will only provide the upgrading unit, TSP also covers the specification and installation of pre-treatment technology, grid entry/natural gas kiosks, interconnecting pipework, electrics and export to grid connection. What's more, TSP takes responsibility for all documentation protocols – a vital area if projects are to achieve their deadlines, not only for installation of equipment but making sure all the required documentation is correctly submitted and signed off.

By taking responsibility for a variety of site build elements typically shared between numerous contractors, funders can expect a single, integrated, uniform project completed by a highly experienced and capable team. Trusting this to the world's largest membrane biogas upgrader guarantees a right-first time approach and minimises risk throughout the build.

All this is made possible by a highly experienced, UK-based team of biogas experts with more than 70 years'

experience between them. Each TSP expert has completed numerous projects previously and therefore has the knowledge, experience, expertise and understanding to bring significant value – and cost efficiency – to any build.

Throughout the TSP process, a close partnership approach is employed to ensure each element of the build process exceeds expectations. DMT's market-leading upgrading technology is paired with in-depth understanding, experience and unparalleled capability. What's more, a five-year warranty is offered as standard – guaranteeing complete peace of mind for lead contractors, site managers and investors alike.

Looking to the future
With so much opportunity, industry-wide innovation and guaranteed tariffs through the RHI, now is the perfect time for funders to invest in the biogas market. The returns are proven, reliable and fast, while the added benefit of helping to decarbonise the gas grid is also an attractive prospect.

However, to guarantee investment security and minimise payback times, it's essential to reduce risk throughout the build process and work in partnership with a select few experts to deliver optimum project efficiency. Through the company's TSP offer, DMT is able to wrap scope and works under one contract and adhere to strict project timelines. Rather than a complex, disjointed process, TSP provides a safe, reliable, proven pair of hands.

Contact
T 01926 776900
www.provapr.co.uk



Expert stockist and distributor of stainless steel fasteners



Best Practice is proud to announce that Precision Technology Supplies has received our **Best of Britain award**, for its dedication to providing only the best products and fastest delivery times to its extensive range of customers, remaining at the forefront of its sector for over 30 years.

Precision Technology Supplies was established in February 1988 by Stephen Edwards, and is based in East Grinstead, West Sussex. "As the company started in East Grinstead a lot of our

staff are local and so we like to be loyal to both customers, suppliers and staff alike," said Andy Knight, Sales Director.

As a stockist and distributor of stainless steel fasteners, Precision Technology Supplies is a one stop shop for a vast range of quality products, ensuring it provides highly efficient customer service. "Our whole ethos is about offering a quality product and service to our customers," explained Andy. Indeed, Precision Technology Supplies can be relied upon to deliver to its broad range of OEM and distributor customers, who cover numerous different industries in over 90 countries across the world.



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.



Certainly, the Nord-Lock washers are an excellent addition to Precision Technology Supplies' catalogue. Along with the Philidas nuts, this is just one example of how Precision Technology Supplies is striving to offer only the highest quality products to its customers.

"We are all about the quality of the product and the levels of service we offer," Andy explained. Certainly, Precision Technology Supplies has consistently invested in its people in order to offer unrivalled market knowledge and customer service, building a solid reputation for excellent quality in everything they do. Their supply chain partners are chosen to be in line with the company's commitment to quality, and all of Precision Technology Supplies' products are batch traceable and clearly labelled with the customer's part and order numbers. What's more, Precision Technology Supplies has built a stellar reputation for the quality of its packaging.

"We are pleased to receive this award as it shows the team how we are doing and how we are perceived by others" Said Andy

"We have been going for over 30 years and with consistent growth we believe we offer the best solution for anybody looking for stainless steel fasteners." 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.

T 01342 410758
www.pts-uk.com

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

+44 (0)1342 410758 • info@pts-uk.com

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

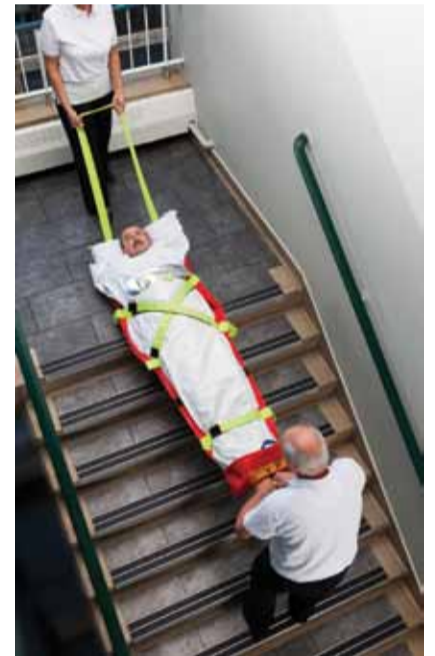


the right piece of equipment for the users and environment, and that all potential operators are fully trained and confident in its correct use to ensure the safe and secure movement of the passenger."

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.

T 01793 762928
www.spectrumhealthcare.co.uk



World leading printing & labelling technologies

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.

T +44 (0)1949 836223
www.focuslabel.com

Emergency Evacuation Tracking - Made Simple.



TagEvac is the simple, fast and safe way to manage the evacuation of your building.

Using intuitive information panels, staff and emergency services can tell in an instant which areas are cleared.

Utilising the recognised 'sweep' method of evacuation, TagEvac eliminates the need for time consuming role calls, speeds up your reporting times and reduces downtime during fire drills. TagEvac® takes minutes to understand and lets you evacuate your site quickly, thoroughly and with certainty.....

That's why it's the trusted solution for Industry leaders such as Lloyds of London, Coca-Cola, & The National Archives .



Key Benefits:

- Trusted and proven management solution for large organisations
- Gives clear, progress information in 'real time'
- Deliberately low-tech, to avoid 'system failure' in an emergency due to human error
- Helps reduce fire drill downtime
- Can be used in single buildings sites or across multiple sites
- Provides clarity to emergency plans and planning
- Helps simplify Fire Warden Training
- Can be adapted to changing needs
- Helps achieve best practice
- Easy to install
- No ongoing maintenance cost
- The ideal solution for use in large buildings or across multiple sites

For more information or to discuss specific needs contact:
Spectrum Healthcare (UK) Ltd

E: info@spectrumhealthcare.co.uk

T: 01793 762928

W: www.spectrumhealthcare.co.uk



Ammonia filtration key to efficient antibiotics production

Amazon Filters has installed a combination SupaPore FPW/SupaPore VPBA filtration system at a leading antibiotics manufacturer's fermentation plant enabling them to reduce production downtime resulting in significant cost savings.

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

After studying the production process, Amazon Filters recommended using a SupaPore FPW pre-filter to protect the final membrane filter

the SupaPore VPBA replacing the customer's existing final filter, with a micron rating of 0.2µm. This membrane filter is specifically designed to meet the demands of pharmaceutical producers requiring efficient and reliable microbiological sterilisation and bioburden control - essential factors in antibiotic production.

T +44 (0)1276 670600
www.amazonfilters.com



New Concept for an Absolute Safe Conveyor Technology

The American Administration for Occupation, Safety and Health (OSHA) reported 25 serious accidents involving roller and belt conveyors in 2017, of which two were fatal. Certainly, there are different safety regulations for safety in all countries. But even if a life roller conveyor driven by round belts or poly-V belts or other drives is provided with a safeguard so as not to interfere with your finger from the outside, there is no protection from below. As reported here:

A young woman with natural frizzy hair carries some small objects and passes along a driven roller conveyor. Suddenly, something falls down and rolls under the driven roller track. She bends down under the conveyor in order to pick it up from the rear part. Then, at that moment, her frizzy hair engages from below into the drive mechanism. Her head is pulled up and completely torn off with the scalp. A horrible sight! But this cannot happen anymore with the new avancon ZPC-Conveyor system.

This secure and progressive conveyor system is for the internal transport of boxes, trays, work carriers, luggage, packages, bags, just of about 80% of all goods which have to be transported daily, million times, in the internal logistics in postal distribution and e-commerce companies

worldwide. It offers a significant improvement over all other unit handling conveyors systems. - Here, not only new rollers were developed, not just a new profile system or a different drive system, not only an intelligent electronic control system, no! - This is really a remarkable futuristic, self-contained concept.

This avant-garde "ZPC" system (Zone Powered Conveyor), is strict constructed into zones and reduces energy up to 84 %. It is worldwide patented as a new platform and creates a unique experience. Everything is installed inside: the complete drive system via toothed belts or "2-V-belt" in curves. The control system based on the field bus "ASinterface" is able to interact with each higher bus or IT infrastructure.

Contact
T +41 (0)91 222 1010



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



The threat of flooding faced by a community in a Welsh mountain valley is being greatly reduced by a culvert clearance programme carried out by Lanes Group plc.

The drainage specialist has been commissioned by the county borough of Rhondda Cynon Taf to carry out the

surface water drain and 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.

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

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The UK's Domed Badge Specialists

Established 15 years ago by Eric Sandiford, Dash Dynamics is a small yet efficient company that is constantly growing due to its excellent services. Based in Lancashire, Dash Dynamics manufactures resin domed badges for a broad range of industries, with a particular focus on the automotive sector.

Its high quality badges are used in an extensive range of applications. Operating mainly in the UK but with many overseas customers as well, 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. The specialist prides itself 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.

Indeed, this efficient service is one of Dash Dynamics' main advantages, as well as the ability to provide bespoke products; the company doesn't carry any badges in stock, every single product is different and made bespoke for the client. 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.

Dash Dynamics offers control panel graphics, badges, safety badges, keyrings and branding to every sector. All of its 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.

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For more information, head to the website for an insight on how its innovative Jig System works, or get in touch using the contact details below.

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

T +44 (0)1737 814016
info@tcfm.co.uk
www.tcfm.co.uk

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.

Contact
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www.tcfm.co.uk

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."

T +44 (0)1737 814016
www.tcfm.co.uk

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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www.tcfm.co.uk

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 OHAS 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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info@tcfm.co.uk
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."

T +44 (0)1737 814016
www.tcfm.co.uk

The best labs choose Lemman Instruments

Lemman 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.

Lemman 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@lemaan-instruments.com
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www.dashdynamics.co.uk
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Cable Management

CABLETRAIL

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