

Best Practice



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DASH

D Y N A M I C S

See Dash
Dynamics
on Page 2

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www.dashdynamics.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.

For further information, please visit:
www.zund.com

You can also follow Zünd UK Ltd on Twitter (www.twitter.com/zunduk) on Facebook (www.facebook.com/ZundUKLtd); and on LinkedIn (www.linkedin.com/company/zund-plotting-systems-uk-ltd)



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 22,000 badges in two days and has now gained the capacity to exceed 25,000 badges in a day, depending on the badge size. 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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info@dashdynamics.co.uk
www.dashdynamics.co.uk



The UK's domed badge specialist

We supply a wide range of domed badges for all industries which can be customised to include your own design, logo and details. We can print directly from your supplied vector artwork or hi-res PDF's. For a cost-effective and

professional way to brand and personalise your products for your market or application contact us by phone or email with your requirements.

Here at Dash Dynamics, unlike

many of our competitors, we specialise in small production runs. So if you just need a series of machine panels for a new prototype or low production run, then simply send us your artwork and we'll get on with it.



Machine Safety/Operating instructions

Control Panel Graphics

Quality Manufacturing Branding

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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.

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



Surface Technologies

www.cwst.co.uk

Increasing life and performance of critical components

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

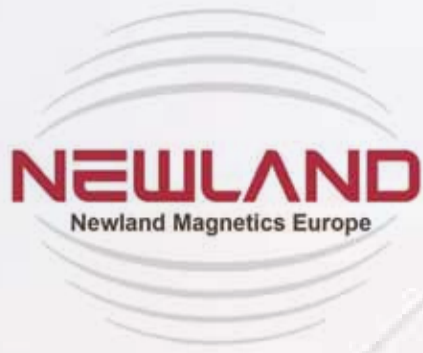
Range of Surface Treatments

Our wide range of surface finishing services and products include:

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



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



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.



Please visit www.newlandmagnetics.eu

Tel: +33 (0)5 45 83 99 59 | Email: info@newlandmagnetics.eu

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.

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
 T +33 (0)5 45 83 99 59
info@newlandmagnetics.eu
www.newlandmagnetics.eu



"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

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



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.

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New distributorship for Cinderella Eco Solution

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

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

Cinderella Motion represents an entirely new concept for waste handling in Off-the-Grid locations, Marine craft, mobile homes and recreational vehicles. It is now possible to get rid of toilet waste

in a hygienic and simple manner. The end product is just clean ash. The toilet may be used around 70 times before emptying is required. Cinderella Motion is a further development of the popular Cinderella incineration toilet currently installed by over 60,000 users worldwide.

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

insignificant amount of ash.

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

Contact
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www.leesan.com



Large-diameter pipe lining leads way to wildlife revival



Drainage specialist Lanes Group plc has used fold-and-install large-diameter lining technology to rehabilitate a pipe that will play a crucial role in creating Europe's largest man-made nature reserve.

It has deployed a pillow packer to install a series of point repairs inside a 1,220mm diameter inlet pipe supplying water to an area of land being turned into the Wallasea Island Wild Coast.

The Royal Society for the Protection of Birds, which manages the site on the Thames Estuary in Essex, has a 20-year project to turn farmland into a wildlife-rich saltmarsh twice the size of the City of London.

Rehabilitating the pipe was an important step to allow tidal water from the River Roach to flow into a lagoon, one of a number being created to transform 670 hectares of farmland.

Main contractor Bam Nuttall commissioned Lanes Group's East London depot to line the pipe, using a novel approach that ensured the project could be completed with minimal disruption to wildlife and least cost.

The Lanes team used a pillow packer to install five point repairs, also known as patch liners, to rectify defects and strengthen the pipe so it can withstand high water flow rates, especially during high tides.

The pillow packer was lighter and easier to handle than a conventional liner packer. It could be folded to a width of 450mm and installed without an entry manhole having to be dismantled and rebuilt.

Once inside, along with each liner, the specialist packer was inflated using compressed air, pushing the resin-impregnated glass reinforced plastic (GRP) liner against the pipe. The liner could then be left to cure in ambient temperature before the packer was removed.

The Lanes East London depot has invested in two pillow packers, each capable of being used to line circular, egg-shaped or ovoid pipes with diameters of 600mm to 1,300mm. The packers are available for deployment across the UK.

Lanes East London Regional Manager, Mark Scott oversaw the installation carried out by the depot's in-house lining team.

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Marine • Welfare • Leisure

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



High quality & cost-effective vibration & product test solutions

Best Practice is proud to announce that CentraTEQ has been chosen to receive our **Commitment to Excellence Award**. CentraTEQ - Central Testing Equipment - was established with the purpose of offering something new to the market. Using their extensive industry experience, they provide complete solutions for the vibration test and product test fields, no matter the requirements or budget of their client.

CentraTEQ boasts the flexibility to put together solutions from multiple suppliers, in order to

ensure the most efficient and cost-effective package for their clients, as well as being the sole UK distributor of ETS Solutions Electrodynamic vibration shakers. Indeed, CentraTEQ can put together a solution to meet the lightest of budgets, without compromising on quality.

Certainly, in times of uncertainty and restraint, this flexibility is an essential quality. In addition to this, they can offer quality new equipment which is fully supported in the UK for spares and repair, along with having access to a range of second user

solutions which can be mixed with new amplifiers and other equipment. CentraTEQ also provides a range of vibration controller solutions from low cost low channel to high channel, as well as offering a full range of accessories and services. Indeed, CentraTEQ's solutions are all-encompassing, designed to meet their clients' actual budget and individual requirements.

Their high quality products and solutions include: vibration shaker solutions with electrodynamic shakers in an array of sizes; amplifiers to replace or upgrade

an existing amplifier in order to improve shaker performance; vibration controllers with all control modes; slip tables; head expanders, fixture design and build; package and shock test; sensors including accelerometers, force, torque, sound, displacement, velocity, and pressure; and high speed contact measurement for electrical testing during environmental testing. What's more, CentraTEQ boasts exceptional services for their clients, including full installation, repairs, rewinds and general maintenance.



If you would like to find out more information on how CentraTEQ can help your vibration test and product test requirements, head to their website or get in touch using the contact details below.

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info@centrateq.com
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Training & Development News

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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www.astutis.com

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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.

T +44 (0)1252 346610
info.gb@fath.net
<https://fathcomponents.co.uk/the-alfie-trailer/>



Richard Chambers GmbH

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

Richard's father was also working for Ferguson, running the international Ferguson School. Richard himself would attend the sessions as a child and was often invited to demonstrate the performance of Ferguson tractors during his school holidays all over Europe including Spain, Belgium, France, Germany and Italy. He also attended

night-school in Leamington Spa to learn further languages before his holidays abroad.

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

Richard's company distributes his range of products from Germany, with the popular SX-6000 range which includes engine and gearbox treatments and a fuel system cleaner. The LecWec is the perfect remedy for leaking polymer oil seals. By adding just 3% LecWec to the oil, 99% of all cases

have provided a lasting repair. The range of the SX-6000 products also enables the treatment of all oil system oils with the highest specifications and all units which also use synthetic oils. The dB Wec is the perfect noise reduction solution and helps quieten the engine, gears and differentials. This product can be added to all mineral and synthetic oils, and after extensive tests this product has been proven to produce a measurable reduction in noise.

All the SX-6000 oil treatments sold by Richard Chambers GmbH are certified and have been proven to reduce around 88% wear in all cases, with customers from as far as the USA, Canada and Asia.

Richard's award-winning products are a simple and affordable way to provide engines and other mechanical units with



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

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

Europe's leading manufacturer of odour control and biogas cleaning units

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

clean air bio-technologies.

Specialising in the provision and maintenance of proven, high performing, clean, biological air filtration technologies, Anua Clean Air are accredited for providing first class biological air filtration technology with the lowest life cycle cost. Concentrating

in odour control for waste water treatment, solid waste, VOC and food industry treatment plants, Anua Clean Air ensure that with every odour control/gas cleaning unit, each client is getting the most out of their air-filtration technologies.

One highly sought-after product is the



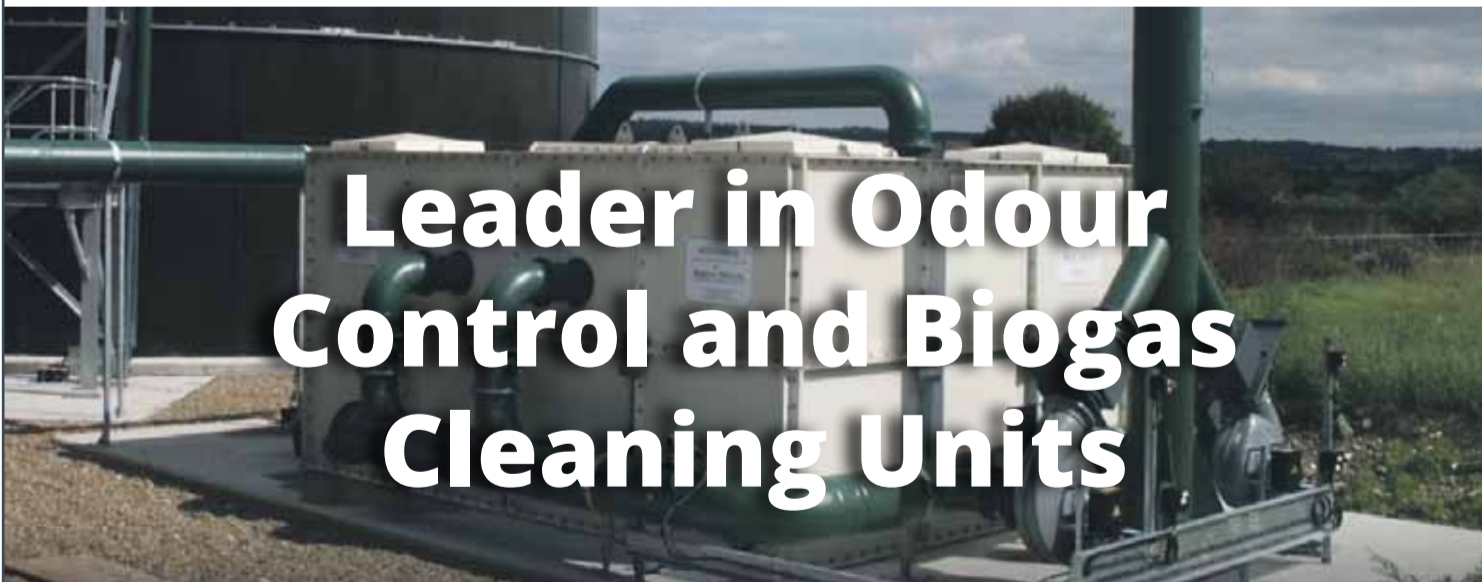
Mónashell bio-filtration system, a popular alternative to chemical scrubbing and carbon adsorption. Recognised for its optimal odour performance, this cost-effective cleaning unit generates a 67% footprint reduction and can even treat high and variable concentrations of numerous organic sulphides. All of the bio-filtration systems which Anua Clean Air manufacture and install, including Mónafil and CrumRubber models have patented proven systems.

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

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



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Leader in Odour Control and Biogas Cleaning Units

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

Mónashell – Mónafil – CrumRubber – Mónasorb
 – Skid Mounted Odour Control Units –
 Media Replacements – OCU Health Checks

The best labs choose Leman Instruments



Leman Instruments is a European enterprise known for their high performance products specifically designed for solid, liquid and gas analysis. Leman 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, Leman Instruments was first established back in 2012. The team has over thirty years of business practise which goes into Leman, making it one of the most reliable and trustworthy figures in the industry.

Leman Instruments has a wide range of products and services, from various modules in different designs, all of which have an involvement with high purity Hydrogen (H₂), Nitrogen (N₂), Zero Air. They also have combined solutions for FIDs, GCs, purge Air generators, 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.

T 0033 450394922
a.berleletti@leman-instruments.com
www.leman-instruments.com

Gard Plasticases Limited

Established by Graham Tickle in 1972 and now celebrating over 40 years as a leader in Plastic Case technology, Gard Plasticases Ltd is a dynamic, privately owned family business which is recognised as the market leader in the UK Plastic Case and Packaging sectors.



Our willingness to serve our marketplace and our commitment to our clients has allowed us to grow our portfolio of Plastic cases which now include:

- The Gard Concept Range
- Gaggione Plastic Case Range
- WAG Plastic Case Range
- The Storm Case Range
- The DeeBee Range
- Bock & Crystal Boxes
- Many more in the pipeline

Operating from our purpose built factory in the 'Garden of England' Gard Plasticases Ltd has developed a one stop shop and provides all of its services in house including multi purpose and density Foam inserts from Plastazotes to Polyesters and Silk Screen Printing facilities for corporate branding and identity. We also have Vac Forming and Routing capabilities and are continually investing in the latest machinery and technology available.

We offer a free of charge design and sampling service and can visit you on site to discuss your requirements face to face to insure a friendly, prompt and efficient service.

Call for more information:
+44 (0)1622 871887 or email:
info@gardplasticases.com to discuss your requirements.

Investing for your future requirements

Accurate Laser Cutting (SJS) Ltd of Rotherham has made a significant investment in the new equipment, to enable then to offer the very best service and quality to their clients.

A total investment of 1.2 million will be made on two new pieces of equipment and supporting software. The equipment will compromise of a brand new laser cutting machine and a press brake, the very latest technology and spec in the region.

The laser cutter will be a powerful

12KW model, on a 4m x 2m bed with a 320 ton, 4.1m press brake to match. Both machines will be operated in conjunction with cutting edge, top level 3D and bending software and will be installed and fully operational by January 2020.

This is another great example of the company's commitment to continued investment in the latest technology to provide their customers with the very best products and services.

www.accurate-laser.co.uk





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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.

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

UNISIG supplies their products and services to a



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

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Find out more at www.UNISIG.com



Expert innovators in deep hole drilling systems



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

UNISIG was established in 1981 by the Swiss Industrial Group (SIG) and the US company United Technical, and is a leading provider of complete deep hole drilling systems. In 1995, UNISIG was acquired by Entrust Manufacturing Technologies Inc., which allowed for further growth in innovation and expertise, investing heavily in UNISIG's deep hole drilling machines. Offering tools, automation systems and machines for any deep hole drilling purpose, UNISIG is at the forefront of their industry, constantly developing their world-leading products to provide the highest quality solutions to their customers.

Their USC-M series is for manufacturers who have the opportunity to benefit from a combination of deep hole drilling and

milling operations. The machines in this series maximise production by offering the fastest deep hole drilling with milling, with 5-axis positioning in order to perform a range of complex machining in a single machine and setup. Offering a full range of solutions for manufacturers, the USC-M series includes heavy weight table capacities, a rotating A-axis, automatic tool changers and intuitive controls on each machine.

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

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

tool breakage; automatic tool changers with up to 120 tools; modular fixturing to reduce setup and allow for process planning; and dual pallet loaders to allow for automatic workpiece exchange, improving machine utilisation and unattended machining.

Another of UNISIG's innovations is its USC-TS series for tube sheet deep hole drilling. Certainly, there is no room for error when tube sheet manufacturers require thousands of precision holes in large and high-value



workpieces, and this is where UNISIG's USC-TS series can help. Using multiple spindle configurations and programmable positioning, UNISIG's machines bring confident drilling to heat exchanger tube sheets.

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

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



T +49 (0)7125 9687590
info@unisig.de
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New and used machine tools from all the major manufacturers



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



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 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.

T +44 (0)1580 819137
sales@simmomach.co.uk
www.simmomach.co.uk



Systems for On-Demand Box Production



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

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

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

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

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

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



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

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

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

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

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

Contact
T 01993 840077
www.binderysolutions.co.uk

Legionnaires' disease fears over UK climate change

Latest temperature records are 'potential time bomb'

BRITAIN is facing a huge increase in Legionnaires' disease that is being fuelled by climate change, water hygiene experts warn.

The potentially fatal illness is spread via the legionella bacteria, which thrives within a specific temperature range in water systems.

Met Office figures published in January 2020 show that the previous decade was the second hottest of the last 100 years. Meanwhile, confirmed cases of Legionnaires' disease in the UK over the period rose by approximately 38%.

Water hygiene engineer Joe Finn and technology expert Florin Mangu, whose company Remote Tech develops smart systems to monitor risk of legionella, believe the climate change statistics represent a potential time bomb.

The problem is a growing headache for landlords and health and safety professionals who have a legal duty to ensure that water supplies are safe.

Joe, 29, from Stevenage said: "Legionella thrives within a warm range of temperatures, so the latest climate change figures make grim reading. We have seen a huge increase in confirmed cases of Legionnaires' disease. If this continues we face a potential time bomb, with the threat to public health from Legionnaires' disease likely to further escalate. It's a particularly nasty form of pneumonia, with the young and elderly among those most at risk."

Legionella can survive within a temperature range broadly between 20 and 50 degrees C - and proliferate in just 24 hours if water temperatures are around 37.5 degrees C for the bug to multiply. If inhaled into the lungs via water droplets it causes Legionnaires' disease. During a major outbreak, around 10% of cases can be fatal. The UK experienced its highest ever temperature last year when 38.7 degrees C was recorded in Cambridge on July 25th. Three

other records were set across the UK: these included the hottest ever days in the months of February and December, plus the highest daily minimum in February.

There are similar trends across Europe, where The Institute for Hygiene and Public Health at University Clinic Bonn recently stated that climate change is likely to be contributing to an increase in pneumonia caused by legionella. Meanwhile, a viral video of temperature graphics posted online recently showed the stark increases in warm temperatures in cities around the globe.

Traditionally, water systems in public buildings have been subject to monthly temperature tests, which are taken manually. However, Remote Tech has developed a smart sensor that uses 'internet of things' technology to remotely monitor water systems for risk of legionella.



When temperatures are normal the sensor remains on standby, hence saving on battery power. But if temperatures change, it awakes and sends an alert. The device removes the need for regular site visits, hence reducing carbon footprints. It is currently undergoing extensive trials in conjunction with a number of large institutions and commercial companies.

Remote Tech CEO Florin Mangu says: "Our sensor is the first of its kind to be specifically designed for legionella. It enables temperatures to be monitored in real time in order to keep the public safe."

Domestic water systems can also be at risk, particularly if parts of the system are left unused for long periods or are subject to poor hygiene. If worried, private residents should seek professional advice.

For information visit www.remote-tech.co.uk



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/33CEE0j>

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
www.co-ax.com



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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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.

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Piezo actuators – the driving force for additive manufacturing

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

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

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



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

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

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

Contact
www.physikinstrumente.co.uk/en

Industry leading emergency evacuation equipment

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

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



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

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

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



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

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

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

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



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

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

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Specialists in storage

Established in 1937 by Fritz Schaefer, SSI Schaefer is a German, family-owned business. With the headquarters based in Neunkirchen, Germany, the company are proud to say they have more than 55 subsidiaries worldwide and have nearly 10,000 employees. Andover, Hampshire is home to the UK operations side, purchasing, finance, design, and general sales as well as the UK distribution centre.

The rapidly expanding Midlands-based operation at Towcester houses Automation Sales, IT, Customer Services, Marketing and Project Management.

SSI Schaefer specialises in the supply of

automated materials handling solutions and storage equipment.

For over 75 years, the company have been involved in developing systems which enable them to provide customers with solutions that are tailored for the storage of their products. The company's product portfolio ranges from pallet racking, shelving storage systems and metal & plastic containers through to complex automated storage and retrieval systems and IT control.

Customer service is at the heart of the company which is why they see their customers throughout the whole process, from buying

to installing and aftercare.

We asked Mike Alibone of SSI Schaefer what the company's plans for the future are, in which he responded, "Our customer base is as diverse as our product portfolio, which enables us already to offer solutions to almost all areas of industry.

As an organisation in the UK, we will continue to grow - particularly as we complete more



installations which become reliant upon our providing an ongoing support and maintenance service."

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Beecraft Limited: Established in 1989



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

Beecraft Limited together with Nortpalet™, a leading Spanish plastic pallets manufacturer, have recently launched a unique and innovative range of durable plastic pallets, which come in a variety of sizes, are of the utmost quality and offer consumers the option of customisation according to their business needs. The new Display Mini Pallet, which comes in a size of 800x600mm, is specifically designed for retailers due to features such as easy reparability and the ability to increase the loading capacity, as compared to other pallet manufacturers. Mercadona, which is the largest supermarket chain in Spain and occupies 23% of the total market share, has purchased more than 1.5million of these pallets and currently uses them in over 1,400 of its stores.

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

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

The best news, above all, is the Heavy duty Multi-use Pool Pallet, which is available with 3, 5 or 6 bottom runners. It is now a reality and will better serve the logistic needs of different industries such as salt, sugar, flour, beverage, agro food, pharmaceutical, automotive, chemical and many more. The pallet is made of recycled PP, weighs only 23k and thanks to its special design, it can carry a static load of 5,000kg, a dynamic load of 2,000kg and a racking load of 1,000kg. The Full Perimeter runners also make this product suitable to support up to four pallets on top of each other in a mass storage environment.

NORTPALET using the latest state of the art technology combining strength and design options enable the pallet to be use in many different industries and to be compatible for extensive use.

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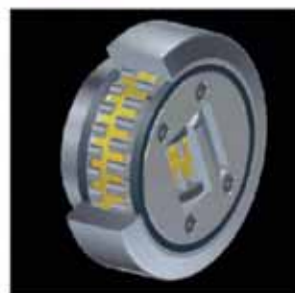
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Don't Miss Enimac at DRUPA 2020



DRUPA is the leading trade show for printing technologies, with a large amount of international appeal. After a successful show at DRUPA 2016, the event is back again this year from June 16- 26 in Dusseldorf, Germany.

We spoke with Martin Buerger about what Enimac hopes to gain from their appearance at DRUPA 2020. He told us that, "We are exhibiting at DRUPA 2020 and are excited about this event after attending the show in 2016. It's a very

important international exhibit, and our goal is to use the show to display our new products alongside our standard machines and solidify our position as a global leader for tape application automation."

For any more information, please see the details below.

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sales@enimac.it
www.enimac.it/en

Enimac is a leading Italian manufacturer of tape application solutions, part of a group with over 40 years of experience in tape application and converting. The company maintains an impressive dominating global presence with a client base spanning over 30 countries worldwide.

Established in 2013, Enimac provides a dedicated service for its clients and offers a full solution for design and manufacture of tape application solutions. The company divides its business into three areas: standard tape application machines, custom tape application systems and tape application integration projects.

"We provide tape application solutions - not just tape, not just machines. We design, manufacture and market both standard and custom solutions and applicators." Martin Buerger, Vice President.

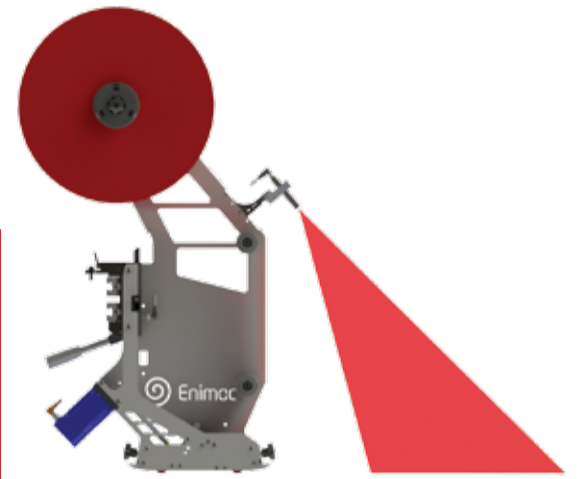
As the company is part of a tape converting group, Enimac has the capabilities of advising clients throughout their whole process and assisting them in selecting the right taping solution for their requirements. "We provide our standard solutions which can be purchased through our distributors, but we also provide a custom service designing a machine specifically for a client." Martin continued, "Being part of a tape converting group, we are able to create a solution that has been specifically designed and adapted to a particular tape or create a new solution and find the client the right tape for their application."

In terms of the company's future plans, Enimac is continuing its organic growth and has many new developments taking place over the next 12 months. "We are expanding our technical development department and have recently confirmed several new industrial projects." Martin elaborated, "We expect healthy, continuous growth and these projects will showcase our expertise and highlight how our solutions benefit a magnitude of different customers, from various industries."

Making an appearance at DRUPA this year, Enimac will be exhibiting in Hall 11 at stand C65.



X-treme Tape applicators

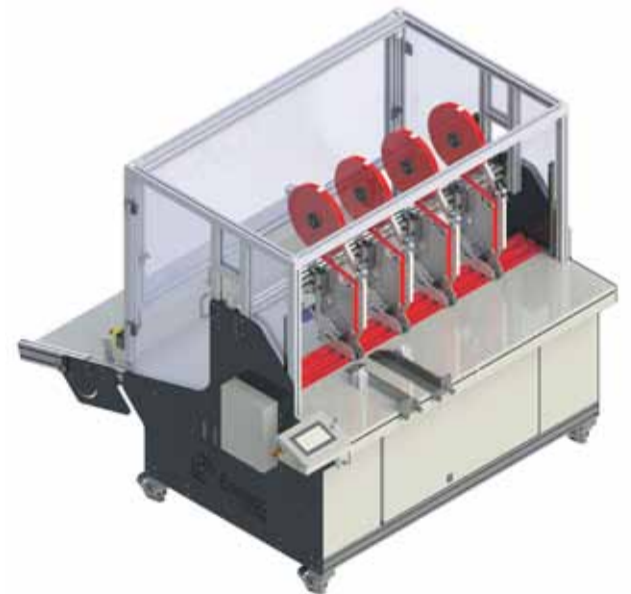


Standard machines, custom machines, applicator head integration

X-treme LIGHT



X-treme PRO



Greatly increase productivity, easily tape die-cut material, program heads independently

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