

Best Practice

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Lista exhibits at Autosport International 2022



Lista is one of the world's most innovative manufacturers, specialising in efficient, modular storage and workspace systems. Used by over 100,000 customers across the globe, Lista serves a number of different industries, including automotive, healthcare, aerospace and rail.

Next year, the renowned designer and manufacturer will be attending the highly anticipated Autosport International show. Autosport International is the largest indoor pre-season motor-sport event in Europe. The show encompasses two days for trade-only, providing a unique opportunity for companies to network, buy, sell and learn about the latest strides in the auto industry, and two days for the general public, where motorsport competitors and enthusiasts can come and marvel at the displays and demonstrations.

This year, Autosport International returns after a year out due to COVID-19 and has been eagerly anticipated. Attended by thousands, including the team from Lista, the show is set to be a huge success. Given the superior quality and versatility of Lista's



products, they're a firm favourite for many leading racing teams.

Lista was first established back in 1945 in Switzerland but now operates in America and Canada. They make no compromises on quality and it shows in their work, from the unique designs to the smart solutions and gleaming finish. On top of that, Lista also provides bespoke products to match clients' specific needs. They offer everything from drawer cabinets and shelves, workbenches and workplace systems, NC transport and storage systems, closets, shelving systems, classification and labelling systems, access control systems, dynamic systems and more.

Lista can help transform any workspace with their productivity-enhancing storage and workspace systems. With tailor made designs to suit a client's individual ergonomic, efficiency and organisational needs, Lista helps boost performance, productivity and profitability.

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UK's Premier Resin Domed Badge Manufacturer

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Biopharma
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Enimac unveils its plans for the future

In this issue of Best Practice, we have chosen to recommend Enimac, for its innovative tape application automation solutions.

Enimac is part of the tape-converting group Biemme Adesivi. A few years ago, as a result of a need for more space, the company moved into a new building. Now, needing to expand again, the group has purchased the building next door with Enimac foreseen to move over in early 2022 with expanded office and manufacturing space along with a showroom area where they can show and test their standard as well as industrial tape application solutions, expanding their ability to do proof-of-concept testing for clients.



Enimac began implementing a new distribution strategy in 2020 shifting attention towards tape converters. This was to align their network with what they were already doing in Italy, offering a complete solution, tape + automation. Over the next 12 months, they will continue to develop this creating new relationships around the globe. Specifically for the UK, they have 2 new distributors of their standard tape application equipment: Viking Industrial Products Ltd. (www.vikingtapes.co.uk) and Industrial Business Solutions (www.tapes.co.uk), part of Coastline Adhesive Tapes Ltd. Martin Buerger, company vice president, visited two major adhesives producers in the USA in September. "It is a very important market which has much development potential, and Enimac will be announcing its first partner before the end of 2021."

Enimac is looking at participating in tradeshows as long as the health situation permits. Their new Turkish distributor, Bestek Endüstriyel Ürünler ve Birleştirme Çözümleri, participated in the Adhesives and Bonding Eurasia show at the Istanbul Expo Center this past November showing Enimac's X-treme Light 1000. Enimac's EMEA & Asia channel sales manager, Giuseppe Candito and production manager, Francesco Ludovico were also in attendance showing how versatile and easy-to-use the machine is and answering clients' questions. Mr. Candito was very happy with the show as it also had many international visitors from Africa and the Middle-East to whom he could demonstrate their machinery also hoping to see them as future clients. Mr. Buerger stated that Enimac is looking at several shows for 2022, including the Adhesives and Bonding Expo (Organizers – Smarter Shows (Tarsus) Ltd.), which has dates in both the US next June and Germany next November. Check out their internet site for updates.

Among new entries in their standard machine line-up, they have a 100mm applicator for their small-medium format X-treme Light product line since wide tape strips are not only applied to wide format substrates. They've also introduced a new X-treme PRO E-commerce version outfitted



with spool unwinder and a 60mm applicator with a double-spindle tape drum able to apply 2 strips of double-sided tape and 1 strip of tear tape simultaneously, greatly reducing the footprint necessary for this type of application. It accepts formats up to 1.6m wide and 15mm thick. In addition to the e-commerce applicator one can have up to 5 other applicators for your more intense taping requirements. Small/medium volume lot sizes can easily be handled feeding the machine by hand. If you require higher productivity for larger volumes, integrate a feeder.

In addition to their standard machines, which are often used in the printing, packaging, signage and wall-protection systems industry (they apply tape basically to anything flat), Enimac also offers applicators to integrate (on robots/cobots,



folder-glue, slitter-rewinders, in production lines, and other machinery) and complete custom equipment (including 2 and 3 axis cartesian and pick & place systems). For these more complex solutions contact Enimac directly.

You can't just say 'abracadabra' and, bingo, have a solution: it takes real people listening to clients, analyzing processes, designing and building reliable solutions. Enimac work together with converters

to choose the right tape for your automated application and with top-rated technology companies to offer complete, state-of-the-art solutions. Enimac is exactly what they say they: "We're not just another special purpose machine design company. We have tape in our DNA."

For more information, please see below:
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Tape Application Made Easy



MADE IN ITALY

The permanent business card

In this issue of Best Practice, we have chosen to recommend Dash Dynamics Ltd for its innovative approach to the production of resin domed badges and graphics.

Want to grab the attention of new customers whilst attracting repeat orders for your business?

Picture this, your shower has stopped working and you immediately recognise a part has broken off. Surely a simple solution would be to call the manufacturer or original installer and reorder the part. But wait? There are no details on the product. This is where Dash Dynamics Ltd can solve an easy problem for manufacturers and customers nationwide. Through branding the product with a company logo the problem is resolved. A resin domed badge does exactly that, and Dash Dynamics Ltd can provide.

Dash Dynamics is a one stop shop for the production of graphics but more specifically resin domed badges. The company offers an in-house design team that help customers create the look they are going for across virtually all industries whether this be branding, control panels or health and safety. The team also advise on the best materials to use for any given project and are happy to work with customers' own graphics when supplied.

But what exactly are Resin Domed Badges?

They are normally a vinyl sticker to which a two-part polyurethane resin is added to the surface to create a luxury, tactile and hard-wearing badge. Dash Dynamics Ltd are a rapidly growing company but with around 26 years in the production of resin domed (bubble) badges and graphics, are not new to the industry.

In the last year alone Dash Dynamics Ltd have produced around 1,500,000 resin domed products across a very varied selection of industry types. Resin Doming is a very specialised business, and many factors have to be taken into account when producing badges for certain applications. Dash Dynamics Ltd only use UK sourced materials and resins for its production. Only quality companies like Metamark, 3M and Perspex are used to produce the products they sell. Resin Domed badges are particularly suitable for products being used in industries such as engineering, manufacturing, construction, industrial, education, public sectors, marine, plant hire and automotive. Furthermore, being as they are easy to clean also makes them very suitable for hospital and medical equipment use which post COVID-19 is vital to consider.



Single badges can be created if required and orders of 50,000 pieces or more are accepted. The largest single day production run was for 25,000 resin domed badges for a commercial beer pump manufacturer. The size of badges range from 8mm circles up to resin domed badges for control panels which can be as large as 600 x 400mm.

"Dash Dynamics Ltd have succeeded in handling the increase this year by introducing a flexi time approach which in turn has increased the production time of the resin doming phase by around 50%," stated David.

Since buying the company from its previous owner six years ago, David Wilkinson has grown the company ten-fold. One of its core products is the production of Gel and Acrylic Number plate digits. Last year over one million digits were sold making them the largest supplier of these products into the trade. Business



in this field continues to grow with a very healthy exports into the Republic of Ireland adding to the domestic market.

Some of their work has been to assist in prototypes to be brought to a finished

product in the automotive and industrial fields. They have worked with companies such as Baxi, Ford, TVR and also several design houses bringing both concept and production vehicles to fully developed models. They have even produced special one-off products for TV shows like Goblin Garage Works.

Growth of this kind requires large scale investment. Currently they are finalising two additional bespoke, UK manufactured, resin doming plants along with a newly designed 'clean room' for the products to cure. These will become operational very early 2022.

Re-branding imported products is part of their production, but its major customers are generally manufacturers of products within the UK who wish to source locally. David sees local sourcing as an increasingly important factor in reducing companies carbon footprint and one which more companies will be forced into taking to keep competitive within their markets.

A new website will be launched early 2022 to better show their range. This is being backed up by an improved social media campaign to showcase certain new products.

When producing larger orders their preferred method is to create fully developed samples for customers to test prior to full production. This is generally offered as a FOC service and is well worth the time to ensure the customer gets exactly what they are looking for prior to full production.

Take advantage today and get 5% discount off your first order when quoting BP2022 until 1st April.

For more information, see below:
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Domed Badges from Dash Dynamics

At Dash Dynamics, we specialise in the design and manufacture of resin domed badges, also known as bubble badges. Supplying to companies across a range of industries in the UK, why not get in touch now for a quote?

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Examples of applications include:

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Essex Plant Limited set to grow in UK markets

In this issue of Best Practice, we have chosen to recommend Essex Plant Limited for its expert services in the moving and handling of



second-hand plant machinery. Essex Plant Limited specialise in used plant machinery in the UK from mini diggers, excavators, telehandlers, rollers, boom lifts, tractors, JCB, Genie, and CAT to vans and other commercial equipment. Operating a conveyor belt of stock, it also sells heavy-duty workbenches and tool cabinets. There are 12 options available in sizes from 3.5", 5.5", 7" and 10". Each come with a wide variety of narrow,

wide or extra-wide drawer options and are made from welded steel construction with industrial paint finishes they are perfect for keeping tools and equipment safe.

Known for its great customer service, and reliable advice, the company is renowned for its high-quality service and support to all its customers. Ian Goller, Director, explained how he sees the next 12 months faring for the company.

"We are always looking to continue growing in our industry. We are only a small business and I work on my own here but my experience over the years have enabled the business to thrive and we are excited to see the greater impact we can have in the UK going forward. I am continuously perusing the market for second-hand machinery, and I try to keep up with the customer demands for certain products. We are looking to home in on the UK market and push our efforts towards growing our UK customer base."

The company has always welcomed enquiries from abroad and has worked all over



the world, however, Essex Plant Limited have now started to focus more on the UK market. With many years of experience in shipping machinery, the company will soon

be importing some machinery from China. Each machine imported from the Chinese market has been built to a high-quality and to the specification Ian recommends.

Whatever the customer requires, a shipping quotation can be provided to a required port here in the UK.

Ian's experience in buying and selling second-hand plant machinery bodes well for the recovery of the business post COVID-19. A markable service Essex Plant Limited offer above competitors is that it is able to offer its customers competitive, flexible and simple finance solutions. As a proud partner of First Business Finance who has built-up an industry leading portfolio of funders specifically aimed at the UK plant machinery market, the combination of both companies' expertise and advice has built a strong relationship over the years that its customers have benefitted from.

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Protect your brand with Cupio Services

In this issue of Best Practice, we are proud to announce that we have chosen to recommend Cupio for its innovative inspection, production and test solutions.

In 2004, Cupio was established with the intention of bringing test and production systems, sourced in the USA and Far East to the UK market. By drawing on over 40 years of experience in the test and inspection area, Cupio was able to attract some of the world's best inspection systems to its marketing strategy and Cupio began selling production inspection systems into the rest of the EMEA area through a chain of local representatives.

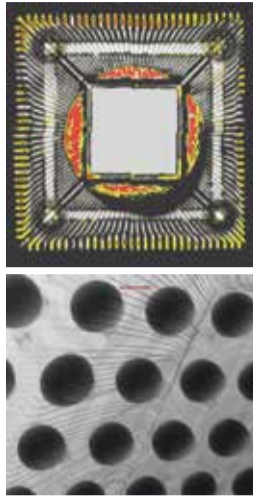
Specialising in the inspection and quality control aspects of electronics manufacturing Cupio took on the representation of more tools with X-Ray and acoustic inspection capabilities. These were mostly for representation in the UK, particularly as Brexit restricted the ability to support customers in the EU.

Cupio's inspection, measurement and test solutions have been specifically designed to meet

one single objective; to give electronics manufacturers fast access to significantly improved productivity, quality and profitability.

Originally based in Alton, Hampshire, Cupio has seen significant growth and moved to a larger premises located in Chineham Business Park, Basingstoke in 2019. Its purpose-built demonstration facility is much bigger and is the base for its highly knowledgeable and experienced workforce, who work with some of the world's best X-Ray, test and AOI systems. The facility is fitted with the necessary antistatic flooring and facilities and houses the company's CSAM system. This facility gives the company the capability to offer a full inspection and failure analysis service to customers who have insufficient throughput to warrant system investment.

Cupio Services is a branch of Cupio and is the place for failure analysis and non-destructive inspection. Its innovative, specialist equipment is of the highest quality and is used to provide specialist equipment for failure analysis, counterfeit detection and other types of testing and analysis work. Its cutting-edge inspection and test equipment includes high resolution X-Ray with multiple CT imaging options, scanning acoustic microscopes for delamination detection within boards or complex devices, high magnification automated optical inspection and testers for counterfeit part detection.



Its capabilities can find the smallest defects within an assembly and image them with sub-micron resolution. Full failure analysis reports can be provided to help understand where and how issues are occurring or to simply assure the customers their equipment will stand the test of time. Its Non-Destructive Testing uses a multitude of advanced diagnostics on materials such as plastics, metals, ceramics, or electronics. Whether the need to diagnose production or in field failures, validate complex manufacturing procedures or perfect new product introductions, Cupio Services can help. Furthermore, demonstrations on its X-Ray, AOI and test systems are offered to all customers who are interested in how the systems operate or wish to acquire one of their own.

We asked Andrew how Cupio has fared through COVID-19, he responded, "Despite the slowdown from COVID-19, we started to pick up new customers for the analysis service throughout 2020 and, as it often happens, we found new areas of the industry interested in what we had to offer. As of 2021, we now offer a complete inspection service with high resolution X-Ray with CT and CSAM inspection and electronic test. This service is complementing of our system and offering very well and is enabling us to offer turnkey inspection systems capable of automated analysis of parts in the X-Ray systems. As a business, we weren't

particularly affected by COVID-19 except in our ability to travel and the delay in people being able to travel to see us."

Through initiating a new style of approach, and various marketing activities, Cupio has been able to target new markets, while introducing three extra personnel to its team. Recently, the company has been actively promoting its services into the wider inspection market place where high resolution X-Ray and CSAM imagery is needed for both production and quality control. "We have modified our marketing slightly to account for the lack of shows and have done more print and online advertising. This seems to be a successful strategy and we will be reviewing that as the exhibitions return during next year," stated Andrew.

As the company looks ahead, in the future Cupio will continue to monitor market trends and developments within its industry as it plans to bring more inspection equipment into its lab enabling them to offer additional services.

If you would like to find out any further information, please see the details below:
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We have a variety of cutting-edge inspection and test equipment on hand, including functional testers and counterfeit part detection, high resolution x-ray with multiple CT imaging options, and acoustic microscopes for delamination detection within boards or complex devices.

We have the capability to find the smallest defects within your samples and image them with sub-micron resolution. Full failure analysis reports can be provided to help you understand where and how issues are occurring.



**Cupio
BP22**



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Tamper Technologies: Tamper Evident Tape Manufacturers

Harriet Chiles, General Manager, Tamper Technologies replies to the questions sent over by BP:

1. How do you see the company developing in the next 12 months?

We are strongly pushing into new markets that we haven't targeted before with a key focus on food delivery, including fast food, meal boxes and grocery deliveries as well as warehousing and fulfilment solutions. The focus with all of this is to secure the ever-growing problems in global supply chains with stolen, tampered and/or counterfeit goods in a vast range of industries.

We are also continuing to invest heavily in efficiency programmes to meet the demand in these markets for TamperTech's real tamper evident solutions and support the requirement for shortening lead times. Ensuring we are a supplier who can deliver for our customers, even with the on-going challenges of logistics, which all businesses are experiencing.

2. Are there any particular products/services you are promoting at the moment?

We are promoting our linerless labels as the best delivery label solution. Our linerless labels reduces waste by 50% and means there is no requirement for silicone, which is a huge environmental factor, as silicone is only rarely recyclable.

Additionally, we are heavily promoting our permanent tamper evident security tape. This is for securing a wide variety of items including outer packaging from containers, pallets, and boxes through to inner packaging boxes, cartons and plastic bags. The instantly, visual nature of our tamper evident tape when removed helps support goods on their journey to customers and stop them being swapped out on their way to the customer, providing customer confidence and saving time in losses.

3. Is there anything specific you would like to talk about?

We are aware of our responsibility to ensure that people understand the benefits that a real tamper evident label or tape can deliver for their businesses. Inclusive of track and trace with sequential numbers and dual number tabs, QR codes for traceability of product and marketing activities, therefore raising the level of security being offered to customers, increasing marketing and engagement opportunities, and reducing losses experienced in the supply chain.

Our tamper evident solutions are easy to apply, either manually or automatically. The fast-food restaurant security labels are designed with a finger lift for crew members to be apply to remove from the roll quickly and not get adhesive on their fingers! Simple solution, which saves time for the business and improves the 'job' for the teams.

Education of the performance and protection that real tamper evident labels and tapes can provide is so important the we have created a Learning Zone on our website to ensure that customers can look and see what we are offering and why, we also have podcasts and presentations for specific markets to discuss and demonstrate issues and opportunities.

4. Have there been any recent developments for the company?

The linerless delivery labels are our most recent development to solve the huge issue in the global food delivery market, as the paper labels being used now, with security cuts, are not providing real tamper evidence or therefore security, as they can be tampered with easily without leaving a mark on the surface of the packaging removed from.

Our voiding system shows the message on the bag/containers and within the labels itself too, and neither surface is left with any 'stick' making it impossible to reapply. Additionally, the labels can cope with cold and solvent attack.



5. Do you foresee any challenges in the industry in the next year? If so, how will you address these?

Our industry's biggest challenge is getting to the right people to talk to, to explain the solutions we provide.

Our tamper evident tapes and labels solutions, look and are simple to apply, however in reality they are a technical packaging solution, and we must educate the market to see that these are available and competitive. Which we are delighted to do!

If any of our readers are interested in finding out more about real tamper evident solutions, and how they can make a difference in their day-to-day business, then please contact: harriet@tampertech.net.

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New report highlights post-pandemic sign blindness threat

Leading health and safety experts are warning that the UK faces a 'sign blindness' epidemic as people continue to return to the workplace.



Recent research from the Office of National Statistics showed that 60% of adults expect to be back in their normal place of work before the end of autumn. Now, health and safety solutions provider Seton has joined forces with top academics and psychologists to review the risk that sign blindness poses with many offices reopen and manufacturing teams returning to full strength following the end of furlough.

Together, they are advising that overexposure to signage, rules and safety warnings during the pandemic is likely to lead to complacency amongst employees and a failure to register the standard safety signs in front of them.

The new report highlights that sign blindness potentially poses one of the biggest risks to workplace health and safety in decades.

As Ed Barnes, Product Innovation Manager at Seton explains, sign blindness is such a threat because

we are all susceptible to it, "The human mind has a remarkable ability to interpret abstract symbols, shapes and colours quickly – but we can soon become desensitised to something, even though the hazard remains the same.

"Over the last 19 months, our lives have been saturated by signage and messaging such as 'please wear a face covering,' 'wash your hands regularly' and 'keep two metres apart.' They have been incredibly important messages, but it's only natural that over time we become desensitised to them."

You can read the full free report **Sign Blindness: A big risk to health and safety here:** <https://www.seton.co.uk/sign-blindness-form.html>

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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 hole drilling equipment technologies to the US market.

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

"UNISIG deep hole drilling systems consists of machines, durable tooling and automation, and are designed to meet the highest performance standards possible. Products are engineered and manufactured in the USA using metric hardware, and include the integration of premium components such as FAG, INA, Parker, Rexroth, Rohm, Schunk, SKF, Wittenstein Alpha and ZF. Products are designed following all applicable ISO, DIN and IEC standard, and are exported worldwide."



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

"UNISIG deep hole drilling machines are proven with industry leading manufacturers in all regions of the world. UNISIG is chosen for its ability to consistently meet vital demands of tolerance. UNISIG stands out among industry players for its skills in handling large, complex projects including multiple machines and

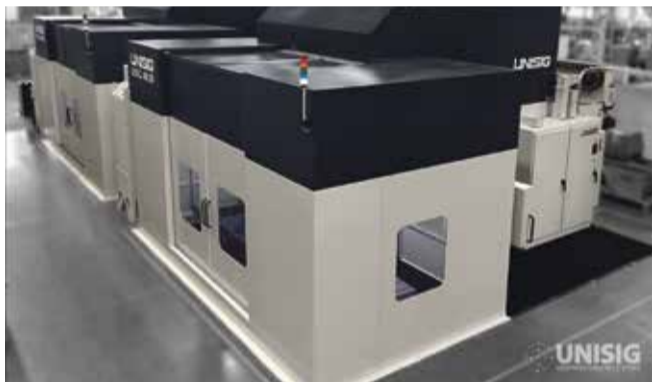
automation, process development and tooling testing, as well as custom engineering and turn-key projects."

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

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

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

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



Medical Shops achieve surgical precision with Deep Hole Drilling Automation

Medically speaking, cutting people open is dangerous. Today, physicians get around this problem by using modern surgical instruments to perform minimally invasive procedures, which make major operations into simple outpatient appointments. But to accomplish these feats of surgical science, manufacturers in the medical industry have to drill small-diameter holes through the entire length of slightly larger instruments. Thin part walls, intricate features, high surface quality and concentricity requirements, and extreme depth-to-diameter (D:d) ratios make these parts a challenge in production.

A typical laparoscopic surgical instrument is designed to direct tools, cameras and other devices into the body through the instrument using a guide wire. And to ensure smooth, reliable and accurate performance during procedures, highly precise hole concentricity is required at D:d depth ratios well above 100:1, a challenge even for dedicated deep hole drilling equipment.

With these challenges, it's no surprise that many manufacturers try to skip the deep hole drilling process altogether by farming out the work, but going to outside suppliers brings its own problems. Pre-drilled blanks might solve the deep hole drilling problem, but they have to be fed into the machine one by one, defeating the whole purpose of using automation-ready Swiss-style machines. Meanwhile, cannulated bar stock allows shops to continue using their bar feeders, but it's very expensive – and the hole quality and O.D./I.D.



concentricity rarely meet the needs of medical manufacturers anyway.

To overcome these challenges, medical manufacturers are turning to dedicated deep hole drilling equipment to finish instruments started on the Swiss-style machines. With an experienced gundrill operator, careful setup and a bit of finesse, the hole quality can be excellent, and it allows the Swiss-style machines to remain fully automated. The only remaining problem is part handling and transfer, which introduces significant risks when the accuracy requirements are so high, and if the part has to be flipped to drill a stepped bore, that introduces more setup operations and more risk of human error.

What medical manufacturers need is a truly end-to-end automated process that allows for

an efficient single-piece workflow for surgical instruments – and some deep hole drilling OEMs, such as UNISIG, have engineered all the technology required to meet this goal. The result is a complete system that offers easily automatable, on-demand deep hole drilling processes for the most demanding surgical instrument applications: the UNE6-2i.

As a twin-spindle machine with two independent drilling axes, the UNE6-2i inherently has the capabilities manufacturers expect from a high-performance deep hole drilling machine. Counter-rotation, specialized workholding and superior alignment and precision allow shops to confidently hold concentricity tolerances and minimize mismatches, even at the extreme D:d ratios common in the medical industry. In addition, the UNISIG Smart Control Interface simplifies

operation, while an innovative flow-based coolant system automatically reacts to pressure changes for effective chip evacuation and high process security.

What allows the UNE6-2i to truly shine as a part of the surgical instrument production process, however, is the in-machine automation. After the front spindle drills the first hole, a robot takes it out of the spindle, puts the hole onto the second spindle, and loads another fresh blank into the first spindle. The robot's perfect repeatability ensures the highest hole quality – and the only human labor required for the process is loading bar stock into the Swiss-style machines, preparing the blanks for the UNE6-2i's robot, and sending the finished parts on for post-processing.

The UNE6-2i's capabilities also give manufacturers significant production flexibility. Two holes with two different diameters could be simultaneously drilled in a single part, or two parts could be in-process simultaneously to allow operators or robots to load and unload the machine without stopping. Alternately, this twin-spindle configuration can be used to drill halfway through a part from one end with the first spindle and allow the second spindle to finish the hole from the opposite end.

Further information on all machines of the UNE series and the complete UNISIG machine program is available at: www.unisig.de or follow the company on LinkedIn and Twitter (@UNISIG).



Photos: UNISIG

Global leaders in sheet metal clinching technology

In this issue of Best Practice, we have chosen to recommend BTM (UK) Automation Products Ltd for its latest innovative sheet metal clinching technology that has revolutionised the Joinery Industry.

BTM (UK) Automation Products Ltd is a specialist provider of sheet metal clinching machines, hydraulic press machines and pneumatic press machines. BTM has encompassed over 40 years of experience within the industry and offers unrivalled complex designs and high-quality standards within a global market.

From initial enquiry though to commissioning, BTM offers a full and complete package. Its expert specialist engineers are trained in the automotive, lighting, heating, white goods and many other industries. With the enhanced capabilities delivered by Tog-L-Loc® process, BTM can find a solution for any problem whether its be a simple hand-held unit, robot cells or special purpose machines.

Tog-L-Loc® sheet metal clinching system is a fast, low-cost assembly alternative to spot welding, rivets, and screws etc. The Tog-L-Loc® is a process known as clinching which cold-forms the part metal using a special punch and die to form a strong interlocking clinch joint. The result of the process is a round, button shaped extrusion on the die side of the



assembly, and a small cylindrical cavity on the punch side. The clinch joint requires only the sheet metals that require joining. No external fasteners or heat is utilised in the process and comes with manual or automated assembly solutions.

The Tog-L-Loc® is BTM's unique flagship technology that is simple, economical and an efficient solution to all metal joining needs. Potential capabilities to perform 300,000 joints or more created by a single press stroke, the outcome leaves a strong, leak-proof joint that is highly fatigue resistant. It has the ability to create joints in plain, coated and dissimilar metals without destroying the coating. As it uses a clinching process, rivets, screws or other fasteners are not needed. Eliminating spot welding operations, it boasts an environmentally friendly process that creates zero sparks, fumes or soot.

Other innovative products from BTM include V-LOC™, The Oval-Loc™, and the Lance-N-Loc™, all of which offer slightly differing benefits and additions to the trusted Tog-L-Loc® and can be used in different ways for different materials.

BTM also offer equipment such as Pneumatic Presses. BTM has a patented 'THIN' air powered toggle Press that produces high forces using 80 psi air pressure. Its 'THIN' profile allows for close stacking and includes a unique, pivoting, rectangular piston that



drives the non-rotating arm through a force multiplying toggle linkage. Ideal for applications like clinching, piercing, riveting, bending, stamping, and more.

BTM's Universal Hydraulic Presses are designed for optimum flexibility in sheet metal clinching applications. Ideal for short run production or prototyping, it comes with two standard configurations, with tooling that can be reversed to suit part configuration. It's ideal for sheet metal joining, hole piercing, setting clinch nuts or rivets, bending forming and other applications.



BTM offer a plethora of products, equipment and in-house services that deliver customers the best solutions on the market. With production and design applications that far outweigh any competitor in the industry, BTM has gained a reputation for its high-quality workmanship and problem-solving abilities that have laid the foundations for its continued success.

For more information, see below:
T 01767 677001
sales@btm-uk.co.uk
www.clinching.co.uk

CLINCH YOUR PROJECT WITH TOG-L-LOC®

BTM's patented sheet joint system joins plain AND coated metals with consistent, strong, leak proof joints.

Tog-L-Loc® provides omni-directional strength and is widely used in the assembly of Automotive, White Goods, H.V.A.C and many other sheet metal products. Choose from a variety of tool options for applying Tog-L-Loc® to suit your specific manufacturing requirements.

Below are typical examples of how Tog-L-Loc® can also save on the cost of consumables such as rivets, nuts & bolts, weld tips and adhesives.



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Twistlock LED Light 24V (Replacement for Cockpit Bulbs)

As a pioneer of innovative LED solutions, CML strives to keep you updated on all our newest technological developments – today we have news from the field of LED Lamps:

TWISTLOCK LED LIGHT 1511H35L-H

All features at a glance

Twistlock LED-Replacement for your old T5 Light Bulb (usually: Cockpit illumination)

- ▶ Plug & Play
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- ▶ Longer working life
- ▶ More solid design
- ▶ No change in luminescence
- ▶ Light colour warm white
- ▶ 24 V-Version AC/DC

- Your advantage:**
- ▶ Less maintenance intervals
 - ▶ Easy modernisation

The technical properties of these many times proven LED lamp can be also changed to serve your needs (light color, version, voltage) to the extent possible.



Visit www.cml-it.com/en | T 01284 714700 | uksales@cml-it.com



Investing in people and each other, to achieve a better future

In this issue of Best Practice, we have chosen to recommend TVR Instruments Limited for its innovative range of measuring, power and protection solutions for the LVD Distribution and Panel Building Industry.

TVR Instruments is a specialist technical distributor, which supplies low voltage instrumentation and

power management products. TVR Instruments supports customers in a wide range of industry sectors including: data centre power management, panel building, facilities and building management systems, security systems, renewable energy process control, and back-up power systems.

Over the past 12 months, TVR Instruments has

faced numerous challenges through Brexit and the COVID-19 Pandemic. "We have seen the challenges presented by the end of the transition period and GB leaving the single market. As an importer from the EU this has left us with challenges that have put strain on our 30 years of import/export experience. We have ridden this challenge and will say it certainly



wasn't easy. We have grown the business in this time, despite the effects of the pandemic. We have been resilient and have steadfastly stuck to supporting our customers," said Tony Robinson, Owner.

Rising to these challenges, TVR Instruments has demonstrated its strength and has managed to maintain its services and support for its customers. Focusing on constant development, the company has sustained a forward thinking approach, working hard to further support its customers and enhance its services and product lines.

"We have been working hard on our range of small DC UPS module for use in the 12 or 24V battery backup role. We have invested a lot in this product line which is used in the



automation and control industry to maintain the system when the mains fails."

Tony continued, "We have invested in a manufacturing partnership to give us more control and security of supply in the DC UPS line. We are seeing lower cost lower tech products being used and we have taken a technical advantage strategy to this commercial challenge."

TVR Instruments plans to continue on its trajectory, concentrating on being good at what they do. The most important focus for the company is knowing its products, providing a high quality service for customers and supporting them with after sales services. As such, TVR Instruments does not look to obtain only first orders but strives to achieve repeat orders.

In closing, Tony added, "We have had to navigate challenges and changes to business, due to the pandemic and Brexit. Facing these challenges productively requires effort from all GB/UK companies, to work together to keep everyone moving forward. The single most valuable asset to any company is its people. We need to invest in good people or taking on people who have potential and having faith in them. A kind, caring workplace isn't an unprofitable one, it's quite the opposite. The challenges of the last 2 years and going forward can only be overcome by teamwork and taking time to listen to your industry professionals, whatever your field. No one gets up in the morning to fail. We all want to succeed, be it as a shelf stacker or an astronaut – it is imperative to support each other. Be kind and polite to everyone. It costs nothing."

Indeed, implementing a culture of working together and creating a positive, supportive workplace, is integral to helping the UK not only succeed as a country, but as people. This is an important practice for all industries, and a step toward helping us achieve a positive and prosperous future.

For more information, please see below:
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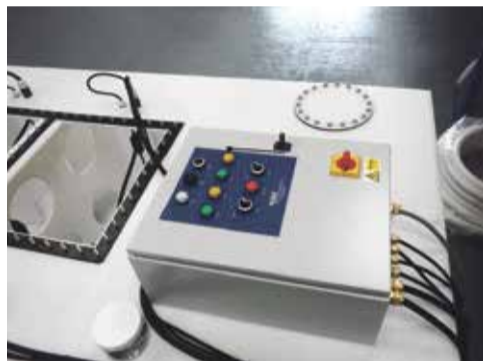
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Email: sales@tvri.co.uk www.tvri.co.uk

Experts in mobile sanitation for Marine, Leisure and Welfare for over 40 years

In this issue of Best Practice, we have chosen to highlight and recommend Lee Sanitation for its industry leading reliable products and services for the Leisure Marine industry.

Located in Fenny Compton, the Midlands, Lee Sanitation (LeeSan) has a reputation for its fast, efficient and friendly service. Experts in Sanitation for the Marine, leisure, welfare industry they also expanded into sewage pumping installations and commercial, domestic and industrial equipment.

LeeSan has an incredibly experienced team in design, manufacturing, technical support and maintenance, and also provides its own branded products under the 'LeeSan' range which include a full range of products such as toilets, deck fittings, microvents, self-pump out kits, holding tanks, head treatment kits and many more. LeeSan's online store is the largest single source of marine sanitation equipment, parts and service kits on the internet for all industries such as marine, welfare, leisure, commercial, and residential. Alongside its own branded range, LeeSan also provides the full range of Jabsco products and spares amongst many other manufacturers.



"We essentially deal with wastewater and clean water for any application. We are part of a larger group called Pump Technology Ltd, which gives us larger access to pumping stations. For example, for floating homes we can provide a bespoke transfer system for the application," stated Karl Sutcliffe, Commercial Director.

One notable service LeeSan provides is sanitation solutions for a variety of applications, particularly, Marine. LeeSan provides a residential sanitation system for both houseboats and waterside developments inland and coastal. The latest concept 'the floating home' is capable of being located anywhere on the water, and the tranquil, calm and peaceful atmosphere experience it provides is fast becoming very popular in the UK.

LeeSan has experience and expertise in the marine sanitation market, which has enabled them to understand some struggles residents may come across. The company has drawn upon its many years of practical development in this field and offers a proven range of products, backed by a great spares and service operation. Some products available are transfer systems, toilet systems, plumbing fittings, water systems, carbon filters, including its one stop pump shop that offers water pumps, waste



pumps and transfer pumps. As a further service, LeeSan also offer specification, installation for external facilities, commissioning and service contract support.



As a well-known company displaying best practice within the Leisure Marine industry, LeeSan recently sponsored The Crick Boat Show, Britain's biggest inland waterways festival which took place on 22nd August 2021 and featured chandleries, boatbuilders, marinas and brokerage firms from all over the UK.

LeeSan also exhibited at the Portable Sanitation Europe Ltd (PSE) Expo on November 25th at the

Warwickshire Event Centre in Leamington Spa. The event is the UK's largest event focused purely on the portable sanitation industry and represents the interests of the portable, mobile and welfare sanitation industry in the UK, Ireland and Europe.

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www.leesan.com

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New components for automation technology

The Schmersal Group launches a new pull-wire switch that can be used as a signal generator to start machines, open electrically operated guard doors and gates and as a light switch in lift shafts. Key benefits of the new PS216 switch are its compact dimensions and extreme versatility, enabled thanks to high degrees of protection under EN 60529 and suitable for use in a wide range of temperatures.

Thanks to IP66 degree of protection, the PS216 pull-wire switch is protected against dust and



strong water jets and thanks to IP67 degree of protection, is also protected against temporary submersion in water. The switch can be used in ambient temperatures ranging from -30°C to +80°C.

Another practical benefit is that the PS216 operates according to the 'start/stop principle' in that it remains switched on after initial actuation and subsequent release. Only when the switch is actuated and released a second time is the latch released and the switch switched off.

The PS216 pull-wire switch comes in two

versions – the Q200 has a holding force of 45 N and is suitable for wire lengths of up to 50m, while the Q210 has a holding force of 70 N and can be used with wires stretching up to 100m. Pulling on the pull wire actuates the switch function in the pull-wire switch.

Other distinctive features of the PS216 include cable entry via M20 or M12 connector and six different NC/NO contact variants.

Contact Steve Watkins,
T 01684 571980
swatkins@schmersal.com
www.schmersal.co.uk

Print & Packaging

Bye Bye paint tins. YesColours announces new recyclable packaging for designer paints

55 Million litres of paint waste are generated each year in the UK and YesColours, the new feelgood eco-conscious paint brand for the new generation of DIYers, has launched fully recyclable packaging that aims to cut consumer waste and stop tricky-to-recycle paint tins going to landfill.

How many half-empty tins of paint do you have at home right now? No judgement, we've all got them. The UK average is 17 per household. The key reasons for this are:

- ▲ Customers over-ordering paint
- ▲ Only 1/3 of recycling centres accept paint and tins for recycling, with only 2% making it through the recycling process

YesColours intention is to provide an alternative packaging solution, taking a nod from the beauty and cosmetic industry that tackles both of these issues along with a number of other clever environmental benefits:

- ▲ 1 litre sizes so customers can more accurately order what they need
- ▲ Packaging that is more widely and easily recyclable than the standard paint tin.

YesColours, founded by John Stubbs (NewTerritory, Mary Portas), and Creative Partner, Emma Bestley (MoveOverMagnolia, ClearChannel) in 2020, looks to tackle the UK waste paint issue head-on by introducing radical new packaging that aims to flip the industry on its head by removing the traditional paint tin in favour of a fully recyclable pouch; which are more commonly used for food and cosmetic products.



YesColours' paint pouch alone uses 16% less fossil fuel, generates 21% less greenhouse gas emissions and uses 26% less water throughout its production than traditional rigid packaging – giving consumers the opportunity to help protect the environment before they've even started painting.

The pouch can be placed in local store or supermarket recycling points – far better than leaving tins in sheds degrading over time and waiting to be taken to the tip where they'll be

landfilled or incinerated. As UK collection services improve kerb-side recycling, customers will be able to recycle in their homes as well.

Already picked up by notable UK designers and influencers, YesColours is also introducing colours that are focused on your wellbeing. They have mindfully curated their colour palette into collections that are purposefully simple and easy-to-use by naming groups and colours based on the feelings they evoke.

Not only do they boast their paints are deeper, richer and more vibrant (due to 40-60% more pigment and innovative colourant technology) they have also been chosen for how colour can positively impact mental and physical health. YesColours aims to make us feel better in our homes that have more recently also become our offices, gyms, nurseries and even our schools.

YesColours paints are 0% added VOCs, free from Azo-dyes and harmful surfactants found in some other decorative paints called APE and NPEs; which can harm marine life, the environment and potentially unborn babies.

In a statement, John Stubbs, Founder & CEO, said, "We are launching YesColours with a packaging solution in the hope that we kick-start a radical change in how paint is packaged for DIY customers in order to allow for easier recycling – a common problem for many UK households. This represents our first step in taking an innovative approach to environmental issues, whilst also providing customers with premium quality paint in colours that promote wellbeing, whilst also helping protect the world around us."

YesColours is now selling samples and taking Pre-Orders at YesColours.com and will be featured at Sook on Oxford Street on the 6th December.

Email: hello@yescolours.com

Find YesColours on Instagram at: @yes.colours

Drainage

Hauraton high capacity drainage systems installed at Port Sunderland

The Port of Sunderland now boasts some impressive infrastructure and associated services. Municipally owned and situated on the south side of the River Wear, the latest wharf facilities now allow for multi materials handling. A fleet of forklift trucks, from 4 tonne to 29 tonne capacity have a wide range of attachments to meet all cargo

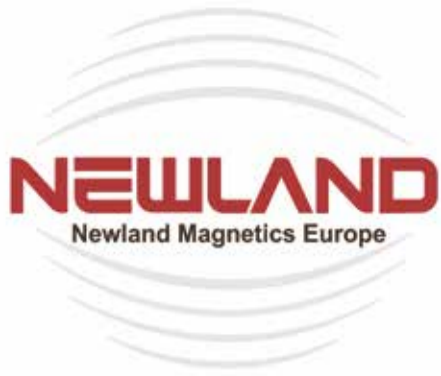
handling requirements. Additionally, a drop-sided HGV, an articulated tractor unit and two 40-tonne low-loaders are also available for transportation of cargoes within the port estate.

Designed to resist the rigours of site work, 180 metres of Hauraton RECYFIX® HICAP® 8,000 high capacity channels were installed to drain the wharf area. Factory fitted with 14mm wide slotted ductile iron inlets, the channels comply with a loading class of F900 so can easily take the weight of the fully laden vehicles employed. Importantly, once installed the complete channel system is highly resilient to the twisting forces imposed by their wheels.

The RECYFIX® HICAP® one metre channels used each have a water capacity of 171.4 litres so the 180 metre channel system installed is able to accept a water volume of 30,852 litres. Trash boxes to match the channels were also supplied.

For Case Study, go to:
www.drainage-projects.co.uk





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 15 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, magnetic powder, Alnico, SmCo, Hard ferrite and complete magnetic assemblies.

And have recently added the supply of rare earth metals with a very high purity of up to 4N. including Dysprosium, Neodymium and samarium to are product range.



Please visit: www.newlandmagnetics.eu

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

Newland Magnetics Europe now supply a range of rare earth metals

In this issue of Best Practice, we have chosen to recommend Newland Magnetics Europe for its high-quality customer service and resounding technical expertise in delivering complete magnetic components to the industry.

Newland Magnetics Europe is part of the Ningbo Newland Magnetics Group that has been manufacturing Sintered NdFeB magnets and magnetic assemblies for over 12 years. Since its establishment, Newland Magnetics continues to receive an annual turnover of more than €30 million and is ISO9001:2015 and TS16949:2016 accredited. With a production capacity of 1,000 tons per year, the company is fast becoming one of the largest producers of high-quality NdFeB magnets in China.



Newland Magnetics Europe provides material data, technical, design assistance and sampling to assist with client applications. Once in production, the company can also provide a range of stocking options including consignment stocking from its location in France or with the client's facility. Having a European office and warehouse allows the company to offer reliable delivery services, high-quality customer services within European time zones.

"Newland Magnetics Europe is not a distributor. We are the European subsidiary of Ningbo Newland Magnet Corporation Ltd, which gives us access to a number of magnetic specialists allowing us to provide technical data design assistance and pricing much quicker than our competitors. We operate out of our warehouse located in Cognac, France, which enables us to maintain stock in Europe. We can hold



consignment stock in our facility or at the customers location working to agreed call off schedules. Newland Magnetics Europe can supply clients with a wide range of materials including Sintered and Bonded NdFeB magnets, NdFeB Powder, AlNiCo, SmCo and hard ferrite magnets, as well as complete magnetic components assembled in our own factory in Ningbo, which allows us to control the quality of the assembly from magnet production to finished part. Our goal is to build a strong and lasting relationship as our customers reference supplier, whilst offering a premium customer service," stated Forbes Crisell, Managing Director.

Its parent company has been working with a number of organisations to constantly find new innovative products. Recently, it has worked with the Chinese Academy of Sciences, which has enabled Newland Magnetics Europe to begin supplying a range of rare earth metals with a very high purity of up to 4N. "The materials we can supply include Neodymium, Samarium, Aluminium Scandium and Dysprosium. The materials are supplied in ingots or powder form and in a range of packaging to enable easy integration into your production process," said Forbes.

Neodymium magnets (NdFeB) have a high strength and are one of the strongest magnets in the world. Even tiny Neodymium magnets can be effective due to its high strength. This capability makes it very versatile, however, most recently Newland Magnetics Europe has seen the cost of the raw material for NdFeB magnets increase at a fast rate, jumping to over 30% since the



Magnetics Europe is beginning to navigate its way out of such unprecedented times. "After a challenging year we are seeing business return to normal, the requirement for magnetic material is continuing to grow, driven by the increasing demand for electric/hybrid vehicles and the government's commitment to green energy. Also consumer demand for white goods, audio products etc is also pushing the demand for magnetic components." Newland Magnetics Europe is well experienced within the Renewable Energy market already as it manufactures and supplies a large range of quality Neodymium magnets, which are best suited for wind turbines. This invaluable knowledge combined with its employee's expertise enables the company to continue searching for new ways to best serve the industry with its solutions designed to have as little impact on the environment as possible.

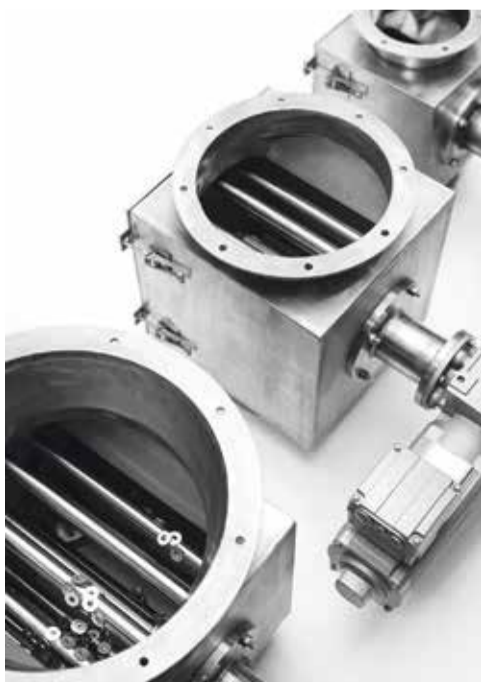
The return of trade shows has been warmly received by many businesses and attendees alike. The opportunity to meet and connect with prospective customers and fellow industry professionals has been sorely missed and Newland Magnetics Europe is excited to get back amongst the mix. "We are finally planning to attend trade shows as we see them as an excellent way of meeting existing and potential new customers. In May 2022, we will be at CWIEME held in Berlin and are looking at other trade shows in the UK and Europe. We will update our website with the details of the additional exhibitions early next year," stated Forbes.

For more information, see below:
T +33 (0)5 45 83 99 59
info@newlandmagnetics.eu
www.newlandmagnetics.eu



beginning of October. Forbes explained, "To help our customers manage this increase in cost we have worked with our engineers to try and find ways to use lower grades of NdFeB where possible and we have also looked at using alternative materials such as samarium cobalt. Our factory also controls the manufacturing process to ensure any waste material is recycled back into production. They are also recycling magnets from obsolete assemblies such as hard drives and motors to reuse the magnetic elements in their new production process."

The impact of COVID-19 has been felt by many businesses all over the world. However, with restrictions slowly easing Newland



CML readies itself for a surge of new market opportunities



In this issue of Best Practice, we have chosen to recommend CML Innovative Technologies for its industry leading approach to the production of miniature lighting for signalisation.

CML Innovative Technologies (CML) is the leading manufacturer of LED signal lamps for all industrial applications and has been working with light since 1931. As a market leader in its field, CML was one of the first companies to introduce LED lamps and now has one of the broadest ranges of miniature lighting products in the world. "In 2004, the company became CML and continued to grow, establishing its international pedigree with two factories in Guangzhou, China, and Sibiu, Romania. While CML remains in Bury St Edmunds, the group was acquired by Spain's Grupo Antolin, which employs 28,000 people globally," stated Roger Neal, Commercial Manager.

From lamps for signalisation, panel mount indicators, LEDs, LED displays, medical lamps, and aviation lamps, CML provide light to an abundance of markets and pride itself on the ability to be as flexible and adaptable as possible



in the manufacture of their own branded products to meet customer specifications and demand.

"CML in the UK focuses on specialist applications mainly manufacturing lighting solutions for automotive, aviation and general industries. We manufacture a standard range of products and customer-specific solutions from customer concept to production, including in-house design. Our portfolio runs to thousands of miniature lighting options in size, function, colour, finishes and voltages," said Roger.

CML is continually developing its own product range and has recently witnessed positive movements from customers seeking more product value. Some competitors fall short as they only provide a face value market product however, CML offers further manufacturing capabilities such as the add-on of cables and connectors to a product, which carries weighted value. The ability to meet customer specific requirements has attracted much



attention in the industry as the manufacturing processes available from CML dramatically reduce production time through its made to order service.

"Nothing is impossible for us, we produce to customer demand working with customers. We have done work for individual airlines and collaborated with their design division to manufacture LED replacements for incandescent lamps. There is a cockpit lamp, which we have produced for years, and there can be up to 1,200 different pieces per aircraft of that particular type. Our possibilities are endless," remarked Roger.

You will find CML products all over the world, from medical applications to gaming industries, by having full control of the entire value chain enables CML to be flexible with our clients' requirements. Since COVID-19, 50% of the business has come from industrial sectors. "Automotive



sales have improved in the last year and the industrial side has witnessed significant growth. The pandemic has only made us stronger as a company, and as a result, our flexibility has generated an upturn in demand and helped create new business opportunities," said Roger.



CML is looking to develop its products for growing markets such as EV charging and associated companies. "We are preparing for a huge surge in the EV market. We're also developing more niche products for the UK food processing industry as we have seen buying behaviour in the UK has changed with a greater demand for locally sourced products," stated Roger.

For more information, see below:
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What's trending for Distribution Centres in 2022

UK Distribution Centres (DCs) in 2022 have some major challenges if they want to keep up with demand and unprecedented rapid e-commerce growth, plus COVID-19 and Brexit has increased labour problems, which is leaving DCs struggling to find qualified workers.

Preparing DCs for the coming year means understanding the onslaught of potential new business. Online sales are expected to exceed \$1 trillion in 2022, according to eMarketer, which is a milestone that was not originally projected to be reached until 2024... This unprecedented growth and the labour shortage, DCs must address the management of their processes now going forward...

As customers continue to demand faster delivery, DCs are forced to have more inventory on hand than ever before. 'Just in time' inventory strategies no longer cut it. In 2022, DCs will pivot to 'just in case' inventory strategies that will help reduce or prevent future supply chain disruptions. By holding more inventory, DCs will attempt to avoid inventory shortages faced in 2020 and 2021 due to global supply chain interruptions. Once the supply chain begins to return to normalcy, DCs will slowly transition back to typical 'just in time' inventory strategies.

Many DCs were built to pick cases of goods, place them on pallets and ship them to retailers. But

now, DCs must not only fill retail shop orders, but also send out – one item, rather than a case of items – directly to a consumer.

To successfully fill online, in person and phone customer orders, as well as orders for retail shops – all at once and as quickly as possible – DCs are seeking new fulfilment strategies in an effort to pivot from a classic distribution model to omnichannel distribution. More and more retailers will be utilising existing brick and mortar shop locations for fulfilment.

DCs will leverage existing retail shops (or locations that have recently closed) into micro-distribution centres that are closer to customers, resulting in quicker delivery. This does come with a unique set of challenges – inventory visibility across locations, order fulfilment routing and disrupting the in-store customer experience. By 2023, same-day delivery is expected to be the standard for most e-commerce purchases, a direct result of customers who prefer to use their mobile devices for purchases and expect immediate delivery.

In the meantime, you need to figure out how to accommodate more inventory in the short-term – and automated storage and retrieval solutions can be a great solution.

A consequence often overlooked are returns. As e-commerce retail sales are expected to increase



yet again this year, so will returns. In response, DCs will be forced to focus on growing returns, particularly by streamlining the returns process to be more efficient. In 2022, DCs will look to implement automated returns processes (also known as reverse logistics) to help them identify returned items quickly, assess the items for

restocking and return the value of the item to the customer.

All of this is impacted by the demand for space, DCs will look to utilise automated storage and retrieval systems to 'build up' existing facilities – utilising ceiling height to get more space in the same footprint. For older buildings with shorter ceiling heights, these solutions can be built within an outside enclosure and accessed from within the building to create more space.

As evidenced by each of these trends there is no doubt about it – DCs need to evolve to survive. Embracing innovation while creating a more flexible fulfilment strategy is going to help overcome the labour shortage, supply chain disruption and rapid e-commerce growth in 2022. As you prepare for the year to come, consider implementing automation to modernise your operations. Kardex Remstar offers automated storage and retrieval systems to enhance throughput and expand storage space. Kardex Remstar solutions will help overcome these challenges and provide the flexibility you need in the future.

<https://www.kardex.com/en>

Download the free white paper on 22 trends for distribution centres: <https://info.kardex-remstar.com/22-dc-trends-2022-0>

PT2500

Bradshaw has announced the launch of its all new state of the art The PT2500, a fully electric, remote-controlled, pedestrian-operated tow tractor designed for moving articulated lorry trailers up to 25 tonnes in manufacturing and distribution applications.

Overview

The PT2500 is a powerful, robust, high performance articulated trailer mover. It is easy to operate and moves trailers safely with exceptional manoeuvrability, negating the need for terminal tractors. The high-performance electric motors can tow up to 25 tonnes, and the hydraulically powered column lift can hoist up to 6,000kg. The remote-control functionality provides enhanced flexibility, manoeuvrability, and safety and optimally uses limited space. Simple to operate and low maintenance, the PT2500 is an ideal partner for anyone working in logistics and distribution.

Enhanced Visibility & Manoeuvrability

The remote-controlled PT2500 allows trailers to be shunted safely and efficiently with no strain to the operator. Providing excellent visibility

from any angle, the PT2500 and its remote control functionality let the operator walk around the trailer during manoeuvres, making them completely visible and the ability to be their own banksman, all from a safe distance. Connecting the PT2500 to the fifth wheel is quick and easy, thanks to its precise manoeuvring abilities.

Space-saving

With superior manoeuvrability, the PT2500 is ideal where space is a premium, presenting outstanding turning capabilities compared with terminal tractors. The PT2500 accesses tight spaces, turning almost on itself and allowing trailers to be parked tightly, thereby optimising limited space.

Remote Control

Controlled via the MLTX2 bellybox transmitter, the system incorporates the latest electronic technology in a lightweight, comfortably contoured, and durable case. Easy to use, the angled lever controls enhance operator comfort. The remote-control housing is constructed from



super-tough nylon to withstand shock and the IP66-rated sealed unit can withstand harsh industrial conditions. Synthesised frequency generation enhances reliability for a robust and reliable signal. The access code system provides peace of mind, as the signal only operates the intended equipment. Designed to minimise power consumption, the NiMH battery packs provide longer life between charges. The PT2500

remote comes with two battery packs, one for the remote control and a backup; both can be charged on the vehicle.

Braking Systems

The PT2500 features a built-in air compressor system to operate trailer brakes utilising a dual-air brake system via the service and emergency air lines. When the tractor brakes are activated, the trailer service brakes are also activated and vice versa. The trailer mover features an e-stop; if the e-stop on either vehicle or remote is activated, this will dump the air, activating the emergency trailer brakes. A speed limiter controlled via a pressure sensor on the mast hydraulics activates when operating the fifth wheel, reducing the vehicle's speed during coupling. The vehicle also features electronic regenerative braking under deceleration and dynamic speed-sensing to prevent over speeding. An automatically applied transmission parking brake ensures the vehicle remains stationary when not in use.

Fully Electric

The robust and powerful high-performance trailer mover features an 80-volt AC controller, and the high-capacity 80v 210Ah lead-acid batteries provide high initial torque and smooth acceleration. Fully electric, the PT2500 is a sustainable, environment-friendly, and cost-effective alternative to diesel shunters. Producing zero emissions and no exhaust fumes, the articulated trailer mover can be used indoors for a healthier working environment. In addition, the PT2500 lorry tug is silent to operate, making night and early morning operations possible, especially close to residential areas. In the absence of a combustion engine and fewer moving mechanical parts, the PT2500 is straightforward and cost-effective to maintain.

Cost Efficiencies

Developed for logistics and distribution, the PT2500 trailer mover has been designed to aid 24-hour operations. Negating the need for an HGV driver to be on-site, the remote-controlled technology means articulated trailer movement can be a one-person function. Anyone with operator training can operate the vehicle without an HGV licence.

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Anua Clean Air International sees new growth and developments



In this issue of Best Practice, we have chosen to recommend Anua Clean Air International for its industry leading Odour Control and Biogas Cleaning Units.

Anua Clean Air International manufactures and installs Mónafil, Mónashell, CrumRubber and Mónasorb – Carbon Filter Units, biofiltration systems which have gained a reputation as a reliable, proven system for the treatment of municipal and industrial odour and VOC air emissions.

We caught up with Ian Phillips, Director, about the latest developments for the company, he stated that, “We have had very positive developments over the past two years with new patents for our Dual Stage Monashell and our New CrumRubber process. This technology uses recovered waste tyres and a high performing catalytic Biotrickling process suitable for high H2S on air and biogas. Patents have been awarded in the UK, Europe, the US and China and the technologies tick the boxes for best in class performance in terms of removing pollutants, using minimum energy and water usage, no chemical usage and reuse of recovered material – a ‘Hat Trick’ for carbon footprint, the environment and life cycle cost. These offerings have global reach and we are very excited about this. We have reference plants in the UK, Europe, the US and China and we are well advanced, with developing worldwide Sales Channels with our Italian Partners Air Clean SRL.”

Anua Clean Air International has been working with its Italian Partners Air Clean SRL, to offer the UK market its Patented Biological technologies, which offer the best in class performance at the lowest operating cost, coupled with benefits derived from reuse of recovered materials. In addition, Air Clean offered the full complement of Chemical Scrubbers, Carbon filters and Bag filters allowing Anua Clean Air International to be able to offer the full suite of Clean Air Technologies for low cold emissions.

Ian expanded, “Air Clean our Italian Sister Company has recently opened a US Office and we have licenced our technologies for the US to Air Clean. We have been awarded a number of new projects and are very excited about long term prospects.”

After facing new challenges following the COVID-19 pandemic, Anua Clean Air International has recovered and is starting to see projects come back to life. Ian continued, “We are seeing big Environmental Infrastructure projects starting to move, particularly in International markets where our International partners have full order books, so overall prospects are very strong. Pricing in current environment is challenging but we are very optimistic about future growth prospects.”

To find out more information, please see the details below:
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www.anuacleanair.com

Recruitment drive sees 83% of UK firms embed flexible working policies

Close to 60% of firms to invest in supporting hybrid working policies

New research by leading London-based recruitment firm, Totum Partners, reveals that the majority of firms now have a hybrid working policy in place, as worker preferences and economy-wide recruitment pressures drive increased demand for flexible working. This includes 50% of firms, which have implemented a company-wide policy, while the remaining 50% have published guidelines that can be interpreted by location or individual team.

Majority of businesses now offer hybrid working
 Most firms (83%) are now offering hybrid working

to all employees; however, the favourite option is spending three days in the office with two at home (33%), followed by a 50/50 split with specific days decided by individual employees (24%).

Firms placing trust in their employees

However, trust and fair compromise is still a focus for firms. More than a third (36%) are planning to allow employees to work anywhere in the UK, with the same proportion allowing them to work abroad for short periods of time.

Most companies looking to invest to support hybrid working

When looking at investment to support hybrid working, most respondents (58%) said they were planning to invest in this space, with a further 13% thinking about it. It is clear that firms are focusing on investing in office spaces, with most the most popular area being communal areas (94%), followed by desk booking technology (78%) and ensuring meeting rooms are virtually connected for those working from home (78%).

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Heat dissipation in high power, densely packed enclosures

Components within electrical enclosures are getting smaller. With often huge amounts of terminals, wiring, circuit breakers and more packed tightly into trunking against core high power components such as VFD's and PLC's, panels can be crowded resulting in an increased ambient heat load surrounding the enclosure, restricted airflow and a high density of heat producing equipment. This makes it even more important to protect electronic components from the excess heat.



High-power, densely packed control panels need more than a simple filter fan to ensure their cooling reliability. With such a densely packed enclosure, the airflow that the fan can deliver is impaired due component density. A roof exhaust fan can usually provide a much-needed solution to pull hot air out of the enclosure and exhaust out to the atmosphere above when a higher airflow is required. Backward curved fans act as the workhorse within these units, but occasionally the heat load coupled with the high-power nature of the panel mean more than regular top mounted systems are needed.

option that can ensure the enormous amount of heat generated is dissipated effectively. For example, a high-performance MCC within the water treatment industry could require a suitable cooling option to handle a 9,400m³/hr flow rate at 400 Pascals. Something a regular enclosure cooling solution would not be able to handle. Plug fans such as the GKHM Series from Axair can achieve the duty required with a bottom to top flow of air. The use of high-powered industrial fans in these situations means that designers can incorporate the same larger drives they're used to, ensuring accurate power distribution with the added benefit of being speed controlled.

In most circumstances where space is at a premium, the option to add a side mounted air conditioner is simply not an option. So, designers now opt for the build-up, not out mantra to tackle these issues. Natural ventilation is clearly not an adequate approach to these high-density

control panels, so a forced ventilation method using inexpensive filter fans is the initial approach. Ensuring that internal temperatures are lower than ambient outside temperatures is the key to ensuring the proper operation of electrical components and effective heat dissipation.

Higher power, higher pressure and higher airflow backward curved plug fans regularly used in other industrial applications of air movement such as air handling systems, are a much better performance

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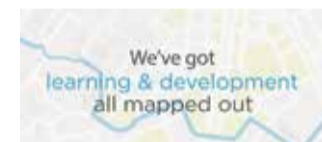


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ADSA maps out learning for all

The Automatic Door Suppliers Association (ADSA) has learning and development all mapped out with a robust strategy to include opportunities for everyone working within the industry.



It has unveiled its plans with an animated graphic outlining how its multi-faceted approach is inclusive and reflects a variety of business areas to support its member organisations, their staff and future workforces. It can be seen at: www.adsa.org.uk/education

ADSA's comprehensive approach has been built on 36-years of delivering training, setting safety standards and determining the competency of those specifying, installing and maintaining automatic doors through its authorised technician exams.

The strategy has been built on research, including feedback from members as to how their businesses are changing and what they envisage future requirements to be – not only for the business, but also for their staff wellbeing and personal development. These include formal training courses and qualifications – from NVQs to diplomas – general learning and key skills, industry-specific content, supportive programmes, apprenticeships and management development.

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<https://www.youtube.com/watch?v=ieRAQYQoJo4>

NFP acquires Connor, a UK-based HR Consultancy to grow employer services business in Europe

New acquisition is part of NFP's strategic plan to grow its holistic approach to serving employers in the UK and Europe.

NFP, a leading insurance broker and consultancy providing corporate benefits, retirement, P&C insurance and individual solutions, today announced it has acquired UK-based HR consultancy firm The Connor Consultancy Limited (Connor).

Acquiring Connor marks the next phase in NFP's



strategic programme to expand its services and reach in the UK and European markets. This acquisition will add depth to its current HR offerings as NFP continues to develop its solutions to meet the changing needs of their customers.

Connor is an established business with a focus on helping people and organisations evolve and thrive through times of change. They have a 30-year track record of providing HR and people services across a national and international stage.

NFP and Connor have maintained a strategic partnership for the past three years, with Connor providing HR solutions to NFP's broad range of clients in the UK. This acquisition formally brings together their specialised employer servicing



capabilities, including organisational change, outplacement, HR services and people development, to continue to grow NFP's employer services business in the UK and Europe.

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New modules for efficient, fail-safe signal evaluation



Space-saving: Safety relay module SRB-E-302ST and output expansion SRB-E-402EM

Schmersal launches two new safety modules: the safety relay module SRB-E-302ST and the output expansion SRB-E-402EM are efficient and space-saving solutions for safe signal evaluation.

One evaluation unit for two safety sensors: the most striking feature of the SRB-E-302ST safety relay module, with which Schmersal will replace several modules in the outdated AES series. The module enables monitoring of all common electromechanical and electronic safety switches and safety sensors, as well as active opto-electronic protective devices (AOPDs). Depending on the application, the module switches with the fail-safe relay contacts or wear-free with a fail-safe semiconductor output. The module allows the realisation of applications up to category 4/PL e (EN ISO 13849-1) as well as SIL 3 (IEC 61508).

The new series gives the electrical designer scope to save space in the switch cabinet and reduce costs, while at the same time utilising the full functionality of a state-of-the-art safety module twice over. Control is either single-channel or dual-channel and the module comes with functions including stop 0, autostart and reset with edge monitoring, plus the option to select from 24 pre-configured applications with a rotary switch. The user can select the start function with a second rotary switch.

Also new is the SRB-E-402EM output expansion, which, like the SRB-E-302ST, is accommodated in a modern and compact housing from the SRB-E series. The output expansion allows designers to duplicate and reinforce the contacts of fail-safe relays and semiconductor outputs. Four safety contacts, two signalling contacts and feedback contacts are available. The new safety module can be used as an expansion module for all safety modules and safety controllers with feedback loop monitoring. When compared to the predecessor series, the new module is characterised by more compact dimensions and an increased temperature range (-25°C to +60°C).

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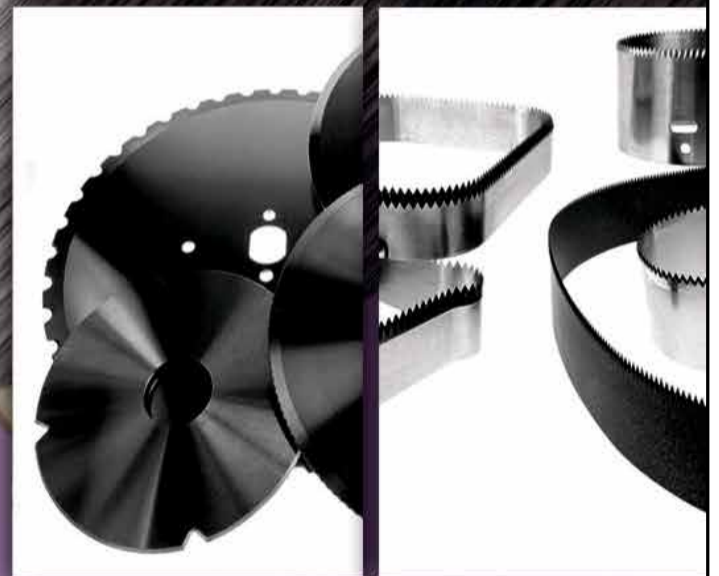
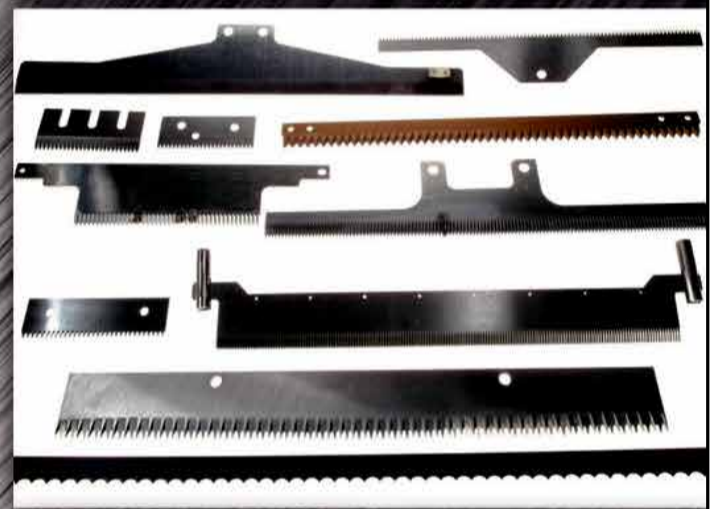
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Schmersal launches respiratory protection mask to FFP2 standard

Reusable protective equipment for infection prevention and occupational safety

The Schmersal Group has developed a particle-filtering half-face mask without exhalation valve. The reusable SPM100 respiratory protection mask satisfies the requirements of EN 149:2001+A1+2009 FFP2 and is available for delivery as of now. The mask is designed to reliably protect medical staff and employees at other exposed work locations, for example dusty work environments, from solid and liquid aerosols.

The mask body in the SPM100 (Schmersal Protection Mask) is made from medical-grade, biocompatible polypropylene (PP) and is reusable. The mask seal is created with a silicone profile that can be removed easily for regular disinfection and then quickly be reinserted into the mask.

The filter caps can be removed with ease, thus offering easy filter changes. All reusable parts of the mask are made from resistant materials that are suitable for cleaning and disinfection.

The SPM100 respiratory protection mask is used with an FFP2 filter insert, PPE category III, in order to prevent the inhalation and/or transfer of particles, droplets and aerosols. This filter unit filters certain particles from the air inhaled by the wearer within the specified limit values of the filter used.

The SPM100 is a respiratory protection mask with no exhalation valve. Respiratory protection masks without an exhalation valve protect the wearer and prevent the wearer from contaminating his or

her surroundings with exhaled droplets. In addition, the mask also comprises skin-compatible components and offers maximum comfort for the wearer.

"In developing the SPM100 respiratory protection mask, we made full use of our many years of experience in safety technology and occupational safety. We want to help ensure that even in this difficult time of the coronavirus people can work safely and stay healthy," explains Matthias Banaszek, Project Manager for Strategic Organisation Development.

Other products and services for infection prevention

In addition to the SPM100 respiratory protection mask, the Schmersal Group offers other products and services to help protect employees from coronavirus infection in the working environment. This includes 'Schmersal Access Control' (SAC-IO-20), which enables digital organisation of access management by limiting visitors, e.g. in retail settings. The system is an intuitive traffic light



system with integrated counter that automatically counts the number of visitors entering a shop or other facility.

In addition, tec.nicum, Schmersal's service division, offers execution and documentation of 'Risk assessments for infection prevention' for businesses in all industries – a legal requirement for employers under industrial health and safety regulation and fully independent of a current coronavirus pandemic.

Contact Steve Watkins,
T 01684 571980
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MAG3 Specification

Dimensions	310mm Long x 116mm Wide x 70mm Depth
Weight	870grams (excluding external probe)
Battery	Lithium-Ion 7.4V 5.2Ah Rechargeable
Battery Life	36 Hours (estimated) before recharge
Display	20 x 4 OLED Character Display
Sampling	300Hz on each sensor
Scanning area	240mm x 50mm
Scanning speed	18.75m/min
HS-Code	9031-80-8000



EIT International is a leader in the development and supply of environmentally friendly preventative controls and detection systems for healthcare, nutraceutical, pharma-medical, food production, brewery and dairy industries.

For enquiries or to request a quote, please contact EIT International at:

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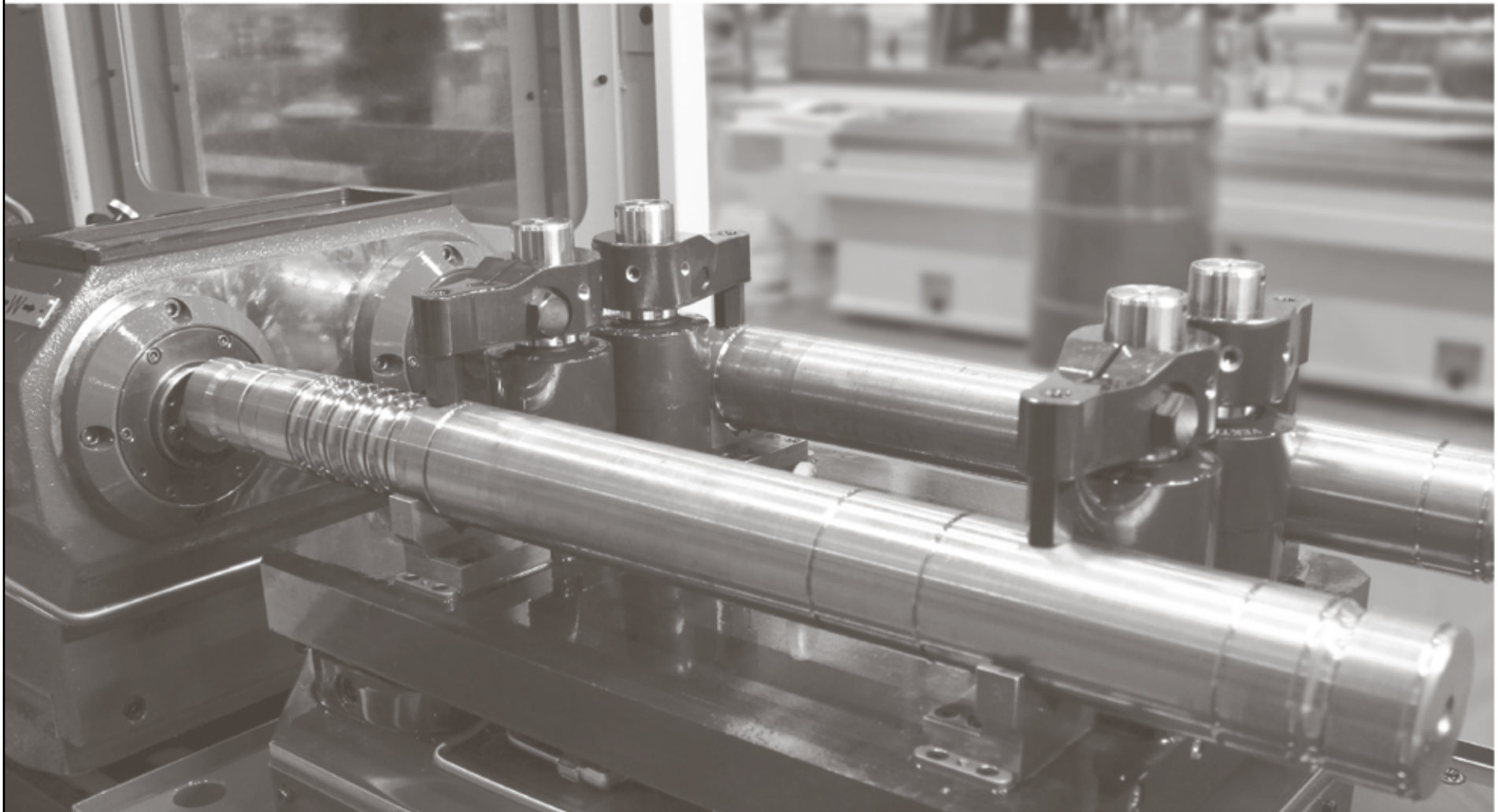
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