Best Practice

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Award of Excellence for Cloud-Based Monitoring Solutions 2023!

From rising levels of noise pollution in urban areas to concerns over air quality, these issues have a profound impact on the well-being of citizens and the sustainability of industries. Environmental monitoring solutions encompass a range of sophisticated technologies and data-driven approaches aimed at tracking and mitigating environmental factors.

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Cirrus Research's cloud-based monitoring solutions, Quantum Indoor and Quantum Outdoor, have had a profound impact on businesses and communities across the UK. By providing real-time data on noise, air quality, and vibrations, they empower businesses and local authorities to make informed decisions. This data-driven approach not only ensures compliance but also fosters healthier, quieter, and more sustainable living and working environments.

Cirrus Research is being honoured with the Awards of Excellence is because of its unwavering commitment to excellence. They continuously strive for perfection in their products and services, pushing the boundaries of what is possible.

Cirrus Research's journey to become a pioneering industry leader is nothing short of inspirational. Their relentless pursuit of excellence, commitment to improving the quality of life, and contributions to environmental and occupational safety have made them deserving recipients of the Awards of Excellence. Their cloud-based monitoring solutions have not only changed the way we perceive data but have also transformed the way we live and work in the UK. As Cirrus Research continues to innovate and drive positive change, we can only anticipate a brighter and more sustainable future for the UK and beyond. Their journey reminds us that with dedication, innovation, and a focus on the greater good, any company can become a beacon of excellence and a force for positive change in our world.

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Schmersal now also sells a safe laser scanner on the European market

The Schmersal Group continues to expand its range of products for safe area monitoring: the company is now selling the UAM-05LP safety laser scanner from Japanese manufacturer Hokuyo in Europe, beginning with markets in Germany, France, Austria and Switzerland. The safety scanner is characterised by its extremely compact design and low weight, as well as its flexible integration options and high safety standards. This helps it to ensure maximum personal protection in logistics, manufacturing and the process industry.



The UAM safety laser scanner handles presence control on stationary machinery and robot systems, with the UAM's sensor utilising infrared beams to scan the environment and detect the entry of people and objects into the safety zone. This also allows the Hokuyo UAM to achieve a wide range: with a detection range of up to 270°, a safety clearance of up to 5 m and a warning detection area of 20m. It also has the ability to monitor two hazardous areas at the same time.

The Hokuyo laser scanner has an encoder input so that the safety zones can be dynamically adjusted to stop the AGV in case of danger. The Hokuyo UAM-05LP is suitable for use in machinery safety applications up to PL d, Cat. 3 in accordance with EN ISO 13849 and SIL 2 in accordance with IEC 61508.

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Editors Notes



Liz Dickinson
Editor

Welcome to our April Edition, where we bring you all the latest news from across the industry. Our companies are hand-picked for innovative products, unique services and lifeline projects to keep the sector moving.

Davies Turner is our favoured logistics Company of the Month on **page 3**. The freight forwarded powerhouse offers a dedicated, regular rail import service from China to the UK. This not only offers greener transportation but is an ingenious solution to the ongoing conflict in Ukraine, disrupted shipping market in the Red Sea and Panama Canal and sporadic port strikes.

Gold & Wassall Hinges is delighted to showcase its new website on page 5. Customers can now download CAD drawings and 3D models of each hinge. The 'Hinge Finder' allows users to specify hinges based on requirements. **Read more on pages 4-5.**

Bradshaw's Goupil G4 electric vehicle has got tongues wagging with how it has cleaned up the streets of London. The G4 is used by local authorities for example, to remove graffiti and chewing gum from streets and pavements and saves councils thousands of pounds per vehicle. **Read more on page 7**.

We offer features on swivel joints, deep hole drilling, hazardous storage solutions, precision machined compression limiters to protect plastic assemblies and much more.

Drop us a line with all your latest news:
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Cover Story

The Schmersal Group continues to expand its range of products for safe area monitoring: the company is now selling the UAM-05LP safety laser scanner from Japanese manufacturer Hokuyo in Europe, beginning with markets in Germany, France, Austria and Switzerland.



See page 10

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SCHMERSAL THE DNA OF SAFETY **sponsors this issue of Best Practice – see them on page 1**

Catering for all your freight needs

In this issue of Best Practice, we are delighted to select Davies Turner as our Logistics Company of the Month.

Davies Turner was a top exhibitor at the Retail Supply Chain and Logistics Expo at London's ExCeL in February. With a glowing international reputation for global supply chain solutions, the company can deliver on all company supply chain needs.

Davies Turner is the only freight forwarder running a regular dedicated rail import service from mainland China into the UK, which is a lifeline for many UK businesses. The express freight rail service departs weekly from Wuhan in Central China for groupage and full load shipments. With concerns around the slower speed of ocean shipments and high cost of air freight, rail offers a cost-effective, reliable freight service. The LCL rail freight service takes just 20-25 days from door-to-terminal by contrast and is on average, 70% cheaper than air freight.

As we move towards the UK Government's 2050 Net Zero targets, businesses need to become more transparent on annual carbon emissions. Rail transportation is considered a viable, greener alternative to air shipments: for example, a 40 container with 20 tons of cargo would total just 4% of the equivalent CO2 emissions by air shipment. Davies Turner has set its sights on a greener agenda and through a partnership with Pledge is now reporting all company carbon emissions. This in turn means that clients have a proven way of measuring and reporting on carbon emissions across international supply chains, in a bid to meet Scope 3 emission targets.

Originally established in 1870, Davies Turner was one of the first economic operators in Europe and has evolved to become a leading global powerhouse in the freight forwarding industry.

The family-owned business has a total of 23 UK branches, many with warehouses and has its head office situated in Coleshill. A new multi-user fulfilment centre/



logistics hub has recently opened in Atherstone, Warwickshire, with 4 x 35,000 sq. ft mezzanine floors and 20,000 pallet locations. The Rotherham site in South Yorkshire has offices with operational staff and is headed by experienced Branch Manager: Andrew Ford, "We specialise in the more awkward and out of gauge shipments, that our competitors might not have the same experience with. Over the years, this has included vehicles and machinery of all shapes and sizes and even small rail engines. We can help with shipping anything out of the ordinary that may need a special licence and enjoy the challenge of shipping more unusual items!"

With the ongoing conflict in Ukraine, disrupted shipping market in the Red Sea and Panama Canal and sporadic port strikes, many businesses have faced huge shipping delays over recent months. Davies Turner always keeps customers abreast of these situations, with updates on its website. The situation in the Red Sea region has led to vessels diverting round the Cape of Good Hope rather than through the Suez Canal to avoid potential Houthi rebel attacks and this has unfortunately led to an exponential increase in shipping costs, "With many volatile hot spots around the world currently, we monitor situations closely on behalf of our customers. Having a regular Chinese rail service that navigates deftly round the Red Sea Shipping crisis, keeps supply chains running across the world. To reiterate this point, last December a customer asked to trail a rail shipment with us from Shanghai to the UK, alongside a pre-existing ocean shipment from the same route with a different company. The results were conclusive: the rail shipment took 18 days terminal-to-door, whereas the ocean shipment took 45 days and also ran over the estimated time schedule.

Here at Best Practice, we have been continually impressed by the level of expertise shown by Davies Turner with regards to freight forwarding services, initiative shown in international trade negotiations and keeping customers up-to-date with a fast-moving situation in the Red Sea region. It's no wonder then that Davies Turner was named Number One Logistics Service Provider by Logistics Manager Publication in December 2023, in its annual list of the Top 50 UK logistics service providers. One of the key metrics for this decision was the 74.4% increase in turnover for the financial year, ending in 2022, with a record turnover of £350.6 million. Alongside the exclusive new opening of the £40 million state-of-the-art logistics hub in Atherstone, this is a very exciting time for Davies Turner.

For all Air, Sea, Rail and Road freight quotations and further information, please see the details below:
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Generations of successful manufacturing

In this issue of Best Practice, we are proud to feature Gold & Wassall Hinges as our Hinge Manufacturer Company of the Month.

Gold & Wassall Hinges has established itself at the forefront of the industry since its inception over 230 years ago. With its manufacturing facilities situated in Tamworth in Staffordshire, Gold & Wassall provides an impressive range of services for design, production and manufacture of hinges, all produced in house and distributed throughout the whole of the UK. Boasting an enviable reputation within the industry, the company has positioned itself firmly as the UK's number one manufacturer of hinges.

Gold & Wassall has provided its services to various customers throughout its years in operation and serviced customers from construction to engineering companies. With a proven track record of quality, reliability and durability, Gold & Wassall ensures it maintains complete control over the design and high quality of its goods.

We asked Scott Bareham Sales and Marketing Manager at Gold & Wassall what makes the company stand out and how would he describe its services.

"All our hinges are manufactured in house, in our purpose-built facility in Tamworth, Staffordshire. We have been manufacturing hinges for over 230 years using a mixture of tried and trusted methods along with modern technology. Our offer of a bespoke hinge service enables us to manufacture any hinge for any application, and as we have over 200 years' experience, we are greatly knowledgeable in what we do. Our services portray the highest quality ensuring each product goes through a rigorous testing procedure and receives the upmost attention to detail. We pride ourselves on or customer service and treat every customer fairly and with respect."





In keeping with the company's goal of providing unrivalled customer service, Gold & Wassall also provides an abundance of finishing options for its customers. The company is dedicated to providing not only durable, high-quality hinges, but also to understanding the importance of an aesthetically pleasing, customised design. In light of this, the company is able to customise colour, add branding and create a smooth premium finish to all products. Gold & Wassall Hinges' array of finishing options are the perfect complement for its hinges to create a smooth premium finished look.

New this year, Gold & Wassall has launched its brand-new website.

"The new website has been a long-term project. Initially, the website needed updating for technological and security reasons, however we thought it would be a good idea to give everything a freshen up. As well as detailing all of the usual information, we have also now made it possible to download CAD drawings and 3D models of each hinge. Furthermore, we have introduced our new 'Hinge Finder' which allows the user to narrow down suitable hinges based on their required dimensions. This will help customers utilise our full range of hinges, showing hinges that they might not have found or considered previously," added Scott.

On the website you will find their complete range of hinges from continuous/piano hinges, butt and backflap hinges and standard, to heavy duty and bespoke made to order hinges. Using the company's automatic section which contains eight lines of automated machines, Gold & Wassall is able to make hinges quicker and to almost any length. The company also maintains the specialist tooling for these machines which can complete multiple operations in each press.

Please note: Gold & Wassall is the only hinge company whose hinges are UK made and all of Gold & Wassall Hinges' stock is available for immediate dispatch.

Following the effects of COVID-19, Gold & Wassall has recovered well following a tough period that led to material prices dramatically being increased. The company is now primed to focus on the next five years and continue its steady growth plan using it's tried and tested way that has proved more than successful for generations.

For more information, please see below:
T 01827 63391
sales@goldwassallhinges.co.uk
www.goldwassallhinges.co.uk

Cleaning up the streets with the Goupil G4 and Liverpool Streetscene

Liverpool Streetscene Services Ltd (LSSL), a wholly owned subsidiary of Liverpool City Council, has recently taken delivery of a new Goupil G4 for the public services team in charge of Refuse and Recycling, Street Cleansing and Grounds Maintenance and Arboriculture across Liverpool.

LSSL required an alternative machine to supplement its current Street Washing operation, one that was manoeuvrable and could be used to wash street furniture, litter bins, seating areas, steps and hard to reach areas, and to assist with the removal of fly posting.

"It's exciting to see the Goupil being used exactly as intended, its small size and fantastic manoeuvrability make it an obvious choice for tight city streets," says Ramsy Labassi, Marketing Manager at Bradshaw EV. "As one of our flagship models, the Goupil G4 highlights Bradshaw's dedication to driving industries forward towards their Net Zero goals as well as assisting them to eliminate their CO_2 emissions as much as possible."

The Goupil G4 has exceeded expectations as an electric vehicle which can be safely used amongst pedestrians and can work at different times to the larger diesel street washing vehicles to wash street furniture.

The G4 has complimented LSSL's existing resources and relieved pressure from the core street washing teams. It has also generated a lot of positive observations because it is 100% electric.

"The G4 has been a fantastic addition to our fleet, we were very pleased with the service we received from Bradshaw, who were quick to answer any questions and alleviate any concerns we had, such as fitting a larger 500-litre water tank to the vehicle," said James McCoy, Street Cleaning Supervisor at LSSL.

"LSSL strives to be a greener company and reduce our emissions; where feasible, suitable and available, alternatively fuelled vehicles will take priority when replacing our fleet in the coming years."

LSSL has been diligently working on developing its vehicle fleet, implementing a fleet replacement strategy that incorporates the inclusion of alternatives to diesel, provided that suitable infrastructure is available. In addition to electric vehicles, LSSL also operates compressed natural gas vehicles, reflecting its commitment to sustainable transportation.

The Goupil G4 is suitable for a number of road and site applications for both the public and private sectors. With an operational range of up to 101 miles



(depending on battery size) and a maximum speed of 31 mph, the G4 is equipped with a variety of body types to cater to the customer's specific requirements and features a safe and secure cabin with both left and right-hand drive options.

"When looking for a fully electric vehicle that could safely manoeuvre around pedestrians and other road furniture, we were immediately drawn to the Goupil G4 as its small size and fantastic usability make it perfect for accessing smaller side streets which other larger vehicles can't reach."

"The G4 is used for reactive works throughout the day, acting as an additional resource to the core street washing programme which operates at early hours of the morning," concluded McCoy.

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Goupil G4s cut emissions and ensure Clean Air Zone compliance for university fleet

The compact yet versatile electric trucks have been acquired by the university's Grounds Maintenance team and customised with a cage tipper attachment to help manage and maintain campus green spaces throughout the year.

Available as a pickup, van and waste collector, the Goupil G4 is designed to provide total versatility to meet customers' specific needs while also delivering an environmentally friendly and sustainable solution. It has an operational range of up to 101 miles, a 1,200kg payload and a maximum speed of 31mph, along with left and right-hand drive options.

The all-electric Goupil G4s replace the university's previous Ford Transits, supporting its work to reach net zero by 2030 and ensuring compliance with the city's recently introduced Clean Air Zone.

Tom Vasey, grounds manager at Newcastle University, commented, "While we trialled a number of different vehicle options, once we came across Bradshaw's Goupil range we felt that it ticked several boxes and more. Its compact size and low speed meant that our grounds operatives could seamlessly navigate through the pedestrianised areas of the campus without endangering pedestrians and its aesthetic was unanimously preferred by our team members.

"Bradshaw's ability to customise their vehicles in line with the customers' requirements was also a big draw to the Goupils. When we initially spoke to suppliers in the procurement process, all with the exception of Bradshaw were unable to provide a solution that aligned to our bespoke needs, which was problematic as the tipper attachment was crucial to ensuring operational efficiency wasn't compromised."

A lack of local charging infrastructure wasn't a problem either.

"While we were keen for a battery-powered vehicle option, one challenge we felt could cause issues was the lack of charging infrastructure throughout



the city centre and on site, however as the Goupils can be charged by a traditional mains socket, this immediately put us at ease.

"Ultimately, from their bespoke offering to their level of service, they have been excellent to work with and their expert consultation and continued support in facilitating the provision of our new two Goupil G4 vehicles has been invaluable."

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Bradshaw & Trafalgar Cleaning Equipment help keep London streets clean



Bradshaw's Goupil G4 electric vehicle has proven such a hit among local authority customers of Trafalgar Cleaning Equipment that the number of orders in the past couple of years has grown four-fold.

Arguably one of Bradshaw's most popular and versatile electric vehicles, the G4 lends itself to one of any number of conversions for a range of uses in different environments.

With Trafalgar's expertise to create general street cleaning machines the number of G4s helping to clean up the streets of the Capital is increasing, benefiting areas such as South Bank and Elephant and Castle.

Smaller, lighter and much more cost-effective than an electric van, the G4 is used by local authorities to remove graffiti and chewing gum from streets and pavements.

Councils that have switched from vans to the G4 are saving themselves thousands of pounds per vehicle.

Versatile by its very design, the G4 is a small, light and fully electric, with zero emissions. It is operable by lead-acid or lithium batteries.

Ideal for city centre locations, it has a range of 50 to 101 miles (depending on battery size) and is available in left or right-hand drive. Its robust ladder frame construction can be adapted to suit individual needs and is particularly popular among customers adapting the unit for use as a cherry picker, gritter, tail-lift, crane, bike rack and fire-fighting vehicle.

Over the past two years Bradshaw has worked with Horsham-based Trafalgar Cleaning Equipment which has converted the versatile G4 vehicles for local authority customers in the Greater London area.

Named Trafalgar City Washer, the vehicles are adapted to clean areas without power or water supply and are particularly suited for harder-to-access places such as narrower streets and pedestrianised areas.

Trafalgar fits the vehicles with Karcher HDS 1000 DE washers which are mounted in a sound-proofed, galvanised trailer with the front and rear of the unit hinged to allow easy access for daily use, maintenance and storage.

With water tanks that hold up to 720 litres, the hot water high-pressure units can operate for 2.5 hours of continual use and are fitted with hoses extending up to 30 metres. As well as graffiti and chewing gum, councils use the units to give an all-round industrial clean to remove everyday dirt and grime from the streets and pavements.

The cleaning units also come with an exhaust extraction and cooling vent or fan system to keep the vehicle free from fumes from the pressure washer unit.

Miles Rowlands of Trafalgar said the vehicles are particularly popular among local authorities.

He said, "We have a good relationship with Bradshaw; their Goupil G4 equipped with our systems provides a practical and environmental combination to a problem that plagues local councils."

"The authorities are under constant pressure to keep their streets tidy, and chewing gum and graffiti in particular, remain two of their biggest problems, not least in city and town centres."



"Thanks to its compact size, the Goupil G4 is the perfect vehicle for manoeuvring through pedestrianised areas, narrow streets, and tight spots. It effortlessly navigates pavements and provides easy access to hard-to-reach areas."

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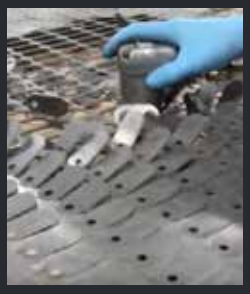
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We are delighted to showcase Machinery Supplies UK Ltd with our Production innovation Award.

Machinery Supplies UK Ltd is a supplier of new and used sheet metal machinery, service spares consumables and accessories. Established in 2020, though still a new company, owner Andy Naylor brings a wealth of experience spanning over 35 years. The resident expert team of machine operators, software engineers and electronic & hydraulic engineers are on hand to help match customers with the right machinery and parts, even if they aren't in stock.

With a focus on premium customer service, Machinery Supplies UK offers a 24/7 Support Network for customers around the country and prides itself on its 'can do' winning attitude.

"I have been working with sheet metal machinery since I left school in the mid-1980's and now we sell the machines I used to operate. With a truly international outlook, we have sold machinery to the USA, Taiwan, Europe as well as all over the UK. The latest cutting-edge laser welding machinery is coming from China and I travel there regularly to meet with these high-end manufacturers," explained Andy.

Machinery Supplies UK provides the following new and used machinery and solutions to customers, both in stock and on-site available for demonstration with our team of experts:

- **Fiber Laser cutting machines**
- **CNC Punching Machines**
- **Press Brakes**
- **Used Machinery**
- **Material storage solutions**
- **Deburring equipment**
- **Laser cleaning equipment**
- **Fiber laser welding**
- **Laser parts and maintenance**
- **Laser accessories**

Fiber Lasers are widely used across industrial environments for a range of actions from marking, welding, cutting, cleaning, drilling, and much more and are renowned for advanced-precision. Furthermore, many companies appreciate the smaller carbon footprint, low maintenance and operating costs of Fiber Lasers. The engineers at Machinery Supplies UK offers support across most makes of Fiber Lasers and currently have the following two machines for sale:

- **NEW compact 3M x 1.5M 3kW Fiber Laser:** Manual pullout table complete with chiller, extraction filtration system, with Maxphotonics laser source. Full price: £59,000: including installation and warranty.
- **NEW 3M X 1.5M 6kW Fiber Laser:** Changeover table, chiller, extraction filter, with Raycus laser source. Full price: £119,000: including installation and warranty.

There is also a selection of used laser machines available of various kw and size ranges with chiller, extraction, software and fully installed package. This is a great addition to the circular economy, for those looking to invest in second-hand, reconditioned machinery, as part of sustainable best practice.

Machinery Supplies UK goes further than other suppliers by offering additional services such as Laser Slat Cleaners: designed to reducing part scratching and keep extraction flowing, part and parcel of laser bed longevity. This includes the 240v/415 v models for varying kW laser powered machinery. Furthermore, the Rhino Parter Hammer is renowned for making the removal of tabbed laser cut parts much easier, using a handy automation impact vibration to break the tabs.

The wide selection of Press Breaks include makes such as Amada, Trumpf and Bystronic from small compact to large tonnage and bed sizes, all fully checked tested, serviced and prepared and comes with a full warranty. The team can provide tooling at an extra cost and all machinery is installed on-site, with full training given to operators. These press brakes can bend thick materials across various applications from construction, automotive, aerospace, agriculture to oil and gas.

TRUMPF is widely considered to be the pinnacle of German machinery manufacturing across the entire machine tool, laser and electronics sectors. Regarded as a world-leader in machine tools for flexible sheet metal processing, the TRUMPF CNC Punching Machines are in high demand across the UK and further afield. The expert engineering team at Machinery Supplies UK provides an extensive range of TRUMPF accessories from cartridges, multitools, collars, die adaptors and expert advice as well as spares and consumables.

"Our DEBURRING machines also offer exceptional value, adding the final finish and touch to the laser cut parts. From simple deburring to re-graining, our process of materials solutions are available to fit customer requirements."

"We are forever liaising with our NEW equipment suppliers in order to bring only the premium UK market high quality sheet metal working equipment, coupled with our faultless aftersales support."

"Our new state of the art East Yorkshire showroom will be opening later this year, when we will invite new and existing customers from across the industry. Watch this space!" added Andy.

For more information, please see the contact details below:
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THE DNA OF SAFETY

SPIROL introduces new precision machined compression limiters to protect plastic assemblies

SPIROL is pleased to introduce the new Series CL6000 lightweight, lead-free, Aluminum Precision Machined Compression Limiters. Compression Limiters are designed to reinforce high stress joints in plastic assemblies where bolts are used to connect two components to each other. They protect the plastic from excessive compression by absorbing the load when the bolt is tightened to the recommended tightening torque. This ensures the durability and reliability of the joint throughout the product's lifespan.

The CL6000 is machined from 2024 grade aluminum which provides the best combination of strength, corrosion resistance, machineability and cost. The CL6000 aluminum Compression Limiters are 40% stronger and 1/3 the weight of the same Compression Limiter manufactured from brass.

For applications that require extra bearing surface for the mating component, the CL6100 Headed Compression Limiter has all of the same features of the CL6000, with the addition of a head. In addition, for applications that require a galvanic alternative to aluminum, SPIROL is simultaneously launching the new CL8000 brass precision machined Compression Limiters, as well as the CL8100 headed brass version.

SPIROL offers several different standard types of Compression Limiters to meet specific application requirements and assembly methods. The current Series CL600 & CL800 lines of machined Compression Limiters are being replaced with the enhanced CL6000 and CL8000 based on the following benefits:

- **Precision:** Enhanced control of critical features and better geometric dimensioning and tolerancing make this series ideal for highly automated or molded-in assembly processes.
- **Retention:** Superior knurl formation and control result in more consistent and robust retention performance in post-mold assembly processes.
- **Product Range:** Larger selection of standard products to meet expansive application requirements and preferences.

The new standard Precision Machined Compression Limiters are available in a wide range of standard sizes, in both aluminum and brass, and in headed and non-headed configurations.

- The attached data sheets detail the specifications of the new aluminum Series CL6000 & CL6100 and brass Series CL8000 & CL8100 Compression Limiters.
- Download the latest **SPIROL Compression Limiters Design Guide** for the specifications of all standard Compression Limiters, as well as information about how to design-in and install the most appropriate Compression Limiter for your assembly!



The function and total overall cost of the assembly vary drastically based on the type of Compression Limiter used in the application. SPIROL's Engineering team will help determine the most appropriate Compression Limiter based on the specific application and assembly requirements.

For complimentary design assistance, contact the nearest SPIROL location or simply request Technical Support for help determining the most appropriate Compression Limiter for your assembly!

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DEEP HOLE DRILLING SYSTEMS

Our proven process: How UNISIG leverages experience & expertise to solve customer challenges





For over 40 years, we've helped our customers achieve success in deep hole drilling, providing them with the machines, automation and support they need to be competitive and profitable.

We have found that the initial energy we and our customers spend at the beginning of a quoting process pays off throughout the entire project, from inception to installation. We take a systemised approach not only during this critical phase but also throughout the entire sales process. This ensures there are no surprises and that our customers know exactly what they can expect when starting discussions with UNISIG about their gundrilling and deep hole drilling needs.

This is our approach at UNISIG:

1. We listen to our customers, ask questions and understand what they need.
This may seem obvious, but often the temptation is there to just skip to a quote because we think we know what is needed after a brief discussion. Sometimes that is true, when the application is straightforward and familiar, or it is something we have a packaged solution for. We always try to make the quoting process quick and efficient, but there are times when the application deserves a more in-depth conversation. Our salespeople and engineers listen very carefully and often pick up on small details – a specific tolerance, material condition, process requirement or a future need for flexibility – that may change our recommendations.

When it makes sense, our experienced sales team or engineers will visit a customer to see what is needed firsthand. Whether a site visit or just a virtual meeting, this initial investment of time to clarify the need saves the customer money and provides them a truly valuable solution.

2. We first identify a standard solution from our product line that can be applied at the lowest cost and shortest delivery possible.
At UNISIG, our product development mindset is to systemise solutions from our experience in many different industries, make them automation ready and embed application flexibility whenever possible. We invest millions of dollars annually in our product line and related spare parts, giving us a strong starting point for new applications. Our standard product line encompasses much more than machines, including standard automation, workholding, accessories and tooling that we can offer as part of the solution.

Once we have identified a standard machine as a starting point, our engineers seek out smart, practical ways to meet the customer's application needs. The goal is to innovate within the machining operation planning, work holding or automation, as opposed to engineering a completely special solution without first exhausting opportunities to solve problems with standard products.

For our customers, this approach provides them a reliable, standard machine that can be used for many years and that has the built-in flexibility for easy re-tooling to adapt to future needs. For us, initially working within the boundaries of our catalogue cultivates new ideas that can then be applied to improve our standard products as well as help us direct future research and development budgets.

3. If a standard solution isn't available, we consider a customised solution and we stand behind it.
UNISIG is very good at building customised machines, and we do so often. Once we and our customers agree that a special solution is needed, we move forward with a great deal of confidence and experience. We start by evaluating how we might approach the design using standard modules or proven concepts, thus eliminating long debug cycles and/or high costs. Then we use our mechanical and electrical engineering disciplines to virtually test the new machine before we build it.

One of the key reasons our customers are confident moving forward with a UNISIG custom machine is that they know we will stand behind it and that we have substantial capabilities to ensure it always exceeds their production expectations. We approach these special projects with the mindset that a custom machine will be used for decades in production, which is why we provide the same documentation and long-term technical support for all our machines whether standard or custom.

4. If a commodity solution is readily available, we recommend that rather than upsell a machine the customer doesn't need.
We build machines that can gundrill or BTA drill deep holes that are impossible to drill on machining centres. Even if it may be possible to drill some deep holes on a CNC machining centre, our machines have the power, speed, dimensional accuracy, spindle density, coolant systems and process control that will improve productivity, tool life and reliability.

Typically, though, when a customer comes to UNISIG with a specific part need, at that point they've most likely already struggled with a conventional machine and realised that a deep hole drilling machine is obviously the way to go.

However, our team knows how to identify whether or not an application would truly benefit from a UNISIG solution. When it wouldn't, we will suggest viable alternatives. It's not that we don't want to sell a machine. But the fact is that our experience has shown that at some point the alternative-solution direction becomes obvious, and we want to make that apparent early on in the process so as to avoid wasting a lot of our customer's time.

Our customers expect the best from us, and we believe that our proven process ensures we never disappoint. Our goal is to leverage our core values to serve our customers as best we can and build strong, productive relationships for years to come.

For more information:
www.unisig.com

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Swivel joints will allow the movement on a slowly rotating drum or remove the damaging effect of twisting on hoses. The photo is of a 3" hardened carbon steel unit with specific end connections for use in the oil and gas drilling. Please visit our Previous Projects page on our website for more examples of our swivels in use.

We have off-the-shelf solutions that are ready to go, or we can redesign and in-house manufacture to enable a quick turn-around with minimal fuss and maximum design experience.

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Shedding further light on LED terminology



The last 10 years has seen an incredible shift in lighting technology as LEDs continue to dominate the market and penetrate new applications and industries.

This has bought a range of challenges, one of which is how to choose the correct supplier and product for your company's lighting needs.

The first step, inevitably, involves unpicking the myriad of terms which LED product suppliers use to describe their products.

Purchasing professionals involved in the procurement of lighting products will have observed the transition from the use of the Watt (a measure of electrical power) to the Lumen (a measure of emitted light). However, there is a further range of concepts and terms that are also essential to understanding products that emit light. What follows is a brief explanation of two of the most useful.

LED Life & Lumen Maintenance
Historically, the longevity of traditional light sources was classified using 'average life.' In incandescent filament lamps this was the average time for 50% of the lamps under test to catastrophically fail under laboratory conditions.

It is important to note that this means that some of the lamps would have failed before the quoted figure for their average life.

LEDs tend not to fail catastrophically. Instead, LED light output degrades gradually over time. In many applications therefore, it is essential to understand what happens to the light output of a product over time.

This leads to the concept of lumen maintenance which, for an LED, is the elapsed operating time over which an LED light source maintains a given percentage of its initial life output.

Lumen maintenance can vary based upon many factors including operating temperature and drive current. It can also vary between manufacturers due to the selection of different materials and packaging methods.

This makes it increasingly difficult for purchasing professionals to compare and select products, however, the need for a standardization of how such information is presented has long been recognized by the lighting industry. The Illumination Engineering Society of North America (IESNA) has published guidelines regarding the testing of LED components and LED lighting products.

IESNA LM-79-19 details the approved methods for taking electrical and photometric measurement of solid-state lighting products.

IESNA LM-80-08 details the approved methods for measuring lumen maintenance of LED packages, arrays and modules.



As it is not reasonable to expect LED and lighting manufacturers to test products for years prior to release, IESNA also published TM-21-11. This document provides guidance on projecting long term lumen maintenance based upon initial test results.

In combination, these 3 documents have led to many leading LED manufacturers providing 'L' values for their product. For example, an LED module with a rating of L70 = 25,000 hours indicates that the luminous flux of the module will be 70% of the initial value after 25,000 hours.

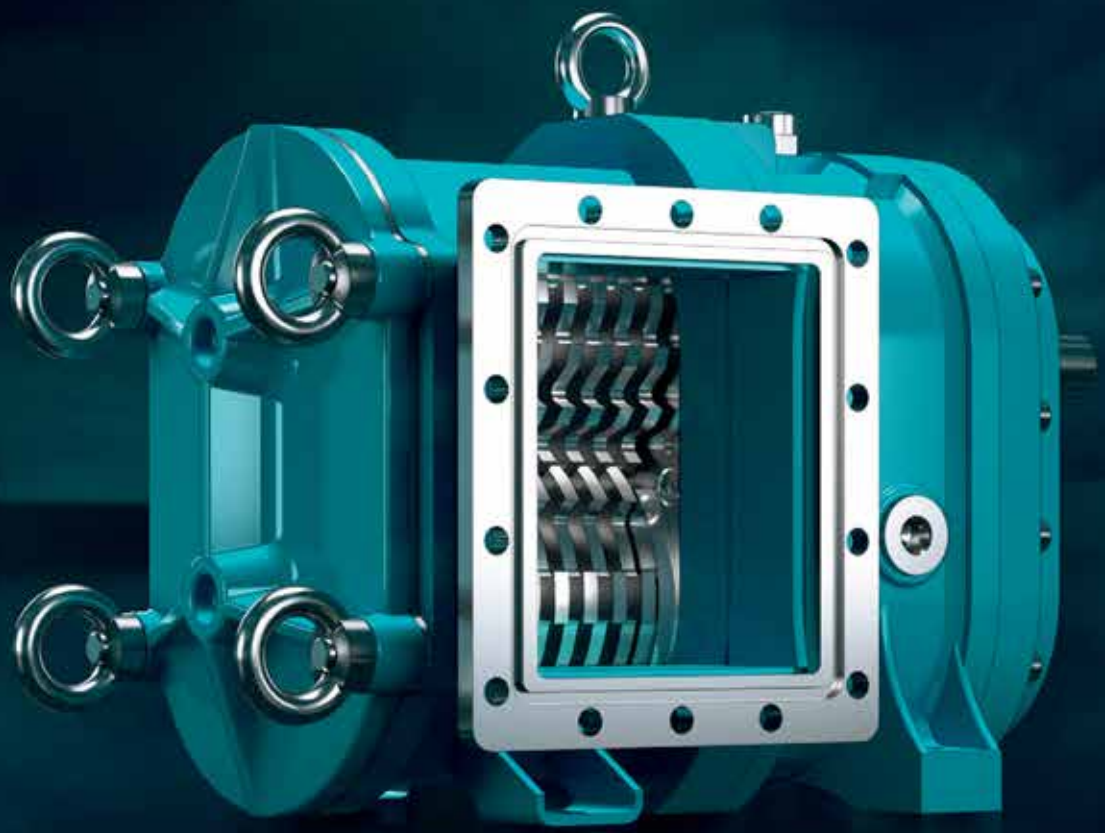
Whilst such data may not be available for legacy products, many LED users - such as CML Innovative Technologies – now insist upon receiving the aforementioned data for lighting products to be considered in new designs.

Contact Roger Neal,
Commercial Manager,
CML Innovative Technologies Ltd
www.cml-it.com



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Leicester Bearings announces Partnership with Inpro/Seal for Bearing Protection Products

Leicester Bearings, a leading nationwide provider of engineering components, consumables and associated mechanical services, is pleased to announce its partnership with Inpro/Seal, a reputable manufacturer and distributor specialising in industrial and mechanical bearing protection components. This strategic collaboration aims to strengthen the distribution network for their high-quality bearing products in the UK.

Leicester Bearings has established itself as a trusted name in the engineering and mechanical distribution sector, known for its commitment to quality, reliability, and exceptional customer service. With an extensive network and a proven track record of delivering high quality products to various industries, they align seamlessly with Inpro/Seal's values and commitment to excellence.

The partnership with Inpro-seal marks a significant milestone for Leicester Bearings as they expand their reach and accessibility within the UK market. Customers can now expect easier access to state-of-the-art bearing protection products, designed to provide proven permanent bearing protection, enhance equipment reliability, reduce maintenance costs, and extend the lifespan of critical machinery, all at an affordable price point.

Carl North, Regional Sales Manager at Inpro/Seal, expressed enthusiasm about the collaboration, stating, "We are thrilled to welcome Leicester Bearings to our growing network of partners. Their dedication to providing top-tier solutions aligns perfectly with our commitment to delivering cutting-edge bearing protection products. Together, we look forward to serving the needs of the UK market more effectively."

Jamie March, Managing Director at Leicester Bearings commented on the partnership, "Leicester Bearings is excited to join forces with Inpro/Seal. This collaboration enhances our product portfolio and allows us to offer our customers access to premium bearing protection solutions. We are confident



that this partnership will bring mutual success and contribute to the satisfaction of our valued clients."

For nationwide enquiries, pricing, or to place an order for bearing protection products, please contact Leicester Bearings on: 0116 2549886, email: sales@leicesterbearings.co.uk or visit: www.leicesterbearings.co.uk



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Camberley Rubber produces a range of high-quality precision elastomeric pilot oxygen masks, CBRN tactical facemasks and life support systems to international defence forces together with bespoke products for the medical, energy, agricultural, aerospace and transport sectors to name just a few.

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Impact Technical Services Impact to educate and advise on LEV at Health & Safety event

Impact Technical Services is making its debut appearance at The Health & Safety Event at the NEC, Birmingham from April 30th–May 2nd.

Impact has been providing comprehensive LEV testing and extraction system design and installation for over 30 years and







throughout this time has continued to increase its level of service and competency to place itself head and shoulders above its competitors.

Ensuring a high level of competency and reliability for its customers has always been a high priority, but over recent years Impact has responded to the increasingly stringent requirements of the HSE by developing its nationwide team of technicians by extending their training to include further LEV qualifications with the British Occupational Hygiene Society (BOHS).

As an industry leader, Impact is perfectly placed to provide industry professionals with the information and support they require to operate safely where a hazardous substance is used, or airborne contaminants are present. They are urging visitors attending The Health & Safety Event to visit their stand (Hall 4 Stand K142) to discuss their requirements and to ensure they are protecting workers in compliance with COSHH regulations.

T 0116 2448855
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www.impacttechnicalservices.co.uk

Introducing the 5-Point Maintenance Program for On-Site Safety Shower!



At Aqua, we understand the importance of keeping your on-site safety product in optimal condition to ensure the well-being of your workforce. That's why we're excited to offer our comprehensive 5-Point Maintenance Program, designed to maximise the longevity and effectiveness of your safety equipment. With this program, you can minimise downtime, enhance safety compliance, and prolong the lifespan of your investment. Let's take a closer look at the five key points of our maintenance program:

Regular Inspections: Our team of trained technicians will conduct regular inspections of your on-site safety product, carefully examining each component for signs of wear, damage, or malfunction. By catching potential issues early on, we can address them protectively and prevent any major breakdowns or accidents.

Cleaning and Lubrication: Proper cleaning and lubrication are essential for the smooth functioning of your safety equipment. We will thoroughly clean all parts, removing dirt, debris, and other contaminants that could compromise performance. Additionally, we will apply appropriate lubricants to ensure optimal operation.

Maintenance and inspection: Failsafe maintenance and inspection are crucial to guarantee safe and reliable operation. Our experts will calibrate your safety product according to industry standards, making necessary adjustments to maintain availability in times of need. This step is vital for equipment used in remote site locations with variable environmental temperatures.

Component Replacement: Over time, certain safety product components may wear out or become obsolete. As part of our maintenance program, we will identify any worn-out parts and promptly replace them with high-quality, manufacturer-approved replacements. This proactive approach minimises the risk of equipment failure and maximises overall safety.

Documentation and Reporting: Our maintenance program includes comprehensive documentation and reporting. We will keep detailed records of all inspections, repairs, and replacements performed on your safety product. These records can be invaluable for compliance audits, insurance purposes, and tracking the maintenance history of your equipment.

By enrolling in our 5-Point Maintenance Program, you can enjoy the following benefits:

Enhanced safety: Regular maintenance ensures that your safety product is functioning optimally, reducing the risk of accidents and injuries.

Improved equipment lifespan: Proper care and maintenance extend the life of your safety equipment, saving you money on premature replacements.

Compliance assurance: Our program helps you stay in compliance with safety regulations and standards, giving you peace of mind during inspections.

Minimised downtime: Proactive maintenance reduces the likelihood of unexpected breakdowns, keeping your operations running smoothly.

Expert support: Our trained technicians possess the expertise to identify and address any issues, providing reliable and efficient service.

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SCHMERSAL THE DNA OF SAFETY sponsors this issue of Best Practice – see them on page 1

Colour Signals: Machine status is directly visible on the handle



Schmersal is to showcase its new door handle system at Hannover Messe 2024

Schmersal is set to showcase its new DHS door handle system at Hannover Messe 2024: the door handle unites the functions of a robust door handle with display of individual machine statuses using illumination in the handle itself. The door handle system is universally designed so that it can be optimally used with the AZM40 solenoid interlock, with safety sensors from the RSS36 and RSS260 series or as a stand-alone solution.

The handle signals different machine conditions over its area using seven different colours. The user can control the colours individually in order to signal defined machine status.

In addition, a push button is available, which can be individually adapted to customer requirements using the coloured push button caps supplied. The pushbutton can be used for tasks such as a reset function or a request to open the guard door.

The benefit: The DHS door handle system eliminates the need to install additional door handles and indicator lamps. The entire door system has been designed for integration into 40 mm profile systems.

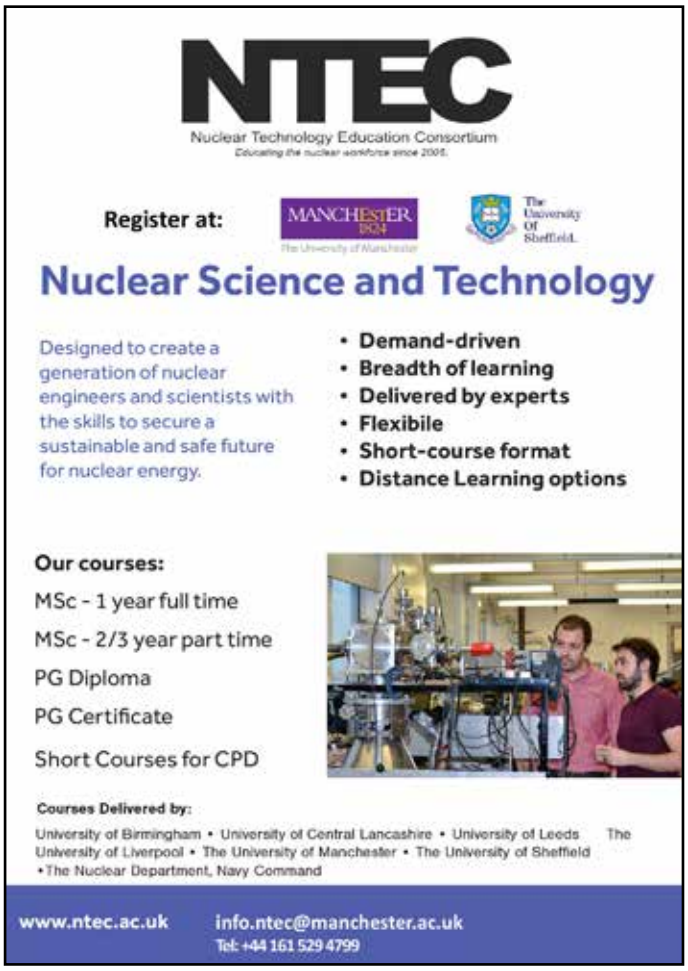
Another highlight of the door handle system product family is the new BDF40 control panel, which, with its flat design, adapts optimally to the AZM40 solenoid interlock. Two versions are available, with or without emergency stop function, both with interchangeable, colour button caps for illuminated or unilluminated pushbuttons.



A connector allows the control panel to be integrated effortlessly into the door system with AZM40 solenoid interlock and DHS door handle. As an alternative, it can also be installed as a standalone control panel. The 12-pin M12 connection enables rapid and reliable installation and can be optionally concealed with an MS assembly kit to guard against tampering.

Visit Schmersal at Hannover Messe between 22nd-26th April 2024: Stand D09, Hall 09.

www.schmersal.co.uk



Your future in the Nuclear Industry



Postgraduate training that is personalised, flexible and taught by experts – that is what's on offer from the Nuclear Technology Education Consortium, whose unique course aims to create the UK's next generation of nuclear experts, with the skills to secure a sustainable and safe nuclear industry.

Seven educational organisations in the UK who work together as NTEC to support the UK nuclear energy programme. Established in 2005 after consultation with the nuclear industry, NTEC provides a wide choice of Master's level course units for students with a science or engineering background, or relevant work experience, that are looking to enter the nuclear industry. The units are delivered in a short-course format of one-week duration that are suitable for full-time or part-time study. As well as the full Master's option, students can also study for a PG Diploma (eight units) or PG Certificate (four units) or take individual modules for continuing professional development.

The units cover a broad range of topics including nuclear policy and regulation, decommissioning, environmental remediation, radiological protection and reactor physics and are therefore suitable for students with a wide range of backgrounds and career aspirations. We engage with our Industry partners to establish which new skills/units are required and we are looking at introducing three new units to the portfolio for 2024-25; Control & Instrumentation and Functional Safety; Tritium and the Fusion Fuel Cycle; Primary Circuit Materials and Manufacturing.

With the consortium approach, students have access to a wide range of academic and industry experts that provide challenging vocational modules but also support the students through their studies, in preparation for a career in the nuclear industry. Students are helped with the transition from university to industry by completing an industry-based project as the final part of their degree.

www.ntec.ac.uk

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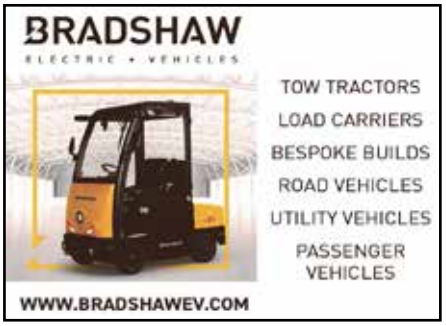
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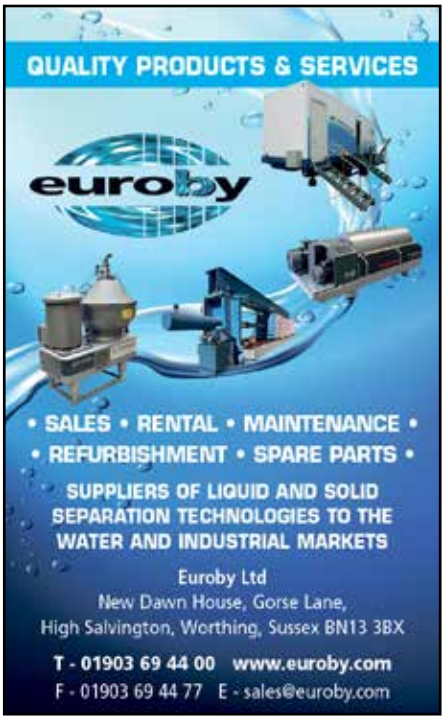
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