

# Best Practice



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## Coronavirus Business Interruption Loan Scheme

UTB has been approved for accreditation by the British Business Bank as a lender for the Government backed Coronavirus Business Interruption Loan Scheme (CBILS). UTB CBILS facilities are designed specifically to assist SME house builders, developers and investors whose businesses have been adversely impacted by the Coronavirus pandemic. The Bank will also begin offering CBILS Asset Finance facilities later this month.

CBILS, delivered through British Business Bank accredited lenders, is designed to support the continued provision of finance to UK smaller businesses (SMEs) during the Covid-19 outbreak. The scheme enables lenders to provide facilities of up to £5m to eligible smaller businesses across the UK who are experiencing lost or deferred revenues, leading to disruptions to their cashflow.

Under CBILS, UTB can now offer the following new facilities and further details can be found on UTB's website here: <https://www.utbank.co.uk/lending/cbils/>

1. UTB CBILS Junior Debt Term Loans
2. UTB CBILS Sales Period Finance Term Loans
3. UTB CBILS Investment Finance Term Loans

The UTB CBILS facilities are available to house builders, developers and property investors. These loans can share security with the existing UTB product suite, thereby increasing facilities to £25m. These can be used for property development, investment or bridging facilities across residential, commercial and mixed use schemes.

Contact [www.utbank.co.uk](http://www.utbank.co.uk)



**Curtiss-Wright**  
see them on page.....3

**Unisig**  
see them on pages.....4/5

## Still buying one trip cardboard boxes ?

**You could be saving a fortune !**

Maxim's extensively reusable transit packaging is providing **HUGE SAVINGS FOR CUSTOMERS RIGHT NOW**

Compared to a cardboard box at around £1.50 Maxim's 'corrugated plastic' cases will do many trips **at just pence per trip !**

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## Leader in Odour Control and Biogas Cleaning Units

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- Skid Mounted Odour Control Units -  
Media Replacements - OCU Health Checks

**Imtex Controls**  
see them on page..... 7

**Fimark Ltd**  
see them on page..... 14

## New distributorship for Cinderella eco solution

LeeSan continues to support Cinderella as the sole UK distributor of Cinderella Eco Solution incinerating toilets.

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

The end product is just clean ash. The toilet may be used around 70 times before emptying is required. Cinderella Motion is a further

development of the popular Cinderella incineration toilet currently installed by over 60,000 users worldwide.

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

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

to public utilities.

Since incineration toilets do not require the installation of a water supply or costly septic systems, and do not demand ongoing and messy work to process waste, their slightly higher unit price is heavily offset by lower maintenance over time, providing a substantially lower total cost of ownership than other solutions, both in terms of money and headache.

**T +44 (0)1295 770000**  
**info@leesan.com**  
**www.leesan.com**



## How to effectively protect your workplace

Is following the government's advice enough? It's all good and well washing hands regularly and maintaining a 2 metre distance but is there anything further we can feasibly do to protect our office spaces and workforces?



The simple answer is yes there is actually a lot of cost-effective equipment that could be put in place quickly and easily to actively assist in lowering or eliminating the viral risk in offices and shared spaces.

More air changes, more ventilation, whether this is in the form of opening windows or increased mechanical ventilation, diluting the viral load with this method will lower the risk but obviously not eliminate it and does nothing for anything that may be hiding on surfaces, door handles, keyboards or other office equipment with a surface capable of transferring pathogens between individuals.

Air Filtration, again similar to above, anything captured in the filter will be removed and eliminated providing the filtration is up to the correct standard. HEPA filters should be of medical grade H14.

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BRITISH MARINE PUMP

## Minimise downtime, optimise plant efficiency

Rotech Systems manufactures shaft encoders, speed relays and vibration sensors for monitoring and measuring the speed, position and direction of rotating shafts. Supplying the global market place, Rotech is well-known for its high quality, high reliability and high durability equipment, boasting an unrivalled reputation across the world.

Thanks to the equipment's tough, strong and heavy-duty construction, users benefit from years of maintenance free operation, even in the harshest industrial environments such as quarries and mines. With simple, quick installation, this equipment is found frequently in the bulk handling and processing industries, protecting conveyors, elevators, screws, crushers, mixers, and much more.

The heavy-duty sensors are installed on the end of the shaft or belt being monitored. They send an electrical signal proportional to the speed of the shaft/belt to a control unit. The alarm level of the control unit is set to just below the normal running speed of the shaft. Should the shaft/belt slow down to below this set level, the control unit can be connected to give an audible or visual alarm to the operator, and/or shut down preceding items of plant.

**Contact**  
**T +44 (0)151 356 2322**  
**sales@rotechsystems.co.uk**  
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# ROTECH SYSTEMS

**Manufacturers of Shaft Encoders, Speed Relays and Vibration Sensors, UK**

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# Experts in Life Extension of Materials & Critical Components



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

technologies across multiple sectors, including commercial and industrial, defence, power, metals, aerospace and much more.

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

treatments such as thermal spray coatings, solid film lubricants, shot peening technology and much more.

Curtiss-Wright Surface Technologies, one of their most well-known and international subsidiaries, specialises in providing material surface treatment solutions, focuses on enhancing the performance of critical materials and components. As many of their clients are in heavy engineering based industries, critical components are often of vital importance. Not only do they need to be specially designed to precision specifications, but they need to be long lasting and properly maintained too.

Curtiss-Wright Surface Technologies can offer clients a comprehensive material treatments service that covers silicone, plastic and electronic components, coatings, shot and laser peening, material analysis, testing, repair and maintenance.

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

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

Their range of coating solutions includes thermal spray/HVOF coatings, solid film lubricants, liquid coatings, and parylene conformal coatings. Not only that, but Curtiss-Wright Surface Technologies also offer repair and overhaul for gas and steam turbine components, as well as laboratory testing and process verification for: salt spray corrosion testing, U.V testing and development of their own bespoke coating systems such as Everlube®, Microseal, and Flurene Lube-Lok®, sacrificial aluminium coatings, diffusion coatings and pre-treatments. Metal and material surface solutions are a huge part of why Curtiss-Wright Surface Technologies has become such an internationally recognised name. In addition to their famous controlled shot peening process, the company can provide highly effective and controlled Laser Peening for components in turbine engines, aircraft structures, wing skins and more. This specialist process puts exceptionally deep residual compressive stress in certain parts of a component to prevent crack initiation and fatigue. Not only does this allow the component to resist damage from erosion, strike damage, fretting, and corrosion, but it can also better withstand pressure from both low cycle/high stress and high cycle/low stress situations. Better yet, their laser peening ensures quality control, precise application and poses no risk of process contamination.

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

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

Contact  
T +44 (0)1635 279621  
[www.cwst.co.uk](http://www.cwst.co.uk)



## Surface Technologies

[www.cwst.co.uk](http://www.cwst.co.uk)

## Increasing life and performance of critical components

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

### Range of Surface Treatments

Our wide range of surface finishing services and products include:

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



For more information and full worldwide contact details:  
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**UNISIG**

## UNISIG TAKES MOLDMAKERS FURTHER

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Find out more at [www.UNISIG.com](http://www.UNISIG.com)



# Drilling deep to success

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

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

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

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



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

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

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



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

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

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

T +49 (0)7125 9687590  
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hardware, and include the integration of premium components such as FAG, INA, Parker, Rexroth, Rohm, Schunk, SKF, Wittenstein Alpha and ZF. Products are designed following all applicable ISO, DIN and IEC standard, and are exported worldwide."

UNISIG supplies their products and services to a



## Optimise Your Marketing Potential with Fiona Ellingham at Opportunity Marketing

Opportunity Marketing was first established in 2008, designed to fill the gap in the market for strategic support for SMEs requiring marketing guidance. Opportunity Marketing delivers an array of marketing focused services, tried and tested and applicable to help virtually any business.

Providing a complete marketing consultancy solution alongside short term solutions and assistance services, Opportunity Marketing offers a selection of marketing packages, designed to assist

clients with marketing strategy, marketing implementation and marketing mentoring. Delivering an extremely personal consultancy service, the company provides a varied selection of services including marketing consultancy, marketing health check audit, fast track marketing plan and full marketing strategy.

"The marketing packages enable businesses to understand their marketing challenges and help them to create, implement and execute strategic

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

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



Contact  
<http://bit.ly/33CEE0j>

## Hello Dolly - New product takes centre stage in theatre of manufacturing



Aldershot-based machine element manufacturer FATH Components continues to introduce new product families to add to its 'Lean' range of Industry 4.0 offerings. 12 key products have already been revealed, with a further addition arriving shortly in the form of a new load-carrying dolly. It is aimed squarely at manufacturers keen to reduce both operating costs and carbon footprint by eliminating the use of gas, diesel or battery powered load carrying devices between locations on the shop floor.

FATH states that the new dollies are a perfect fit for small loads and Euro pallets, and that the dollies are available with a choice of either four swivelling wheels or two fixed and two swivelling. To assure smooth and safe use on different types of factory/warehouse flooring, the wheels can be specified in different materials and are premium quality items sourced from Blickle, world leaders in castor technology. Moreover, unlike many cheaper alternatives, the castors fitted to FATH trollies are fully interchangeable to offer customers even greater freedoms of use. A handy drawbar facility on the new dollies means that small trains can be utilised when necessary.

Other products in the new 'Lean' range include many of the elements which remain vital to efficient manufacturing processes including visual pockets, label holders (both self-adhesive and magnetic), shelf label systems and a new collection of floor-mounted signage. A selection of briefing boards, note boards, Kanban labelling devices and magnetic document holders complete the new wave of useful equipment now available in the extended FATH 'Lean' range.

Commenting on the arrival of the new additions to a standard stock list that now exceeds 23,000 different machine elements and assistive manufacturing equipment, much of it available ex-stock from Aldershot, FATH Components UK Managing Director David Hayes says "The imminent introduction of the new dolly system will be welcomed by an increasing number of operators, especially SME's that cannot justify the costs of powered Euro container or pallet handling. Larger manufacturing plants with the need to move things between departments will also recognise the advantages of small size and greater flexibility".

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# Monitoring Valve Health through IIoT

As Industry begins to explore the potential benefits of embracing plant level digitisation, the opportunity to significantly increase efficiency through effective condition monitoring of equipment is clear.

With the 1000s of valves typically used on any plant being one of the primary causes for unscheduled production downtime, huge potential savings can be realised through effective monitoring of their performance. Most plants already have one form of valve condition monitoring device installed, namely the smart valve positioner on control valves. However, few utilise or even realise the diagnostic capabilities of these instruments, and, even where plants have tried to use positioners for condition

monitoring, operational and knowledge limitations has only afforded minimal benefits. Where automation and instrumentation requirements are relatively low, as is the case with on/off valves that do not require the control functionality of a valve positioner, it can be difficult to justify the time and money involved with installing a smart positioner to provide condition monitoring information.

A number of companies have tried to develop bespoke systems for on/off valve applications but they can present the end user with other operational, financial and/or functional implementation issues. They are generally more costly than traditional feedback systems, can require installation of new wiring and hardware



and can have software integration issues. Operationally, they will typically require site personnel to 'harvest' data and trained personnel to perform data review. These tasks will often be overlooked or performed un-systematically, resulting in the potential benefits of the system used to not be fully realised.

## Condition Monitoring Solution for Automated On/Off Valves - A Wish list

When asked what a condition monitoring solution for an automated on/off valve should look like, most plant operators have common desires. These are:

The system should be simple to install - This should apply to both new installations and, importantly for retrofit applications as there are vast swathes of valves already installed that would benefit from condition monitoring

The system should have no impact on Plant Control - Any condition monitoring system should not have the potential to compromise safe plant control or operation, preferably working in parallel with DCS/PCS operations

The system should not require additional wiring - For retrofit applications, any equipment installed for condition monitoring should not require additional wiring to enable it to operate. Installing new wiring infrastructure is very complicated and expensive and would make the case for fitting a system difficult to justify

The system should not require additional software within the Process Control Environment - Similar to wiring, introducing additional software into the process control environment can be difficult. Not only can software integration be challenging and expensive, but there is also the potential for security issues to arise which could have disastrous effects

The system should be fully automated - Plant operations teams are busy people, and tasking them with additional work, such as collecting data from valves, is not desirable. As such, any condition monitoring system should be capable of harvesting data automatically and sending it for analysis without the requirement for plant personnel to be involved.



The system should be an extremely cost effective solution - In an ever more competitive economic environment, pressures on capital budgets are high. Therefore, any condition monitoring solution must be able to demonstrate a clear financial case. This means keeping the additional pressure on capital project budgets to the absolute minimum whilst providing the operational cost benefits that condition monitoring offers.

## Introducing a REAL IIoT Valve Diagnostic Monitoring Solution

Imtex Controls, a valve automation and communication company based in the UK, has recently introduced a valve condition monitoring solution targeted at the on/off valve market that addresses the implementation and operational demands that end users have. The technology, called Valvescan Diagnostic and Monitoring System (VDMS), has been designed to provide clear condition data for automated on/off valves without tasking the plant level operations team with any additional work plan requirements or creating any potential to compromise plant safety.

VDMS can be deployed in both green field and brown field applications with minimal additional infrastructure requirements. By comparing current performance signatures with historic 'as new' data, the system provides an assessment of the current health of the automated valve assembly with the goal of predicting a 'time to failure' value for the valve. Maintenance and pro-active interventions can then be scheduled in advance of any issues.

Find out more at [www.imtex-control.com](http://www.imtex-control.com) or call us on: 08700 340 002



We make *Solutions*...  
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**It is a true IIoT solution for automated valves.**

This system is not only a pioneering development in valve monitoring, it is also;

- Cost effective and easy to install
- Works with all existing valve systems
- Enables data retrieval and transmission to the cloud
- Provides a 'real time health' check on the valve and alerts when performance drop off is detected

Contact us to find out more:  
08700 340 002  
[www.imtex-controls.com](http://www.imtex-controls.com)



# PERFECT BINDERY SOLUTIONS



We are extremely busy at PBS doing service jobs, refurbishing our showroom, reorganising the spare parts department and completely re-designing our new catalogue, which will contain many new machines.

On 1 May we registered a new company (operating from our existing offices) called Risetec UK Ltd. This company has been formed at the request of our colleagues in Italy who we represent. They supply high quality binders, 3KTs, and stackers. These sales remain under the PBS banner alongside Risetec UK limited which will specialise in Automated Parcel Sortation Systems.

There are a number of successful installations in France and Italy and we believe that there should be a good UK market for this technology. The systems are suitable for

distribution centres, manufacturers and large digital printers for direct delivery of books to final customers. The systems incorporate automated scanning, volumetric calculation and weighing which in turn eliminates mistakes and reduces manual sorting. Now the challenge is to find suitable companies who need to raise the level of efficiency and accuracy to deliver the ever increasing parcel movements. There are good quality videos available on YouTube demonstrating this technology.

We know that from recent discussions, companies in the printing industry are focusing

on the elimination of plastic products and starting (or increasing) manufacturing in the UK for environmental reasons. To support this idea, we have noticed a significant increase in transport costs from the Far East ie our shipper advised today that price has risen from £1.20/kg to £5.27/kg! We therefore anticipate a significant change in the job market with an increase in manufacturing and environmental activities. We have already noticed that we have almost eliminated air pollution and traffic congestion. Let us look forward to a cleaner future.

[www.binderysolutions.co.uk](http://www.binderysolutions.co.uk)

## Hooper Services Ltd

Hooper Services Ltd and TSM Srl are proud to present the willmop 50 - the next generation of floor cleaning innovation!



Within the vast majority of the cleaning industry, personnel are still having to use a mop and bucket, forfeiting the ability to achieve a deep clean.

This is due to the fact that many of the cleaning machines available today are unable to combine the flexibility afforded by a traditional mop with the cleaning power of a professional floor scrubber dryer.

willmop 50 has been ergonomically designed to allow for maximum control with minimum effort; personnel can easily and safely operate the machine with one-hand without any loss of performance or unnecessary strain on the body.

It's time to say "good bye" to the traditional mop and bucket!

T 023 9263 0276  
[daveclark@hooperservices.co.uk](mailto:daveclark@hooperservices.co.uk)

## 48" TFT-LCD Display Spanpixel series

New from Litemax, the SSD4805-Y from the Spanpixel (LCD resizing) series. The 48" TFT-LCD display offers a very wide screen, suitable for sunlight readability and displaying informative messages, promotional content and high resolution imagery.



Standard LCD displays come with standard aspect ratios, which would not fit in spaces such as on-board train cars, taxi tops and much more. The 48" wide screen features aspect ratio 16:4 and resolution of 3840 x 720. The screen works to 1000nits and has improved power efficiency LED backlighting.

The new model has an operating temperature of 0°C - 50°C making it suitable for an enclosed environment like transportation displays.

The SSD4805-YNU offers a display area of 1194.048 mm (H) and 223.884 mm (V) and measures 1223 x 253.4 x 72.2mm with a viewing angle of 178° (H), 178° (V). Available interfaces via AD board are DVI, HDMI and DP.

If you would like further information on this product or any of our Litemax displays, please feel free to contact us with details on your next project or click here to find out more about Litemax.

T +44 (0) 1480 411600  
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# IMAGINE...

## if packages knew where they were going

imagine...

+

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MANUFACTURERS AND DISTRIBUTORS OF MACHINE KNIVES TO ALL INDUSTRIES



# Pick Protection that is right for your organisation

If you're familiar with lone worker solutions, you'll know they usually come in the form of dedicated GPS devices that link to a 24/7 alarm receiving centre (ARC) and are usually accredited to BS:8484.

When the employee is in distress, they can activate an SOS alarm and the centre will follow a pre-defined escalation protocol.

The landscape for protecting lone and

at-risk workers is changing as technology evolves. There are now many more options to choose from to ensure you have the right solution in place to best mitigate specific risks.

Smartphone applications are fast becoming the most popular form of protection, not only as they are the most cost-effective solution but since employees always carry their phone on them and keep it charged, it results in a

much higher rate of user adoption. Our App can also be paired with a wearable Bluetooth trigger to make SOS alarm activation even easier.

Other options for monitoring now include companies using their existing security resource or control rooms as opposed to external ARCs, or programming personalised emergency contacts to be the first point of call. Both these options can strip out two-thirds of overall costs.



How could you best protect your employees?

T 0141 229 0048

## Protective fabric technologies



INVISTA's CORDURA® brand is broadening its portfolio of protect performance fabric technologies suitable for today's workwear environments.

Combining science and technology to provide technical performance solutions for workwear, these innovations support the brand's commitment to developing durable fibre and fabric technologies designed to help people "live durable".

Cindy McNaull, global CORDURA® brand and marketing director, said: "In collaboration with our strong mill partners, we are dedicated to developing cutting edge solutions that power the work and protectiveness of the future."

### About CORDURA® Brand

INVISTA's CORDURA® brand essence celebrates individual durability: As Long As The World Is Full Of Durable People, We'll Keep Making Durable Fabrics™. Known for its resistance to abrasions, tears and scuffs, CORDURA® fabric is a primary ingredient in many of the world's leading high-performance gear and apparel products ranging from luggage, upholstery and backpacks to footwear, military equipment, tactical wear, workwear and performance apparel. The CORDURA® brand is a registered trademark of INVISTA, one of the world's largest integrated polymer, intermediates and fibers businesses. To distinguish the CORDURA® brand, the word "CORDURA®" must be spelled out in all caps and used with an ®, and it must be followed by the word "brand" or "fabric."

### About INVISTA

With leading brands including LYCRA®, COOLMAX®, CORDURA®, STAINMASTER® and ANTRON®, INVISTA is one of the world's largest integrated producers of chemical intermediates, polymers and fibers. The company's advantaged technologies for nylon, spandex and polyester are used to produce clothing, carpet, car parts and countless other everyday products. Headquartered in the United States, INVISTA operates in more than 20 countries and has about 10,000 employees.

Get in touch with a member of the CORDURA team.

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# Safer, cost-effective drive system for sectional overhead doors

We are proud to feature Campisa for our BP Recommends profile.

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

One of Campisa's unique offerings is its

Fidelity® drive system, featuring special hydraulic motorisation combined with a console for the management of sectional doors and loading ramps. This innovative and patented technology recently won the Warehouse Infrastructure category of the prestigious Design4Safety Awards at the IMHX show at Birmingham's NEC in September last year.

"In the European market, there are only four other major players in the area, who

all produce the same kinds of levellers, shelters and industrial doors," explained Alan Jenkins. "When we exhibited at the NEC, it was our unique Fidelity® drive system which garnered a lot of interest. With a conventional loading bay, you need about 1.5kWh of power. Our hydraulic drive system uses about 0.75kWh power, half that required of a conventional loading bay. This leads to significant



**CAMPISA**  
UNITED KINGDOM

power and cost savings throughout the year, so it's sparked a lot of interest in companies which are looking to improve the efficiency of their warehousing and reduce costs."



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

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

## Campisa: The certainty of a sure choice

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

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

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

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info@campisa.co.uk  
www.campisa.co.uk



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

The lack of cable drums and springs also means a notable reduction in maintenance costs. "It's very expensive to replace these components. With the Fidelity system, maintenance costs are virtually non-existent, so the end user gets to benefit from reduced spending on power and the ongoing service of the equipment, as well as a far safer working environment."

Although there were some significant setbacks brought about by the COVID-19 pandemic, there seem to be encouraging signs for future growth, Alan explains. "COVID-19 has inspired a lot of people to buy online more than they would have done, and these products have got to come from a warehouse. So once there is stability back in the market, I think there will be a big boom in the warehousing and distribution market, as people increase their stockholding and build new sites for warehousing and distribution."

For more information on everything Campisa offers, head to the website or get in touch using the details below.

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The sectional door is the closure elements of the loading bay, a key element for the purposes of energy saving and security.



### CHOOSE THE DOCK SHELTERS

Dock shelters are fundamental parts of loading bays, sealing the room between the van and the building to avoid harmful draughts.

Campisa operates throughout the world through a widespread network of business partners. As a Campisa partner you will be able to offer a highly innovative and quality product. Our dealer network can benefit from effective, timely technical support and Project Assistant service that allows you to analyze project data to maximize security, energy performance and productivity of your warehouse.

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## Bespoke hinges growing in popularity



The ever-growing demand for bespoke products is a challenge Gold & Wassall have accepted with enthusiasm. In the past 12 months G&W passed the landmark of producing their 250,000th unique hinge design, and with the aid of their expert design team and in-house toolroom, they show no signs of stopping there.

Sales Manager Scott Bareham commented "Of course, we have our huge stock range of hinges - we stock approximately 50,000 hinges on average. However, we see increasing demand every day for bespoke hinges. It doesn't just come from one source - we expect this level of detail from our bigger customers - but we are seeing an increase in unique requirements from all corners of our customer base. Our in-house toolroom enables us to create almost any piercing pattern and crank pattern, as well as shaping and cut outs.

When it comes to bigger quantities it's pretty labour intensive to be drilling and countersinking holes to a set pattern, whereas we have the capability to produce a tool specific to the hinge. This reduces labour costs and time significantly.

We now find ourselves adding all manner of fittings to hinges too - threaded studs, weld nuts, ball studs were once a rarity, now they are common on a lot of hinges. Our bespoke service isn't limited to simply the shape and size of the hinge, we are producing a wider variety of finishes to hinges than ever before. A recent project saw the exploration of laser engraving a powder coated hinge with the customer logo, which proved very successful.

Producing bespoke hinges is certainly one of our biggest strengths, and the ever-increasing imagination of our customers is what keeps us on our toes on a daily basis."

Contact  
[www.goldwassallhinges.co.uk](http://www.goldwassallhinges.co.uk)

## Presentation is everything

The Art of Presentation is a multi-disciplined mock up agency that specialises in the creation of most 2D and 3D packaging requirements, proofing and finishing. Demonstrating a magnitude of experience having worked with many companies in the past, The Art of Presentation has a growing presence in the design industry and is renowned for its outstanding quality services at fair, cost effective prices.

From the company's location in London, the company provides all its services in house in its 6500 sq ft unit which features: two main client areas, one in the Litho department and one in the finishing/screen department. In between these units, the company maintains its repro department which houses two CTP (Computer-to-Plate) machines and a conventional image setter with film output.

In terms of its services, The Art of



Presentation provides: 2D Packaging, 3D Packaging, Silkscreen Printing, Foil Blocking, Embossing, Debossing, Laser Cutting, Art Working, Litho Production, Cutting and Creasing and Cold Foiling.

At the heart of The Art of Presentation's production is its expert team of highly skilled individuals with a plethora of industry knowledge and passion for their work. The team are able to carry out plate or artwork amends quickly within an amount minutes and the company never produces prints or effects that are not

achievable in production.

With over 146 collective years in dealing with this type of work, The Art of Presentation guarantees that its clients can rest assured that every product will be finished to a high standard.

As a company, The Art of Presentation is extremely pro-active and boasts industry knowledge which is second to none. Excelling in its mission to provide the best quality services, The Art of Presentation is well equipped in quickly solving any print and effects problems and is constantly striving to challenge the design industry through trying new effects and enhancing designs from its clients.

For any further information, please see the details below.

Contact  
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Gold & Wassall have been manufacturing hinges for over two centuries, so it's safe to say we know what we're doing. Our team of experts can design and manufacture almost any hinge, for any application. We have made upwards of 250,000 unique hinge designs, with more designs being drawn up each day.

SEE MORE AT [GOLDWASSALLHINGES.CO.UK/BESPOKE](http://GOLDWASSALLHINGES.CO.UK/BESPOKE)

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RAISING YOUR EXPECTATIONS

The Art of Presentation specialise in the creation of most 2D and 3D packaging requirements, proofing and finishing. Some of the services offered include Silk Screening & Blocking, Laser cutting, Ar Working and Litho.

For more information or to discuss your project needs, call 0208 691 4567, email [info@artofpresentation.co.uk](mailto:info@artofpresentation.co.uk) or visit [www.theartofpresentation.co.uk](http://www.theartofpresentation.co.uk)

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# Leman Instruments combine the best of Swiss Technologies and French Manufacturing

Sitting close to the border of Switzerland, a stone's throw from Geneva, there's a manufacturing company nestled away in the idyllic region of Archamps. This is the home of Leman Instruments, the French manufacturing company making some of the most advanced gas calibration

and generator systems in the world.

Leman Instruments have been operating in the field of high technology gas analysis, generation and calibration for over three-decades, carrying with them a wealth of experience which proves invaluable. Experience is

something which cannot be bought, only hard won through years of manufacturing products to the highest possible standards.

Manufacturing both standard and bespoke systems, Leman Instruments specialise in every stage of the process

of manufacturing these systems. From design and creation to development, to production and marketing of components and modules of scientific equipment, Leman Instruments ensure their products are of the highest quality. Combining Swiss technologies and European manufacturing, you're getting the best of both worlds.



Leman Instruments' gas generator systems use some of the most advanced technologies available, including: PSA, PEM, Hot Catalysis and SMART PSA. These devices are some of the most efficient on the market, importantly leaving a smaller footprint than other competitors in the market. Robust and reliable, their gas generator systems are built



to last; yet this does not result in a compromise in how they fit into a workplace. Discrete and elegant, the user interface is easy to use. Fully integrated into LCD touchscreens ranging from 4.3" to 7.5", their quality is clear to see. Each generator further comes fitted with Ethernet and WLAN connections, allowing for local and worldwide control of the systems.

Leman are proud to announce their newest product in their Ultra Line: oxygen generators using SMART PSA technologies. Leman are the only manufacturers to produce a product of this kind; this is a very exciting time for Leman Instruments.

Leman Instruments' diverse product range spans from systems intended for use in the laboratory, those intended for industrial purposes, and systems built to monitor air quality. Gas generator systems come in two lines: Discovery and Ultra. Six products comprise the Discovery line, including hydrogen, zero air and nitrogen generators. This line of products was designed with simplicity in mind, as it is not always necessary to have the highest of purities in these systems. The maintenance cost of these products over the year is next to nothing.

The second range of products is gas calibration systems, made bespoke dependent on the needs of the customer but also sold as standard models. With a product range of such depth, Leman Instruments are sure to stock the right product for you at the right price.

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# The finishing touch: advanced laser-marking & etching from Fimark

We are proud to feature Fimark for our BP Recommends profile.

Founded in 1997 to provide subcontract laser etching to all sectors of industry, Fimark has grown steadily to become one of the UK's leading suppliers of laser marking and laser etching services. In line with its continued growth, Fimark began offering services for highly technical backlit automotive buttons and fascias in 2002. This led on to investing in a dedicated in-house facility for the spray-painting of small and medium sized plastic mouldings for automotive interior finishing.

In 2015, the company bought its first 5-axis laser texturing system, and has recently bought a new 5-axis machine with a higher degree of accuracy. This allows Fimark to offer even more technical and complex services, including texturing medical implants to promote bone integration. This is the only machine of its kind in the country which is in commercial use, offering 10-micron accuracy.



"We're always interested in new processes and seeing how we can develop our services further. This is why we've added more machines so we can do more intricate work, and are especially looking at progressing our technical spray-painting capabilities,"

explained Charles Dean, Managing Director.

Fimark's subcontract technical spray-painting service deals with plastics for automotive and aerospace interior components. This is achieved through semi-robotic spraying and the latest automatic spray guns, helping to give consistent paint coverage. Fimark also ensures close control of the painting environment is maintained, monitoring temperature, humidity and air replacement filtration.

In addition to this, Fimark's micro cutting service means it can manufacture small and precise components, no matter how complex. This is suitable for a variety of applications, such as cutting foils, films, micro-mechanical

parts, watch dials and hands, and jewellery components.

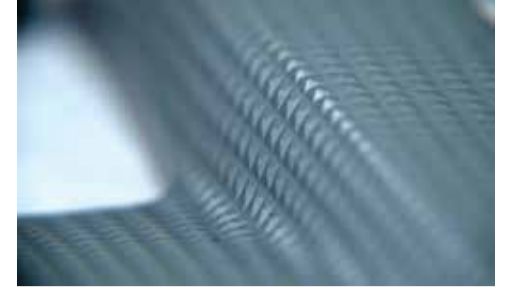
The combination of this service with Fimark's other finishing services enables the creation of unique components, achieving the exact result its customers need.

With over two decades of industry experience, Fimark boasts a wealth of laser knowledge, and is constantly building upon this expertise.

Through continuous investment in research and development, Fimark is pushing the limits of laser marking to the benefit of its customers and the wider industry.

For more information, head to the website or get in touch using the details below.

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## Training & Development News

### Working from home – Build the skills you need

Coronavirus (COVID-19) has already caused a lot of disruption to our day to day life as well as the economy, with many businesses and employees wondering how it is going to affect work. Companies have started taking precautions to minimise the chances of contracting the virus. These precautions include work travel bans, cancelling training events and encouraging employees to work from home until further notice.

So many businesses all over the world are offering to help out during this time, and Astutis, a health, safety and environmental training provider wants to help too. Astutis has been quick to respond to the crisis and has transferred hundreds of their NEBOSH, IOSH and IEMA classroom course learners to either a virtual classroom academy or an online course. With all course content readily available, online interaction, assessments and training videos help professionals learn faster.

Get in touch to find out more about accredited health, safety and environmental virtual classroom or online courses, as well as working from home and wellbeing toolkits.

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# Premier hydraulic equipment from Interfluid

We are proud to feature Interfluid Hydraulics Ltd for our BP Recommends profile.

Interfluid Hydraulics is a bespoke hydraulic equipment manufacturer, specialising in standard & bespoke hydraulic cylinder, powerpack & system design, manufacture & repair. Offering a

huge range of hydraulic equipment from standard off-the-shelf items to bespoke cylinders and systems designed to exact customer specifications, Interfluid has the engineering capability to deliver.

Established in 2001 by highly experienced hydraulic engineers, Interfluid Hydraulics is one of the



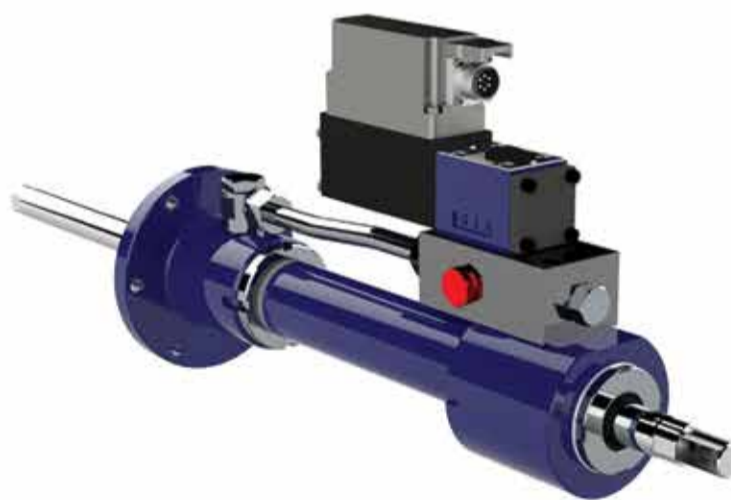
## Interfluid Hydraulics Ltd

Design and manufacture of hydraulic cylinders & systems

One of the UK's premier hydraulic equipment manufacturing companies offering bespoke design solutions.

### Services Include:

- Design
- Manufacturing
- Installations
- Commission
- Train operations
- Servicing



UK's premier hydraulic equipment manufacturing companies, committed to providing excellent products, backed up with first-class service.

Their standard range of hydraulic cylinders have a working pressure of 210 bar, while their heavy-duty range is rated to work at 350 bar, ensuring they can operate in the most arduous of conditions. These cylinders can be supplied with a huge range of mounting options and fitted with a range of electronic position sensing devices, from simple proximity sensors signalling extremities of stroke, to internally fitted infinite resolution linear transducers with a variety of output options. Crucially, Interfluid Hydraulics can also manufacture their entire range of cylinders in full stainless steel.

Most recently, Interfluid Hydraulics introduced a few brand new ranges, including tie rod, mill type, heavy duty compact and light duty compact hydraulic cylinders. The tie rod cylinders are available with



magnetic sensors, and all standard ISO mountings are available in several seal configurations, depending on application conditions and desired performance. All cylinders are tested in compliance with ISO 10100 standard. The range also provides a comprehensive selection of rod materials, including standard chrome plated EN8/EN14, NIKROM500 & chrome plated 316L or AISI329 & F51 Super Duplex Stainless Steel.

Although the COVID-19 pandemic has had far reaching effects, Interfluid Hydraulics has been even busier than usual. "We've continued to do repairs and works for the medical industry, working with the NHS and emergency services," explained Keith Ingram, Managing Director. "We also designed and manufactured hydraulics to power a press for cutting plastic aprons for nurses. This would normally take six weeks but we turned it around in just one."

If you would like to find out more information on everything Interfluid Hydraulics offers, head to the website. Alternatively, get in touch using the contact details below to find out how they can help you.

For more information, call 01822 833111, email [sales@interfluid.co.uk](mailto:sales@interfluid.co.uk) or visit [www.interfluid.co.uk](http://www.interfluid.co.uk)

Contact  
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