

# INDUSTRY UPDATE

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*"Euromixers IBC mixers quickly re-mix & re-suspend solids that have settled out during transport or storage"*

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## Electrostatically recovering copper wire

A combination of an ElectroStatic Separator and a Metal Separation Module is enabling the recovery of fine copper and other metals from a waste product at a UK metal recycling company.

The Bunting ElectroStatic Separator, launched earlier in 2020, significantly enhances the ability of companies to recover fine metals such as copper wire. In this project, the feed material is fine material from air-extraction post-shredding; a mix normally classified as waste despite the valuable metal content. Previous attempts to recover the metal constituent, including fine copper wire, had been unsuccessful.

Prior to ordering the equipment, controlled tests conducted at Bunting's Customer Experience Centre in Redditch determined that a three-stage separation process would enable high levels of metal recovery and purity.

On site, between one and two tonnes per hour of the metal mix initially passes through the Metal Separation Module before the final stage of ElectroStatic Separation. The Metal Separation

Module consists of a Ferrite Drum Magnet, Vibratory Feeder and high-intensity Rare Earth Roll Separator. The Ferrite Drum Magnet removes strong magnetic metal with the remaining mix passing onto the Vibratory Feeder. This regulates and presents an even, monolayer of material onto the belt of the Rare Earth Roll Separator.

The Rare Earth Roll Separator has a thin belt feeding material onto a head pulley constructed from high-strength neodymium rare earth magnets. As material passes over the head roll, weakly magnetic metals are attracted to the radial high-intensity field and held on the belt and then deposited underneath. A strategically placed splitter enables the separation of the attracted metals (including fragmented stainless-steel) from other non-magnetic materials (eg. fine copper wire and aluminium).

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## Editor Recommends

### Spacewell: BIM-enabled FM software and smart buildings



Spacewell, a provider of building management software that is part of the listed Nemetschek Group, has released a major upgrade of its Integrated Workplace Management System (IWMS). The MCS 20 release allows for an easy transition to BIM-enabled FM, empowering organisations to optimise building management and maintenance.

The software offers benefits for FM's and technicians, who can access BIM models in the field, visualise them in 3D and see relevant assets as highlights on a semi-transparent building model, with all relevant information to execute work orders attached. Asset registers no longer need to be built manually by FM teams: all spatial and asset data can be imported from BIM, and floors, rooms, and maintenance objects are created automatically.

Eric Van Bael, CEO at Spacewell, said, "I am thrilled that our software now brings the benefits of BIM within easy reach of building managers and field technicians. By embedding BIM data into an IWMS while also connecting with the IoT to collect data about building utilisation, we extend the value of BIM beyond design and construction and open the way to create smart building digital twins that help owners and project teams leverage intelligence throughout the building life cycle."

<https://spacewell.com/>

### Smart interlocks tick the box for factory safety



Euchner has added Modular and Classic variants to its Multifunctional Gate Box (MGB), which was first launched to provide a totally integrated locking and handle solution.

The MGB2 Modular and MGB2 Classic offer more variations, additional functions, different networking options and intelligent communication features, such as comprehensive diagnostic data, ultimately resulting in reduced equipment downtime and increased productivity. These new versions build on the success of the company's original MGB system, which has been protecting safety doors and guarding within manufacturing facilities for more than a decade, enabling the prompt identification of faults and keeping employees safe from dangerous machine movements.

Because of the MGB2's modular design it can easily accommodate future upgrades to equipment, installations and production lines, reducing the cost of excessive downtime and/or purchasing an entire new locking unit. The new variants are suitable for a wide variety of sectors, such as automotive, packaging, pharmaceuticals and food processing, to name just a few.

With a combination of a safety switch, bolt, escape release and door locking mechanism rolled into one, the MGB2 is a class-leading solution for machinery guarding; however, no two safety applications are the same. Some production processes need an integrated emergency stop to safely stop the processes, while others need additional request and acknowledgement buttons fitted directly onto the safety door. The new MGB2 Modular and Classic solutions can be easily adapted to meet the requirements for integrated operator controls and indication.

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

### Functional masterbatch additive for plastics integration

DataLase, the global leader in Photonic Printing Solutions, has developed a functional masterbatch additive suitable for a wide range of plastics, including home and personal care, pharmaceutical, medical, electronic, automotive, agricultural and industrial extruded products.

Launched as a DataLase VARELase® Pigment Solutions initiative, the additive is integrated directly into the masterbatch in pellet form, to provide consistent high quality, high contrast, permanent black coding.

The masterbatch additive works with standard CO<sub>2</sub> scribing lasers to provide sustainability benefits in production environments by eliminating labels, consumables and waste from the coding and marking process. It can also



help streamline supply chains through a reduction in packaging.

By being able to make fast changes to coding and decoration requirements, the coding and marking process can reduce unscheduled downtime, requires minimal preventive maintenance and less frequent fume extraction filter changes. Additionally, as the additive is already integrated into the extruded plastic, manufacturers will be able to enhance brand integrity by providing SKU traceability through permanent coding that is tamper proof, anti-counterfeit and impossible to remove.

As it can be printed anywhere on the packaging with high precision, the additive can also assist in improving packaging design.

To find out more, visit:  
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In rural areas without a mains drainage system, and where septic tanks will no longer reach environmental standards, Allerton can provide the ideal solution. Trading since 1974, Allerton are leading specialists in efficient treatment systems. They pride themselves on their individual, problem solving approach to dealing with alternative means of treating and disposing of raw sewage.

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## Euro Pallet sizes of Stakker® Roll Cradles now available!

Alderney Race Limited ('HenryAR') are the European Agents for Henry Molded Products, the leading manufacturer of moulded recycled-paper fibre packaging and the originators of the Stakker® Roll Cradles.

Now also available in Euro Pallet sizes 800mm in length, added to our ever-growing range of stock and bespoke Stakkers® held 'in stock' for immediate despatch to our customers in the UK and throughout Europe.

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Contact: Steve Benn  
T +44 (0)1572 827202  
steve@alderneyrace.com  
www.stakker.eu

## Reduce risk of lightning hazards at work with a lightning warning system

Lightning strikes the ground in the UK around 300,000 times a year, putting at risk those who are often outdoors in exposed, unsheltered locations.



Although there is no foolproof protection from lightning, measures can

be taken to reduce the risk of getting struck. With this in mind, meteorological equipment specialist Biral is offering its BTD-200 self-contained, standalone lightning warning system so that employers can take precautions to prevent exposure to lightning and ensure their workers' safety.

The lightning warning system is a modular system and is design to operate out-of-the-box. It is also expandable as requirements grow or change. The essential system comprises of a lightning detector which is placed outside, while a PC located indoors runs the supplied Lightning Works software. Users view the lightning in real-time on a map of the local area while displaying the urgent lightning alarm levels. The BTD-200 can be connected directly to an appropriately sized warning sounder if required.

For more information, call Biral on +44 (0)1275 847787 or email: [info@lightningearlywarning.com](mailto:info@lightningearlywarning.com) or visit our dedicated website at: [www.lightningearlywarning.com](http://www.lightningearlywarning.com)

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In addition to high utilisation, reliability & efficiency, keeping emissions low should be a major factor when selecting industrial combustion plants. It is now a legal requirement in the UK for new boilers (above 1MW) to conform to the Medium Combustion Plant Directive.



Compte-R Biomass Boilers can convert a range of plant-based matter to heat energy with virtually zero carbon emissions. The Compte-R low NOx combustion chambers are fully MCPD compliant with boilers from 1 to 12MW for hot water & 3t/hr to 12.2t/hr for steam.

The secondary combustion chamber has been enlarged to create a Low NOx combustion chamber with virtually all the NOx combusted in this zone. Automatic cleaning & removal of ash via our wet bath extraction system are key features of this range to keep dust levels low and make ash handling easier.

This Low NOx capability gives even more flexibility regarding biomass fuel choices. Industrial sites often have bi-products of low value sent for animal feed or even to land fill. These can be combusted along with other agri waste or more conventional wood chips.

To find out more, call 01332 863634 or email: [commercial@compte-r.com](mailto:commercial@compte-r.com)

# PPMA equipment show postponed until 2021 over pandemic concerns

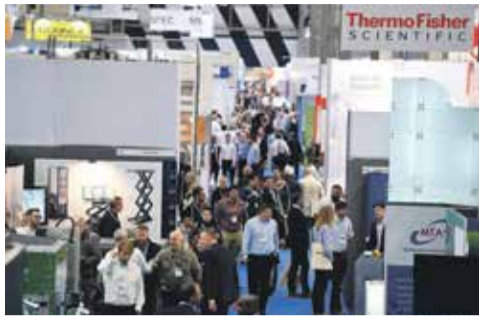
Organisers of the UK's key annual packaging and processing equipment event, PPMA, have stated the industry showcase is to be postponed until next year amid ongoing uncertainty surrounding the coronavirus pandemic.

The show's management said that it had held detailed conversations with the venue, National Exhibition Centre (NEC), and in the interests of health and safety for all concerned, it is moving from this September to 28-30 September 2021.

Major manufacturers of equipment across a number of sectors, including confectionery and bakery lines were due to be exhibited at the event, which has operated for over 30 years. Speaking about the decision, the organising team said that it had considered the implications for visitors and exhibitors in respect of everything from social distancing, availability of hotels, travel and the preparation time required.

Furthermore, the team noted that the Government has also not yet relaxed restrictions regarding mass gatherings, or published any guidelines for staging large scale events, that had also impacted on its decision, with the health and safety of visitors remaining paramount.

As organisers noted, this year's planned show had already attracted strong interest, with over three quarters of all exhibition space sold seven months



prior to the Government lockdown in March. The show was on course to be one of the largest PPMA shows in 32 years, which reinforces its growing popularity and brand strength. The PPMA Show 2020 website ([www.ppmashow.co.uk](http://www.ppmashow.co.uk)) will remain a continual information source for exhibitors and visitors, which will include enhanced media and video content.

Playing our part, we at Industry Update would like to feature a number of companies deserving of your attention in the two year gap between 2019's show and 2021's hopeful return to the NEC, listed here in alphabetical order: Automated Packaging Systems & CME Ltd. Further details can be found on this page.

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

# Packaging & automation solutions

Somerset-based CME Ltd is an internationally recognised supplier of packaging and automation solutions to the FMCG, Food, Pharmaceutical and Tobacco sectors. CME's customer base includes Blue Chip multi-national organisations and numerous independent businesses.

With a solid reputation for design innovation and an agile response to customers' requirements, the company offers a diverse range of production systems. Depending upon individual customer specifications, this ranges from a stand-alone machine to a sophisticated turnkey system incorporating the appropriate mix of standard and bespoke technologies required to deliver the optimum solution.

The company has also recently signed an exclusive worldwide licensing agreement under which CME will bring to market an innovative automated core temperature measurement system designed to radically improve food safety standards and cost in the cooked/ready to eat segment.

With over 140 employees, the family owned company retains the in-house skills & resources required for all aspects of a project from concept



design through to installation, commissioning and customer support in the form of spare parts, training and engineering services.

With existing customers in 130 countries, CME's Global footprint provides confidence in the company's ability to support installations across regions such as Europe, Asia and the Middle East.

Contact: Louise Bird, Marketing Manager  
T +44 (0)1460 269534  
F +44 (0)1460 269550  
[Louise.Bird@CME-Ltd.com](mailto:Louise.Bird@CME-Ltd.com)  
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# What is the true cost of returned goods?

**An increase in fulfilled orders means more returns. If you have returns that are still unprocessed, chances are you're losing potential profits, sacrificing warehouse space and wasting labour resources. The Autobag® 650H bagging system helps increase labour productivity and reduce operational costs.**

With eCommerce continuing to grow year on year and with ever-changing customer demand, Automated Packaging Systems, part of Sealed Air, has launched the Autobag 650H to complement its range of Autobag systems that have brought efficiency and productivity to packing operations in the fast moving and fast growing eCommerce sector. Whereas the Autobag® PS125 OneStep and the hugely popular Autobag® 850S have focused on bringing efficiency to the outbound packing process, the Autobag® 650H brings productivity and efficiency to an area that is often seen as a non-productive part of the online retail fulfilment sector – the returns department.

As online retail grows and orders out of the door increase exponentially, so does the volume of product being returned for varying reasons such as the wrong size being ordered or simply that the customer has changed their mind. Products are rarely returned in the same packaging and state in which they were despatched, meaning that items such as apparel and accessories often need to be repacked and labelled before being returned to stock ready for despatch. Repacking, labelling and bagging is a drain on resources but is unfortunately an essential process to protect the products from

dust or damage and so they can be easily identified and scanned ready to be picked again.

The Autobag® 650H presents bags horizontally to the operator to allow for quick and easy loading of products such as T-shirts, while maintaining the shape and presentation once loaded into the bag. Specifically aimed at the mail order market, the Autobag® 650H features a fully-integrated next-bag-out printer, which is particularly useful when printing labels with frequently changing data such as barcodes or SKU numbers. This eliminates the need for a separate labelling operation, simultaneously preventing product queues,

reducing waste and also making the bag 100% recyclable.

UKI APS Commercial Director, Duncan Hall, explains, "The eCommerce market is a fast growing sector and the productivity and user friendly nature of our Autobag bagging systems means they are ideal for this market where fast turn around of orders is the key to success.

"The Autobag® 850S has proved immensely popular for speeding up the outbound packing process, and now with the Autobag® 650H we can also increase efficiency for returning goods to stock.

"The market is constantly evolving and it's important that we are listening to customer demand and can provide high-quality, efficient, semi-automated packaging solutions.

"With busy lifestyles driving consumers to take their shopping online, retailers need to be able to keep up with demand and turn stock around quickly. The Autobag® 650H facilitates quick re-bagging product, ensuring optimum stock levels are maintained making inventory management one step easier."

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## Are customer returns becoming a drain on resources? Introducing the Autobag 650H

Peak season means more orders are going out the door, which also means more returns. Get returned items re-packed and labelled and back on the shelf fast with the AUTOBAG® brand 650 horizontal bagging system.

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# O&PM Europa BV is labelled 'Company of the Year'

**O&PM Europa BV has been selected as Industry Update's Chemical Labelling Company of the Year, thanks to its outstanding label range. Established in 2015 by Dursun Acun and based in Tilburg, Netherlands, the trailblazing business primarily serves Europe's largest chemical companies. Dursun states, "We are proud to receive this accolade and to increase awareness of our business throughout the European markets. It helps us to be recognised as pioneers when it comes to water-based digital systems."**



**Dursun Acun with the runner-up trophy from the 2020 Dutch Packaging Awards**

This award comes after O&PM Europa was recognised as Industry Update's Chemical Labelling Company of the Month in January 2020, as well as being nominated and named a runner-up with excellent feedback from the judges in the 2020 Dutch Packaging Awards in the category for Innovative Technology, which will hold a delayed ceremony in 2021 due to COVID-19.

It has been an exciting year for O&PM Europa; although label production forms O&PM Europa's core business, the company continues to innovate, with a number of disruptive projects in the works. Take the LabelSaver™, the world's first machine capable of printing directly onto jerry cans, paint cans and HPDE/LDPE bottles. The LabelSaver™ can print up to 500 jerry cans per hour in full colour and in 360°, and can be adapted to work with a number of objects including drums up to 200 litres. Currently at the prototype stage, the unique model is predicted to see strong growth over the next five years.

Dursun explains, "The next goal is to have a working system in place in a factory so we have a good reference for our future customers. We have chosen to initially work with chemical companies, as we already know how to work with these clients to meet their needs, and the LabelSaver™ suits those companies because they have many different products in small quantities. The LabelSaver™ is especially built to be able to print and change rapidly among different types of designs and products."

Alongside the LabelSaver™ and the fast-growing label portfolio of products, O&PM Europa is pulling ahead of the competition in the production of primers for the flexible films market, specialising in water-based inkjet and purporting to have the thinnest wet lay down for an absorbent primer, with six solutions now commercially available. Dursun says, "We are one of the



few disruptors in the primers field, and we have a number of advantages over competitors, one of which is the wet lay down; our primers range from 30 to 35 grammes per square metre, and up to a maximum of 50 grammes per square metre, which is almost half of what is being offered elsewhere in the market.

"Another is the look and feel of our primers; some leading primers feel sticky to the touch if hands are slightly wet for example, whereas ours don't have that effect – they feel just like plastic. So, we're seeing enormous growth in interest in our range of primers. As well as targeting flexible film producers, there is a great deal of interest for our primers in the corrugated cardboard and cartons space."

That increased interest has prompted O&PM Europa to work with a US-based partner to develop suitable machinery, as current equipment is not advanced enough for optimal application, further demonstrating that O&PM Europa is a few steps ahead of the competition in the primer market.



To meet strong demand for O&PM Europa's growing portfolio of products, the next step will be to attract new investors, and build the company's network of sales agents to serve its clients across Europe and then worldwide, as well as continuing to innovate and disrupt the label and primer industries. Dursun notes, "We need that backing and manpower if we're going to keep up with the interest in our products. There are a couple of companies in Europe which are already interested in working with us more closely. Once the LabelSaver™ is actively in production, we will be able to go ahead with what we predict will be strong machine sales."



Being as busy as O&PM Europa is comes naturally. While the business did experience a pandemic-related slowdown and significant decrease in turnover, the company saw business pick up during the summer months, and is now as busy as ever and operating at the same level as before the first lockdown. As Dursun says, "We don't stand still, we still have a lot of work to do. When you're an innovative company you always have work to do, one product is never finished, you can always perfect it, you can always make things better, more efficient. That's a typical working method in our company, we always try to do things a little bit better."



Dursun concludes, "We want to keep moving forward, and want to keep that advantage over our competitors. It comes with the territory when you're a pioneering company."

If you would like to find out more information on everything O&PM Europa has to offer, head to the website or get in touch using the contact details below.

T 0031 85 018 56 92  
labels@opm-europa.com  
www.opm-europa.com



# Returning to work with an Indoor-Air of confidence

**2020, with respect to COVID-19, has undoubtedly provided people around the world with some of the biggest challenges of their lives. Here in the UK, employers are making provisions to get their staff back to their work places post furlough.**

Screens, sanitiser and social distancing will form the employers' package of care, but what about their air-conditioning systems?

Conflicting messages have come from industry & Government bodies like the Health & Safety Executive, leaving employers confused and not sure what to do.

Often, they are leaving their air-conditioning systems switched off, resulting in a hot and uncomfortable environment.

While Seeley cannot offer answers to the pandemic above those in authority, during these ever changing and



learning times, we would like to share a solution that can help this situation and tick several other boxes in the process. We proudly present to you Climate Wizard, the award winning in-direct evaporative cooler.

Providing 100% fresh air, these robust units are built to the highest specification.

The coolers are intended for applications with no or little re-circulation, so effectively purging the space of pollutants, dust and germs.

Quoted by many international bodies including CIBSE, ASHRAE, Eurovent & REHVA, the most fresh air and the least re-circulation will provide the most benefits to people in indoor situations, to avoid the risk of catching the virus.

Climate Wizard can work in a variety of situations, making it flexible to apply to new projects or retro-fit.

As a cooler on its own it can provide the complete cooling needs of a building, ensuring the occupants experience the most comfortable room conditions and the highest indoor air quality.



Combined with other HVAC equipment as either a pre or supplementary cooler, it will enhance any existing system and potentially provide a large percentage of the annual cooling demand.

Using only water and electricity, Climate Wizard will not have you in a quandary about refrigerant legislation. We cool wisely with water and no synthetic refrigerants or chemicals to harm the environment.

Our coolers work simply by drawing hot ambient air over the core, which is an air-to-air heat exchanger consisting of dry and wet channels.

Moist air is exhausted and fresh cool dry air is delivered into the space. Climate Wizard's cooling performance

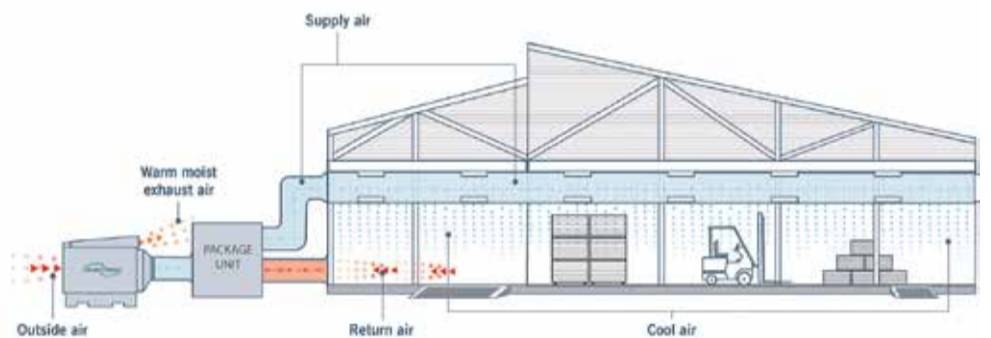


can rival that of refrigerated air-conditioning systems and uses up to 80% less energy.

That's not only great for reducing energy bills, it's also great for the environment. So when you consider your companies return to work, think about enthusing your employees with confidence, be a Climate Wizard.

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PRE-COOLING / FIRST STAGE COOLING



## Eliminates up to 99.99% of viruses, bacteria, and allergens

Available in the UK from Wilkinson Star, the Viro Tech range of Professional Ozone/UV Sanitising Systems can eliminate up to 99.99% of surface-bound and airborne viruses, bacteria, odours and allergens.

These systems offer a high degree of workplace protection and are suitable for commercial use, large and small offices, call centres, gyms, hotels-restaurants-bars-cafés, health care settings, retail, hospitality, property services, schools, colleges and universities.

They can also be used for large sports venues and arenas.

There are products to suit all budgets and facilities. All products are filterless, offering low maintenance, and they are chemical free.

The Viro Tech Mini can cover up to 279m<sup>2</sup> and offers effective cleaning for living spaces, small offices and



small shops.

The three models in the Viro Tech SO range offer coverage of up to 800m<sup>2</sup> in just four hours. This range also offers an overnight boost control for air purification, covering all those hard to reach places in just two hours.

The units operate with natural catalytic conversion (NCC) and ozone generation technology. NCC is a process that uses UV light to create the same oxidation and ionisation as natural sunlight.

As with any powerful oxidant, disinfectant, disinfectant fogger machine, or bleach, ozone should be used in accordance with the manufacturer's directions.

**To find out more, visit:**  
**www.viro-tech.info or email:**  
**viro@wilkinsonstar.com or**  
**call 0161 793 8127.**

## SEKO's DispenserONE® delivers a game-changing solution to hand hygiene

Global cleaning and hygiene expert SEKO has introduced to the market DispenserONE®, a groundbreaking hand sanitiser system that delivers unprecedented features for COVID-safe building management.

Providing as many as 50,000 doses of sanitiser between refills, the DispenserONE® range offers up to 50 times the capacity of a traditional dispenser, ensuring users always have access to a plentiful supply of product while vastly reducing replenishment frequency.

The system's mains-powered connection (with rechargeable battery models available), ensures 24/7 operation and removes reliance on disposable batteries, while automatic touch-free dispensing maximises user protection and infection control.

Powered by advanced pump technology, DispenserONE® delivers the same smooth, consistent dose every time with a reliability and longevity that fragile conventional units can't match.

Remote access is possible via an in-built Wi-Fi hotspot, enabling operators to view live statistics on sanitiser level and system status through their online dashboard and deploy



maintenance staff to refill only when necessary.

DispenserONE®'s customisation options allow the unit to be branded with any colour or logo, while an optional 17" video screen can be used to sell advertising space, run promotions or display visitor information.

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# Hillbrush gains recognition for its dedicated services in 2020



Hygienic, Food Safe Equipment

In this issue of Industry Update we are proud to announce that we have selected Hillbrush as our Hygienic Cleaning Solutions Company of the Year.

With an impressive range of over 3,000 products and distribution partners spanning across 90 countries, Hillbrush is the largest manufacturer of brushware and hygienic cleaning tools in the UK.

Established in 1922 by brothers Fred and Bill Coward, Hillbrush remains a family run business today. The company's headquarters are situated in Mere, Wiltshire, with its USA office based in Baltimore, Maryland. "Hillbrush is the only UK manufacturer of hygienic colour coded cleaning equipment and brushware for food manufacturing environments, selling to a global customer base. Our hygienic USPs provide the most technically advanced equipment solutions on the market," explains David Hagelthorn, the company's Head of Marketing.



High quality range for agricultural uses

Offering a selection of products within its traditional, commercial and hygiene ranges as well as bespoke trade moulding capabilities, Hillbrush has established itself as the largest, most comprehensive provider of brush and cleaning equipment solutions for a range of industry sectors.

Hillbrush offers consultative site surveys for food processing companies to ensure they maintain the highest levels of hygiene but also to support them as they go through the customer and third-party audit process.

Trade Moulding Services has been an area of growth for Hillbrush. Having heavily invested in the latest injection moulding machines for their own products over the last 5 years, the company offers a bespoke service, from initial design concepts through to production. Created specifically to meet customers' requirements in a wide variety of industries, Trade Moulding is a service which



The B1851RES is ideal for sweeping fine particles



Directors Charlie and Andy Coward

Hillbrush will be expanding along with storage capacity for future opportunities.

Hillbrush has seen some significant changes in the last year, which has been challenging for many businesses and industry sectors.

"2020 will inevitably be remembered as the year of the pandemic, and while Coronavirus has caused disruption, there have also been some positives." David continues, "Hillbrush saw a significant increase at the start of lockdown in sales of our specialist antimicrobial cleaning tools as manufacturers were keen to minimise cross contamination. This plateaued during the height of the pandemic and in recent months, the shift has moved to increased interest in 'shadowboards' where cleaning tools are organised according to type and colour coding. Cleaning has become front of mind, now more than ever before."



Hygienic single blade swivel-head squeegee

As a British manufacturer of hygiene products, Hillbrush is considered as a critical business enabling the company, for the most part, to carry out its manufacturing duties as normal during the COVID-19 pandemic.

"As we enter the second lockdown, we want to reassure all our customers and partners that we are prepared. Hillbrush will stay operational – our manufacturing team will continue to work and we have made provision for COVID-19 working practices, including social distancing, masks, hand sanitation, signage etc. to ensure a safe working environment. The manufacture, packaging and delivery of all our traditional, commercial and hygiene products should go unaffected," David explains.

Upon receiving our award, a prestigious recognition during a global pandemic, we asked David how Hillbrush feels about being recognised for its services in 2020. David stated, "Hillbrush is thrilled to be selected and delighted that the hard work and challenges of 2020 have been rewarded with recognition by Industry Update."



Hillbrush also offers a wide range of heavy duty squeegees



Shadow Boards are a great way to organise tools



Antimicrobial products are infused with Biomaster

Maintaining a fairly positive approach this year, Hillbrush's team continues to meet the new challenges of restrictions caused by COVID-19 and were able to excel in reaching record breaking sales in October 2020, enabling the company to establish a good position moving into the next year. "We are now a leaner, more efficient and flexible business that puts us in a positive position for 2021," David stated.

Indeed, a well-deserved achievement for the company's responsive and dedicated work during a global pandemic, Hillbrush has pushed forward through what many would deem as a strenuous year. As the company looks toward the start of a new year, Hillbrush's key focus for 2021 will be on its hygiene solutions which answer the industry challenges of Filament Loss, Bacteria Contamination and Foreign



The D4RES is a popular product for heavy work



High quality wooden brushware

Object Contamination. The company plans to continue developing and innovating its industry.

"We have always prided ourselves on product innovation and this will continue in 2021." David expanded, "We are researching new and exciting cleaning equipment solutions to strengthen our product ranges as well as reviewing our existing ranges with new designs across all industry sectors. We're continuing to reinvest in people, processes and technology to remain at the forefront of the industry."

For any further information, please see the details featured below.

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Hillbrush earned the Royal Warrant in 1981 for services to the Royal Households

## Superior products for superior results



Imtex Controls specialises in the production and supply of advanced, high integrity valve actuation, communication and control systems for the energy, marine and process industries.

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As a pioneer in valve automation and communication systems, Imtex Controls engineers the best design for your projects, operations and customers. What's more, Imtex Controls is committed to offering products which are easy to install, use and maintain while remaining safe and environmentally friendly.

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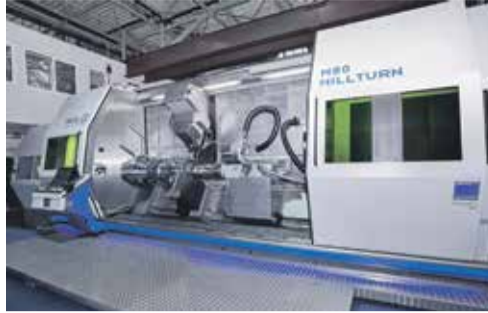
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Kyal as a business is designed to supply machinery for complex component manufacturing. We are all about high value technical solutions to enable economic production of complex parts. Our team at Kyal have seven staff and

is very well supported by each of the individual machine tool suppliers to ensure we provide exceptional levels of service and support. By combining our in-house expertise with the support and technical excellence provided by our suppliers and their machine tools.

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## Vibration measurement in three axes

New from PCB Piezotronics, the Model 630A91 precision triaxial ICP accelerometer with a top exit M12 connector has been developed for space-constrained installations that require an ICP accelerometer with a vertical run of cable but do not have room for a 90° turn from a straight connector.

The product features the ability to take three simultaneous vibration measurements, saving time and money. The space-saving design incorporates a top-exit connector.

Made to withstand the harshest environments, the accelerometer has a case-isolated housing of stainless steel



and rugged four-pin M12 connector. It is also available in a hazardous area approved version.

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# Minimise downtime with leading drives and motors supplier



2000+ ABB & Schneider Electric Weatherproof Variable Speed Drives available for hire



Quantum Controls, as they have been for companies across the globe. "However, we are a service business with Key Worker Status and over 250 variable speed drive service contracts nationwide, so we have actually been extremely busy throughout the year and we have experienced significant growth even in these troubled times," said Kevin.

Indeed, Quantum Controls has launched three new innovative services this year, including Quantum Prime our 24/7 motor delivery service. "We have invested in a huge stock of electric motors that is stored with a global logistics company, which means if a motor is needed at any time, day or night, you just need to make one phone call or order online at [www.motors-online.co.uk](http://www.motors-online.co.uk). We guarantee to have the motor on its way to you immediately, and guarantee it will be on transport within 30 minutes of the order."

Sourcing motors out of normal working hours is not easy. Following the Amazon model, Quantum Controls' Motor Warehouse means customers can order a motor with one phone call, or they can have their own account and order motors directly from the website without the need for an order number, which can be difficult to issue outside of normal working hours.

"We have also invested a further £1,000,000 to extend the number of variable speed drives in the UK rental fleet, making our fleet the largest in Europe with drives up to 4.5 megawatts in power available to hire."

This unique drive hire service uses a stock of over 1,500 variable speed drives, which are all built into weatherproof enclosures. Drive breakdown can cost up to £20,000 per hour in downtime, so Quantum Controls' rental solution is the perfect way to get operations back up and running again quickly and efficiently. "VSD failure leads to costly process downtime for our clients, so our rental solution offers supply, installation and commissioning of temporary drives to get the plant back up and running any time day or night. We estimate during 2020 we have saved clients over £2m in prevented downtime costs," said Kevin. What's more, with a team of expert engineers available 24/7, 365 days a year, Quantum Controls ensures immediate site response to any emergency drive breakdown.

In addition to these services, Quantum Controls offers an exclusive drive asset management system, which is accessible anywhere, at any time and on any device. It contains the full maintenance history for every drive, job details including engineer job sheets, maintenance reports and much more. Accessible with your own unique log in details, the system is updated in real time by Quantum Controls' service engineers, meaning you can access and download job details and maintenance history whenever they're needed. Not only does this mean better management of your drive assets, it also saves hours of administration work, time which is then freed to focus on other tasks.

So, despite the challenges of this year, Quantum Controls has continued its outstanding work, and is anticipating further growth in the coming months. "We are looking at growing the business with two acquisitions, one in Scotland and one in the South East, to help increase our service covering in these areas.

"I would like to take this chance to say thank you to all our customers for their support during what has, and continues to be, a very turbulent year."

If you would like to find out more information on everything Quantum Controls has to offer, head to the website or get in touch using the contact details below.

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# Sophisticated storage

Paul Storch introduces a new approach to subsea battery storage technology

**N**ovel subsea battery storage technology has recently passed the final stages of testing, marking a major milestone for its creator, an Aberdeen-based clean energy system developer.

Halo is a modular and scalable Lithium-ion battery storage system designed specifically for the demanding subsea environment. Built around EC-OG's in-house developed battery module, Halo can deliver to remote offshore locations an energy capacity range from 50kWh to over 2.5MWh, providing a reliable and uninterrupted power source on the seabed, directly at the point of use.

Power for subsea operations is an ever-present challenge for the blue economy, not least within the offshore oil & gas industry. Large capacity battery systems overcome many of the challenges presented by existing power solutions, such as integrity concerns and CAPEX costs of long distance umbilicals and the carbon emissions of diesel generators and gas turbines.

As an adaptable and configurable system, Halo places a large amount of energy on the seabed while providing the user with a flexible re-charging methodology, which can be optimised for the project budget. Existing subsea power distribution systems can be prone to failure, such as umbilical insulation resistance or connector failure. Subsea intervention to remedy these issues is typically extremely expensive and any periods of downtime can have significant impacts on operator revenue.



Halo offers an alternative solution to the field operator. By providing a quick to install temporary power source to the subsea production system, the technology safeguards hydrocarbon production and well integrity, which can rapidly degrade during extended periods of shut-in production.

#### Clean energy in mind

The solution has been developed with clean energy systems in mind. Spun out from EC-OG's Powerhub development, a seabed based tidal energy converter with integrated energy storage, the new Halo battery storage technology has been specifically designed to integrate with marine and alternative energy converters, for example wave, tidal, floating solar, wind and even hydrogen fuel cells.

The firm believes that renewable power systems for the blue

economy will soon become mainstream technology. Within oil & gas, operators are looking to clean up their operations and provide autonomy within IMR and production. Renewable power systems will do just that and are now one of the many field development options available to the operator.

The Halo technology can store power from a remote power generation system, such as a wave energy converters, to offer an uninterrupted power supply to subsea systems. This protects the operator from the intermittency of renewable power generation while also allowing peak power demands to be serviced, such as well start-up or valve function operations.

The solution is not just for brownfield, but for new long-distance tie-backs, the adoption of all-electric systems and new field extensions, where access to the existing offshore power supplies might be limited.

Over-the-horizon operation of resident subsea vehicles is another focus for EC-OG, where the advancement of robotic technology and autonomous operations is marked by huge shifts in the supply chain's approach to IMR.

There are countless autonomous and resident subsea and surface vehicles available or in development at the moment. Providing energy to this fleet of vehicles will be an important part of new field developments and for brownfield operations, extended operating durations can be limited by relatively small onboard batteries.

The Halo technology is equally adaptable for this application, providing an energy source for vehicle recharging in remote offshore locations and providing a gateway for information transfer. This has the potential to save an operator millions in inspection, maintenance and repair costs, by completely removing the need for expensive offshore vessels to be permanently on-station.

The solution is a modular system, built around standard building blocks and power electronics. The mechanical design allows different cell types to be easily integrated to the system, allowing optimal cell selection to suit the energy, power, duty and life cycle requirements of the application.

**Complete system showcased**  
EC-OG have been showcasing all the building blocks of a



complete Halo system in an underwater environment for the first time. Offshore trials are anticipated early in 2021, which will include integrating the technology with marine renewable energy systems and demonstrating the system capabilities for full autonomous operation with subsea production systems, resident vehicles and various sensor packages.

In preparation for the expected growth in the use of large-scale subsea energy storage technology, EC-OG has recently undertaken a considerable upgrade of its battery manufacturing capabilities at its Aberdeen facility. CNC battery cell welding equipment and automated battery module test systems have been installed, enabling the company to reduce the lead time of the Halo energy system while maintaining high levels of quality and reliability. As a result, it can now offer a complete 500kWh Halo system in as little as eight weeks from order to delivery.

In April 2020, EC-OG received inward investment of £1.6m from an investment consortium led by Par Equity. Par Equity, a venture capital firm based in Edinburgh that specialises in investing in innovative technology companies, was joined by existing investors, Orchard Venture Capital and Scottish Investment Bank.

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## Warehouse & Storage Update

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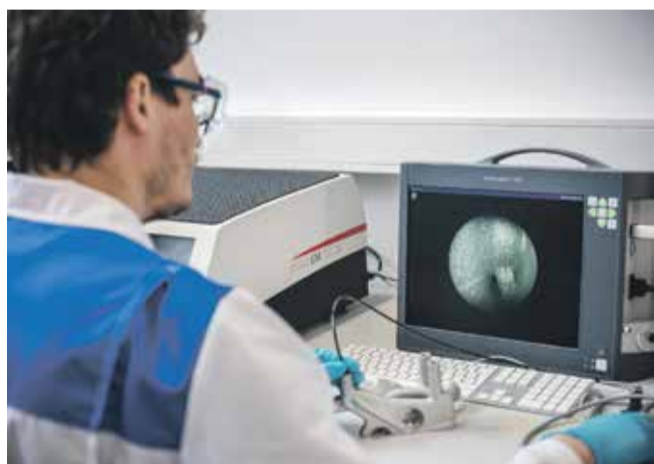
# The solution you need for post-processing of 3D-printed metal parts



**Industry Update is proud to announce that RENA Technologies Austria has been selected as our Additive Manufacturing Company of the Month, for its new dedicated market sector RENA AM.**

Part of the international RENA Group, RENA Technologies is a leading global manufacturer of production equipment for wet chemical surface finishing, with its headquarters in Germany. Founded in 1993, the RENA Group acquired Hirtenberger Engineered Surfaces in July 2020, and with this a new market sector RENA AM was established.

The new RENA AM will operate as a hub for activities in the additive manufacturing segment. "RENA Technologies Austria, being the international headquarters for RENA AM, is focused solely on the post-processing of



3D-printed metal parts," explained Dr. Wolfgang Hansal, Managing Director – Additive Manufacturing. "The internationally renowned process of Hirtisation® is the first choice for industrial post-processing, and RENA offers fully automated finishing modules as well as a Hirtisation® finishing service at its site in Austria. RENA also functions as a technology and development centre for all aspects of electrochemical surface finishing."

Hirtisation® technology is at the core of RENA AM, and is a high-performance tool for post-processing of 3D-printed metal parts. Surface finishing that permits the use of 3D-printed components is crucial for modern 3D-printing technology. Hirtisation® is an alternative to conventional post-processing methods, offering a precise, automated process suitable for mass production in 3D metal printing.

"Because Hirtisation® is the only technology that can remove support structures in and level the surface of inner chambers, RENA AM acts as an enabler for a wide range of products and applications; the freedom of design, one of the major advantages of 3D-printing, can be maintained when using Hirtisation®."

RENA's H3000 and H6000 compact finishing modules were developed using Hirtisation® technology, and are the world's first fully automatic machines for post-processing 3D-printed metal parts. Dr. Wolfgang Hansal continued, "These finishing modules employ the patented electrochemical Hirtisation® technology and function entirely without mechanical processes. They were developed specially to meet the needs of the 3D-printing industry, and thanks to flexible scalability and high throughput, the finishing modules and Hirtisation® are the ideal solution for industrial post-processing of 3D-printed metal parts."

All three steps of the Hirtisation® process are included in the H-series finishing modules. The user friendly interface enables operation without any prior expertise in surface finishing and can be integrated into any industrial additive manufacturing environment. What's more, they ensure that powder residue is thoroughly eliminated, so the treated parts leave the modules cleaned and vacuum dried and thus ready to use.

The H3000 is ideal for first entering the fully automated post-processing world of Hirtisation®, and is specifically designed for quick and agile businesses such as on-demand print shops. It offers optimal support for small scale production of different parts in a part window of 300 x 300 x 150mm. One of these machines can handle the part feed of up to three 3D printers, and thanks to its modular design, it can be adjusted to be used in various applications, such as ultra-sonic cleaning in the medical industry.

Next up is the H6000, which offers a larger part window of 500 x 500 x 350mm without requiring additional infrastructure of interfaces. The H6000 was designed for larger print shops or intermediate industrial users, and can handle the part feed of up to four 3D printers. It can also be extended with an optional sample feed system.

Finally, RENA offers the H12000 industrial finishing line, a fully automated solution that integrates seamlessly into the process chain of additive manufacturing. Ideal for large manufacturing businesses, a single H12000 can finish the output of up to 25 3D printers. Thanks to parallel processing, a cycle time of less than an hour can be realised, allowing the post processing of up to 500 parts per hour, and the H12000 can handle four different



materials at the same time.

Of course, as the additive manufacturing sector is still an emerging field of technology, COVID-19 has affected it greatly. "Since most industrial production has been reduced, fewer parts need to be 3D-printed which then affects the need for post-processing. Due to national lockdowns and partly closed borders, supply chains are sometimes blocked. Nevertheless, the overall sector is expected to experience significant growth even in 2020."

Indeed, RENA will continue to build on this growth going forward, raising awareness of its unique technology globally and supplying promising international markets. "We'll be using RENA's worldwide network as a launching pad as well as our rapidly growing number of sales representatives to ensure the Hirtisation® technology and the H-series finishing modules can be offered globally," said Dr Wolfgang Hansal.

To find out more information, head to the website or get in touch using the contact details below.

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# Rochester Electronics as leading authorised



Industry Update is proud to announce that Rochester Electronics has received our Commitment to Excellence award.

With the challenges this year has brought to us all, it is encouraging to see that Rochester Electronics has maintained and strengthened its status as a trusted source of critical semiconductors. For over 35 years, Rochester Electronics has provided this continuous supply in partnership with over 70 leading semiconductor manufacturers.

Founded in 1981 by Mr Curt Gerrish, Rochester Electronics is headquartered in Massachusetts, USA, with facilities in every major market around the globe including the UK, Germany, China, Japan, and Singapore. Today, Curt remains as the CEO and works closely with his sons Chris and Paul Gerrish who, as co-Presidents, lead this dynamic, growing global business.

Informed by decades of expertise and industry know-how, the Rochester Semiconductor Lifecycle Solution™ offers the world's largest range of semiconductors with over 15 billion finished devices in stock. This is combined with extensive manufacturing capabilities from the world's largest die bank at over 12 billion.

We got the chance to speak to Stephen Morris, General Manager – EMEA, about how the last year has been for Rochester Electronics, and how the company has stepped up and adapted to the demands of a post-COVID world.

### Stepping up to the challenge

"When I think about the last 12 months, three words come to mind: transitional, challenging, and flexibility," said Stephen. "It's been difficult not just as a business but for our people, working out how to support all of our employees around the world with different backgrounds and circumstances. Overnight we had to shut the office and send them home, so it has been challenging from this point of view.

"The company itself however has transitioned into



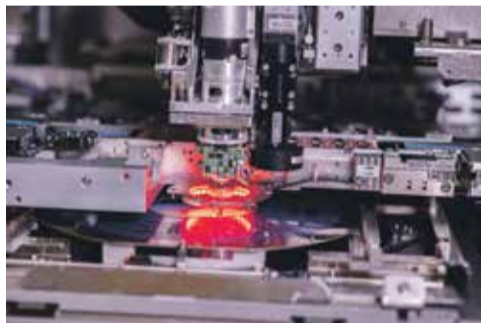
this position really well. We've shown great flexibility by adapting to meet different Government guidelines around the EMEA region, and we've made it a priority to ensure our people are safe.

"Thankfully, Rochester Electronics is classed as a critical business, therefore we could keep our warehouses open and continue to deliver products to our customers. In a sense, it was business as usual, which helped with people's anxiety about their jobs and all the uncertainty around being furloughed or made redundant. We did our best to keep the status quo and we have weathered the storm well, so a lot of credit goes to the people we have and to the business itself for how it has supported its employees."

### Supporting the industry through the pandemic

One of the main challenges for semiconductor manufacturers during the pandemic has been meeting the surge in demand for their products, brought about by key customers suddenly returning to business after the lockdown. "These larger customers tend to get priority, which has a knock-on effect on other companies using similar semiconductor products. This can lead to reduced availability of stock on the market and delivery times being pushed out.

"Our long-standing partnerships we have with our



suppliers positions us well in supporting them and their customers in challenging markets. If there is a spike in demand, we support our partners by supplying the readily available stock we have on our shelves."

### Staying connected

For Rochester Electronics, the inability to meet customers face to face has been a further challenge that the company has had to overcome.

"We're a people's business. People buy from people, so the inability to physically go and meet our customers has been a real hindrance. We've had to adapt how we communicate with them – before, we would go and see them on a regular basis, spending time supporting them and building our business relationship. Maintaining and building the same kinds of relationships over the phone or over the internet can be more of a challenge.

"To counter this, there is a conscious drive from the team to reach out to our customers on a much more regular basis. This helps to ensure that our customers know we are here to support them and help guide them through these times of difficult market variances.

"Technology has also been hugely beneficial for us from a digital marketing perspective. This is something that Rochester Electronics EMEA has been driving much more strongly this year, and it's amazing to see the difference this has made. We're compensating for not being able to physically meet people by strengthening our digital media, sharing success stories and business updates, and the response from the market has been fantastic.

"Rajni, our Digital Marketing Specialist for EMEA, is great at understanding our customers' needs in different countries, and it's made a huge difference to the business. We continue to grow our digital platform and increase our visibility in a digital way and show customers that we're still here and working hard to support them."

### Expanding the team & strengthening focus

While adapting to the 'new normal' of remote working and digital communication, Rochester Electronics continued its ongoing expansion within the EMEA region.

"We have introduced a French entity to allow us to trade locally in the French market, which is the second biggest market in Europe for us behind Germany. We appointed a native Regional Sales Manager and other staff, along with a new French website. This means we can communicate using the local language, with local people, and with local businesses.

"This has been a huge success, with our efforts in establishing a dedicated local entity having the desired effect. It's been a big development for us that kicked off at the start of the year pre-COVID, but we pushed forward with it throughout the pandemic as it was clear that this was best for our business and it has certainly paid off."



As well as this, Rochester Electronics has reorganised its sales structure to create a more focused regional approach to drive and grow the different regions within EMEA. "Although it has brought its challenges, COVID-19 has actually given us the opportunity to re-evaluate the business and take stock of how we go to market. This will strengthen our position and add value to our customers."

### Diversifying the product portfolio

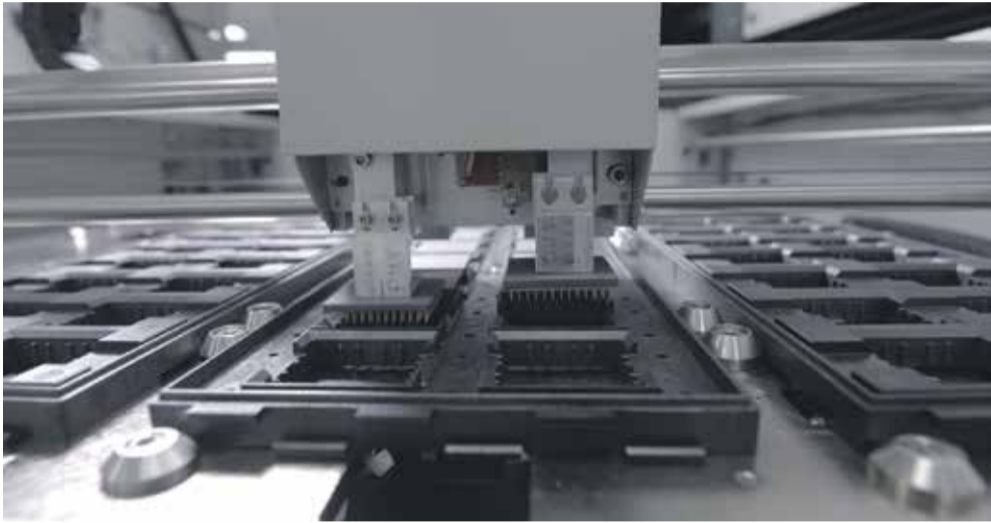
In addition to expanding and reshuffling its team, in October Rochester Electronics broadened its partnership with Ampleon, the global leader in RF Power. This development has allowed Rochester Electronics to extend the supply of Ampleon's 1st generation GaN portfolio of high-performance RF transistors to customers worldwide.

Earlier in the year, Ampleon transferred its VDMOS inventory and associated product wafers to Rochester Electronics. Since then, the partnership has strengthened and is now enhanced further by the transfer of Ampleon's 1st generation GaN Discrete Wideband Amplifiers to Rochester Electronics. This includes GaN inventory and Die, and the authorisation to distribute and the license to manufacture.

This partnership will offer customers peace of mind that the products they are investing in are certified, guaranteed and authorised by the original manufacturer, providing an excellent addition to Rochester Electronics' existing portfolio of semiconductor lifecycle solutions.



# strengthens status source of semiconductors



The 1st generation of Ampleon's RF High Power GaN devices offer solutions for radar, industrial, medical and scientific applications. GaN technology is extremely rugged and provides a low thermal resistance, making it ideal for high-speed and high-power switching applications such as Jammers, Plasma generators, L-band Radar systems, EMC testing, broadband general-purpose amplifiers, commercial wireless infrastructure, and more.

**So why choose Rochester Electronics?**

Not only does Rochester Electronics hold one of the largest stocks of semiconductors in the world, the company also manufactures devices. "We are licensed to manufacture devices no longer produced by the original component manufacturer," explained Stephen. "We can also replicate select devices with form, fit and functional replacement, avoiding the need for redesign or the modification of software and hardware."

This means Rochester Electronics can provide a continuous supply of active components to solve supply chain disruption, and end-of-life semiconductors to meet long-term customer needs. All of these products are fully traceable, certified and guaranteed.

This consistent supply of stock means that Rochester Electronics' customers can quickly identify and obtain products risk free, something which is essential during component shortages or long lead times. With over 10 billion of its in-stock devices classed as EOL by the original component manufacturer, Rochester Electronics provides a continuous supply for customers' applications where the product lifecycle extends beyond the active availability of a device.

For example, Rochester Electronics can manufacture Intel 186/188/486DX4/196 processor ranges; Analog Devices DSP & TigerSHARC DSPs; Texas Instruments DSPs TMS320C30/31/32/40/50; IBM's PowerPC PPC750 CPUs and many others. "We concentrate on maintaining availability of the key heartbeat components at the centre of our customers' designs. Hardware and software performance are guaranteed to be identical and therefore costly redesigns and re-qualifications can be avoided."



In addition to these outstanding supply capabilities, Rochester Electronics is committed to the highest levels of quality. Semiconductors are the core of electronic systems used in high reliability markets, such as industrial, transportation, military, medical, energy, civil aviation, automotive and telecommunications. This means that counterfeit and substandard products introduce significant risks to the health, safety, and security of people around the world.

To help combat this, in 2006 Rochester Electronics launched a comprehensive anti-counterfeit awareness campaign with its OCM partners to expose counterfeit and substandard products in the supply chain. Rochester Electronics hosted a symposium with its OCM partners to raise awareness of this critical risk, and it was attended by representatives from the company's customer base, industry experts, and government officials.

Rochester Electronics then initiated the formation of the Semiconductor Industry Association's (SIA) Anti-Counterfeiting Task Force (ACTF) and is an active participant. Through this, the company promotes best procurement practices, combating counterfeit and substandard products by working collaboratively with Customers and Border Protection, DOJ and other legal entities.

**What's next for Rochester Electronics?**  
Rochester Electronics is clearly in a strong position as it begins its new financial year, and it has a number of



plans to further grow and strengthen its offering.

"As we've now established a new entity in France, the plan is to open a physical office here soon. As we grow, we are very conscious about enabling regional sales teams with local people and local language. We're also gearing up to launch our website in more regional languages, to include Polish and Hebrew, again increasing our local presence and accessibility for customers across the region.

"Rochester Electronics is a relatively young company in EMEA, it's only been established here for about 15 years. We're building up our teams and locations and continuing to employ more people, spreading our wings and growing our footprint. We're bucking the trend when it comes to the market, but this is Rochester – it's what we tend to do."

So, how does Rochester Electronics feel about its success during this challenging time? "I'm proud of the



business and the team we have. We've looked after our people and they've looked after the business. Whether they're brand new or have been with Rochester for over a decade, our employees are very loyal to the business and adopt its values, which is something we should all be proud of.

"They are very much committed to the business and have helped Rochester be successful this year. Their drive and passion is fantastic, they have done a great job and will certainly continue to do so.

"Despite everything, we've had a good year and the team has done phenomenally well. I'm really looking forward to the seeing the results of the changes we've made and for the business to grow further. I am truly excited for what the future holds," Stephen concluded.

If you would like to find out more information on Rochester Electronics and its extensive portfolio, head to the website or get in touch using the details below.

T +44 (0)1480 408400  
emeasales@rocelec.com  
www.rocelec.com



# The UK's online retailer of hardware supplies

**E**stablished in 2012, by Katie Clarke and Robert Hart, the company was set up to offer both the public and businesses with a platform to be able to purchase their hardware supplies online and have them delivered directly to their home or site.



Expanding significantly since its inception, the company now offers a full range of products including a range of Metal and PVC profiles, Metal Sheets, Storage Hooks and Garden Accessories, Kitchen Taps and ShopVac Vacuum Bags.

From its warehouse location in Romsey, Hampshire Hardware Warehouse distributes its products throughout the whole UK. Providing warehouse supplies to a variety of markets, Hardware Warehouse supplies to builders, engineers, schools, colleges, hobbyists and has a growing presence in corporate trade.

Hardware Warehouse ensures that it provides good quality products at great prices. As a close knit family business, the company strives to provide great customer



services and has consistently reinvested in itself to help improve their range and services.

"I think that our service is what sets us apart. A lot of the comments that we receive from customers state that they were unable to find anywhere else that provides what we do." Katie continued, "We're easily accessed and have the ability to pick and pack on the same day and we provide next day delivery as standard. We are very focussed on serving our customers and we receive a lot of repeat business as we understand that everyone's requirements differ and we're more than willing to help with things and go that extra mile for

our customers. We have no minimum or maximum order quantity and if things aren't in stock we can order extra when needed."

With an ever-growing portfolio of products, Hardware Warehouse is able to stock a large amount of products to offer quick delivery. "We provide great quality products at great prices, with a 1st class service – we put the customer at the heart of everything we do!" Katie said.



One of the most popular ranges provided by the company, Hardware Warehouse maintains an impressive range of metal and plastic profiles including Aluminium, Brass, PVC and Steel Trims,

## HARDWARE WAREHOUSE

which are all available in various finishes. Providing them in one metre and two metre lengths, the company also boasts the ability to be able to source other sizes if required.

In terms of the company's future plans, Katie told us that "Our main goal is to expand our range to meet our customer's needs."

In the long term, the company is putting an importance on sourcing more sustainable products. "As PVC is such a popular range we are looking at more sustainable products and profiles made from recycled materials. We're also looking at making more changes to benefit our customers, including a better quoting process and we are also working on the ability for our customers to see when deliveries are happening so they know when stocks will be high," Katie stated.

To find out more on the company, please see the details featured below and make sure to follow them on social media.

Katie stated, "Pick up the phone and give us a call – we are happy to help and can speak to our supplier for bespoke orders. We're social! Follow us: Facebook: @HardwareWarehouse Twitter: @HWWH\_UK."

**T 0330 333 5030**  
[www.hardware-warehouse.co.uk](http://www.hardware-warehouse.co.uk)



## Saracen Group strengthens Northern portfolio

**S**aracen Group is further strengthening its portfolio of projects in the North with a start on site for global call & business process management centre Firstsource. The project is underway at the new First Source premises at Centre Square in Middlesbrough.

The £1.4 million pound 40,000ft<sup>2</sup> office fit out will accommodate more than 700 First Source staff members.

After many design consultations, our design team took

a great deal of time to understand the client's business, ensuring all areas make the best use of space and are fit for purpose for each relevant department. As the client has a large number of staff the planning of space was of huge importance; the design takes into account social distancing for the existing times while still creating a modern and unique space which is adaptable for the future.

The project programme has been structured to

accommodate all COVID-19 risk assessments to ensure the safest delivery of the project for all our team and the surrounding community. Our team is working under a tight deadline and will be completing the project during the December period with a grand opening in early January 2021.

**T 0870 743 0930**  
[info@saracengroupltd.com](mailto:info@saracengroupltd.com)  
[www.saraceninteriors.com](http://www.saraceninteriors.com)



## The Step Solution

VELUX Modular Skylights' Step Solution awarded Red Dot, Product Design 2020



The international Red Dot Jury awarded this sought-after seal of quality to the latest product in the range of VELUX Modular Skylights, the Step Solution. Hereby VELUX is one of the winners in the world's most renowned design competition.

As the product name indicates, the new VELUX Step Solution has a step structure where multiple rows of skylight modules can be connected above each other to create a large glass roof. It is characterised by a minimalistic design with a coherent and elegant structure that allows for thin supporting beams.

"We designed the VELUX Step Solution to offer our customers a solution with maximum daylight for larger glazed areas. We have thereby expanded our product range from modules installed side-by-side to this step structure. Our mounting system connects the modules closer, and the flashings ensure a watertight solution in the elegant VELUX Modular Skylights design," explained global R&D director, VELUX Commercial, Erik Kjaergaard.

The new VELUX Step Solution is a technologically advanced product, specifically suited to commercial and public buildings, both new build and refurbishment.

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# The future is here: more speed, less mess, more quality with sonic drilling

**Industry Update is proud to announce that Borehole Solutions Ltd has been selected as our Drilling Solutions Company of the Month.**

Working across the UK, Borehole Solutions provides geotechnical drilling solutions informed by over 20 years of experience. "I founded the company when I was 18 back in 2001," said John Rodgman, Director. "I started working for my father-in-law on the drilling rigs at 15, and then I left and set up my own company, initially as a sole trader called JJR Site Investigations before becoming Borehole Solutions Ltd."

Whatever your site investigation needs, whether it's a small city basement or a large stadium project, Borehole Solutions will provide a bespoke service to ensure you get what you need. The company's team boasts over a century of drilling experience between them, meaning you can rest assured that your geotechnical investigation is in safe hands. Borehole Solutions is also a proud



member of various prestigious industry bodies, including the British Drilling Association, CHAS, RISQS and Construction Line, to name a few.

"We drill boreholes for any reason, anywhere, and anyhow. We take huge pride in helping our customers as much as we can, saying if we can walk there, we can drill there. We find solutions where others find problems."

"Our main work at the moment is cutting-edge sonic



drilling using market-leading, Fraste Eijkelkamp sonic drilling rigs, which is the best modern sonic technology in the world. As well as this, we do any other type of drilling discipline such as cable percussion, rotary drilling, window sample drilling and limited access drilling."

Key to Borehole Solutions' success is its state-of-the-art technology, and the company invests heavily in R&D to enable it to test ideas and methods well before competitors. "This means we can find breakthrough methods for our clients and therefore offer better quality and speed," John explained.

In line with this commitment to ongoing investment, Borehole Solutions has recently spent millions of pounds in software, planning, and design, as well as buying drilling rigs. "We have also opened a brand new bespoke 25,000ft<sup>2</sup> unit in Leeds to house our growing business. As we continue to expand, we intend to become a one stop shop for our clients, with the drilling of the boreholes, lab testing, and report writing all done in



house at our new state-of-the-art units by our in-house trained staff."

This expansion has continued despite the COVID-19 pandemic this year. "We have thankfully managed to stay open while others shut across the UK in this sector. One company in the Borehole Solutions Ltd group, BSL Precision Engineering, worked 24/7 making ventilator parts for the NHS. This year has been a time where companies have really had to pull together as a team, working hard and working remotely for long periods to make sure we are safe."

"We are very driven by young, upcoming professionals in the sector, which is now at a point where the older generation is stepping down for various reasons. We are pushing for better onsite working lifespans and rate increases to create a better and more appealing industry," John concluded.

If you would like to find out more information on everything Borehole Solutions Ltd can help you with, head to the website or get in touch.

T 01733 200501  
info@boreholesolutions.com  
www.boreholesolutions.co.uk



## Handling & Storage Update

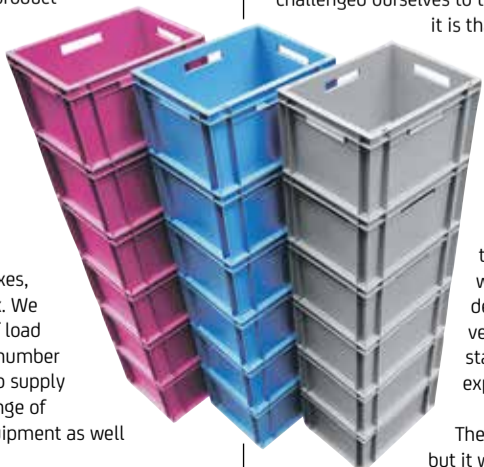
# Moving, storing and securing

**When you offer a wide range of products and solutions, it can be tricky to communicate just how much benefit you can bring to customers. We talk to revitalised product handling specialist Exporta about its recent rebranding exercise.**

Scotland-based product handling specialist Exporta says it has traded hard during the coronavirus crisis and lockdown, continuing to improve and grow the business. "This has meant we have come out stronger and leaner than before and are recording record growth and sales through concentrating on our customers and focused marketing," says the company's Don Marshall.

He reveals that the company has a long-standing problem though. "We offer such a wide, deep and comprehensive range of products for the product handling, store and stock movement environments that it's so hard to encompass what we do in a simple message. We compete across many sectors and ranges and there is not one single company in the UK that offers the full extensive range and collection of products which makes us number one for all product handling solutions in the UK."

The offerings he outlines add up to an impressive list. "We have the largest range of plastic pallets available to order online in the UK for immediate delivery. We are the UK's number one supplier of wooden pallet collars and carry thousands of storage boxes, containers, and crates in stock. We are one of the top suppliers of load securing items in the UK and number one for dunnage bags. We also supply racking and shelving, a full range of warehouse and workplace equipment as well as workwear and PPE."



That is a lot to digest. "It is," he nods. "Our printed catalogue, or 'Handling Manual' as we have named it, is a mainstay in any warehouse, supply chain or purchasing manager's desk."

The company didn't want to sit on its laurels, though, recognising that such a breadth of range can lead to confusion in the minds of customers. "We therefore challenged ourselves to try and work out exactly what it is that we do and what we offer to our customers," Marshall goes on.

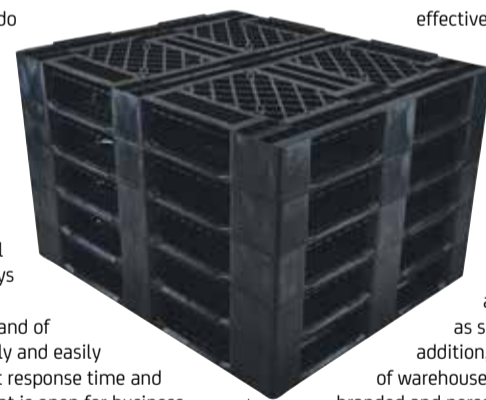
Customer feedback surveys already confirmed that Exporta is trusted, providing a great level of customer service (confirmed via its top level Trustpilot score), with a best-in-class next day delivery service to add to its very knowledgeable team of staff boasting over 150 years of experience.

These are impressive plaudits – but it wasn't enough for Exporta's

team. "The reality is that we do far more than that," says Don Marshall. "We do not just sell products, we add real tangible value, we help companies become more efficient in their supply chain operations saving them time and money. We help ensure that health and safety as well as legal compliance are always in place through our range of load securing and PPE items and of course we do this conveniently and easily with long trading hours, short response time and an award-winning website that is open for business 24/7 365 days of the year. We have even had orders on Christmas Day."

How did the team address the need to communicate its offering more concisely?

"We set up a brainstorming session, with long discussion and endless whiteboard scribbles which eventually led us to something very simple which does explain exactly what we do. We help companies to 'Move It', moving products around the facilities, internal distribution networks and international exportation with our range of pallets, pallet boxes, pallet collars and our handling and lifting equipment range; 'Store It', providing storage solutions that are efficient and cost



effective via our tracking and shelving project management and products, our storage containers and specialist storage equipment. And we help them to 'Secure It', because we aid safety and compliance with our load securing range such as dunnage air bags, ratchet straps, moisture absorbents and thermal protection as well as spillage control and PPE. In addition, we have a SUPPORT IT range of warehouse equipment, workbenches and branded and personalised workwear."

So there was the message – Exporta is the place to go if you need to MOVE IT, STORE IT, SECURE IT.

www.exportaglobal.co.uk



# Leading UK manufacturer of bespoke power screws



**K**ingston Engineering is one of the UK's leading manufacturers of bespoke power screws. Based in Hull, the company offers a vast selection of materials and specifications designed to suit their clients' requirements. "We produce power transmission equipment used in a variety of industries, including aerospace, nuclear, medical, water, rail, and many more," explained Paul Bielby, Director.

With a history dating back to 1919, Kingston Engineering celebrated its 100-year anniversary last year, an admirable feat which proves the company's



outstanding reputation in the industry. For over 60 years, Kingston Engineering has specialised in manufacturing right hand/left hand, single/multi-start, cut thread power transmission screws and nuts, all of which are adaptable for mechanical power transmission. These products also conform to the standards of British, European and American requirements and meet ISO 9001-2015 accreditation, as well as being thoroughly examined during the manufacturing process.

Working closely with both suppliers and end users to provide the best purpose-built screws possible, Kingston Engineering has customers throughout the UK and the US, offering one off prototypes to full batch manufacture. Kingston Engineering specialises in offering bespoke manufacturing services, addressing its customers' specifications to ensure their needs are always met. These services are informed by over 100 years combined experience between the company's directors, all of whom are committed to investing in Kingston Engineering's skilled workers, facilities and technologies to ensure continued success.

Certainly, Kingston Engineering is always engaging in plans to help the company become global leaders in screw/nut manufacturing. One recent investment was in a new Mitutoyo Euro M544 Measuring Machine, which has become invaluable in the company's inspection department. This allows Kingston Engineering to measure the physical geometrical characteristics of an object. The machine creates printed inspection reports and is controlled by an operator, with measurements designed by a probe attached to the third moving axis of the machine.

Additionally, Kingston Engineering invested in a Hi-Tech 450 AMC Turning Centre, the latest addition to its CNC Turning capacity. This one piece heavy duty cast iron construction is a major contribution to the company's turning capacity. All details are available on the website or why not give us a call for a chat about your requirements over a virtual coffee.



"We're very much looking forward to what the next 100 years will bring, as we focus on continued investment in our machinery and our people," Paul explained. "Engineering in general has been hit by the COVID-19 pandemic, but our work in the medical, water and machine refurbishment fields has enabled us to maintain a high level of production while adhering to social distancing guidelines. We'd like to thank our customers and suppliers for their continued support through these challenging times, and now we're focusing on seeing the company continue through the next generations while upholding the strong name we

have within the industry."

If you would like to find out more information on everything Kingston Engineering has to offer, head to the website or get in touch using the contact details below.

**Contact**  
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# Improve your plant efficiencies with pump technology specialist

**Industry Update is proud to announce that North Ridge Pumps has been selected as our Pump Specialist Company of the Month.**

As an independent manufacturer and distributor of pumps, North Ridge Pumps is committed to working with customers to help improve their efficiency, increase profitability and minimise downtime. "We operate across a whole range of different industries, including marine, food & drink, pharmaceuticals, oil and gas, packaging, and much more," said Simon Hooton, Technical Product Manager.

"We offer new pumps, pump kits, and pump repairs, helping customers with issues like premature pump failure, incorrect flow rate, or if their pump isn't delivering the desired outcome. We work with them to improve output of their pumps, and can provide an automated solution to reduce the need for manual processes and make time saving improvements."

Established in 1998, North Ridge Pumps has over 20 years' experience in pump technology. This expertise underpins



the company's exceptional customer service, ensuring it can offer trusted advice on the best processes and technology for your needs.

"Also, because we represent so many different

pump technologies, when people come to us, we can provide a variety of different solutions. We're not tied down to a single technology, so we can suggest the best solution for what they need, not just a single technology which may not provide the expected longevity. We know which pumps will give customers the longest lifespan for their particular situation."

As part of its extensive offering, North Ridge Pumps can specify your ideal solution, designing pumps with materials according to your requirements and to your required duty point. Pumps are engineered specifically for your process, whether they are baseplate mounted, within a mobile frame or in kit form with couplings, hose, dispensing nozzle, flowmeters, valves, control panels, inverter drives, and monitoring systems.

North Ridge Pumps also offers Pump Repair services. The company understands the detrimental effects of lower output or downtime, so offers pump maintenance and repair for all types of centrifugal, rotary, and reciprocating positive displacement pumps of any brand.

Providing all levels of service, North Ridge Pumps can assist whether your pump has been damaged during operation



or been left idle for long periods without maintenance, performing a thorough inspection before carrying out any work. By outsourcing your pump maintenance and repair in this way, you can ensure that your pumping equipment is maintained and restored back to its original or improved specification, in line with manufacturers' guidelines.

After restructuring in September 2019, North Ridge Pumps launched a new website, creating a more streamlined and accessible experience for its customers. "It's now easy for customers to select the pumps they want according to different criteria. We've also done our best to explain knowledge

in a non-technical way, to demystify pumping technology for our customers, and included case studies to show how we've



helped people in the past and how we might help customers in the future."

Of course, this year has seen numerous challenges due to COVID-19, and despite project delays and other issues, North Ridge Pumps remains in a strong position going forward. "In a way, it's forced us to look at other areas such as the renewable sector. Pumps can be used to generate electricity as opposed to water turbines, which is a great option for industry as they are far easier to maintain without specialist tools or equipment, with shorter payback periods too, so this is where we've refocused some of our attention."

So, if you're experiencing issues with accelerated pump wear, are looking to improve plant efficiencies, or increase profitability through automation or the elimination of manual handling, make sure you get in touch with North Ridge Pumps. The company's experts are ready to help.

**T +44 (0)1773 302660**  
**sales@northridgepumps.com**  
**www.northridgepumps.com**



# ODM and OEM electronic manufacturing services specialist



**Industry Update is proud to announce that Asset Instruments Engineering Ltd has been selected as our ODM Instrumentation Company of the Month.**

Formed in May 2018 by Keith Wilson, shortly before taking over 'Asset Instruments Ltd', owned by John Street, Asset Instruments Engineering Ltd brings together over 30 years of expertise in the design, development, in-house assembly and support of ODM instrumentation products.



The company provides ODM (Original Design Manufacturer) products and OEM services in electronic manufacturing. "We specialise in instrumentation products, supplying manufacturers of load cells, strain gauges, pressure sensors, hydrostatic transmitters, and many other system manufacturers with a wide range of products including Amplifiers, Digital Indicators and Wireless Modules to integrate into their products and systems," Keith explained.

All of these products can be adapted to fit customer requirements. "We can adapt existing products or even build new products to suit customers' wishes. The non-recurring engineering costs for development and prototyping can be amortized across one or more series builds of the product," said Keith.

As well as this, Asset Instruments Engineering Ltd offers OEM electronic manufacturing services (EMS), according to the customer's own design and requirements, including component procurement, SMD- and THT-board assembly, CPLD-/microcontroller programming, cable/wiring assembly, mechanical assembly, product functionality testing, and packaging. "I also own an EMS company (WEEng GmbH) based in southern Germany near Nuremberg. This partnership provides Asset

Instruments Engineering Ltd with direct access to a modern production facility for producing small series prototypes to medium series volumes, certified according to ISO9001:2015."



Looking to the future, Asset Instruments Engineering Ltd is hoping to increase its presence in wireless products, using state-of-the-art technology, especially in low-power long-range IoT cloud-based applications. Indeed, although the COVID-19 pandemic meant fewer sales for the company, Asset Instruments Engineering Ltd used this as an opportunity to focus on developing new products, putting the company in a strong position as it goes forward.

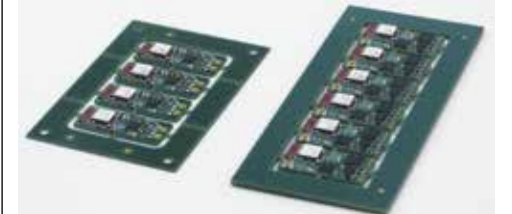
Although trade shows had to be rescheduled or cancelled this year due to the pandemic, Asset Instruments Engineering Ltd is looking forward to attending some events in 2021. This includes Sensor+Test in Nuremberg, Germany on 4-6 May at stand 1-115, and Sensors and Instrumentation in Birmingham, UK on 29-30 June at



stand 578. Be sure to go along and meet the team in person, and discover how Asset Instruments Engineering Ltd can help you.

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

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**keith.wilson@aieng.co.uk**  
**www.aieng.co.uk**



### Mantra Learning provides COVID-secure forklift training

Mantra Learning is now delivering Novice Lift Truck Operator theory training online thanks to a new tool from RTITB. eTruck UK is an eLearning tool that ensures Instructors and Operators are safe, with COVID-secure theory courses that do not need to take place in a classroom.

As an RTITB Accredited Partner, when the COVID-19 pandemic lockdown began, Mantra was able to quickly acquire training licenses for eTruck UK from RTITB, so that disruption to Novice Lift Truck Operator training was minimised.

By using eTruck, Mantra was able to continue to deliver Lift Truck theory training, but with no risk of infection or social distancing challenges to overcome. This was important as Novice Lift Truck Operator training accounts for around 30% of the Mantra Learning's training business, usually in a classroom.



eTruck, which is available in the UK and Ireland only from RTITB, is a completely unique digital storytelling tool for forklift theory training. Candidates learn online by following a story that tackles real issues relating to lift truck operation and safety and is designed to create real behaviour change, looking at the reasons behind operator behaviour as well as the relevant theory.

With eTruck, learners can complete the training at their own pace, anywhere and anytime they can get online.

For more information on delivering Lift Truck Operator Training with eTruck UK, visit: [www.rtitb.com/etruck](http://www.rtitb.com/etruck) or call +44 (0)1952 520236.

Learn more about Mantra Learning at: [www.mantralearning.co.uk](http://www.mantralearning.co.uk) or by calling 0333 220 6646.

### Automating logistics processes



Scandinavian Cosmetics, Scandinavia's leading distributor of beauty products, chooses to automate and merge its operations to a new warehouse in Malmö, Sweden where Element Logic will install the AutoStore solution.

As a Scandinavian leading distributor in make-up, fragrance, skin- and hair care, Scandinavian Cosmetics AB represents more than 60 international leading brands. The company acts as an agency and sells to both retail and in recent years increasingly to eCommerce. Today, the company's operations are managed through several manual warehouses in Norway and Sweden, but now they choose to gather their entire operations in a new warehouse with AutoStore in Malmö.

#### Possible to scale up in the future

The reason for merging their warehouses is to modernise and automate their logistics processes to meet the customer needs in a better and more efficient way.

"We have clear growth ambitions where, through the investment in AutoStore, we create optimal conditions for quickly and easily being able to scale up our storage capacity. At the same time, we are proud to be able to offer our employees a new, modern, and attractive workplace," says Joakim Johnsson, CEO of Scandinavian Cosmetics.

#### Focus on dynamic performance

The new warehouse is 6,000m<sup>2</sup> and contains an AutoStore solution with a capacity of 30,000 bins. To meet Scandinavian Cosmetics' needs of approximately 900 order lines per hour, 35 robots will provide the AutoStore workstations with bins for picking and packing. The AutoStore solution is planned to be operational during spring 2021.

"The project together with Scandinavian Cosmetics has been very exciting with a strong focus on efficiency and scalability. We are happy, proud, and we look forward to a successful cooperation with Scandinavian Cosmetics," says Thomas Karlsson, Managing Director, Element Logic Sweden.

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

### New perspective on small-item sorting

Order volumes in e-commerce have exploded this year. Pressure on fulfilment centres is rising even higher. EuroSort relieves the pressure with a unique portfolio of sorting systems. The result: more items, more destinations and more reliability. With less space.



Fulfilment centres must boost the speed and effectiveness of their processes to handle rapidly growing order volumes at an acceptable cost. With existing sorting systems, the number of exits has become too small. There is often no room for extending the existing sorting system, and there is the added challenge of an increasing variety in shapes and sizes of items.

To help, EuroSort has created the innovative Cross Tray Sorter. Modular and scalable, it has a Friction Drive System to allow endless sorter layouts with sharp curves and elevation changes. The sorter fits in any space and is lightweight enough for use on standard mezzanine floors.

Trays are also enclosed on four sides, so all items stay in place, and because of the forced discharge, sort errors and rework are minimised. After discharging, the items slide with controlled speed to the right destination, making the sorter ideal for fragile items.

The cleats of the trays can move in two directions for two-sided discharging, making the number of exits per square metre unsurpassed. If necessary, the number of exits can be doubled once more by using chutes with a double-deck slide. Every item is led to the right slide with an automated flipper door.

[www.eurosort.com](http://www.eurosort.com)

# EXPORTA

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# Your guiding light for LED solutions

**“We** were established in 2009 as OCIP ENERGY Ltd,” explained Aidan Brown, Managing Director. “As we approached our 10th anniversary, and with the acceptance of LED lighting into the mainstream market, we changed our name to LED Industrial Lighting Company Ltd to better reflect the nature of the market in which we operate.”

Based in Cheltenham, LED Industrial Lighting Company Ltd operates across the UK and Europe, and numerous key clients have used its services across their European operations. As the status of LED lighting as changed, so



the company has adapted its services to better address the needs of the marketplace. “The company’s role has evolved as LEDs have become more accepted,” explained

Aidan. “In the early days, it was about convincing businesses that LED was the future. Nowadays, we are effectively a specifier, assisting clients to identify and source the most appropriate product for their premises.”

Working exclusively with LED lighting, the company has a focus on the commercial and heavy industrial markets, including hazardous area environments, as well as significant experience in the niche market for obstruction lighting.

With the increase in LED lighting’s popularity, there has undoubtedly been an increase in the number of poor



quality products, which have swamped the market and made it increasingly difficult to find the best and most suitable solution. Thankfully, LED Industrial Lighting Company Ltd’s extensive experience of the LED lighting sector allows it to match the most appropriate fittings to the client’s requirements, as well as guiding clients to the right products for their individual requirements, without making expensive mistakes.

Certainly, LED Industrial Lighting Company Ltd has a documented history of listening to the market and addressing its needs, something which is reflected in the company’s motto to ‘listen and deliver’. “We believe in understanding the client’s operational requirements and then developing a value proposition that addresses those needs, all within budget,” Aidan elaborated.



Of course, LED lighting is constantly evolving, but there are limitations as to where future efficiencies will be generated in the LED technology alone. “Where the real revolution is occurring is in the controls for these lights,” explained Aidan. “LED Industrial Lighting Company Ltd is able to offer the market leading remote monitoring platform, which allows a user to monitor and manage their lighting infrastructure from their own laptop, giving real-time data on what is happening within their office, building or entire estate. We can monitor a suite of parameters from energy usage to the status of the batteries in the emergency fittings. This offers potentially huge maintenance savings, and the system will automatically run test and report systems to ensure full regulatory compliance.”



With an outstanding reputation for quality, value and customer service, there is no doubt that the future looks bright for LED Industrial Lighting Company Ltd, a company which clearly possesses the drive and determination to continue its innovative work. “2019 was a challenging year for us as a business. Specifically, I was diagnosed with cancer in March and underwent chemotherapy for the best part of a year. During that time, I continued to work and am very grateful for the support of our existing clients, as well as the patience of the new ones. Having had the all-clear at the end of 2019, I am keen to drive the business forward and make up for lost time.”

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### Introducing the Twister 80 Basket Parts Washer

The new Teknox Twister is an ideal washing system for spray washing multiple small components contained in a preloaded detachable stainless-steel basket.



The Twister uses water and a cleaning detergent that is controllable up to 80°C, the water is recycled within the system. The basket is slowly rotated during washing under the spray jets to remove machining oils.

After washing an oil skimmer can be operated to remove the waste oil that floats on the surface of the water and then collected in a waste oil container next to the machine. The parts can also be rinsed with water to remove any residue from the cleaning solution and a drying system of compressed air and or heated drying can also be fitted.

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### RENA diversifies with additive manufacturing

RENA Technologies acquired Hirtenberger Engineered Surfaces (HES) on 16 July, and established a new market segment, additive manufacturing (AM). The existing team, exceptional process know-how and cutting-edge Hirtisation® technology will be integrated into the RENA corporate structure as a global player. The new RENA Technologies Austria (RENA AT) is to operate as hub for activities in the additive manufacturing segment. RENA AT will also function as technology and development centre for all aspects of electrochemical surface finishing.



Hirtisation® technology is at the core of the new RENA Technologies: it is a high-performance tool for post-processing of 3D-printed metal parts. Of decisive importance in modern 3D-printing technology is surface finishing that permits the use of 3D-printed components. The process – precise, automated and suitable for mass production in 3D metal printing – is an alternative to conventional post-processing methods.

"The outstanding expertise and efficient implementation of modern production machinery designed to respond to customer needs immediately impressed us," says Peter Schneidewind, RENA's CEO, who adds, "Hirtisation® technology complements perfectly RENA's product portfolio." For HES too, RENA is the logical next step in marketing its technology globally and supplying promising international markets.

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### Welcome to the home of high precision

DF Precision Machinery Ltd is the exclusive representative in the UK & Ireland for all Hardinge Grinding and Super Precision products, and is the exclusive UK distributor of OKAMOTO grinding products. Hardinge has acquired numerous iconic and globally renowned precision grinding brands including Kellenberger, Voumard, Hauser, Tschudin and Jones & Shipman.

DF Precision specialises in the sales and aftersales support for these CNC machines, thanks to the company's highly experienced team that is always ready to support you. Informed by a wealth of expertise, DF Precision was founded by Mike Duignan and Alan Fisher, who have many years' experience and an excellent track record in providing specialist support for precision grinders in sales, applications and customer care whilst at Jones & Shipman Hardinge. What's more, DF Precision can also help you improve your manufacturing production flow and



productivity with scheduled preventative maintenance visits to suit your requirements, a fine example of DF Precision's well-known commitment to its customers' needs.

DF Precision offer the latest in precision technology including Kellenberger's latest Universal cylindrical Grinder, K10, which offers excellent value with high performance. This is in addition to the New Voumard V1000 Internal Grinder, which is setting new standards in precision and flexibility with up to five axes and new HYDROLIN hydrostatic guideways.

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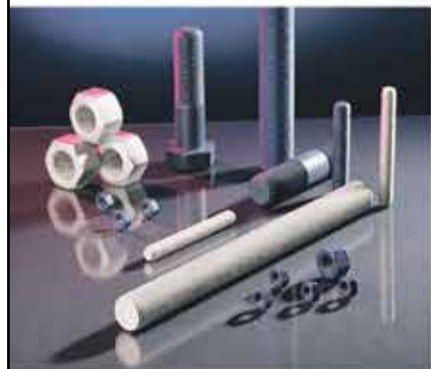
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## Pumping solution for animal food problem

Animal food comes in both dry and wet forms, flavour and nutrients are added to the dry product to make it more palatable and easier to digest. We were approached by a pet food producer that was having difficulty with their existing pumps for coating dry pet food bars with molasses and poultry fat across various process lines via spray bars.

To ease the manufacturing process, they require the fat and molasses to be pumped at high temperatures, typically up to 80°C. However, consistently pumping at this temperature was causing their gear pumps to fail and need replacement every six months on average.

Gear pumps require a minimum viscosity level to maintain efficiency, reduce slippage and ultimately protect the gears from premature wear. Heating the fat and molasses to such a high temperature reduces the viscosity considerably



and this was causing damage to the existing units and leading to excessive downtime and cost.

We specified our AMP22 peristaltic pump can handle both thin and thick liquids without losing efficiency, they can dry run indefinitely and maintain a consistent pressure regardless of the flow rate required.

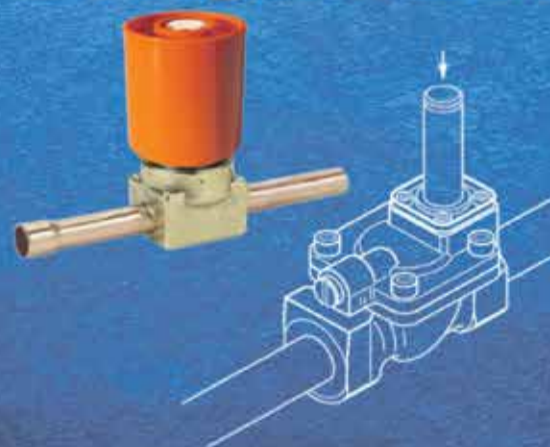
Due to the forced air cooling, the AMP22 can operate at flow rates as low as 4L/hr. These are the simplest

pumps to maintain as the only wearing part is the internal rubber hose, changing the hose is a quick process and the only parts required to be kept in stock are the hose and some lubricant grease. This reduces their stocking costs and downtime considerably, a factor that was causing them a lot of problems up to this point.

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# Offering space-saving advice



**T**he average size of the UK home is shrinking, leaving installers with a growing challenge of coming up with practical, affordable and stylish bathroom solutions. Sarah Hillsdon, Category Manager Geberit Bathroom Products & Installation Systems, looks at how installers can create a design-led and hygienic bathroom space.

Homeowners today are contending with ever-shrinking spaces, with today's new build properties typically smaller than 30 years ago and the average size of a bathroom now just 4.4 square metres.

Yet, the bathroom remains an important part of our lives. Geberit carried out research in 2018 which told us that it was the most important place for sanctuary in the home – and, of course, the significance of having such a sanctuary will have been keenly felt by many over the months of lockdown.

Meanwhile, homeowners are increasingly seeking out design-led solutions, leaving installers having to come up with 'instagrammable' bathrooms that are stylish, yet overcome the space challenge.

As a result, manufacturers are developing a number of bathroom solutions that maximise space without compromising on style and we're predicting real growth for wall-hung toilets and sanitaryware in the UK market. Providing a space-saving alternative to traditional close coupled toilets, these systems are now more affordable than ever.

### Space matters

Wall-hung systems conceal the cistern and lift the toilet's footprint off the floor, making even the smallest of bathrooms instantly appear bigger. Opting for a wall-hung system can also enable toilets to be easily installed in tricky spots such as under a window, in a narrow wall duct or under a sloping ceiling.



Product development from leading manufacturers now means that quick and affordable pre-wall frame systems, such as Geberit Duofix, have been designed with installation in mind. Cleverly concealed fixings and the inclusion and position of water inlets, for example, make life easier for installers and the cistern is concealed inside a drywall, so there is no need for additional studding. Servicing and access to the cistern is also made easy via the flush plate.

### Hung-up on hygiene

But it's not just the obvious space benefits that wall-hung sanitaryware can bring. Ease of cleaning is now a huge consideration for homeowners with hygiene now well and truly under the spotlight – and lifting the toilet off the floor is an effective way to make cleaning easier in the home.

When it comes to hygiene there are also other product developments that can maximise this.

Products such as Geberit's KeraTect Glaze benefit from a non-porous and smoother surface, helping prevent staining of the ceramics and creating a high-gloss effect. Similarly, affordable solutions such as Twyford's Rimfree® ceramic appliances and Geberit's TurboFlush technology can eliminate tricky corners and hard-to-reach areas around the pan, helping eradicate any hidden areas where bacteria may thrive.

### Getting ahead of the game

We're predicting real growth in wall-hung toilets and sanitaryware. When you consider how the innovative design of these systems overcomes the ever-present issue of space in the home, the opportunity to sell affordable and innovative bathroom wall-hung systems is a win-win for the installer and end-user.

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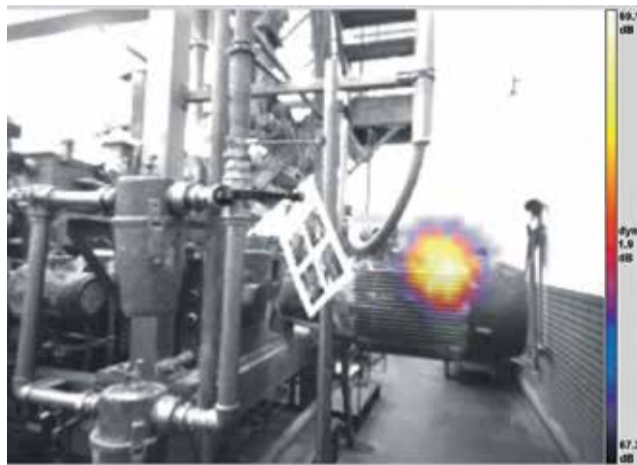
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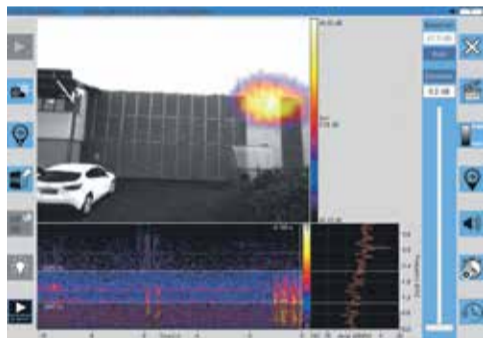
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# How your factory can benefit from easy-to-use sonic imaging

**Y**ou've heard of thermal imaging, where heat sources are shown as colour on a live video feed? Well now you can do the same with noise sources. So instead of trying to guess which machines or parts of them are responsible for elevated levels, you can look around and see them live on the screen, and of course, record them as you would a normal video or photograph. But the real revolution is that this incredible tool is packaged like a video camera, with a touch screen anyone can use. So it really is an essential tool that is revolutionising noise control.



Along with offering numerous features and high levels of accuracy, the **SOUNDCAM** is easy enough to use for those without acoustic expertise. Those working in health and safety and general maintenance on site can now easily identify sources of sound and address them as needed. "It is battery powered with a touchscreen making it highly portable, as well as being durable and waterproof. It's as easy to use as a mobile phone."



The camera offers unbelievable quality, accuracy and portability using state-of-the-art **German technology**. "The German company that makes these is the world market leader in this area, but up until a year ago when I set up Acoustic Camera UK, there wasn't a distributor here," explained Richard O'Sullivan. "We can offer this market leading technology at extremely competitive prices, and it offers much better performance than others in this specialist market."

The **SOUNDCAM** is ideal for **preventative maintenance** for plant and machinery. It can be programmed to detect if an unusual noise occurs, which triggers the device and alerts you to a potential issue with the machine. This means the equipment can be serviced before it shuts down completely, minimising the risk of excessive downtime and its consequences on operations.

"It's also excellent for maintaining appropriate **health and safety** standards in regards to sound levels. The traditional sound level meter is omni-directional and can only show that noise levels at the worker's station are high. It gives no information about the loud sources. The **SOUNDCAM** shows a colour map of the whole spectrum of audible sound, with the highest



levels being clearly highlighted. You can then bracket these frequencies and the source shows up on the live camera picture as a flame of colour. Maybe a fan has become loud, or the seals on a noise enclosure are leaking – these would show as yellow flames overlaid on the live video picture, which you can also save as screenshots or full videos. So you can instantly discover the loud noise sources, and then address them to **reduce worker's noise exposure**."

As well as protecting workers and preventing potential downtime costs, the **SOUNDCAM** can also help you **make significant energy savings**. Often, a factory's complicated network of compressed air lines is difficult to access for repair work. As the network leaks over time, another compressor is put in to compensate for the air that's leaking into the atmosphere, resulting in a huge energy loss, something which is even more significant with the push for a 'Green Recovery' post-COVID. With the **SOUNDCAM**, you can easily detect the hissing noise of the leaks and discover exactly which joint is leaking, even with high factory noise. Losses due to arcing and sparking can also be found easily with the **SOUNDCAM**. This means maintenance personnel can find and fix the issues quickly.

"With the savings made from preventative maintenance and energy costs, the **SOUNDCAM** very



quickly pays for itself. Some companies are saving thousands every month thanks to the device," Richard elaborated.

We have city council **environmental noise control** experts using the **SOUNDCAM** to locate and document noise sources. They are often able to advise on simple solutions, say for example if the **SOUNDCAM** shows the factory noise leaking out of worn or ill fitting door or window seals. We have also had enquiries about using the **SOUNDCAM** like a speeding camera to record noisy vehicles. As well as other more obvious applications like product noise optimisation, we have a long list of other users, for example wildlife camera teams and bird watchers. The ability to **instantly see sound sources** is a really game-changing technology that our new **SOUNDCAM**

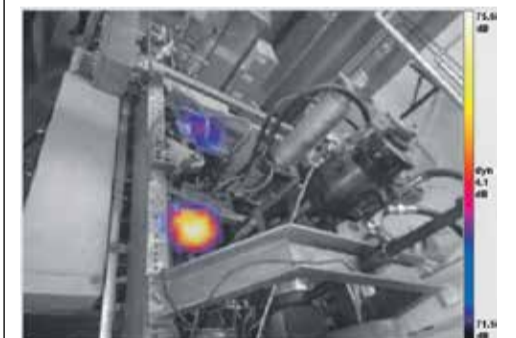


has brought within the reach of a growing range of applications, due to its **usability, portability and affordability**.

Although the device is easy to use, if you don't feel comfortable using the equipment, Acoustic Camera UK also offers **consulting services**. "I've been doing work with this technology for many years and can quickly identify noise problems, as well as giving advice on how to solve them. I can come to your premises and use the equipment so you can quickly discover the noise source and address it appropriately." Furthermore, the **SOUNDCAM** can be obtained on a **rental** basis, and then can be bought at a reduced price should you decide to keep it.

Although the COVID-19 pandemic has brought numerous challenges this year, Richard is looking positively to towards the future. "It was going well last year and at the beginning of this year, but then obviously things have stalled a bit once everyone shut down. As places start to open up again, I'm confident we'll start getting more interest."

Indeed, the company has cleverly adapted to the 'new normal', and can now offer a **free trial** of the **SOUNDCAM** without the need to visit your location. After receiving a demo **SOUNDCAM**, at no cost except for the return carriage, Acoustic Camera UK will then do a video conference with you to explain how to use the device.



If you would like to find out more information on **SOUNDCAM** and Acoustic Camera UK's full range of technology, head to the website. Here, you can also find a range of videos of the **SOUNDCAM** in use and discover the device's vast range of potential. Alternatively, get in touch using the details below.

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