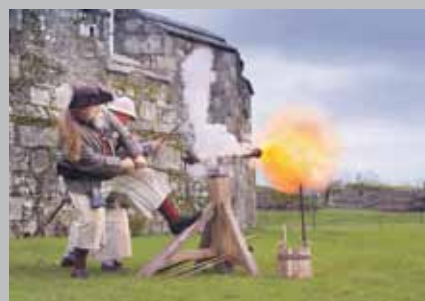


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## Delta Electronics creates a performance to remember at Wembley Arena

In a city already brimming with famous landmarks, the imposing SSE Arena Wembley in London holds a special place in the hearts of many. For generations, it has been a venue where memories have been created since it opened its doors in 1934.

### Engineered for excellence

The building's striking and distinctive shape is not the result of an architect's creative streak, but that of the enthusiasm building engineer Sir Owen Williams. Sir Owen saw Wembley as a potential opportunity to show how attractive looking and ground-breaking architecture could.

### Technology meets tradition

While the building has remained largely unchanged externally, visitor and audience expectations have of course evolved considerably over the last 80 years, as has the technology used to bring an event to life. To meet next-generation requirements, today, state-of-the-art Delta Electronics LED 50/50 Strip Displays are being used to bring attention-grabbing images to the 53 metre wide gable on the top section of the arena. Installing such technology into the building's unusual shape was far from easy, and it was down to the expertise of Visual Technology to merge new technology with historical design.



With its interactive technologies for large exhibitions, tradeshow and command/control room environments, Delta Electronics' LED 50/50 Strip Display made an ideal choice for this application; not just for its flexibility, but also for the company's proven reliability in even the most demanding environments. Mounted inside the building to preserve the entire façade unaltered, Delta Electronics' LED solution displays information in support of events that are taking place inside Wembley Arena, as well as tour posters or adverts for any global brands associated with an event, like Coca-Cola or Pepsi.

With Wembley Arena already boasting a proud history, it seems it is set to continue to make an impression both now and in the future, thanks to the spectacular performance delivered by Delta Electronics.

www.delta-emea.com

## SM Components appointed exclusive distributor and partner of McPhee Mixers



skilled and experienced staff offer sales, installation and repair services and it has a fully stocked warehouse containing globally sourced premier products and components to meet its customers' requirements.

SM Components will work closely with McPhee Mixers to deliver solutions that meet the specific needs of its customers.

McPhee Mixers designs, manufactures and supplies its mixers from its headquarters in Blantyre, Glasgow. It offers customers, including some of the largest multinational businesses in the construction and aggregate industry, a unique product range of mixers tailored to their requirements.

The partnership with McPhee Mixers is another step in the growth of SM Components, formed in 2012 by Seamus Hanna and which quickly established itself as Ireland's leading supplier of bespoke aluminium components for the commercial vehicle industry, through its relationship with UK-based SB Components. The business has continued to expand and now includes distribution agreements with several blue-chip industry brands.

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# Shaping the future

This year's BETT show was a resounding success and brought together the biggest and best names in teaching and education to discuss the future of education.

Rt Hon Anne Milton MP opened the event, with inspirational speakers such as Bill Rankin, Lord Adoni, Natasha Kaplinsky and Baroness Beeban Kidron present, keen to share their thoughts on the future of education.

The show floor was also abundant with companies showing off their latest and greatest concepts and technologies currently helping to shape the way we teach. Solutions Den was present demonstrating the uses of software and technology in teaching, whilst Bett Futures we're on hand showcasing innovative and leading edtech start-ups from around the globe.

Each and every year BETTs presence increases in size and this year 41,000sqm of the EXCEL



in London were filled to the brim with over 850 leading companies, 100 exciting new edtech start-ups and 34,500 attendees (with over 130 countries present) from the global education community.

And next year will be even bigger. On January 23rd – 26th 2019, EXCEL in London will be hosting the annual BETT Show, so if you want to become a part of this incredible educational event head on over to their website now. This is our first pick of the best exhibitors from this year's BETT Show. Further details can be found on the next two and a half pages.

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

# Fun learning with Active Floor in an engaging and inclusive way



By working with movement and gamification you'll get your students' attention in a brand new and exciting way, and ensure their complete focus in every single class. Through this innovative and intuitive tool you'll incorporate the aspect of movement into the teaching in a natural way – without compromising the academic focus. With Active Floor you have a huge variety of learning-based games to choose from, especially regarding math, English and science



classes. Teachers have an easy and natural way to incorporate movement into their class.

*"It's fun... and it is easier to remember something that was fun" Amanda, age 13*

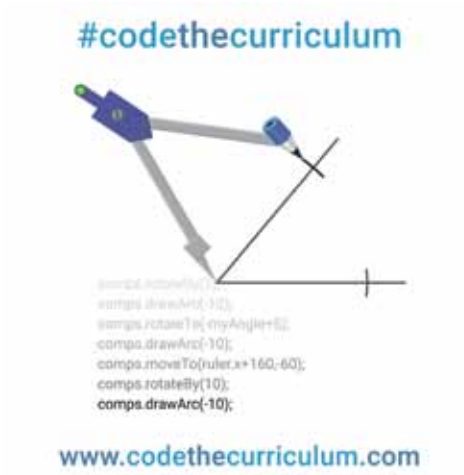
Active Floor consists of a vinyl floor, a ceiling-mounted projector, a computer, a motion-detecting camera and an installation box. All are very simple to install.

Place the interactive floor somewhere the kids spend most of their time in order to get the most out of the system. The floor inspires the kids to play, learn and be active, even at breaktime.

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**hello@activefloor.com**  
**www.activefloor.com**

# A powerful new approach to coding, maths and history



A\*Star Education is helping schools wanting exciting material to use in class, and providing 'anywhere, anytime learning' for all students.

Starting with History – and progressing through Coding, Maths and Science – we are releasing libraries of e-textbooks, supported by other digital resources suitable for primary and secondary schools, at very affordable prices.

It is in Coding and Mathematics that our innovations take a multi-generational leap beyond existing products. Fully interactive, and including digital 'robots' for each teaching concept, our curriculum even allows students to program solutions to problems they encounter in maths and physics by manipulating all the interactive tools (think virtual compasses, ruler, graphs etc.) with code.

Uniquely, our MasterClass platform provides the complete coding environment, featuring a full editor which gives immediate immersion in a text-based coding environment. It is ideal for starting to learn coding or building full programs – and it works on all devices.

Included with this toolkit are editable mini-programs for demonstrating key topics so students can start immediately and teachers can be confident of a successful outcome. These programs are editable by teachers and students and easily shared, meaning anybody can create something in seconds, even those who have never coded before!

**T +44 (0)1480 459480**  
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**www.astar-education.co.uk**

# The leading specialist in Functional Skills and GCSE eLearning

bksb is the UK's most popular online Functional Skills Solution used to support apprenticeships and employment based training. We have won 'Company of the Year' at the prestigious Bett Awards for the last three consecutive years. Last year, over 1.5 million learners used our online assessments and learning resources to improve their skills in English, maths and ICT.

The bksb eLearning platform provides learners with assessments and resources that offer thorough, ongoing support that can be accessed anywhere, at any time. It supports organisations with powerful reporting data to evidence learner progress in line with Ofsted and funding requirements.

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**www.bksb.co.uk**

# The future of interactive collaboration in education

BenQ UK, the internationally renowned provider of digital lifestyle devices recently wowed audiences at Bett 2018 with its latest interactive classroom collaboration solutions. For the first time in the education market, Google Jamboard was available for demonstration. As an exclusive headliner of BenQ's Interactive Flat Panel (IFPs) portfolio, Google Jamboard makes it easy for students to engage and share ideas. It is ideal for classrooms, huddle spaces or for collaborating with remote students via the integrated videoconferencing features.

BenQ also highlighted its 4K resolution IFPs. The pioneering IFPs feature instant plug and play, parental control, multi-platform compatibility and handwriting recognition. At the BenQ stand, visitors witnessed the stunning 4K display with eye-care solutions, TÜV-certified low blue light technology and a germ-resistant screen, for healthy and engaging learning environments.

**T +44 (0)870 850 4417**  
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## Striving for Academic excellence and providing a first class education

The Academy for International Science and Research (AISR) is an international centre of excellence for STEMM education, developing critical thinking and problem solving skills in our students. AISR is the only private Academy of its kind in Ireland, using the latest teaching methodologies to excite and ignite curiosity in STEMM subjects.

Our vocational programmes range from entry level to Level 5; they favour practical application and have been designed to reflect the latest needs of professional organisations; meaning students will be vocationally competent and ready for work. All qualifications are UK accredited and endorsed.

AISR is developing an International Applied Mathematics Hub of excellence to develop math applications within the students' vocational areas.

AISR also develops cutting edge, bespoke interactive education technology for academia, K-12 and higher educational institutions. This education technology includes augmented reality (AR), mobile gaming and the use virtual reality (VR) to stimulate aspects of the industrial environment,



which were exhibited at the BETT Excel London show. The VR lab provides an immersive learning experience, with step by step guidance, so you will be fully prepared and confident to walk into a real lab. The VR lab is also available in desktop version, without the need for VR glasses.

**T +44 (0)7759 831432**  
**info@aisr.org.uk**  
**www.aisr.org.uk**

## We believe in Student Success

At Cylo, we have brought together decades of knowledge from around the digital world to create Alexis; a white-label, cloud-based solution to support learning institutions internationally. We are a technology solution provider and do not believe in the restraints of pre-packaged solutions; we work with our customers to tailor our products to their needs and build end-to-end solutions that really make a difference.

Cylo's mission is to help educational institutions attack the digital era with confidence and start their digital journey, already ahead of the curve. Alexis Education AI is in a league of its own, with its in-built tutoring system which helps to keep teachers well informed on student progress and problem areas that ordinarily they would not have access to.

Alexis Education AI is the first Learning Management System PLUS available on a tablet, laptop or through a URL, that helps schools to become completely

**allexis**  
 EDUCATION AI

paperless. Our creative digital learning environment is already proven to boost student engagement and teacher's efficiency. Having worked with many major and local trade and education publishers, Cylo are able to offer access to a huge catalogue of content. The in-built digital library and eReader are therefore brimming with all the educational text books and resources anyone could wish for.

**T +44 (0)203 947 1810**  
**info@cylo.com**  
**www.cylo.com**

## Put in the big rocks first

How much time and money is spent by schools every year assessing and addressing the needs of children with reading difficulties? And how many 'slow readers' plod their way through school and university with their results depressed by the limitations of their reading speed?

There are many reasons why children can have reading difficulties, but a common problem, still often unaddressed, is that one wavelength in the light reflected off a white page background is interfering with visual processing and causing visual stress, making hard work of reading. All that's needed is to remove the problem wavelength with the right colour filter.

It's been said that if you fill a tank with rocks, stones, and sand you put the big rocks in first, decreasing the size of the stones until you finish with the sand. If you start with sand and finish with the rocks your tank will be full of gaps. Assessing for visual stress should be one of the 'big rocks' in every school's assessment



The launch of Crossbow's 'Tint and Track' software at BETT 2018

battery. When it's left out, many children can fall through the gap.

**Dyslexia specialists Crossbow Education Ltd have won three national and one international award for their visual stress solutions. To find out more, visit: [www.crossboweducation.com](http://www.crossboweducation.com) or [www.visualstressolutions.com](http://www.visualstressolutions.com)**

## Active learning creates the best foundation for the 21st century

Hopspots is an interactive learning tool designed to actively engage children in their learning and make it possible for them to programme their own learning material. Hopspots consists of 12 wireless spots in different colours that register touch and light up in a broad range of colours, an iPad-app with 6 games and a speaker unit which plays the sounds from the iPad and stores and charges the spots when they are not in use. The Hopspots-app contains 6 different educational games that challenge children on different levels both academically and in terms of movement, collaboration, overview, cognitive training, language learning etc.

Hopspots allows children to become digital producers of teaching material when they record content for the games and thereby adjust the games to suit their own academic level. The app furthermore makes it possible to share your own games and access others' productions. The 12 wireless spots can be distributed in a total of 20 metres around the speaker stand, and together



with the content of the games, Hopspots thus motivates players to move whilst learning, which in turn improves the players' concentration and sense of cohesion.

**T 0045 31132618**  
**info@hopspots.dk**  
**www.hopspots.dk/en**

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Finding the right staff and retaining them can be a laborious process for any international teaching organisation. SeekTeachers aim to take the trouble out of your hands by providing professional recruitment advice from a team of professionals that take time to understand your needs, the complexity of the international teaching sector and its special requirements.

We also understand that truly successful careers need to be developed and nurtured, so SeekTeachers now also give you the skills needed to go further and higher than you dreamed through our professional development programs and can help schools progress through our School Improvement Services.

SeekTeachers global successes mean we are continually looking to the years ahead and recently have expanded into the United Arab Emirates, so anyone wishing to teach there can now use SeekTeachers expertise to further their careers in the UAE.

January 2018 saw SeekTeachers having an incredible recruitment drive at the BettShow event in London. The event saw registrations sky rocket with people all over the world attending and using SeekTeachers incredible service, knowledge and skills, to access worldwide teaching careers. SeekTeachers aim to help more people at next year's event, and we'd love to see you during the BettShow in 2019.

**T +44 (0)203 455 0195**  
**UAE 00971 72212613**  
**enquiries@seekteachers.com**  
**www.seekteachers.com**



## SeaRoc Group: Marine Management Services

A new RAMS and Permit to Work system has been launched by a UK based company who have been developing safety management systems for over 10 years. SeaRoc Group's Permit to Work provides advanced personnel and operational planning tools for large scale projects, enabling you to plan and monitor operations, using a controlled, compliant and auditable method. The software features a range of tools for ensuring the safety of personnel and the efficient running of the project, including inductions, certification management, personnel and access control – the addition of Permit to Work provides a complete audit trail of the contractor's journey throughout the project.

Permit to Work provides a fast and efficient user-driven process for the submission, review, approval and issue of all permits. Consisting of 3 main functions – Risk Assessment/ Method Statement (RAMS), Permits and Transfer of Control (TOC) – the system is an integral solution to the smooth running of the project and control over contractor work.

The launch of Permit to Work brings a brand new function to the system. The solution has been designed in such a way that it provides clients with the complete process



for managing work permits in a fully auditable way and ensuring compliance with best practice.

**T +44 (0)1243 816606**  
**info@searoc.com**  
**www.searoc.com**

## Ephesoft releases enhanced version of Flagship Smart Document capture solution: Transact 4.5



Supervised machine learning Web Services APIs, auto table extraction, partner plug-ins, Restful API lookups, on-the-fly priority management and new languages added to enhanced version.

Ephesoft, Inc., the leading developer of supervised machine learning-based document capture and analytics solutions, today announced the release of Ephesoft Transact 4.5, its solution for smart document capture, classification and export of unstructured content. Version 4.5 includes over 200 new features and enhancements to help organisations accelerate data capture and analysis, reduce errors and increase productivity.

"The latest version of Ephesoft Transact



adds often-requested features and important new functionality for our growing global customer base from 5-person to Fortune 500 companies," said Ike Kavas, CEO of Ephesoft. "System administrators, department heads and IT staff in banking, insurance and other industries processing high-volume, high-value documents will benefit from the increased power and efficiency of the Transact 4.5 platform, and the improved plug-in connectivity with web-based partner content

services platforms. By enhancing our patented supervised machine learning technology, we continue to improve accuracy, speed and efficiency for our customers."

The new version fits into Ephesoft's innovative vision of changing the world's unstructured content into actionable information for enterprises of all sizes. The ability to significantly speed up static, manual business processes with supervised machine learning algorithms for classification have already shown four-fold leaps in productivity, over 96% accuracy levels and innate competitive advantages.

**www.ephesoft.com**  
**https://goo.gl/UtZ5KA**

## BETT Show Review Top 40

### Developing Experts: Teach science with confidence using our game-changing resources



with your class long after the lesson is over. Instead, you simply logged onto a game-changing platform packed full of lesson plans, multi-media and assessments created by expert scientists from a myriad of different disciplines. If this sounds like a dream scenario, pinch yourself because you are awake and this is your teaching future if you want it.

Picture your class coming alive with excitement as you teach them lessons that spark their imagination and inspire them to learn more. Together you take a deep dive into different areas of science, accompanied by renowned experts from industry and academia. You didn't need to give up every evening and weekend to create these exceptional lessons, and you didn't have to crack open Powerpoint or spend hours fiddling with graphics to make handouts that stand out. There was no need to channel your inner Spielberg to create video content that teaches through stories that'll resonate

It's time to try a different approach, it's time to try Developing Experts.

Check out our growing library of 660 exceptional science lessons with expert insight for children aged 4-14 years.

**T +44 (0)1603 273515**  
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### iClass launches new website and mobile app for Schools at BETT 2018



iClass launched its new platform version at the BETT Show 2018, which now provides parents with direct access to a school's website and enables Parent Associations to publish relevant news directly to all parents of enrolled students via the iClass app.

The iClass fully Integrated Mobile App for Parents facilitates free communication between schools and parents, allowing schools to pass on the latest school news and important information about events directly to parents'



smartphones completely free of charge.

iClass is a fully customisable platform and a leading provider of website and mobile app solutions for schools, equipping

schools with a comprehensive website and app solution suitable for schools of all levels.

It delivers best in class fully responsive websites for any school, enabling schools to completely control every aspect of their website and features dedicated Teacher and Student modules for the publishing and managing of content and events as well as free messaging via the mobile app.

The iClass platform is developed by Bottletop Media.

**For more information about the iClass platform, please get in touch via: info@iclasscms.com or +44 (0)2895 907779 or visit: www.iclasscms.com**

## CRB Cunninghams: Market leading education software systems



CRB Cunningham has over 40 years' experience in delivering first class educational software, for pupils, parents and schools. Used by over 2,700 Schools in the UK, our range of products empowers schools with software for the canteen, classrooms and the back office, helping save time and money.

Specialists in cashless catering software, we enable schools to track, administer and collect payment for lunches in a streamlined approach. From contactless cards to biometric readers, remove cash from your school and watch the lunch queues dramatically decrease.

Our online payments software allows parents to view, top up and access their child's account from wherever they are. Centralise your online payments and cashless catering software to benefit from seamless integration and one support team.

The software solution also provides expert reporting and analytics tools which connect seamlessly with your MIS system. Our existing customers are amazed by the depth of our reporting capabilities, and outputs have become key assets when helping schools make informed decisions more easily.

To find out more about our products, visit: **www.crbcunninghams.co.uk** or call us on: **+44 (0)333 014 3065** to speak to our team, and quote BETT18. For a limited time, we are offering **FREE** online payment licences for customers who join cashless catering.

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# Gain a unique learning experience with Time Capsule Education

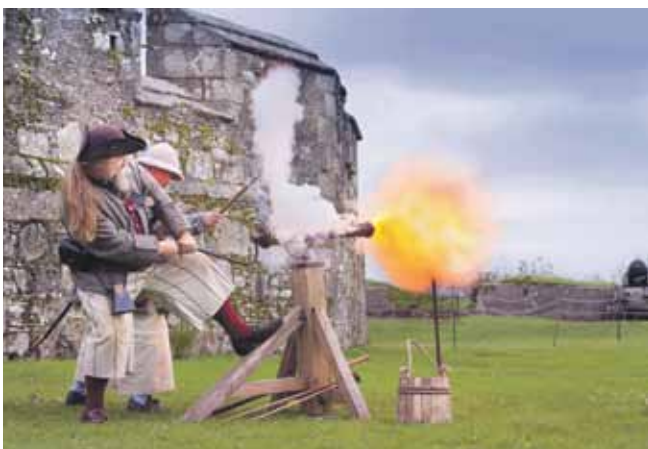
Business and Industry Today is extremely proud to present Time Capsule Education with our Specialist Education Company of the Year Award.

With twenty years of teaching experience and over thirty years of recreating history, Time Capsule Education aims to provide events that engage, entertain but also educate. First established in 2015 by Tim Eagling & Jon Terris, the company specialises in providing historical interpretation for heritage venues. Tim has a strong educational background, having worked as a primary school teacher for 20 years before establishing his company. Tim noticed a severe lack of proper immersion and engagement techniques for students in the current school system, reflected by a lack of learning and interest. Determined to put the fun back into learning with Jon, Time Capsule Education was created in order to spur children's interest in writing and language through the clever use of creative experiences.



Time Capsule Education believe in presenting well researched and accurate character portrayals from a given period, be it 14th, 15th, 16th, 18th, 19th or even 21st Century. They focus in interacting with the public, not just through timetabled shows but throughout the course of the day, aiming to inform and intrigue, and plant the seeds for curiosity to develop.

Time Capsule Education also leads the way in developing exciting modules for the new curriculum. It is through this practical experience that children are able to get into the headspace of characters, visualise for themselves different scenarios, practice the vocabulary of historical figures or time periods, and experience as best as possible different



L-R: Jon Terris, Director & Tim Eagling, Director, accept the Company of the Year Award

cultures, ages and situations. After this immersive experience, which can be as robust or relaxed as the school wishes, comes a series of fun puzzles and activities to further test the children's abilities. Creative writing for key stage 2 and 3 is a core element of their modules, with the children far better able to write compelling and innovative pieces based on their own imagined yet concrete experiences. These learning modules provide interactive activities and in depth writing experiences aimed at developing the pupils' understanding of a genre and allowing them to write complex narratives.

We spoke to the Founder and current Director of Time Capsule Education Tim Eagling, and asked him how he felt about winning this award, to which he responded, "We were delighted to be given this award; it came as a complete surprise. It is a true testament to the hard work and unique academic learning experiences that we provide. In fact, as far as I know of in the educational world, we provide



a completely unique collection of products which are exciting, innovative writing projects which develop writing skills in children age 4 to 14."

Time Capsule attended the Education Show in Birmingham, March 2018, where they garnered much interest and excitement amongst schools and education specialists for their unique yet effective teaching strategy. Attending trade shows in full pirate or Saxon gear is no problem for the Time Capsule team, so be sure not to miss the next one!

If you would like to get in contact with Time Capsule Education, then please

check out the number listed below or head over to their website for more information. Teaching guides, module information and resources are all available here.

**T +44 (0)7809 457122**  
**info@timecapsule.education**  
**www.timecapsule.education**





## CIPD: Making working lives better

### CIPD | Learning and Development Show

The CIPD ACE show is a two day event that has various conferences, workshops and exhibitions that have been created for HR and L&D professionals.

The CIPD is a professional body for people at work. They are proud to say they have been 'championing better work and working lives' by setting professional standards within HR and

people development for over 100 years, as well as pushing positive changes in the working environment.

They have hubs based in the UK, Ireland, Middle East and Asia, and are honoured to be a career partner of choice for more than 145,000 members worldwide. The CIPD is the only group in the world who can award Chartered statuses

to individual HR and L&D professionals; they are trusted advisors to governments and employers due to their independent research and insights.

The next CIPD ACE show will take place between 7th and 8th November 2018 at Manchester Central. Registration will be open soon for those interested in tickets and exhibition passes.

This is our third pick of the best exhibitors from last year's show, listed here in alphabetical order: CV Wow, Fleet Evolution, GB Group, Jigsaw Cloud & Worldspan. Further details can be found below.

**www.cipd.co.uk**

## BMW i3 giveaway and cleaner cars for all employees led the way for Fleet Evolution at CIPD

Fleet Evolution celebrated their 4th year at the CIPD show by sharing their desire for a greener planet, and their innovative ways employers can help employees on the way to that goal! They even gave away an electric hybrid supercar, a BMW i8 on their stand but before you feel like you missed it was in miniature. No doubt a toddler from the winner north of Manchester was very happy Christmas morning.

Fleet Evolution have an unrivalled reputation for making new cars, especially green cars, more affordable for employees via salary



sacrifice. They signed a number of customers at the event bringing to over 150, the number of SME's who use their innovative scheme to move employees into cleaner cars for their private and family life, at up to 45% lower costs than retail and all with no employer cost nor leaver risk.

**Amongst other services on offer where their fleet management services and green fleet consultancy. To learn more about giving your employees cars as a benefit, with no cost to you visit: [www.fleetevolution.com](http://www.fleetevolution.com)**

## Global Event Management and Creative Communications

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Whether you need full-service event delivery or specific support, our teams can coordinate

logistics, venues, production, travel and tech without missing a beat.

As a full-service agency, we also have the in-house resource to support across a range of creative services, including brand development, marketing campaigns, digital and graphic design, app design, exhibition design and POS.

Our clients partner with us for an average of fifteen years, and often longer. We work across all industry sectors with companies ranging from SME's to blue chip multinational organisations.

We have sites in North Wales and London to



service our clients throughout the UK; please contact Chris Walters if you would like to arrange a meeting or discuss a project you may be looking for support with.

**Contact Chris Walters, Head of Business Development, T +44 (0)1745 828400 [chris.walters@worldspan.co.uk](mailto:chris.walters@worldspan.co.uk) [www.worldspan.co.uk](http://www.worldspan.co.uk)**

## Global identity data intelligence for businesses

GBG is pleased to announce that following a successful and enjoyable few days at CIPD ACE 2017, we will be exhibiting again in 2018, and you can find us in the same location, C144.

GBG is a global specialist in Identity Data Intelligence. We help organisations make decisions about the customers they serve and the people they employ.

We believe that the digital economy relies on everyone having access to data they can trust so GBG enables companies like yours to improve the customer experience and help to protect the more vulnerable people in our society.

We understand the challenges faced by HR



departments, from hiring new employees to the ongoing monitoring of existing employees, ensuring you know your people and can meet legislative requirements.

Our employment screening solution, GBG KnowYourPeople provides you with the information you need to make intelligent hiring decisions consistently and confidently,

reducing the risk to your organisation and increasing compliance by identifying unsuitable candidates.

We provide thorough background checks through the online verification of individuals and key documents such as a driver's licence, enabling organisations to safeguard, recruit and engage with confidence.

**Find out more by contacting Mark Sugden, Business Development Director (pictured) on: +44 (0)7976 538554 or [mark.sugden@gbgplc.com](mailto:mark.sugden@gbgplc.com).**

**Alternatively visit our HR hub: [www.gbgplc.com/hr](http://www.gbgplc.com/hr), follow us on Twitter: @gbgplc or LinkedIn: [www.linkedin.com/company/gb-group](http://www.linkedin.com/company/gb-group)**

## CVWOW: Talent acquisition experts

Recruitment Consultant group CVWOW recently attended CIPD Learning and Development Show, one of the UK's most well-known shows for bringing together a host of expert speakers. The CIPD show is made up of essential one and two day conferences and workshops for HR and L&D professionals across numerous industries.

With over 121 combined years' experience in the recruitment industry, CVWOW are renowned experts at using innovative solutions to identify top talent, thereby saving their customers thousands of pounds per hire. With skilled Account Managers and a UK wide network of specialist job boards, CVWOW is leading the way in which companies recruit top talent, minus the huge agency fees.



CVWOW provide candidate attraction programmes tailored to your company's individual requirements. Their approach to recruitment reduces traditional recruitment costs, without compromising the quality of service or standard of candidates. In the past 4 years, they have significantly reduced the budget costs for both their corporate and SME clients.

In fact, CVWOW's first ever client still works with the company. CVWOW saved them hundreds of thousands of pounds off their

budget, reduced their attrition rates and improved profit per employee by 25%.

It is clear that CVWOW are going places. Their new website launched in 2014, giving them an ideal platform to promote their services and further engage with existing and potential clients. If you would like to find out more about CVWOW's spectacular recruitment provisions, then don't hesitate to contact the group today. More information can also be found on the company's website listed below:

**Contact T +44 (0)23 9285 6811 [www.cvwow.com](http://www.cvwow.com)**

## Simplify & change your organisation as you know it



Jigsaw Cloud have been helping organisations achieve peak SuccessFactors productivity since 2004. With a specialist team of cloud system consultants and HR practitioners who understand customer needs, Jigsaw Cloud stands out as the SuccessFactors partner of choice for small and medium sized businesses.

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**Jigsaw Cloud is excited to be exhibiting at the CIPD HR Software & Recruitment show 2018. Come visit us at stand E44.**

**Interested in a free HR Health Check?**  
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## VBOX Test Suite

The versatility of Racelogic's range of VBOX GPS data loggers, together with the various modules, inertial units, and displays that accompany and enhance them, has led to their extensive use within virtually every sector of the automotive testing industry.

To accompany the hardware, Racelogic supply a software package, VBOX Test Suite that significantly enhances the versatility of their data-loggers in constant use the world over. Developed based on extensive feedback from engineers who use a VBOX every day at the

sharp end of vehicle development, the ethos behind the software is to significantly reduce the time it takes to conduct specific tests to exacting modern standards, and therefore caters to specialised applications as well as to more general testing.

For more information and a closer look at tyres of specific vehicle testing, visit the VBOX Automotive website: [www.vboxautomotive.co.uk](http://www.vboxautomotive.co.uk)

**T +44 (0)1280 823803**  
**[www.racelogic.co.uk](http://www.racelogic.co.uk)**



## 'A total service to industry'

Midland Metrology is pleased to mark its 30th anniversary this year, with continued growth and expansion.

Trading locally, nationally and internationally, we are suppliers of both new and used precision measuring equipment. Our Midlands based showroom boasts a wide variety of machines, comprising profile projectors, video machines, hardness testers and granite products, all available to view and demonstrate.

Having recently taken on 3 new members of staff, we are extremely proud to announce the launch of our brand new purpose built inspection room, which is in addition to our existing inspection and calibration facility.

The newest member of our team, Mr Andy Holt, formerly of AC Inspection, will be heading up our new inspection department. He has a total of 25 years of experience in quality and inspection, and with his knowledge and expertise in this field, is well equipped to run our new department.

We undertake all types of sub contract inspection and measurement work, including machined parts, pressing and fabrications etc, with full detailed spreadsheet reporting included.

If you are interested in finding out more about our first-rate inspection and calibration services, then please don't hesitate to contact us today. We will be happy to discuss any individual requests and will be more than happy to solve any measurement issues you may have.

Our showroom in Coventry is within easy reach of the M6, M1 and M40 motorways and we cordially invite you to visit, where you can meet the team, and we will be happy to demonstrate our capabilities and discuss your inspection and measurement requirements. We will be pleased to offer a no obligation quotation.

**T +44 (0)2476 638280**  
**[sales@midland-metrology.co.uk](mailto:sales@midland-metrology.co.uk)**  
**[www.midland-metrology.co.uk](http://www.midland-metrology.co.uk)**



## VBOX TEST SUITE

The next generation of data analysis software



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- Braking: R90, ECE13H, SAEJ2909
- Coastdown: J2263, WLTP GTR15
- Pass-By-Noise: R41, R51
- AEB / FCW: Euro NCAP



**[www.vboxautomotive.co.uk](http://www.vboxautomotive.co.uk)**



## Free Style F50 Thermal Imaging Camera



DAQLOG Systems is pleased to introduce AVIO's New Concept Thermal Imaging Camera 'Thermo Flex F50'.

Features of the innovative F50 series include:

- Removable small camera head that can be freely positioned from any angle or tripod mounted
- Easy to use 4.8" touchscreen
- Focus free wide-angled lens (F50A:35°, F50B:70°)
- Useful new auto scale 'Sky Off' function that removes selected temperature values greater or less than pre-set levels
- 'Auto Point' feature for easily setting the max/min temperature ranges via the thermal image
- Automatic Trend Graph via the controller of record real-time data to a PC via USB

Ideal for many preventative maintenance and building inspection applications or for R&D, where the camera can be tripod mounted, eg. inside thermostatic chambers.

T +44 (0)1803 611854

[www.daqllog-systems.co.uk/thermal-imaging/cameras/item/99-thermo-flex-f50?pk\\_campaign=busindtoday](http://www.daqllog-systems.co.uk/thermal-imaging/cameras/item/99-thermo-flex-f50?pk_campaign=busindtoday)

## NEW high performance Binary Gas Analyser from SRS

Distributed in the UK by Lambda Photometrics, the SRS BGA244 Binary Gas Analyser is a new product harnessing the fundamental physical principles of acoustic resonance to measure the speed of sound in a gas mixture and provide gas ratio measurements with errors as low as 100ppm.



This technique has advantages over conventional thermal conductivity binary gas analysers, providing a dramatic improvement in performance and value:

- Ten times better accuracy
- Thousand times better stability
- Lower cost of ownership due to reduced installation cost and maintenance
- Greater flexibility with ~500 pre-calibrated gases and no recalibration to change gases

The BGA244 uses a colour touchscreen LCD for configuration and measurement display, and can be controlled over USB, RS-232 and RS-422 computer interfaces. Multipurpose analogue inputs/outputs allow control and monitoring of external devices and there are two user-defined relays for process control applications. The BGA244 operates at pressures from 5 to 150psi with flow rates from 0 to 5,000sccm.

We want to hear from prospective customers who are excited about the possibility of better process control using the new BGA244.

T +44 (0)1582 764334

[contact@lambdaphoto.co.uk](mailto:contact@lambdaphoto.co.uk)  
[www.lambdaphoto.co.uk](http://www.lambdaphoto.co.uk)

## Innovative sensor and instrumentation solutions for the R&D, test and high-tech industries

StrainSense has been a trusted and reliable supplier of specialist sensors and instrumentation products mainly for the research, development and testing departments of industry. We supply quality sensors for vibration, acceleration, shock, strain, pressure, weight, position, force, fluid properties, instrumentation, tilt/inclination and torque.

We also supply the latest data acquisition equipment enabling you to satisfy all your sensor requirements in one place. We have a wealth of experience in the automotive, crash test, flight test & military, aerospace, space & satellite, subsea, rail, general test & measurement and education markets and we supply both off the shelf and bespoke products.



The highly experienced applications engineers offer expert advice on sensor design and selection to ensure that customers are given a reliable solution to their measuring system requirements.

The company enjoys a reputation for the supply of quality products to the ISO 9001 standard and is highly regarded for its product range of electromechanical devices.

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## REHAU appoints new Facilities Officer

REHAU is pleased to announce the appointment of Henry Simms as its new Facilities Officer (pictured). With a wealth of experience and valuable know-how across health and safety and construction design management, this strategic appointment will support ambitious growth plans for REHAU.

As part of the role, Henry will overlook operations within REHAU's UK and Scandinavian sites (Sweden, Denmark and Norway). He will oversee site acquisitions, take control of lease hold management and monitor the health and safety remit within these regions.

He joins REHAU from Cardiff Community Housing Association where he had two different roles since 2010. He joined the company as a Lead Maintenance Officer and was successful in this role for over five years. His last role, which he held for over two years, saw him take on responsibility as a Projects Manager (Maintenance).

Henry holds a BSc(Hons) Building Maintenance



& Management from the University of Wales Institute Cardiff, and is also Certified Member of the British Institute of Facilities Management (CBIFM). He is further certified as a Chartered Construction Manager (MCIOB) and a Chartered Building Engineer (MCABE) (C.BUILDE).

During his spare time, Henry plays the bass guitar in a band which he has been a part of for over 15 years, and is also an avid swimmer and enjoys running.

[www.rehau.com/gb-en](http://www.rehau.com/gb-en)

## The very best in everything turf

One of the biggest names to have exhibited at the most recent Saltex show was Parnells, one of Europe's leading providers of specialist tyres, wheels and castors.

Saltex 2017 took place on the 1st-2nd November at the NEC, Birmingham, and saw the entire turf care industry attend in order to spend two days learning about the latest industry trends, networking with peers and potential clients, and demonstrating the very best of their company.

Named as one of the Top Exhibitors, here Parnells was able to show off their industry leading castors and wheels, which can range up to 50,000kg, and can be seen across the food and beverage, material handling, hardware,



*"Experts in Specialist Wheels & Tyres"*

steel fabrication, fishery and agriculture sector. Parnells also have a wide ranging stock of stainless steel castors, anti-static and ESD castors, high temperature castors and more, which are especially designed for use in the pharmaceutical, food and chemical industries.

Based in Dublin, Ireland, but with locations in Sweden and

Staffordshire, Parnells have a strong and growing client base that stretches across Europe. Attendees at the Saltex show were especially impressed with their unbeatable range of products, with everything from complete wheel assemblies to pneumatic tyres, wheels, and inner tubes for use with atv's, moto-x, utility vehicles, atv trailers, golf buggies, ride-on-mowers, compact tractors, wheel barrows, hand trucks & trolleys and children's karts and trailers.

If you would like to find out more about Parnells then be sure to look below where you can find their contact details and website information provided.

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## Marley Eternit shakes bring Alton Towers ride to life

Marley Eternit's Western Red Cedar Shakes have been specified for the huts on Alton Towers Resort's latest attraction, Wicker Man, which opened last month.

Wicker Man is the UK's first new wooden rollercoaster to be built in over 20 years, and the first ever to combine fire and wood. Costing over £16 million to build, it offers riders a truly immersive experience, with a fiery twist.

The setting for Wicker Man is the world of the Beornen, a fictional community living in the woods around Alton, Staffordshire who have built the wicker deity in the hope of achieving eternal wellbeing.



The ride features a number of huts located around its wooden track, all of which used Marley Eternit's Western Red Cedar Shakes in order to continue the woodland theming.

As part of the project, Marley Eternit supplied 327 bundles of its Blue Label Western Red Cedar Shakes, which were used to create over 800m<sup>2</sup> of roofing as part of the Wicker Man attraction.

Alton Towers specified Marley Eternit's Shakes for the huts due to the robust finish they deliver, and the reassurance provided by the accreditation to the Certi-Grade quality assurance label, as certified by the Cedar Shingle and Shake Bureau (CSSB).

**Contact**  
**T +44 (0)1283 722588**  
**www.marleyeternit.co.uk/shingles**

## Pictorial Meadows launches new look catalogue and products

Colourful, long lasting and sustainable; Pictorial Meadows have been at the forefront of meadow creation for over 20 years.

Demand for a classical country garden look which can be achieved without the time and expense of planting hundreds of individual plants led to Pictorial Meadows developing 'Cottage Garden.' This new perennial mix can be used anywhere from a small residential border to greening a large brownfield site.

The species thrive in poor soil and have shown to survive on rubble, making this an ideal mix for developers wanting to improve the look of an area.



After years of research in Spain, Pictorial Meadows are launching a Southern European collection consisting of two annual mixes and three perennial mixes.

Created specifically to cope with the demands of the hotter drier climate in Southern Europe, the mixes contain many species native to Spain.

Topping off the new 2018 products is Hazy Days, a new wildflower meadow turf. The benefit of a turf is that Pictorial Meadows have done all the hard work for you. The meadow turf is delivered as a mat of established plantlets and can be laid immediately onto soil without the need for a lengthy weeding and mulching process.

**Contact**  
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**www.pictorialmeadows.co.uk**

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## T R Freeman completes work on primary school

T R Freeman completed the roofing and cladding element of a primary school in Houlton. Appointed by lead contractor Stepnell, T R Freeman installed in excess of 660m<sup>2</sup> of Tecu Oxid copper roofing to both halls, and two lantern roofs. Working with Van Heyningen and Haward Architects (VHH) striking design, Tecu Oxid copper was also used for the cladding on the hall, lantern, and flue walls. In contrast, the flat roof consisted of Resitrix SKW – a light grey self-adhered EPDM rubber membrane.

The most complicated element of the development was the curved, copper hyperbolic paraboloid/saddle roof over the main hall, which would give a dynamic and futuristic feeling to the building.

During the construction, T R Freeman's experience and skills were called upon to assist with obstacles as they arose. One such instance was in installing a multi-span 159mm steel deck with double curved steel structure, not knowing until installation if the deck would flex sufficiently to accommodate the curve of the steel.

Throughout the project the management team co-ordinated all activities on site between the company,



contractors and individuals ensuring all the requirements of our BS OHSAS 18001:2007 Occupational Health & Safety Management System were met.

T R Freeman worked closely with Stepnell to ensure the project was delivered on time, in budget and importantly, to a high standard.

**T +44 (0)1223 715810**  
**trfreeman@kershaw-grp.co.uk**  
**www.trfreeman.co.uk**



# Eland Cables, first to achieve BSI Cable Batch Verification Kitemark™

Eland Cables, the global supplier of power, data, control and instrumentation cables and cable accessories, has become the UK's first company to be awarded BSI's Cable Batch Verification Kitemark™.

Described by BSI as 'a new benchmark in cable compliance' Eland Cables is the first company to hold this coveted third-party mark of approval. BSI Technical Certification Expert Paul Turner confirmed, "As the first company to achieve the BSI Cable Batch Verification Kitemark, Eland Cables sets a new benchmark in cable compliance. The rigorous and extensive testing programme they undertake in their UKAS laboratory, under our ongoing surveillance, tests the cables to British and international standards for key safety criteria including vertical flame propagation, constructional compliance, insulation resistance, tensile & elongation, heat shock, and RoHS compliance.

"The BSI Kitemark is one of the most recognised symbols of quality and safety and by certifying their cables against the scheme, Eland Cables can demonstrate that its cables meet the highest standards."

The market is increasingly aware of compliance and of the responsibilities throughout the supply chain to be able to demonstrate this. The BSI Cable Batch Verification Kitemark™ sees compliance determined by testing the individual components – the conductor, the insulation and other constructional layers – elements that are bound by British and European standards such as BS EN 60228 which sets out the test methods applied to conductor resistance. This testing regime, and the Kitemark that is applied upon meeting these standards, gives comfort that they will perform as designed. These tests are carried out in Eland Cables' in-house UKAS accredited testing facility, The Cable Lab®, under a rigorous BSI surveillance programme.

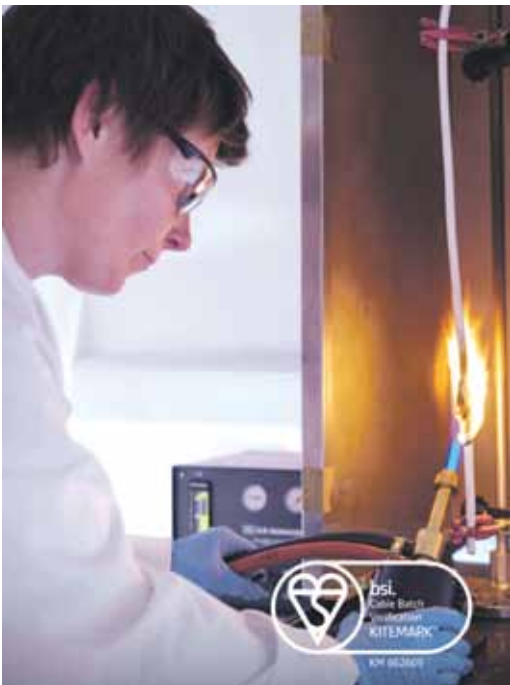
Eland Cables is marking this achievement with the launch of its own brand industrial automation cables, the Veriflex® range – including SY, CY, YY, Servo, PUR and fieldbus cables. All made to exacting standards and placing emphasis on consistency and compliance the range offers affordable excellence. The cables benefit from extended warranties, up from an industry-standard

12 months to 24 months for Low Smoke Zero Halogen cables and 36 months for PVC sheath cables; and the whole range is available for next-day UK delivery as standard from Eland Cables' extensive stockholding.

It is anticipated that the roll-out of BSI Kitemark approved cables will continue across Eland Cables' broad portfolio, identifying cable groups where this third-party approval is of value for due diligence when specifying products and selecting supply chain partners.

For Eland Cables, the award of this prestigious Kitemark and the launch of the Veriflex® range further underlines their commitment to compliance, with Veriflex® already specified by major multi-national developers for upcoming projects.

**Contact**  
**T +44 (0)20 7241 8787**  
**sales@elandcables.com**  
**www.elandcables.com**



## Test, Measurement & Laboratory News

### Compact HPR-20 Evolved Gas Analyser

Hidden Analytical introduces the new HPR-20 range of application-specific compact benchtop gas analysers for dynamic measurement of in-process gas composition. All systems feature precision quadrupole mass spectrometers with standard mass range options 200 and 300 amu, with mass range options from 20 to 1,000 amu being available for specialised applications.

The HPR-20 EGA system is configured for fast-response evolved gas measurement at near-atmospheric pressures utilising bypass capillary sampling, with sample consumption rates typically 1-15mL/minute. Systems are routinely used in conjunction with thermal gravimetric analysers (TGAs), with standard interface options available for operation with a wide range of TGA systems.

The HPR-20 TMS Transient system offers the optimum



response time for fast event studies. The system uses a direct pulse ion counting detector with a 7 decade dynamic range, from 1 to 107 counts per second, and with the multichannel scalar option provides a time

resolution of just 50 nanoseconds. The TMS system uses the 3F-series quadrupole with triple-stage mass filter providing optimum abundance sensitivity for mass resolution of minor species.

The HPR-20 R&D system is optimised for the researcher, with a wide selection of standard and customised system interface configurations available including options for direct sampling from sample pressures up to 30 bar. An 8-channel multi-stream selector option enables sample auto-selection from multiple gas streams, and a 4 or 8-channel mass flow-controlled gas preparation module provides on-line precision gas mixtures for system calibration and for direct supply to the user's reaction process.

**T +44 (0)1925 445225**  
**info@hidden.co.uk**  
**www.hiddenanalytical.com**

### Temperature/humidity data loggers with USB Interface

New from Omega, the OM-140 Series of low cost, compact, battery powered temperature and humidity data loggers are capable of unattended logging (recording) of ambient temperature and relative humidity (RH) for days, weeks or months.

The OM-144 data logger can also measure and optionally log surface temperatures spot-checked by a technician using the unit's integral infrared (IR) thermometer. Data logging can be started or stopped by pushing a button on the logger, eliminating the need to bring a laptop to the site.

**For full specifications, please visit:**  
**www.omega.co.uk/pptst/OM-140-SERIES.html**



### Vac Techniche: Making waves on the South Coast

The world of Vacuum Science welcomed a new member in 2012, with the formation of Vac Techniche (VT) located on the outskirts of Hastings. The company was founded by Ray Whitehouse who with over 30 year 11s experience in the industry was keen to expand into the areas of research and technology as well as commercialisation. Working with Universities and laboratories worldwide, Vac Techniche has been involved in a variety of research and commercial projects.

Graphene has generated huge interest over the last few years resulting in the demand for high-quality equipment provided by VT/Planartech UK to assist with the continuing development of this exciting and multi-purpose material. Ray was invited to speak on this subject at the Annual Vacuum Conference and Exhibition in Coventry in 2016 which generated great enthusiasm and subsequent enquiries.



Last year at the Coventry Show VT introduced and exhibited a new compact desktop coater which created an enormous response due to its size and cost. The versatility of its application which includes coating plastics, metals, optics and samples for SEM provides a flexible tool for both Industry and research.

In this year's Coventry show, at the Ricoh Arena, October 10th and 11th, VT will be exhibiting and demonstrating Recirculating Chillers. These chillers are becoming more popular for industry and laboratories, allowing water cooling of appliances in a controlled manner without water waste.

VT re-circulation chillers, water to water heat exchangers and air blast coolers are designed to optimise performance and reliability of industrial applications.

**www.vactechniche.com**

## Intelligent Protection of Life Science

# Haier Biomedical

## Intelligent Protection of Life Science

Haier Biomedical is one of the world's leading suppliers of life science equipment, and part of the \$32 billion Haier Group. Established in 1998, it designs, manufactures and sells laboratory equipment for the global market to enable scientific researchers and clinicians across the globe to perform research projects, produce medicines and treatments.

Haier Biomedical has been developing and pioneering smarter, greener and cleaner technologies to reduce the energy and impact of life science equipment, in particular ultra-low temperature freezers. This year saw the launch of the Salvum Ultimate range of ULT freezers with smart frequency conversion technology, hydrocarbon refrigerants and an innovative cabinet design which combine to make a freezer with an energy consumption of just 8.2kWh/24hr.

Haier Biomedical has a wide portfolio of pharmacy refrigeration, from 68 litre to 1,378 litre capacities. This range was recently expanded to include ATEX accredited sparkfree models.

Haier Biomedical is committed to developing strong relationships with UK customers, supporting and listening to them to identify future requirements which can be engineered into the products by its R&D and engineering teams.

**Contact**  
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## Seamless transition

Changing sub-contractors always invites the same apprehensions: time, money, disruption, and quality issues.

4E recognises the problems involved in switching to a new contract electronics manufacturer and says the key to success is making the transition as seamless as possible. This means listening to clients, understanding their needs and building excellent working relationships.

Quality is critical. With 4E's ISO 13485:2016 accreditation, it believes clients can be confident of quality service and attention to detail with an emphasis on quality control and full traceability throughout all processes. No matter what product, 4E aims to provide quality assurances to all.

Clients will be looking for a CEM to provide a variety of services. 4E therefore offers a range of services from wide preparation and PCBA population, to electro-mechanical assembly and test. From product concept to production, irrespective of job size, 4E says clients will benefit from its consolidated purchasing power and excellent service.



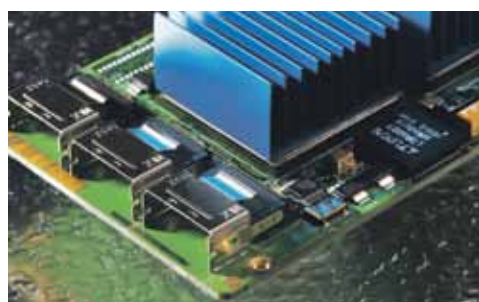
With Brexit, many OEMs may be looking to reshore manufacturing and should consider the advantages of UK manufacturing. As 4E suggests, the benefits include flexible, local production and the ability to phase deliveries to regulate capital expenditure. These factors, combined with a shorter more responsive supply chain and greater control on quality, mean it might be time to consider switching.

**Contact**  
T +44 (0)1794 874227  
enquiries@4e-technology.co.uk  
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## High quality electronic design house

Specialising in the design of advanced digital electronics systems, Dorset based LDD Technology provides a full range of electronic design services including the specification, design, prototyping, and production of electronic products. LDD is an expert in the design of electronics systems including the use of FPGAs, embedded processors, and software. LDD ensures that it delivers the most suitable designs to meet their clients' requirements, including using the very latest technologies where appropriate.

LDD can provide high complexity designs for customers and has the experience and capability to undertake designs from a simple stand-alone board to complex multi-board, mixed signal, multi-technology projects for harsh environments. Its goal is to become an integrated part of customers' own design teams



and it has many such long term relationships in both commercial and defence markets.

**For more information on the design services offered by LDD Technology or to discuss a forthcoming project, call: +44 (0)1258 821222, email: info@ldd.technology or visit: www.ddd.technology**

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UK Spares has been distributing genuine manufacturer's spare parts from Bristol for over 20 years. Originally set up to provide electrical wholesalers with parts for electrical space and water heaters from manufacturers such as Dimplex, Heatrae Sadia and Zip but has diversified over the years and can now boast access to literally millions of parts for appliances from 100's of manufacturers such as Whirlpool, Burco, Instanta, Electrolux and Vent Axia.



With access to parts for electrical heating, ventilation, fires, towel rails and showers, UK Spares has the electric heating market well covered, whether an installer needs a new element for an old Creda heater, accessories for a Redring shower, or a filter system for an Xpelair MVHR system. They also supply spares and

accessories across a range of sectors, both domestic and commercial.

Using the latest data specs, up-to-date information and extensive product knowledge, the UK Spares team use their years of knowledge and expertise



in order to identify the collect spare part for each individual request.

**T +44 (0)1454 620500**  
sales@uk-spares.com  
www.uk-spares.com

## Delta joins EANTC Interop Test, verifying disaggregation model in MPLS Networks



Delta, a global leader in power and thermal management solutions, announced today that the AGC76480A, a Deep Buffer Open Switch from Agema – which is an open networking product line from Delta Electronics – has successfully joined Segment Routing and Label Distribution Protocol (LDP) interoperability tests conducted by EANTC, Berlin. This respected achievement recognises Agema Systems as an open switch vendor joining the selective test items. Significantly, it proves the validity of the disaggregation model set to be adopted by production carrier networks over the coming years, as well as reflecting the collaboration necessary between participating vendors to help realise the disaggregation model.

The recently accredited AGC7648A (48\*10G + 6\*100G) is based on Broadcom's DNX series ASICs and has been designed to be ideally suited to carrier network environments. Equipped with large external TCAM and

Packet Buffer, AGC7648A is ideal for mobile backhaul and datacentre interconnect. It will be exhibited at MPLS + SDN + NFV World Congress 2018, hosted on 10-13 April 2018, at the Marriott Conference Centre, Paris. Delta's stand can be found at Booth No. 311.

Along with showing the AGC7648A at MPLS + SDN + NFV World Congress 2018, Delta Electronics will also introduce the AGC5648S, a Jericho+ ASIC based platform aimed at carrier grade networks, and the AG9064, a Tomahawk-based platform ideally suited for data centres and spine connections. The comprehensive Agema product line facilitates the realisation of Software Defined Networks (SDN) and Network Functions Virtualisation (NFV) infrastructure, while also driving the benefits of CAPEX and OPEX reductions that SDNs and NFV promise to deliver.

[www.delta-emea.com](http://www.delta-emea.com)



**T: 01258 821 222**  
**E: info@ldd.technology**

### High Quality Electronic Design House

Specialising in the design of Advanced Digital Electronics Systems, Dorset based LDD Technology provides a full range of electronic design services including the specification, design, prototyping and production of electronics for inclusion in our customers' products.

We are experts in the design of electronics systems including the use of FPGAs, Embedded Processors and SOCs. We ensure that we create the most suitable designs to meet our clients' requirements including using the very latest technologies where appropriate

Our electronic engineering design service can start with an idea or a specification from a client. We help them convert this into a fully working and tested design assisting them through all the stages of the new product design process.

Visit [www.ddd.technology](http://www.ddd.technology) for more information

## Eland Cables launches Veriflex® brand: BSI Kitemark tested with next day delivery

Eland Cables, the global supplier of power, data, control and instrumentation cables and cable accessories, has launched Veriflex® – its own range of industrial automation cables.

Unique to the industry, these cables for control, servo and fieldbus applications have been tested against British and European standards under the new BSI Cable Batch Verification Kitemark™. Veriflex® cables are subject to stringent tests in Eland Cables' ISO 17025 UKAS accredited in-house facility, The Cable Lab®, under a rigorous BSI surveillance programme. The Kitemark provides valuable independent verification of the cable's quality and compliance.

Described by BSI as 'a new benchmark in cable compliance' Eland Cables is the first company to hold this coveted third-party mark of approval. BSI Technical Certification Expert Paul Turner confirmed, "The Cable Batch Verification Kitemark is applied to products, including the Veriflex SY, CY and YY range of PVC and LSZH control cables, under strict UKAS test parameters and subject to BSI's rigorous surveillance programme. The range of tests provides third-party assurance that cables meet relevant British and international standards for key safety criteria, making them fit for use in appropriate applications."

Tests on component layers as well as the completed cable will cover key material tests necessary to ensure that the cable properties match intended performance



and construction. These include vertical flame propagation, conductor resistance, and tensile & elongation in insulation and sheathing materials.

Extended warranties on the Veriflex® range also come as standard, with PVC cables under warranty for 3 years, and LSZH cables having 2 years warranty. Eland Cables' confidence in their cables is demonstrated in this additional benefit to customers, providing double the standard market offering.

Key alongside this rigorous testing programme is the speed of supply. Next-day availability for UK customers means the Veriflex® range sets a new bar for the industrial process and control industry.

Darren Clark, UK & Ireland Sales Director at Eland Cables explains, "There are two things that are paramount to UK buyers of European industrial cables – quality and availability.



Delays to delivery can mean delays in commissioning and pass-over times, which ultimately means wasted expense and critical project delays. Yet, until now, two-week lead-times have been considered the norm, whilst a lack of specific standards for manufacture has meant a cost-premium for confidence in quality."

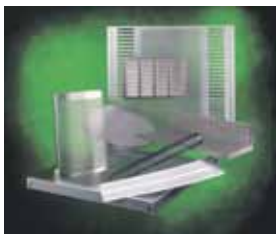
For Eland Cables, this new range further underlines their commitment to compliance, with Veriflex® already specified by major multi-national developers in upcoming projects.

**Contact**  
T +44 (0)20 7241 8787  
sales@elandcables.com  
www.elandcables.com



## RMIG: We make ideas come to life

RMIG is the world's largest manufacturer and supplier of perforated metal and related products. We know our customers' requirements for price and quality and meet their demands with uncompromising service. Not only do we offer standard perforated metal sheets, we are able to offer you a range of secondary operations for example levelling, cutting, forming, rolling and welding as well as colour coatings, galvanising and anodising.



### Complete solutions

As a result of the combination of our specialised machines and our network of professional partners we are able to produce prime quality products and solutions – from the custom made perforated sheet to the fully formed and coated part.

### Cutting

We can cut and shape the perforated sheet to meet the needs of your final application.

### Levelling

For some applications a high degree of flatness of the sheet or coil is required. We offer levelling according to your requirements.

### Rolling and forming

We can roll, bend and form your perforated sheets, using special tooling where necessary, to meet your requirements.

### Galvanising

If protection against corrosion is required for carbon steel perforated sheets and parts, hot dip galvanising ensures the best possible solution.

### Powder and wet coating

We will be pleased to arrange colour coatings of products supplied by RMIG. There are many bright and opaque colours available if you choose a painted surface.

### Anodising

Anodising is a surface treatment of aluminium in which the anodising surface is given new protective and decorative qualities.

T +44 (0)1925 839610  
info.uk@rmig.com  
www.rmig.com

## GP Strategies and Nexus Global sign partnership to drive productivity for manufacturers

Global performance improvement solutions provider GP Strategies Corporation and Nexus Global have joined forces to launch a range of complementary services and software that improve plant reliability and drive productivity for European manufacturers.



The Asset Management portfolio combines Nexus Global's innovative management software tools with GP Strategies' engineering knowledge, maintenance and reliability training skills, and service delivery.

Providing a comprehensive solution to manufacturers' asset management strategy, the complete toolkit enables users to train staff, validate asset performance data, plan maintenance activity, and investigate the root cause of machinery failure.

GP Strategies is a global engineering and technical services organisation headquartered in the United States. European multi-national division Lorient Engineering Solutions, which employs 120 people in Burton on Trent, UK, and Wrocław, Poland, is an engineering design and project management firm that specialises in capital projects in the food and drink, brewing, and life sciences sectors.

US-based Nexus Global Business Solutions is a global asset performance management consulting company that provides customised, comprehensive solutions to organisations across the US, Canada, South America, Africa, the Middle East, and Asia.

www.gpstrategies.com  
www.lorienengineering.com  
www.nexusglobal.com

## Workhorse Tools launch including Cordless Models

Wilkinson Star have launched a new range of Workhorse Tools to complement their popular range of Workhorse air compressors.

The new range includes general air tools, impact wrenches, die grinders, sanders, riveters, drills and needle scalers as well as a range of cordless tools. These high quality tools feature premium quality components and are covered by a 2 year warranty.

Workhorse air compressors are assembled in the UK and include belt drive models as well as tandem and duplex, petrol models and the recently added Yanmar diesel model.

If you would like more information about this topic, please contact Tina Wilkinson  
Bell at: +44 (0)161 793 8127 or email at: tina@wilkinsonstar.com.



### Machines + Tools + Automation

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

### Recognised Precision

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

For more information, please call +49 (0)7125 9687590  
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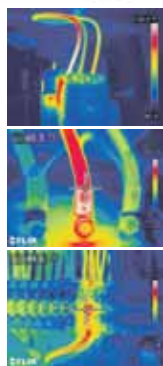


### Thermal Imaging

Thermal imaging can be used to identify loose electrical connection that could result in lost time at best and a fire at worst.

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Infrared inspection windows retrofitted to distribution boards and cabinets allow safe and efficient inspection.



Please contact Bryan Elwick to find out more:  
+44 (0)7961 033715 | [bryan@elwicks.co.uk](mailto:bryan@elwicks.co.uk)  
Visit our website [www.eltec.co.uk](http://www.eltec.co.uk)



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# UNISIG modernises high volume receiver production



Rifle barrel receivers go on every rifle that is manufactured, and a growing firearms industry has affected the demands of manufacturers. One US based firearms manufacturer saw their production pushed to the limits with their existing equipment, and recognized the opportunity to update their older gundrilling machines to match their modern manufacturing facility. Their goal was to modernise, to handle current and future demand, eliminate a manufacturing bottleneck, and maintain the highest efficiency and accuracy standards possible.

UNISIG introduced a solution that would consolidate multiple gundrilling machines into a UNI25HD multi-spindle machine, replacing several decades-old pieces of equipment to free up floor space, and equipping the machine with high power and control technology that allows them to take advantage of newly updated tooling technology. By combining multiple

spindles and high feed rates of these new indexable gundrills, receivers are now produced at a rate of more than 100 parts per hour, in a steady one piece flow, significantly improving their previous production rate.

Indexable gundrills are rigid gundrilling tools that use replaceable carbide inserts and wear pads for holes from 0.53 -2.00 in (13.5 – 50mm) in diameter, at extremely high feed rates. Typical feed rate increase is from 3-4 times faster with indexable gundrilling.

This deep hole drilling process is supported by UNISIG's UNI25HD 4-spindle, heavy duty gundrilling machine. This machine provides additional power, torque, and thrust required for these high-feed gundrills, as well as having extra rigid components to handle any vibration produced as a result of extremely high feed rates. Embedded automation is used to match the drastically improved production rate, and to integrate the gundrilling step with the cut-off lathe beforehand, and turning steps that follow.

Infeed automation loads parts from the previous step onto the smart conveyor, where they are indexed to load a four-part cycle, and lifted into chucks for the approximate one minute drilling cycle. Robotic unloading on the outfeed side brings parts to the next manufacturing step, turning, at a pace that also matches gundrilling.

UNISIG's technical team, along with tooling manufacturers, optimised the process and produced an automated system



that was a clear solution for this customer. Their team was impressed with the clean, modern system that fit well into their modern manufacturing concept. UNISIG also provided installation and training to ensure they can hit their production and accuracy goals without issue.

The UNISIG UNI25HD machine ultimately eliminated the production bottleneck and floor space issues previously affecting manufacturing, and introduced a compact, high-value automated machine that maximises production, allowing them to keep up with any demand they may face.

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

## Robust Modular Assembly System

Thorite is launching AMAS – Aluminium Modular Assembly System – an extremely flexible extruded aluminium sectional system manufactured by Bosch Rexroth that, says the company, has unlimited capabilities.

In its basic form, AMAS is available in lengths of up to 6m high quality extruded sections which can be cut to size and joined together using different connectors. In fact, asserts

the company, the range of different connectors fills a large catalogue and it is possible to make practically anything that isn't curved. Static and mobile workstations, machine guarding, KanBan flow racks, machine frames and access platforms can all be built using AMAS. Even though AMAS has been designed for industrial purposes it is still an attractive looking system which is durable and corrosion resistant. AMAS is also very cost-effective in that if an assembly such as a flow

rack needs to be extended or modified in any way, different connectors and additional sections are all that is needed.

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## Distributor of industrial lubricants

Based in North East England, Advanced Lubricant Solutions is the official distributor for Belray (Industrial) & Royal Purple lubricants. Offering a wide choice of specialist products that are recognised throughout the world for their outstanding performance & quality.

Exhibiting at Subsea 2018 was the first time Advanced Lubricant Solutions had presented itself to the Subsea community, using the stage to introduce Royal Purple Biomax Eco-Label approved Hydraulic & gear oils. Biomax is an alternative to the established biodegradable products, offering excellent stability, seal compatibility, resistance to oxidation and exceptional wear characteristics. Having undergone comprehensive tests Royal



Purple Biomax Hydraulic oil has recently been added to H&S cranes list of approved hydraulic oils as the only approved Biodegradable oil for its warranted systems.

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**www.advancedlubricant.solutions**

## ABI Research's Hannover Messe 2018 report details how industrial market is ripe for digitisation

The industrial market is ripe for digitisation, and the impetus for aggressive pursuit is present, announced ABI Research, a market-foresight advisory firm providing strategic guidance on the most compelling transformative technologies.

ABI Research had several analysts from its Industrial research group on-site at the Hannover Messe 2018 conference in Hannover, Germany between April 23-27, 2018, and their observations have been compiled into eight brief reading, 'Digital Transformation & Industry 4.0: Hannover Messe 2018 Report.'

The impact of technology and the pursuit of digitisation was evident in full at the Hannover Messe conference. Some noteworthy findings

**ABIresearch**  
 for visionaries

from the whitepaper include:

- The industrial market is ripe for digitisation, and the impetus for aggressive pursuit is present
- There is a clear timeline for applications and market segments that look set to form the vanguard of digitisation
- The manufacturing base is faced with several confusing decisions, and the supplier base is adding to the confusion, centred primarily on architecture and approach to digitisation

- Platform proliferation is a problem
- There is real concern over data ownership, management, and location from the manufacturer community, and still a massive desire to hold sensitive data on-premises and in closed-loop environments
- The debate between edge and cloud computing is almost religious in its fervour. Successful technology providers will find the way to balance these approaches in the most optimised way for their clients.

Download the complete report at: <http://info.abiresearch.com/hannover-messe-industry-4.0>

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**www.abiresearch.com**



Innovative approach to rack safety

Racking Collapse Prevention has developed an innovative method to help protect racking from collapse.

Racking Collapse Prevention (RCP) strives to help construct the safest work environment for professionals that work in warehouses, stores, or anywhere else racks are used, with its suspension based system that helps to hold racking in place in the event of an incident.

Racks are massive structures that were built to store as many products as possible and bear immense amounts of weight. Pallet racking combines this concept with multiple rows, which sometimes becomes very unsafe

and dangerous. Without any additional safety measurement, a damaged rack can lead to injuries, or even fatalities.

Racking collapse can also cost hundreds of thousands of pounds in damage.

The company says, "We provide a highly durable safety support system that helps prevent racking from collapsing.

"We have thoroughly researched this area of work safety and we want to help put an end to the dangers that might occur in the many businesses that make use of such racks.

"Protecting the legs of the rack at its base is

the only form of protection up until now, but even these can fail. These guards only protect part of the leg thus leaving the remainder with no protection. Even with the best training of fork lift operator's accidents can and still do happen."

Oakland International took the decision to install the unique safety system provided by RCP in September 2016.

Oakland says, "We had on many occasions at board meetings discussed the risk associated with racking collapse and had moved this to one of our highest levels of risk concern.

"We were looking for a solution which would

give us the confidence that we were providing the safest possible working environment for our team members whilst also protecting the business from the potential risks associated with a full-scale racking collapse. Following the installation of the RCP rack collapse prevention system, we did have an incident in which the upright racking supports were hit by a forklift – the suspension system installed kicked in to play and we believe prevented what could have been a serious risk of a collapse of one or more rows of racking."

Contact  
T +44 (0)1527 66191  
T +44 (0)7715 764350  
www.rcpsystem.com



Production Zones

Westgate Group recently partnered with Kingsland Drinks to provide an additional production zone at Kingsland's existing Manchester warehouse.

Kingsland Drinks have been producing wines and spirits since 1955. Westgate had previously worked with Kingsland Drinks supplying them with Hoardfast; a part height partitioning system. Having been satisfied with the high level of service and the standard of the product,

Westgate were approached by Kingsland Drinks about installing a full height, floor to ceiling partition in their existing storage warehouse in Manchester. The new enclosure would enable them to turn half the space into a production zone for a new bottling line.

Having completed many projects for temperature and dust control in food and drink environments in the past, Westgate recommended Flexiwall to deliver the requirements of the project.



Contact  
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marketing@westgateuk.co.uk  
www.westgateuk.co.uk  
https://www.westgatefactorydividers.co.uk/2018/05/08/kingsland-drinks-bit

Risks around grey fleet and how to avoid them

It can be a tricky topic where businesses are concerned. However, grey fleet can be managed effectively when the right steps are taken. With 12 billion miles driven each year in grey fleet vehicles, it comes as no surprise that employers are paying out over five billion pounds a year in mileage claims and car allowances.<sup>1</sup>

With recent news suggesting that grey fleet drivers may be over claiming on their mileage accounts, this adds up to a lot of extra costs for businesses across the country. The BVRLA is in fact urging bosses to get to grips with grey fleet by targeting a 50% reduction in mileage and costs by 2020.<sup>2</sup>

Ever supportive of SME's throughout the UK, Managing Director for supermarket fuel card provider, fuelGenie, Robert Pieczka shares



his top tips for businesses with grey fleet.

"Having a grey fleet is most beneficial for businesses that do not have high business mileage. This is because drivers will be making fewer journeys, which in turn will hopefully lead to fewer risks. However, for

larger fleets, and ones who travel further distances, grey fleets can be harder to manage.

"One benefit of cutting down on the number of grey fleet vehicles and offering greener alternatives, is the obvious subsequent benefits to the environment. In a recent BVRLA report, figures showed that mileage driven in the private sector adds up to around 3.2 million tonnes of CO<sub>2</sub>.<sup>3</sup>"

Contact  
www.fuelgenie.co.uk

1) Information available at: https://www.bvrla.co.uk/advice/guidance/grey-fleet  
2) Information available at: https://www.bvrla.co.uk/advice/guidance/grey-fleet  
3) Information available at: https://www.bvrla.co.uk/sites/default/files/documents/research/bvrla\_grey\_fleet\_final\_0.pdf

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Celebrating 65 years

The Spur shelving brand is celebrating 65 years of being manufactured in the UK. Today, the company has ranges that encompass both industrial and commercial shelving systems.



In 1957, Spur was acquired by Savage Industries which propelled Spur from a single product brand to one that became a household name during the 1960s and 70s.

In the mid-1990s, Spur was taken over by McKechnie, an industrial conglomerate that owned various home improvement manufacturers. McKechnie itself was then acquired by Newell Rubbermaid.

The company says an influx of product from the Far East caused the Spur manufacturing operations to close in late 2006. However, in 2007, Storage Solutions rescued the Spur Shelving facility in Devon, gradually acquiring the Spur assets and relaunching various product lines.

Peter Sully, Founder and Managing Director of Storage Solutions says, "Our ethos has been to improve the manufacturing efficiency and quality of our products, which are all made in the UK. After 10 years of recessionary challenges we are now able to compete head on with the once cheap competition from Asia. New products have expanded Spur from the commercial and DIY sector to also offer industrial systems, and we hope to see our products enter many more new markets in the post-Brexit era."

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# SUSTAINABILITY TODAY

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## Big future in the pipeline



A new name in the sector of in-situ pipelining aims to hit the ground running after attracting interest from Europe, Asia and the United States as well as the UK within weeks of launching.

UK-based ES-CS Pipe Coating Systems brings together Roger Clark, Steve Jones, and Shaun McDonald, three experienced engineers in the sector, boasting more than 70 years of experience of in-situ spray application.

By launching the new company, the trio have created a one-stop shop for those requiring the application of a protective coating within the internals of static pipes.

Once approval is received from the Drinking Water Inspectorate, it is said that ES-CS Pipe Coating Systems will be the first company to offer both the specialist paint and the state-of-the-art machinery to carry out the specialised jobs for worldwide water authorities, as well as

companies owning gas or sewer lines.

The new company is part of Middlesbrough firm ES-CS, a worldwide manufacturer and distributor of surface preparation and surface coating equipment that recently completed a wide-ranging order for the South Caucasus Pipeline Expansion Project.

T +44 (0)1642 961490  
[info@es-cs.com](mailto:info@es-cs.com)  
[www.es-cs.com](http://www.es-cs.com)

## Prevco Subsea LLC: Manufacturers of subsea pressure vessels

Prevco are a subsea engineering company, specialising in the design and production of underwater housings.

The company was founded by John Head in 1999 who graduated from MIT as an Ocean Engineer and spent many years in the industry working with both ROV and connector companies before starting Prevco and has never looked back.

Traditionally, their main market has been with the Oil and Gas industry and defence companies, however in the current changing market conditions, more work is being done to support scientific projects, environmental monitoring and



offshore renewables, arguably one of the fastest growing of the subsea industries.

The unique selling point for Prevco is the fact that they have their own bespoke in-house software called

'New Tube Designs' that contains proprietary algorithms and allows the quick and accurate design of both stock and custom housings. The software is the brain-child of John Bertoldi, senior engineer and long-time employee who started working with John in the early days of the company and has developed and evolved the software over many years.

Contact Prevco UK on:  
+44 (0)1892 731528  
(Stephen Ashley:  
[sashley@prevco.com](mailto:sashley@prevco.com))  
Contact Prevco USA on:  
001 4808370100  
(John Head: [noleaks@prevco.com](mailto:noleaks@prevco.com))  
[www.prevco.com](http://www.prevco.com)

## What has lime ever done for EfW?

The industrial Emissions Directive (IED) came into effect in 2012 and details stringent regulations for large combustion plants.

Traditional processes involve a wet 'scrubber' system. These legacy wet systems are being superseded by modern dry systems as the UK growth in EfW continues. Therefore, as the dry system is the current preferred FGT method it calls for efficient acidic pollutants removal reagents to ensure compliance with IED regulations.

**What is Sorbocal®?**  
Sorbocal® is a widely recognised range of calcium-based reagents used to neutralise acidic



pollutants generated as a result of the incineration process in waste to energy plants, biomass plants and industrial processes such as glass manufacture, cement production and non-ferrous metal processing.

**How does Sorbocal® achieve this?**  
SP and SPS in accordance with propriety hydratex™ technology,


have the unique capability of higher reactivity towards gaseous pollutants such as HCL, SO<sub>2</sub> and HF versus a standard hydrated lime.

**What are the benefits?**  
The ability for reduced quantities of reagent to neutralise larger quantities of acidic pollutants than a standard hydrated lime offers greater flexibility to the plant designer. Plant designers now have the capability to implement a much simpler, lower cost, yet more efficient FGT process.

Contact  
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Unit 1 Crompton Court | Burntwood Business Park | Attwood Road  
Burntwood | Staffordshire | WS7 3GG  
Tel: 0121 353 0176 | Mail: [info@luhrgb.co.uk](mailto:info@luhrgb.co.uk) | [www.luhrfiltergb.com](http://www.luhrfiltergb.com)

## Getac strengthens leading rugged convertible notebook

Getac, manufacturer of mobility solutions for a range of industries, today announces updates to its leading Getac V110 rugged convertible notebook, designed to drive greater productivity and flexibility for utility field professionals as their industries become increasingly digitised.

The V110 provides the reliability and power needed to perform a range of tasks efficiently for an entire shift. It includes the latest Intel processors (Intel® Kaby Lake Core™ i5 or i7) for increased computing performance and better power usage, and has long lasting hot swappable batteries for use around the clock.

This helps utility companies take on a higher workload capacity, complete work faster and deliver better service to customers.

Today, data collection and exchange are growing exponentially with the rise of meter readings, GIS mapping, image processing and task tracking requirements. This can be simplified by the V110's eight megapixel rear camera allows workers to rapidly capture digital evidence for asset and parts management or infrastructure maintenance. As workers need to be connected constantly, the V110's proprietary antennae has been designed to provide exceptional 4G LTE



WWAN coverage and performance out in the field, and combined with PowerShare USB 3.0 and multiple input ports, they get much faster download speeds.

T +44 (0)1952 207222  
[sales-getac-uk@getac.com](mailto:sales-getac-uk@getac.com)  
[www.getac.com](http://www.getac.com)

## Van Walt launch a brand new Data-Logger

Sometimes good enough is just not good enough. That was the problem Van Walt Ltd, the specialist supplier of water, soil and groundwater environmental research equipment, were experiencing. So taking matters into their own hands; they have designed and developed their own, brand new data-logger the vanwaltDataHub.

So in looking for a solution Van Walt established there was nothing available that could offer everything they wanted, so they decided to make our own.

The result, just 10 months later, is the vanwaltDataHub. A brand new, very powerful and flexible data-logger, packed with features like multiple, simultaneous inputs and outputs (Pulse, SDI12, Relays, Analog, Modbus and/



or Digital I/Os) linking up to 300 different environmental sensors to one data-logger. Data from these sensors can trigger alarms and operate switches; other sensors and gauges.

The vanwaltDataHub instructs, powers, interrogates and collects data from onsite

sensors, organising it for distribution or sharing through on-board memory, industrial SD card, radio frequency, GPRS or satellite portals.

Van Walt Ltd worked with GB Electronics (UK) Ltd, a dedicated electronics design company for the prototype design, product assembly, programming and testing. When it Matters for the web interface.

vanwaltDataHub is a registered Trademark.

The vanwaltDataHub is available with telemetry as a vanwaltCONNECT system or as an OEM data-logger.

T +44 (0)1428 661660  
[sales@vanwalt.com](mailto:sales@vanwalt.com)  
[www.vanwalt.com](http://www.vanwalt.com)



# Your one-stop-shop solution for wireless LoRa energy and IoT services

Founded in 2003 by current owner Peter Thompson, Invisible Systems Ltd specialise in the design, manufacture and supply of wireless LoRa energy and the condition and compliance monitoring and control of IoT systems. Invisible Systems Ltd concentrates on surveying client buildings and sites, proposing then designing solutions, through to supply and installation of monitoring hardware. They also provide their own Realtime Online software, a web-enabling platform software suite, with dashboards, tailored reporting around various applications and alarm notifications in the event of exceptions.

Excellent customer service is at the forefront of Invisible System's priorities, with the company working in close conjunction with clients' supply chains to ensure their products are delivered on time with a



fast turnaround. With over 14 years' experience in delivering reliable products to reputable businesses such as National Grid, Royal Mail, Greggs, Universities across the UK and more, Invisible Systems are your one-stop-shop solution for all of your manufactured, innovative wireless energy monitoring and control tools.

We asked Pete Thompson from Invisible Systems Ltd what differentiated the company against other technological manufacturers and suppliers, to which he responded, "Here at Invisible Systems Ltd, we are able to supply a wide range of wireless hardware for various applications, and not just for one vertical. Our web-based software with different modules are designed around different applications and our team have the experience and development capability to produce bespoke products and software to meet our client's requirements."

The past year has been immensely successful for Invisible Systems Ltd, as their leading and highly efficient IoT solutions have increased the company's brand and product awareness. The company were also named as joint winners of BT's latest Infinity Lab competition aimed at discovering business transformation solutions in the Internet of Things. The competition attracted entries from almost 100 SMEs from the UK and overseas with several themes emerging around the potential application of future IoT based technologies. Invisible Systems' wide range of products and Realtime Online cloud based software programmes which provides end to end IoT solutions, caught the eye of the judges because it



helps businesses save money and achieve regulatory compliance. BT is interested in these technologies as a potential IoT based solution for buildings which currently lack a building management system (BMS). This is typically used to control and monitor equipment such as ventilation, lighting and power as well as fire and security systems. Such critical factors need to be continuously monitored in a data centre environment, which is an application of Invisible Systems' technology.

Additionally, in order to meet with current customer demands and to be able to provide clients with the latest technological solutions available on the market, Invisible Systems Ltd continuously develop a highly innovative, engineered range of products, with the same and additional functionality to the current range; where these will be both LoRa for private networks and LoWAN for public networks. Due to their commercial success, going forward, Invisible Systems are looking to increase the business turnover by circa 50-75% this year and are currently on track following their initial thriving first three months of this financial year.

As one of the UK's leading technological supply and manufacturing companies, Invisible Systems Ltd can be found at numerous trade shows throughout the year. This includes Industry 4.0 manufacturing, Edie Live, London IOT, Food Expo, and The Pharmacy Show, all of whom Invisible Systems Ltd are planning to visit again in 2018.

If you would like to get in contact and find out how their many specialist services can benefit you or your business, then don't hesitate to pick up the phone today. More information can also be found by visiting the website below:

**Contact**  
T +44 (0)1539 722520  
info@invisible-systems.com  
www.invisible-systems.com



## Jobs created as Lanes wins Northumbrian Water contract



Lanes Group plc has created 12 new jobs after winning a major contract to clean wet wells for Northumbrian Water.

The drainage and utility solutions specialist has opened a new utility hub at its depot in Stockton-on-Tees, County Durham, to deliver the planned and reactive maintenance work.

The three-year contract, with an optional two-year extension, went live in January, with Lanes investing £1 million in advanced specialist

equipment to carry out the work.

Lanes has been appointed as the primary supplier for an area covering Teesside and Teesdale, as well as Bran Sands treatment works. It is the secondary supplier in all five other contract areas.

In terms of value, the company will be responsible for delivering 60% of the entire Northumbrian Water wet well cleaning contract.

Lanes has purchased a new DISAB high volume

vacuumation unit, three 18,000 litre articulated vacuum tankers, and two 12,000 litre tankers to carry out the work.

The contract is one of several awarded to Lanes in recent months. Drainage and wastewater maintenance contracts have also been won with Cambridgeshire Police, Wigan Council, Durham Council, and Anglian Water.

T 0800 526488  
www.lanesfordrains.co.uk

## Tetra Pak® Separators with Encapt™ technology

Tetra Pak has reduced the energy use of its separators by 40%, by incorporating a breakthrough pressure management technology, Encapt™, into the systems' design.



The Encapt technology lowers the atmospheric pressure around the spinning bowl using a low-pressure pump, and the system is supervised by sensors that keep air friction minimal. Less friction means less energy required.

Combined with a unique AirTight design inside the bowl, where the whole system is hermetically sealed to ensure no air enters. With the inlet at the bottom and the outlet at the top it saves the centre for outlet flow, and so requires less energy. These two technologies together make the machines the most efficient on the market.

Tetra Pak Product Manager, Ulrika Rehn said, "We want to help customers meet the challenge of achieving superior product quality with lower operational costs, and a lower environmental footprint. Most commonly used to separate milk or whey – the Tetra Pak Separators with Encapt technology, when paired with AirTight technology, offer incomparable energy savings."

www.tetrapak.com

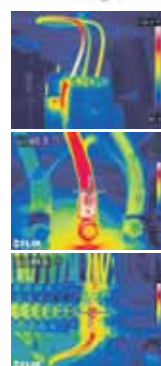


### Thermal Imaging

Thermal imaging can be used to identify loose electrical connection that could result in lost time at best and a fire at worst.

### Infrared Windows

Infrared inspection windows retrofitted to distribution boards and cabinets allow safe and efficient inspection.



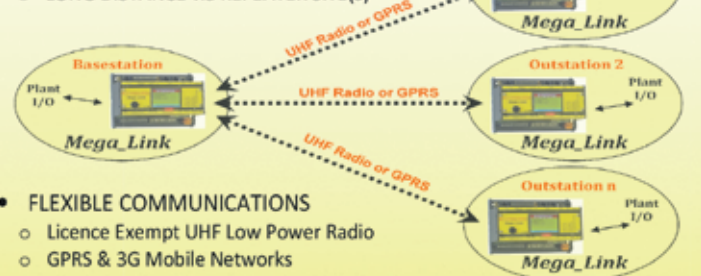
Please contact **Bryan Elwick** to find out more:  
☎ +44 (0)7961 033715 | ✉ bryan@elwicks.co.uk  
Visit our website [www.eltec.co.uk](http://www.eltec.co.uk)



**Mega\_Link** is a cost effective and versatile radio telemetry system for passing two-way instrumentation, measurement and control data between industrial plant and site locations. Our equipment is used by all UK water companies for fresh water supply, wastewater, land drainage and other applications include industrial, chemical works, landfill and boiler monitoring.

### TELEMETRY & CONTROL

- POINT to POINT and POINT to MULTI-POINT
- LONG DISTANCE via REPEATER SITE(S)



### FLEXIBLE COMMUNICATIONS

- Licence Exempt UHF Low Power Radio
- GPRS & 3G Mobile Networks
- Leased Line and Private Wire
- SENSOR and DATA INTERFACES
  - Volt-free DIGITAL I/O and 4 - 20 mA ANALOGUE I/O
  - RS232/RS485 Serial Modbus, Allen Bradley DF1 and Mitsubishi Melsec FX
- FULLY CONFIGURABLE and EASY TO USE with BUILT-IN DISPLAY
- EXCELLENT TECHNICAL SUPPORT and SPARES/REPAIR BACKUP
- RADIO PATH SITE SURVEY and COMMISSIONING SERVICE

Contact us: 01344 750233

[sales@churchill-controls.co.uk](mailto:sales@churchill-controls.co.uk)

[www.churchill-controls.co.uk](http://www.churchill-controls.co.uk)



# IMSPEX Diagnostics Ltd: Providing a range of GC-IMS solutions for your analytical questions

IMSPEX Diagnostics Ltd was founded in 2011 as a spinoff of the University of Glamorgan, in South Wales, with the aim to develop markets and applications for Ion Mobility Spectrometry Technology in clinical research, clinical diagnostics, food and environmental analysis. Through its acquisition of GAS GmbH in January 2013, IMSPEX secured access to World leading IMS technology and to a range of equipment which is market ready for customer



applications. During 2013, the group formed by IMSPEX and GAS and has established relationships and provided instruments to a range of blue-chip companies, research hospitals and research centres and universities.

Now recognised as a group of international leaders in multidisciplinary with extensive experience in business development and analytical sciences, the combined IMSPEX and GAS GmbH teams are a World leading business, application and technological development team with over 120 years combined experience in the field of Ion Mobility Spectrometry.

We asked Kevin Fernandes, Sales Manager at IMSPEX Diagnostics Ltd, what differentiates the company from other analytical chemical providers, to which he explained, "We are rapidly growing company with exciting chemical sensor technology for a wide range of applications. Perhaps our most recent success was the award of 3 million Euros from the Horizon 2020 (European Research Budget) to explore the possibility of diagnosing by breath samples differences in bacterial versus viral infection and the subsequent decision or not to prescribe antibiotics."

He added, as an example one of our targeted

applications is on the rapid separation detection and identification of siloxanes in biogas down to levels as low as 10 parts per billion (ppb). Siloxanes when burnt are converted to silica which is akin to having sand in the gas burning engines. What this means potentially is down time and loss of income from biogas but also considerable service costs for replacement parts and labour. The GC/IMS siloxanes instrument when deployed is very important early warning system that filters are saturating and need to be changed. Costs saving again can be considerable as the filter material can be a significant cost to landfill, AD food waste, and sewage treatment works operators.

IMSPEX Diagnostics Ltd focus is on solving analytical needs by providing turn-key, automated and simple solutions to specific problems by leveraging the expertise of their group. For instance, one of their most highly-sought after products is their GC-IMS ODOR™ standalone instrument, developed for at-site, on-line sampling and delivers quantification and reporting of Gasodor®-S-Free® (methyl acrylate and ethyl acrylate) and THT concentrations in natural gas. Eliminating the need for helium or hydrogen, the system requires only a nitrogen or synthetic air source for carrier and drift gas. The system can also be used with the new G.A.S internal gas loop, making the system totally portable,



without the need for cylinder gas. The measurement intervals are user-defined and calibration can be carried out using a traceable gas standard via a designated calibration port either manually or routinely to ensure maximum accuracy. The large TFT touchscreen permits system control displays, current measurements, and allows review of previous results. Results and measurement files are stored internally on the integrated compact flash card. These results can be downloaded via USB or transferred via the 4-20 mA current loop, a modem or network connection to a control station.

If you would like to get in touch with IMSPEX Diagnostics Ltd to find out about their specialist range of equipment, then don't hesitate to call today. More information can also be found on their website, listed below.

T +44 (0)1443 740217  
www.imspe.com  
www.gas-dortmund.de

## Emex Show Review Top 10

### Public and private sectors unite to boost UK energy efficiency

For the past 3 years, EMEY, organised in partnership with the Energy Managers Association (EMA, [www.theema.org.uk](http://www.theema.org.uk)), has helped thousands of businesses from all sectors to increase their energy efficiency and reduce their operational costs.

Taking place on Wednesday 22 and Thursday 23 November 2017 at ExCeL in London, EMEY was the must-attend energy management show that connects all energy users with leading experts, policy makers, suppliers, and technical solutions. 100+ CPD-accredited free seminars and 130+ exhibitors.

Energy is a cost to most organisations that has grown as a proportion of overall expenditure in recent years. All energy consuming organisations need to manage energy consumption if they are to avoid the impact of price increases on the products or services they provide. In this context, the case for investing in energy efficiency has never been stronger and of course, the cheapest energy is the energy organisations don't use.

There is considerable potential within most organisations in the public and private sectors to



make large energy cost and carbon emission savings through the installation of energy efficiency measures. The energy efficiency technologies that deliver these savings are readily available, tried and tested, and often repay their initial capital cost within just a few years.

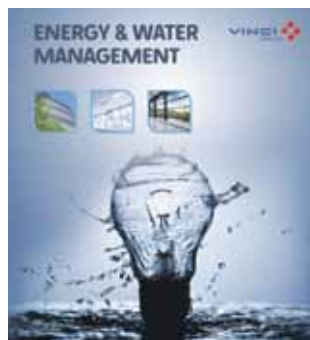
EMEY returns to London's ExCeL this year from 21-22 November 2018.

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

## Creating and maintaining great places to live and work delivered by excellent people who care

Vinci Facilities offers a wide range of energy & water management services to meet organisations energy challenges. Aligned to our core technical FM delivery we provide a quality service ensuring our customers buildings are operated to maximise asset lifecycle, whilst optimising energy performance.

Our ability to deliver an 'end to end' energy & water management service provides best value procurement, bureau and options analysis, maximising customers energy and water management budget by offering long term value throughout.



The EMEY event provided a great platform to reinforce Vinci Facilities as a trusted and innovative partner

for helping our customers save money, carbon and reduce utilities risk for their businesses. Together with our supply chain partner Offgrid, we sponsored Theatre 1, where we unveiled the first battery powered seminar theatre. In addition, our exhibition stand was also powered by battery technology.

If you want to know more about what we do and how we could help your business, please get in touch with Paul Lynch, Head of Energy & Water Management: [paul.lynch@vincifacilities.com](mailto:paul.lynch@vincifacilities.com).

T +44 (0)1923 478400  
[www.vincifacilities.com](http://www.vincifacilities.com)

## Heating, Ventilation & Air Conditioning News

### Delta showcased its EC Fan Series at Mostra Convegno Expocomfort (MCE) Exhibition 2018

Delta returns to Mostra Convegno Expocomfort (MCE) exhibition to introduce its latest Electronically Commutated (EC) Fans designed for HVAC applications (ex Chiller, Exchanger, Air Handling Unit, Commercial Refrigerator and etc). This cost-effective solution is reliable and complies with the latest requirements in industrial and commercial applications. Moreover, with its EC technology, its low noise impeller, Delta EC fans offer the best level of energy efficiency on the market while even be able to be customized to specific requirements. The EC fans are able to reach 30% energy saving compared with AC fans in average.

Delta is widely recognised as the global leader in switching power supply and brushless DC fans. Based upon their in-depth knowledge and experience, Delta has combined the advanced technology in power electronics and brushless DC fans and developed the Electronically Commutated (EC) fan series. The EC Fan Series is a combination of the distinctive patented blade design, innovative structure design, and control that not only greatly increases cooling performance but also reduces system noise with temperature sensor control when the fan is in low load operation. Delta fan development groups have dedicated themselves



in improving energy efficiency and control technology and use the optimised configuration design and control technology to improve product performances, solve noise and vibration problems, and provide intelligent control interface with stable speed control. The Delta EC fan range, with electrical input power? 125W has been designed to exceed the eco-design requirement of 2015 (ERP2015).

[www.delta-emea.com](http://www.delta-emea.com)

## STULZ introduces the new range of air handling units

The CyberHandler 2 series is used for air conditioning everything from data centres to hotels, from commercial buildings to industrial sites.

As power densities increase, a new design factor is coming to the fore-precision air conditioning solutions. Air handling units (AHU) incorporate all the air conditioning equipment of a data centre in one outdoor container, therefore creating more space for productive IT systems inside the actual server area. STULZ introduced its first air handling system back



in 2015. With the CyberHandler 2, the specialist for reliable air conditioning solutions is now launching a comprehensively redesigned successor.

The CyberHandler 2 series includes eleven output ratings

from 30 to 520kW. It combines free cooling, adiabatic cooling and mechanical chilling in one sealed outdoor container. The choice of chilling methods includes chilled water coils, scroll compressors or a redundant DX system with external condenser. If high availability is required, a fully weather-independent air conditioning system with a high level of redundancy can be designed, and can work in mixed mode for great energy efficiency.

[www.stulz.co.uk/en/cyberhandler-2](http://www.stulz.co.uk/en/cyberhandler-2)



Delta’s unparalleled competence in developing Integrated Solutions

Delta, a global leader in power and thermal management solutions were highlighted at the Hannover Messe 2018, its unique ecosystem of smart and energy-efficient solutions to realise smart manufacturing as well as safe and comfortable green cities. At its own press conference, Delta was underscoring the superior features of its new High-Flexibility Multi-Tasking Smart Production Line, a 4-meter IIoT-based manufacturing platform integrating three robot workstations, software systems and a smart conveyor to offer visitors a live demo of smart manufacturing. In addition, Delta displayed an abundant range of solutions for sustainable cities, including the IoT-based Building Management Platform, which integrates our building automation technologies, IP surveillance equipment and smart LED lighting to deliver substantial energy savings and lower carbon emissions in commercial and industrial facilities.

Mr. Jackie Chang, President & General Manager of Delta Electronics in the Europe, Middle East & Africa (EMEA) region (pictured) said, “We were deeply proud to demonstrate at Hannover Messe 2018 that the utility, functionality and versatility

of our integrated energy-saving solutions were advancing rapidly. Whether our EMEA customers are seeking to implement IIoT connectivity, energy monitoring and smart automation in their manufacturing platforms, or increase the energy efficiency, safety, comfort and market value of their buildings, or integrate EV charging infrastructure with renewable energy in their city, Delta is certainly the most suitable partner given our superior technology and accumulated experience in integrating total solutions.”

www.delta-emea.com



Delta showcased its Smart Energy-Saving Solutions for Sustainable Cities at Hannover Messe 2018

Delta, a global leader in power and thermal management solutions, announced its vast energy-saving solutions offering to support the creation of smart green cities which was presented at Hannover Messe 2018. The showcase included: Delta’s IoT-based Building Management Platform, which leverages automation technologies from our subsidiaries LOYTEC and Delta Controls to support all open protocols used in building control (BACnet, DALI, KNX, etc.) and now offers next-generation IP surveillance solutions from our subsidiary VIVOTEK, to enable comprehensive energy-efficient and secure supervision of entire buildings; the 150kW DC Ultra-Fast EV Charger, capable of facilitating a 100-kilometer EV driving range with less than 15 minutes of charging; as well as the 90kWh Li-ion battery energy storage system E530 series, ideal for both commercial and industrial applications.

Delta’s exhibition booth which was located at Hall 11, stand A57, presented the following solutions:

- Solutions for Smart Green Buildings



- EV Charging Solutions
- Battery Energy Storage System
- Solar PV Inverters

Delta’s diversified solutions for smart cities were presented for Hannover Messe 2018 visitors at our Hall 11, stand A57 exhibition site held from April 23 to 27.

Contact  
www.delta-emea.com

Delta demonstrated its Smart Manufacturing Capabilities at Hannover Messe 2018

Delta, a world-class provider of industrial automation solutions unveiled at Hannover Messe 2018 its integrated Smart Factory and Energy Management solutions to enable higher productivity and energy conservation through smart manufacturing. Delta’s High-Flexibility Multi-Tasking Smart Production Line features seamless integration of our digital manufacturing monitoring platforms, IIoT technologies, three robot workstations and a smart conveyor to let visitors perform on-site order processing and real-time monitoring of the customised production process. Furthermore, the new 3D Vision Inspection System enhances logistics efficiency through precise package shape and dimension identification. The aforementioned solutions shall demonstrate Delta’s unparalleled calibre in the field of smart manufacturing at equipment, production line and factory layers.

Mr. Andy Liu, General Manager of Delta’s Industrial Automation Business Group, indicated, “Smart manufacturing is not only a trend but an imperative way for companies to sharpen their competitive edge. Delta remains focused on strengthening the



capabilities of its industrial automation solutions and their underlying software and hardware platforms, to help customers attain superior performance and lower carbon emissions through smart manufacturing in their operations. Our showcase at Hannover Messe 2018 was specifically designed to prove how our next-generation solutions and integration prowess converge to turn smart manufacturing into a reality.”

www.delta-emea.com

Greenbuild News

Steel Coating uses rapeseed oil, not fossil-based oils

House KD, a holiday home in Sweden featuring a Green-Coat colour-coated steel roof, made the shortlist of the 2017 World Architecture Festival Awards. GreenCoat colour-coated steel products from SSAB have a patented, Bio-based Technology coating, using



rapeseed oil instead of fossil-based oils in its manufacture. This reduces the environmental footprint and provides extreme durability, resistance to corrosion and long colour retention.

T +44 (0)1384 74660

Bauder Ltd launches roofing solution for construction within flood sensitive areas

As climate change causes more extreme weather patterns, the construction industry faces new challenges with an increase in excessive rainfall resulting in flash flooding and standing water. Continued development in built up areas where existing drainage systems can be depleted, and natural infiltration is limited has prompted the introduction of Sustainable Urban Drainage System (SuDS) legislations by local authorities.

To combat these issues, Bauder has originated a Blue Roof System which will simultaneously attenuate heavy rainfall and manage its discharge over a 12-24-hour period. This limits water egress to 5-10 litres per second per hectare, the same flow rates for regional greenfield sites. Each BauderBLUE roofing solution is unique, as calculations for the flow restrictor are specific to each project to ensure that the water run off during storm conditions meets drainage requirements of local planning authorities whilst controlling the time it takes to disperse the water.

“The Bauder brand is recognised for the proactive approach we take to developing our roof systems and the high standards to which we deliver. With the introduction



of the SuDS legislation and the subsequent requirements for developments in built up and flood sensitive areas, the evolution of our ever-popular green roof system was a natural process. Using rooftop and podium solutions will address the excess water issue at source by providing the necessary drainage to ensure structural integrity along with regulation compliance and optimal waterproofing.” Nigel Blacklock, Technical Director at Bauder.

T +44 (0)845 271 8800  
www.bauder.co.uk

Fuel Services News

Opti-Diesel is ready to half UK fuel emissions



Opti-Diesel is a patented fuel additive specifically designed to improve fuel consumption - generating significant cost savings and reducing greenhouse gases and other harmful emissions. It’s been found that introducing Opti-Diesel to the national fuel supply chain would be the equivalent of removing 50% of vehicles from the UK roads.

Opti-Diesel is a world first catalyst in the fuel industry. The way this works is that the additive lowers the amount of energy needed to cause the fuel to combust. Thereby, reducing greenhouse gas carbon dioxide emissions. Just 0.26ml of Opti-Diesel is needed to make 1 litre of fuel more efficient.

Opti-Diesel uses a unique combination of reactions, including fuel use reductions and catalytic reduction, in order to significantly slash the amount of harmful and toxic emissions released from the vehicle.

The additive has no negative impact on existing emissions controls system or engine wear. Opti-Diesel can be used with practically any vehicle as the additive requires no specialised equipment to install or utilise, and it requires no modifications to the existing vehicle’s engine.

Case Study 1: A global mining firm added Opti-Diesel to their bulk refuelling tanks via a calibrated dosing system. Over the course of a year, they experienced a 12.34% reduction in fuel consumption, a 75% reduction in carbon monoxide, a 99% reduction in Nitrogen Monoxide emissions and a 55% reduction in Nitrogen Dioxide emissions, leading to 91% reduction

in total Nitrogen Oxides, and finally a 47% reduction in harmful diesel particulate matter.

Case Study 2: The first test on a 26 tonne Scania with a Euro V engine showed a smoke/opacity level of 0.22. The vehicle then had Opti-Diesel added to its fuel and was re-tested after travelling 980 miles since the first test. The second test showed an opacity/smoke level of 0.05. A reduction of 77.27%, which is consistent with previous results on earlier engines.

Testing on a range of different engines under both laboratory and live conditions in different countries including the UK have all recorded a range of improvements in fuel consumption and reductions in emissions. The range of improvements is significant, outstanding and impressive.

Fuel consumption improvement	3.5%	15.53%
Carbon Monoxide (CO)	68.8%	81.4%
Carbon Dioxide CO <sub>2</sub>	6%	8%
Nitric Oxide (NO)	99.4%	99.6%
Nitrogen Dioxide(NO <sub>2</sub> )	54.5%	58.8%
Nitrogen Oxides (NO <sub>x</sub> )	22%	94%
Smoke/Opacity	50%	89%
Particulate Matter(PM)	47%	

If you are looking to reduce the carbon footprint of your vehicle or even fleet of vehicles, and would also like to save some money or you would like further information on the company or product then get in touch...

T +44 (0)1422 349188  
www.opti-diesel.com



## Tan Delta Systems: Industrial Oil Condition Monitoring

Tan Delta are a global leader in oil condition monitoring systems.

Tan Delta's Hydraulic Monitoring Kit provides real-time continuous analysis of hydraulic oil condition. The kit can be easily retrofitted to existing hydraulic systems and ensures any change in oil condition is instantly detected, accurately measured and clearly reported, allowing operators to reduce lab sampling and save money on maintenance and repairs with

an average project return on investment in under 12 months.

- Up to 50% less servicing
- Reduce day to day costs
- Reduce downtime
- Reduce failures.

Contact Tan Delta to find out about their Oil Quality Sensor (OQSx).



T +44 (0)845 094 8710  
info@tandeltasystems.com  
www.tandeltasystems.com



## In-line Bag Filter system for hazardous applications

Amazon Filters recently announced the launch of the new 86B Series Bag Filter housing which has been designed to provide a safe, cost-effective, in-line filtration solution for hazardous or high temperature fluids.



The robust cast head of the 86B Series bag filter housing incorporates an integral one-piece unique cast head featuring in-line connections for the inlet and outlet, double vent ports, and a special bolt retaining mechanism. With minimal product hold up volumes 20% less than conventional side entry housings, and easy access to the disposable filter bag via the retained hinged lid, operators will appreciate the ease-of-use and time saving design features.

Available in 316L Stainless Steel it is suitable for operating parameters of 10 bar at 150°C with a flow capacity of up to 30m³/hr. Two housing sizes are available for the 7" diameter bags, P1 (16") single length and P2 (32") double length. The 86B Series perforated basket is fully compatible with almost all standard commercially available filter bags.

For further information on the 86B bag filter housing, please visit: [www.amazonfilters.com/products/filter-housings/bag-filter-housings/86-series](http://www.amazonfilters.com/products/filter-housings/bag-filter-housings/86-series) or contact Amazon Filters on: +44 (0)1276 670600 or email: [sales@amazonfilters.co.uk](mailto:sales@amazonfilters.co.uk).

To view a video on Amazon Filters' design and manufacture capabilities, please visit: [www.youtube.com/watch?v=DG9S6SLDgM4](http://www.youtube.com/watch?v=DG9S6SLDgM4)

## Bifold's Circuit Designer: Modular solutions with drag and drop system



The Bifold Circuit Designer allows you to design a bespoke modular solution or tubed valve circuit comprising a series of valves in any order or orientation (where applicable) using a schematic drag and drop system. The completed system can then be bought as a modular solution or as a list of separate valves from Bifold.

- Design a circuit using drag and drop (new schematics added regularly)
- Organise and manage your projects in the Project Centre
- View the modular solution code and description or a list of separate valves and fittings
- Create a PDF schematic diagram and description for sending with a quote
- View and print the Modular Solution Bill of Materials (BOM) or separate valves (BOM)
- For users with Solid Edge ST6 and above, create a 3D model and dimensional drawing for a Modular Solution
- 3,500+ systems already configured
- New users configuring systems every week.

Download and run setup.exe from: <https://www.bifold.co.uk/BifoldCircuitDesigner.aspx>

For more information, screenshots and Getting Started Guide, visit: <https://www.bifold.co.uk/BifoldCircuitDesigner.aspx>

## Controls, Drives & Automation News

lamonde.com  
for Automation

# Productivity<sup>2000</sup>



- Great Price
- 5 Comm Ports Inc. Ethernet
- Real-Time Data On Display
- Easy PID
- Free No-Limit Programming
- Hardware Auto-Discovery
- Hot-Swappable I/O
- Built-in Data Logging
- Slim Form-Factor
- Multiple Wiring Options
- Integrated Web-Server
- Motion Made Easy



50MB OF BUILT-IN MEMORY

REMOVABLE micro SD SLOT  
UP TO 32 GB OF DATA STORAGE PER CARD

EtherNet/IP  
Modbus®

USB

RS-232

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## The great outdoors under one roof

The National Caravan Camping & Motorhome Show 2018 was a resounding success and showcased the very best in camping (and glamping), with a veritable host of famous special guests and the latest and greatest in caravans, motorhomes, campervans, tents and holiday homes.

Located each and every year at the incredible NEC in Birmingham, this year's event attracted over 90,000 visitors over the 6 day exhibition, and was officially opened by no other than Gordon Buchanan, wildlife expert and TV presenter, with other guest appearances and talks by Sir Ranulph Fiennes, Anna McNuff, and chefs Rustie Lee, Paul Da Costa Greaves, Dean Edwards and Chris Bavin.

The National Caravan Camping & Motorhome Show isn't just an exhibition for show as everything on



display can be tried and tested, and if something takes your fancy then it can be yours to take home or ordered from any of the hundreds of exhibitors present.

The National Caravan Camping & Motorhome Show 2019 will be coming to the NEC from the 19th to the 24th of February and it's already shaping up to be bigger and better than ever. For more information and to book your tickets for next year visit the official website below.

This is our first pick of the best exhibitors from this year's show event, listed here in alphabetical order: Aquaforno, Connects2, Danbury MotorCaravans, Feteford, Green Mopeds, Towtrust Towbars, Venter Trailers UK & Victory Leisure Homes. Further details can be found below.

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

## Electric Motorcycles, Mopeds & Scooters

Green-Mopeds.com are passionate and focussed on bringing the latest and greatest 100% electric mopeds and motorcycles to the UK marketplace. With two wheeled transport emitting up to 70% CO<sub>2</sub> of their 4 wheeled counterparts plus the potential cost savings of the low maintenance aspect of electric vehicles, it is clear that consideration should be given to this form of transportation.

Having extensively evaluated the market, we have chosen what we feel are the best current range of electric motorcycles and mopeds available to suit all requirements, tastes and budgets.

From the premium range motorway capable 8KW ECCity 125+ with a top speed of 75mph to the perfect commuter in the Torrot Muvi or Askoll ES mopeds that are also well suited for delivery tasks and Public Sector use such as parking enforcement, hospital use etc.



All our mopeds and motorbikes are 100% emission free, well-built with premium features, come with a variety of options and where possible are eligible for the UK Government Plug-in Motorcycle Grant scheme.

**We are happy to offer trails of our motorcycles if required and more information is available on: [www.green-mopeds.com](http://www.green-mopeds.com)**

## Leisure Trailers & Accessories

Motor vehicles are becoming smaller but the need for mobile space continues to grow.

What do you expect from a trailer? Secure, safe, stable, high-quality, tasteful and as versatile as you need it to be. Well with a Venter Trailer you can't go wrong.

Founded in 1959 and now based in Bristol in the UK since 2015, we now offer 6 variants of our multi-purpose, robust, leisure use trailers and trailer tents.

The Venter Trailers high stand of quality and reliability have been developed and perfected over a period of many years and it shows! Constructed from corrosion resistant zinc or electro galvanised sheet steel, the rigid body and lid are both safe and well balanced, maintaining perfect alignment behind the towing vehicle. All trailers are built on leaf spring suspension with solid axels and fitted with high speed 13 and 14" tyres.

Every Venter Trailer built and sold are road



worthy tested at local IVA testing stations and come with a standard one year manufacturer's warranty.

We continue to strive to be worldwide market leaders and have won many awards for quality, excellence and commitment. Join the family, Venter Trailers, 'Behind you all the way.'

**Contact**  
**T +44 (0)1454 325109**  
**[info@ventertrailersuk.com](mailto:info@ventertrailersuk.com)**  
**[www.ventertrailersuk.com](http://www.ventertrailersuk.com)**

## The UK's best quality Towbars



Tow-Trust Towbars Ltd is the UK's largest manufacturer of towbars & towing accessories. All of our products are designed, manufactured and tested on site in Atherstone, Warwickshire using state of the art equipment. The family run company has spent over 25 years forging a strong reputation supplying trade and retail outlets throughout the UK with towbars for commercial and non-commercial vehicles including an ever expanding range of steps and accessories. Tow-Trust are confident we have the right solution for all your towing needs.

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**[www.tow-trust.co.uk](http://www.tow-trust.co.uk)**

## Victory Leisure Homes' double mid-season launch at the NEC

Each year at Victory, we review our ranges and work on expanding them to give our customers the choice and flexibility they need to find their perfect holiday home. This year was no exception, with not one - but two - new mid-season launches.



First up, the Grovewood Lux Lodge (pictured) builds on the popularity of the Grovewood Lux Leisure Home and is Victory's first holiday home to be built to the residential standard of BS3632:2015. With more and more people choosing to spend longer in their holiday homes, this model is aimed at the year-round leisure market.

We also launched our brand new lodge, the Beechwood. This spacious starter lodge comes with an affordable price tag, meaning that whatever price range you are targeting, you can afford the superior quality and design of a lodge from Victory Leisure Homes.

Our 2018 collection now offers even greater choice to park owners and operators across all price bands with seven leisure home, two export and four lodge ranges - a big increase since the company was founded in 2009 with just four leisure home models.

**T +44 (0)1482 471200**  
**[sales@victoryleisurehomes.co.uk](mailto:sales@victoryleisurehomes.co.uk)**  
**[www.victoryleisurehomes.co.uk](http://www.victoryleisurehomes.co.uk)**



## 'Kitchen in a backpack' cooks up major interest on Indiegogo crowdfunding website

Award-winning outdoor cooking stove specialist, Aquaforno, has started a craze for its generation 'Kitchen in a backpack,' after breaking through 900% of its Indiegogo crowdfunding target and raising over \$200,000 from pre-orders.

"We're over the moon with the interest and the backing we've received. There has been a strong reaction in all corners of the world recently which shows that it really resonates with those that love being outside and enjoy eating good food."

Not only is it portable and easy to assemble in minutes, Aquaforno II cooks everything from a Sunday roast to breakfast pancakes to paella with consummate ease. It is the ultimate glamping product but is also perfect for entertaining at home as it can easily cater for large groups.

The Aquaforno II is designed to bring people together outdoors, whether you're camping, on the beach, on a fishing expedition or in the back garden, it can go where you go.

You can sit around the Aquaforno to keep warm outdoors, dry wet clothes using its clip-on hooks and enjoy hot drinks or wash up via the unique boiler that provides a litre of boiling water for that instant cup of tea or coffee.



## Start planning your Al Fresco dining now!

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**[www.aquaforno.com](http://www.aquaforno.com)**



## The Heritage-64



**Danbury  
MotorCaravans**

Danbury's Heritage-64 VW T6 campervan is a celebration of their 1964 origins. With nods back to the early era of camper conversions, this modern T6 campervan brings retro-cool right up-to-date. There is a mix of classic & contemporary design, with two-tone metallic-on-white paint,

sumptuous diamond-stitched leather seating, and a modern-retro interior, making this a very stylish camper and a real head-turner.

However, it's not all about the look – this is a highly specified van, based on Danbury's popular Surf Double or Surf King layouts, offering everything needed for year-round camping at a great price. Standard equipment includes Climatic Air-Conditioning; Rear Parking Sensors; Cruise Control; Swivel Single Front Passenger Seat (optional double swivel seat); Driver & Passenger Armrests; VW Comfort Pack; Thatcham Cat 1 Alarm; Webasto Heater; Roof-Bed; Rear Privacy Glass; Leather Seats with Diamond Stitch Detail; Rear Head Rests;

Special Interior Lighting & Dimmers; 50 Ltr Fridge/Freezer; 2-Burner Hob & Grill; Stainless Steel Sink & Glass Cover; Mains Hook-up & Leisure Battery.

There is also the option to choose your own lower-half paint job from a large choice and choose your own leather, stitch & piping colours, meaning your Heritage-64 can be built to your own tastes.

**Contact**  
**T +44 (0)1454 310000**  
**info@danburymotorcaravans.com**  
**www.danburymotorcaravans.com**



## Mobile toilet and kitchen solutions since 1960

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visit our factory in Etten-Leur (The Netherlands)!

When being a Thetford Friend, you will receive information and news about camping, about camping events and about our products. We also regularly share tips and tricks to improve your camping experience.



Do you want to be part of a group of campers who like to think along with us and do you also want to experience the benefits of being part of the Thetford Friends family? Then do not hesitate and become a Thetford Friend!



Scan the QR-code or visit: <https://www.thetford-europe.com/thetford/thetford-friends>

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**info@thetford.eu**  
**www.thetford-europe.com**

## 10.2" Multimedia System launches at show

An industry leading multimedia unit with 10.2" display was launched this year at the Caravan, Camping & Motorhome Show by Connects2 Ltd, a renowned UK based car audio company and R&D centre.

Designed to combine the most cutting edge in-car technology with the user's own smartphone or tablet, the stereo unit features powerful iGo Primo navigation software with a map pack especially for camper vans, as well as a wide array of inputs including USB, SD, iPod/iPhone and Aux for the connection of various types of media.



The unit functions as a CD/DVD player and can receive both FM and DAB transmissions to give drivers an unmatched array of listening options whilst travelling, and allows for control via voice and the vehicle's pre-existing steering wheel buttons to keep the user safe whilst operating the system.

Additional connections can be made to a reverse and front camera, a DAB tuner and a TV tuner to round off one of the most versatile and comprehensive multimedia systems currently on the market for motorhomes.

The unit is compatible with all motorhomes based on the Fiat Ducato chassis, including the Citroen Jumper and Peugeot Boxer.

**For more information and a full application list, please email us at: [ducatoheadunit@connects2.com](mailto:ducatoheadunit@connects2.com)**

**www.connects2.com**

## LAMMA show cut short after successful first day

This year's LAMMA show was on track to be the most successful yet until the weather took a turn for the worse, leading to the suspension of the second day. The show was scheduled to take place on Wednesday 17th and Thursday 18th January at the East of England Showground, Peterborough, and opened on a crisp and sunny morning.

However, the weather changed dramatically overnight and violent winds battered

the site before daybreak of the second morning, leaving event organiser AgriBriefing (previously Briefing Media) no option but to cancel the rest of the show.

Many exhibitors reported an excellent first day, when visitor numbers appeared to be heading for a new high. Positive noises coming from the government about its plans for a post-Brexit agricultural policy and the improved livestock and arable commodity

prices that followed the Brexit vote helped create the buoyant mood.

Many of the 900 exhibitors reported busy stands and serious interest in their wares from key decision makers across a wide range of farm businesses. Next year's event moves to the NEC, which, as well as remaining free to visit (both in terms of entry and car parking) should protect against weather like that experienced on Thursday.

## LAMMA '18 Review



LAMMA moves to Birmingham's NEC next year from 8-9 January 2019. This is our second pick of the best exhibitors from this year's show, listed here in alphabetical order: Abbey Seals & Slanetrac. Further details can be found below.

**www.lammashow.com**

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**www.abbeyseals.ie**

## Abbey Seals: The Seal Specialists

Abbey Seals International Ltd are a second generation, family run business in Ireland. We are Ireland's leading seal and gasket manufacturer and distributor in the country.

Our customer base is extremely diverse ranging from SME's to blue chip multi-nationals and across every industry; agriculture, food & beverage, chemical, oil and gas, waste management and pharmaceutical. To serve these customers efficiently, we have an extensive range of products in stock, all available to ship worldwide. Plus our manufacturing capabilities means we can make bespoke parts or bulk orders depending on the customer's needs.

We currently exhibit at some agricultural events including the National Ploughing Championships in Ireland each September and the Balmoral Show in Northern Ireland each May. Exhibiting at Lamma was a natural progression – an event we had previously attended and thought it could be a good fit for our company.

Unfortunately, as we all know, the weather played havoc with the event and it had to be cut short. However our team at Lamma had nothing but good things to say about the first day of the event. Plenty of interesting conversations with potential customers, a chance to tell people about the scope of products we sell, and to give away from freebies to passersby. We have registered for 2019 in the NEC and look forward to experiencing all Lamma again.

**T 00353 14277900**  
**www.abbeyseals.ie**



# Executive Hire Show 2018 deemed a huge success!

The 12th annual Executive Hire Show (7th & 8th February, Ricoh Arena Coventry) attracted a record 195 exhibitors and 2,489 unique visitors.

As in previous years, the EHS team have spent the past few days qualifying and verifying this raw attendance figure, removing non-exhibiting-suppliers, members of the press and other visitor types. Executive Hire Show Exhibition Director, Craig Donovan, said, "After going through the list with a fine toothcomb we are delighted to confirm that the 2018 Show attracted 1,828 relevant hire industry visitors. This is marginally up on last year (1,813) and consistent with other years. This is a pleasing result, given the unexpected severe weather conditions and the aftermath of the flu outbreak."

Craig added, "What was particularly interesting this year was that the split between the two days was more even than any other previous show with 53.1% of all hire visitors attending on day one and 46.9%



on day two. 87% of all relevant hire industry visitors were from independent operations, which is again consistent with previous years. This reconfirms the pivotal role of local and regional hirers in the on-going success of the show and its continued ability to attract relevant, quality hire executives."

The dates have been confirmed for the next show, which will return to the Ricoh Arena Coventry on Wednesday 6 and Thursday 7 February 2019. This is our second pick of the best exhibitors from this year's show. Further details can be found below.

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

# Slanetrac Ireland Mini Digger Attachments & Track Dumpers

The 2018 Executive Hire Show was another successful show for Slanetrac. While attending this year's show, we got a number of sales in new areas of the UK to add to our existing business areas with sales forecast for the years looking likely to break last year's sales records. The Hire Show is our main show for the exhibiting of the HT1000 range of mini tracked dumpers which are available in both petrol and diesel options. With their one-ton capacity and hi-tip capabilities combined with their 750mm width offer greater accessibility in urban areas where larger plant cannot gain access to.

The show was also a great meeting point for existing customers as well as new and discussing new potential business with them and getting their feedback on our products to continue to improve our products and services based on customer needs.

We also displayed hedge cutter attachments for mini diggers from 1t up to 8t including the HC range of



finger bar cutters that allow neat, accurate cutting of hedges with up to 40mm cutting diameter as well as HS range of saw heads. The HS75 has a 10" diameter cut and is suitable for machines from 3.5t upwards.

**T 046 902 4858**  
**[www.slanetrac.ie](http://www.slanetrac.ie)**

## Facilities Management News

# Colour-coded cleaning tools

Hillbrush, manufacturer of brushware and hygienic cleaning tools in the UK has expanded its portfolio and is introducing new products alongside workplace organisation solutions.

"After first entering the food manufacturing industry with our hygiene products in the 1970s, we understand this sector's need for the highest standards." the company said. "All food manufacturing facilities require a comprehensive workplace segregation system and high quality, food contact approved tools to comply with stringent compliance regulations. Our team's passionate about supporting these practices which is why our product development focus group has been working hard to make our customers' needs a reality."

Hillbrush has an extensive range of colour coded cleaning tools made using food contact approved materials. They've just added grey and brown to their offering, meaning they now offer a hygienic

# hillbrush®

cleaning tool for every defined area. Hillbrush now has twelve colours available across its product range. This is significant, as it can help to reduce the risk of cross contamination and promote workplace segregation practices.

The Foodservice range is described as lightweight yet durable. Made using FDA/EU approved materials, it's designed to meet the needs of hotel, restaurant and catering establishments.

Fully colour coded, anti-microbial protection, wall mounted and portable shadow board options are also available that are easily maintained and allow clear visibility of all cleaning tools.

**T +44 (0)1747 860494**  
**[www.hillbrush.com](http://www.hillbrush.com)**

# TC Security Services awarded 100% Achilles Audit

Following a rigorous 2-day assessment, TC Facilities Management (TCFM) has successfully completed their 'Achilles' annual audit for the third consecutive year. The audit saw a score of 100% being awarded in all four key areas that the audit measures: Corporate Social Responsibility, health and safety, environment, and quality.

This 100% achievement validates TCFM's operational capability, competence and compliance.

The two-day visit included an audit of both head office and a client site.

The auditor was particularly impressed by:

- The design and navigation of



- the training matrix in use
- The use of the site visit report which is now exclusively recorded electronically to assess staff well-being and that on-site processes are adhered to
- Our down-to-earth approach, doing what we say we do in a straightforward and uncomplicated way
- Our implementation of Project

Griffin principles which demonstrate our awareness of overall security and well-being of the client's staff.

At the site audit, the auditor commented about the appearance, attitude and knowledge of security officers to ensure the job they do is done to the very best of their ability.

This view was cemented when in response to the auditor asking the client his view of TC Security Services, the client spontaneously shared how great TC Security Services are.

**T +44 (0)1737 814016**  
**[info@tcfm.co.uk](mailto:info@tcfm.co.uk)**  
**[www.tcfm.co.uk](http://www.tcfm.co.uk)**

# Collects four separate waste streams

As demand for recycling segregation at source increases Leafield Environmental has introduced a new suite of smart, stylish recycling bins that accommodate up to four individual waste streams.



"The recycling hub concept is becoming increasingly more popular as organisations realise the economic benefits of segregation at source," Vince Wright, UK and Export Sales Manager, said. "Our new Envirobin Recycling Hub allows customers to segregate waste on a smaller scale, at more convenient locations."

With many lid apertures and colours available the choice of waste stream combinations is wide.

The cost of waste disposal to landfill is increasing rapidly as landfill opportunities become rarer. The contamination of mixed recyclables continues to be a problem. Mixed dry waste for recycling that has a positive value can rapidly become a liability thanks to contamination. To many, the term 'mixed recyclables' is still considered to be an alternative to 'rubbish.'

According to Leafield Environmental, offering a choice of four separate waste receptacles in a single hub can encourage users to stop and think and hopefully make the correct rational segregation decision.

**T +44 (0)1225 816500**  
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# 100% Optical: Seeing is believing

This year's 100% Optical show at the ExCel in London was more focused than 20/20 vision, with a staggering 8,936 buyers coming through the doors to get their eyes on over 200 leading suppliers exhibiting the latest products from the optical industry. This 11% increase from the previous year brought in a staggering £690 million in purchasing power.



the future of the optical industry, and where the latest technologies will take us in to the future.

The event saw the launch of 20 exclusive new products, with over 100 pieces of new equipment and an incredible 16,500 new frames showcased. And no 100% Optical show would be complete without their now infamous 100% Catwalk showcasing the latest fashions, and this year saw a few famous faces including footballer and presenter Ian Wright and Kinky Boots star, Matt Henry.

100% Optical will be coming to the London ExCel between the 12th and 14th of January 2019, promising to be bigger and better, giving everyone in the optical industry insight into the latest optical products. This is our first pick of the best exhibitors from this year's show, listed here in alphabetical order: Abatron, Hemp Eyewear, TuneAmp & William Morris. Further details can be found below.

As well as being fun, 100% Optical was packed full of educational and insightful presentations into

[www.100percentoptical.com](http://www.100percentoptical.com)

## Contact Lens Care Products by Abatron



Abatron is a company of over thirty years standing based in Potton, Bedfordshire. Despite being relatively small, certainly compared with its competitors, it enjoys a healthy reputation and is proud of the quality of its products, which have been well researched and perform well. The company enjoys a solid and loyal customer base and when new customers arrive they are happy with what they receive.

Abatron has three products, Quattro, a high quality multifunctional solution, for use with all soft, RGP and silicone hydrogel contact lenses, Amidose, a very good sterile physiological saline. and Amiclair, an excellent protein remover tablet. All of these products have been

tried and tested over many years, they are successful.

We believe Quattro is a perfect multipurpose solution for contact lenses. It was developed over ten years ago using a formula which placed it in the forefront of the sector, and has easily stood the test of time, it remains very competitive, and recommended,

Amidose is a very well-respected saline, it contains no preservatives, a factor customers are very happy with, and is in good demand.

Amiclair is our oldest product, but by no means superseded by any of its competitors, and it has a major advantage of no animal enzymes and as a result sells well.

Abatron Ltd has some major competitors but has robustly operated due to the quality of its products, as it only has a small advertising budget. But we believe small can be beautiful! and always welcome new business as we will not let customers down.

**T +44 (0)1767 261333**  
**abatron@talk21.com**  
**www.abatronltd.com**

# The world's first hemp fibre eyewear



Hemp Eyewear has developed leading-edge sustainable technologies to create the world's first hemp fibre eyewear. Every frame is handmade in their Edinburgh based workshop offering a true, eco-friendly alternative to plastic eyewear. It is one of the only brands handcrafting eyewear in the UK and they are actively moving away from fast-fashion culture.

After a successful 100% Optical show in London, Hemp Eyewear continues to add stockists to their ever-growing list. Currently they are seeking independent fashion and optical boutiques across the UK and Europe who are interested in stocking one of the freshest frames on the market.

This creative young company will launch a new bespoke service this summer, offering the chance to own a truly unique piece of eyewear. Designed especially for the customer who is tired of choosing standard eyewear off the shelf, this service will create a personalised frame to suit their exact taste and individual need.

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

## TuneAmp, a hearing product to be sold by opticians

The official introduction of TuneAmp was at the 100% Optical Show in London this year, listed as one of the top 10 exhibitors. It's the only programmable over-the-counter hearing solution for 80% of the hearing impaired population. The team has been exhibiting at different international optical trade shows. It's already a proven success in many European optical shops and the adoption by optical shops in the UK looks like a matter of time.

TuneAmp is the only solution where opticians are offering an affordable instant hearing device. Shops will generate loyal customers returning to buy TuneAmp accessories. The concept is based on capturing more customers without referring them and get limited commission in return. The idea is simple: Keep your customers by offering an affordable and high quality solution.

TuneAmp is also developing a smartphone app which enables the user to program and control the hearing device within a few minutes. Preprogrammed hearing devices are a game changer.

### Why is TuneAmp interesting for opticians?

- No investment required in software, hardware, acoustic cabins, etc



- It is an over-the-counter product (no prescription, no hearing test needed)
- TuneAmp is a solution for 80% of the hearing impaired population
- TuneAmp is available from only £299
- Opticians attract NEW customers, don't need to refer to NHS or audiologist
- No intensive training or license is required for the staff or business
- TuneAmp will guarantee recurring foot traffic to your shop (batteries, tips, tubes).

**Contact Pepijn Tielemans,**  
**T 0031 652025012**  
**pt@eartech.com**  
**www.tuneamp.com**

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Without prescription

Without license

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Opticians attract NEW customers, don't need to refer to NHS or audiologist.

No intensive training or license is required for the staff or business.

TuneAmp will guarantee recurring foot traffic to your shop (batteries, tips, tubes).

Ask us about opportunities in your area  
TuneAmp Pepijn Tielemans PH: +31652025012 email: [pt@eartech.com](mailto:pt@eartech.com) [www.tuneamp.com](http://www.tuneamp.com)

## Love Life. Love London. Great British Eyewear

William Morris London are proud to launch their latest new eyewear styles ready for the season that London does best – Spring and Summer. Inspired by the palettes seen on the runways of London Fashion Week; the new collection is bold and daring and is comprised of strong classics colours complemented by a few unpredictable shades.



Colour continues to be a key influencer of fashion trends for Spring/Summer and in response to our fan's continued embrace of our bold and colourful designs – our London collection includes some powerful and bright summery tones.

Of special note for William Morris London ladies is LN50055 – a delightful retro inspired round eye that comes in either a gold or silver metal base colour that is topped with a summery pastel hue for the season. For acetate lovers, LN50051 depicts the playful nature of the brand by introducing complex marbled colour ways in a classic eyeshape that let the colours do the talking.

William Morris wearers don't want to limit themselves by following traditional colour guidelines and the new collection, released in March 2018 is a perfect reflection of this sentiment.

**T +44 (0)1279 732424**  
**info@williammorris.co.uk**  
**www.williammorris.co.uk**



# Specialist hand protection through, innovation, technology & design...



Tornado specialise in high-quality hand protection, leading the market with scientifically advanced manufacturing techniques, first-class raw materials and innovative technology.

Their approach to product development simple – place the most technologically advanced materials on the most technologically advanced machines – the result is product superiority!

They're a major supplier to the Automotive, Construction, Electrical,



Glass, Engineering, Waste-Recycling, and Aerospace sectors, to name but a few. The gloves are market-leaders and Tornado pride themselves on their competitive price structure and exceptional service.

**What makes Tornado different?**  
Tornado's unique technologies can be applied together or in isolation to produce gloves with properties suitable for specific operations and tasks. They continuously research new materials and manufacturing techniques so they can maintain their position as market-leaders and use their expertise to help other businesses grow.

**New website**  
Check out their new website, it has a brilliant search facility; you can search by industry, by glove or by cut resistance so it's really easy to find the right glove for you. They have fantastic photography showing gloves being used in different industry sectors – really gives you a feel for the product.

**T: 0115 961 9555**  
**E: [technical@tornadogloves.com](mailto:technical@tornadogloves.com)**  
**W: [www.tornadogloves.com](http://www.tornadogloves.com)**

# Heightsafe Systems recognised with RoSPA Award for Outstanding Health and Safety Practices



Heightsafe Systems have been recognised with a prestigious award in acknowledgement of its practices and achievements for providing its staff, clients, and contractors with the tools to get home safely at the end of the working day.

With a keen eye for compliance and safety whilst Working at Height, Heightsafe are proud to have achieved this award from the internationally acclaimed, and longest running industry awards scheme in the UK – RoSPA Health and Safety Awards.

The RoSPA awards scheme receives entries from organisations around the world, recognises achievement in Health and Safety management systems and practices such as leadership and workforce involvement.

Marion Diable, Client Director at Heightsafe Systems said, "Winning this RoSPA award for outstanding Health and Safety practices is a milestone moment for Heightsafe and all of our dedicated staff. This is a benchmark which reinforces our



absolute focus on Health and Safety in all that we do, and with robust procedures that are critical to our work. Keeping our staff and clients ahead of Health and Safety legislation, and constant demand for the highest standard of excellence in our working practices, has been recognised yet again by our peers. A remarkable achievement, from a remarkable organisation."

Heightsafe's team are delighted to be attending the ceremony on Thursday 5th July to accept this prestigious award.

**T +44 (0)203 819 7199**  
**info@heightsafesystems.com**  
**www.heightsafesystems.com**

# Built-in SD interface



The Schmersal Group is extending its range of control panels with the new BDF 200-SD model. This product variant now has a built-in SD interface. The BDF 200-SD is also fitted with an emergency stop function with electronic OSSD outputs and can be fitted with up to three operational command and alarm devices, such as illuminated push-buttons, illuminated alarms, selector switches and key switches.

Using the built-in SD interface, the non-safe diagnostic signals from the command and alarm devices can be transferred via an SD gateway to the controller. In the safety circuit, different electronic safety switchgear devices, such as sensors and interlocks, can easily be connected in series using the BDF 200-SD.

The benefit for users: The devices are simpler, quicker and more cost-effective to install. This also reduces installation errors.

Safety sensors and interlocks fitted with an SD interface can transfer extensive status and diagnostics data from individual devices connected in series via the SD gateway and different fieldbuses to the controller. This could be, for example, status data from the safety equipment or error messages from a device. This allows individual diagnostics for the safety switchgear devices connected. This means that a user can easily tell which switch in the series has triggered a signal. This helps resolve problems quicker, enables preventative maintenance and thus increases machine availability.

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**Business Development,**  
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**uksupport@schmersal.com**  
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# Industrial hand protection

A brand-new, silicone free Nitrile glove incorporating raised Grip Technology, chemical resistance, dexterity and comfort for workers in automotive, engineering and industrial maintenance environments has been launched by hand protection experts Unigloves.



Designed for workers operating in sectors including 1st and 2nd tier automotive manufacturing and aftermarket, the new PRO.TECT Orange HD protects against a range of common industry substances including oils, grease, paints and other fluids such as brake fluid, thinners and diesel.

The Nitrile construction means improved resistance to snagging and scuffs while offering high-level dexterity and comfort. Its heavyweight construction also makes it tough, durable and long lasting compared to traditionally used disposable gloves.

PRO.TECT Orange HD also features innovative raised

grip technology on the palm and fingers, providing enhanced grip and handling for workers in wet and oily environments.

Manufactured from silicone free, synthetic nitrile rubber formulation which is tested and approved to EN374, AQL 1.5 and is both powder and latex free, the new PRO.TECT Orange HD gloves are therefore ideal for painting and bonding applications, removing the threat of glove-borne paint contamination and expensive reworking.

**T +44 (0)845 009 0083**  
**enquiries@unigloves.co.uk**  
**www.unigloves.co.uk**

# Changes to Ladder Standards

As part of a branch event programme, IOSH (Institution of Occupational Safety and Health) invited industry specialists TB Davies to present a work at height update on changing ladder and associated access equipment standards.

As part of TB Davies' drive to create a nationwide community of individuals and organisations sharing their vision to make working at height as safe as standing on solid ground, the company provided a one hour presentation on the background to the standards and how the changes will affect users.

Speaker Chris Chivell has worked in the industry for over twenty years and sits on both PASMA and the Ladder Association's



training committees. The presentation covered technical changes to specifications and provided advice on how to manage the

transition along with appropriate training and potential changes to HSE guidance.

Chivell said, "The changes in design set a new minimum requirement we welcome but that doesn't mean users need to rush and invest in new equipment. Our Advice is to risk assess your work at height tasks, update your training requirements and inspect your current equipment. If your kit is up to the task and in good condition then you can continue to use them safely."

**T +44 (0)29 2132 0000**  
**sales@tbdavies.co.uk**  
**www.tbdavies.co.uk**  
**Vimeo.com/253442401**

# DRiVE with Matrix Telematics

DRiVE & Matrix Telematics have been pooling resource and recognised that fitting a black box to a vehicle is not a silver bullet. Duty of care does not end once the box has been fitted regardless of how comprehensive the data gathered is and failure to act on such information makes it obsolete. DRiVE services ensure that the comprehensive telemetry data is properly analysed and interpreted correctly to radically reduce Occupational Road Risk.

DRiVE Managing Director, Colin Hartley had this to say, "Our prime objective is to save lives. The affect that a serious or fatal road collision could have on your business and the people within business could be catastrophic. The affect that it has on the family lasts a lifetime. The question should not be can we



afford this solution – rather can we afford not to have this solution."

'DRiVE WITH Matrix' is proud to have been presented with a Highly Commended award in the Safety Solution category at the inaugural Safety and Health Excellence Awards 2018.

The BSIF Safety Solution Award is awarded to those in the safety industry that have significantly improved occupational safety and health within the UK. Clients have seen the impact that implementing 'DRiVE with Matrix' intervention service has on fleet operations. From savings on insurance premiums, improved vehicle care and the most important statistic, the increase in driver safety which effects not only the company but other road users.

It's time for action it is time to #ThinkOnYourFleet.

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## Simplifies Safety Data Sheets

Information on a Safety Data Sheet (SDS) can be difficult to understand and many people are still trying to get to grips with the changes brought about by the introduction of the Globally Harmonised System (GHS) Regulation.

As a result, SDS are often filed away until accidents occur. Secondly, COSHH is a legal requirement but many in industry are finding it a challenge to keep their COSHH assessments up-to-date with the changes taking place whilst some simply just don't have in-house expertise or the time to deal with the complexity of GHS SDS.



(ESL) has addressed these issues by updating their software called 'GHS WASPS' (Workplace Action Safety Protection Sheet) which

enables users to easily produce a workplace safety hazard sheet from a complex GHS SDS. The WASP Sheet is a one-page graphical representation of hazards in the workplace. It is also possible and easy to create WASPS from product labels and they can be displayed near the workbench in laminated form. Workers whose mother tongue is not English will find WASPS useful because they are pictorial and also available in other languages. The new GHS software is sold on a subscription basis in order to keep up-to-date with any legal changes.

**T +44 (0)1354 653222**  
**sales@esldatasheets.com**  
**www.esldatasheets.com**

Environmental Science Limited

## Refinery provides workers with total safety from decontamination

A top international oil and gas refinery on France's western coast recently initiated a €400 million facility upgrade at their refinery to capture profitable new markets in low-sulphur fuels that meet evolving European Union specifications. This substantial investment will significantly improve the refinery's profitability and secure its long-term future.



Producing diesel, home heating oil and gasoline from oil sourced mainly from Eastern Europe, West Africa, the Mediterranean and the North Sea, the refinery is the second biggest in France, handling more than 11 million tonnes of fuel each year.

The organisation commits to safety ahead of everything else at its industrial facilities. As an existing customer, the organisation approached Hughes for a customised solution to meet their exacting requirements.

**Objective:** Even in the safest refineries, activities such as process sampling, inspection, handling or recharging pose chemical risks. These risks increase during regular scheduled maintenance and repair shutdowns.

The organisation were looking for a PPE decontamination shower that allowed an extended damping time to provide additional assurance throughout the decontamination process, alongside automatic

activation. It was important that the unit complied with industry standards.

**Solution:** Hughes delivered a customised solution, based upon the standard model DEC-D-29. This self-draining, walk-through decontamination shower with multiple nozzles incorporates a double unit, an automatic on/off activation complete with optoelectrical sensors, alongside a stainless steel frame and sump.

The extended damping time of the double unit provides the additional assurance the customer required and ensures operators are fully doused without the chance of passing through the unit too quickly.

**Contact**  
**T +44 (0)161 430 6618**  
**sales@hughes-safety.com**  
**www.hughes-safety.com**

## ZoneSafe releases rechargeable pedestrian safety proximity tag

Proximity warning systems manufacturer ZoneSafe has released a rechargeable version of their standard detection tag.

Working to health and safety requirements, ZoneSafe proximity warning and alert systems reduce collision risks and help prevent accidents to people and assets on work sites.

The rechargeable tag has the ability to be charged using a wireless charger. The battery can be completely recharged within two hours and lasts up to 3 months between charges.

ZoneSafe uses active radio frequency identification (RFID) technology to create detection zones around vehicles, assets, crossing points and walkways. ZoneSafe tags do not require line of sight and will be detected regardless of obstructions, blind spots or poor visibility.

Active tags can be worn by personnel, fitted to assets or set up around hazards. Tags are identified by the system when they enter the



detection zone. This triggers an audible visual alert, warning vehicle operators of the tag's close proximity to the vehicle.

In addition to ZoneSafe's existing pedestrian tags that have a lifespan of up to 3 years, rechargeable tags offer up to 10 years of usage, making rechargeable tags a very cost-effective solution for any work sites that use industrial vehicles.

**T +44 (0)1202 868000**  
**sales@zonesafe.net**  
**www.zonesafe.net**  
**www.avonwood.co.uk**

## AGV Navigation

When it comes to AGVs (Automated Guided Vehicles) BlueBotics has more than 15 years of experience in natural feature navigation, having delivered over 500 ANT driven vehicles to customers worldwide across more than 300 installations in 25 countries on four continents.

Adding a new source of dynamism to the vehicle, examples of the autonomous navigation in action include a Cleanfix cleaning robot equipped with ANT lite+ which can scrub up to 2,500m<sup>2</sup> efficiently and extremely economically; Oppent EVOcart™, a hospital vehicle driven by ANT lite+, which integrates into the hospital's infrastructure and cuts the cost of delivering food, laundry and pharmaceuticals, and also collecting waste; and SITA Lab's KATE, developed by BlueBotics in just three months, an intelligent check-in kiosk that autonomously moves to busy or congested areas in an airport as required.

ANT driven vehicles can now be found all around



the globe, automating production in cleanrooms, automotive processes and pharmaceutical deliveries. They are perfect logistical helpers in distribution centres, hospitals and food production as well as in the automation of chemical production.

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## Offshore News





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SES love showing off their team, skills and products and this year they'll be attending the Seawork International on 3rd – 5th July 2018 in Southampton, and they would love to see you there at Stand PG-143 to discuss what they can do for you and your maritime operations and adventures.

For more information and to discuss your needs with true experts don't hesitate to contact SES today.

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**sales@ses-marine.com**  
**www.ses-marine.com**



## Small enough to care, large enough to deliver



Parkers Food Machinery Plus (PFM) are a family run business with extensive years of experience in the food and retail industries, specialising in the supply and distribution of quality new and pre-owned processing machinery. Due to their incredible success, they've recently branched out into supplying a wide range of food packaging, ingredients and sundries, currently supplying to butchers, delis and kitchens up and down the country.

Being a family run business, the team strive to be the very best and their reputation is

second to none. Their aim and determination to deliver is high, and PFM pride themselves on their excellent customer service and relationships they develop with each and every one of their clients, with the aim to not only supply and distribute, but to also be the only place clients will ever feel they should go.

Supplying machinery such as Vacuum Packers, Mincers, and Sausage Packers and sundries including Vacuum Pouches, Sausage Casings, Professional Knives, Meat Glazes, PFM have everything a food

preparation company would ever need for success.

To discuss your machinery, packaging or ingredient needs, PFM's team of experts are waiting to hear from you. Or if you would like to get your hands on some of their fantastic packaging products, why not check out their online shop on the website listed below.

**T +44 (0)844 980 2428**  
**sales@pfmplus.co.uk**  
**www.pfmplus.co.uk**

## MobileWorxs adds Sewoo printers to portfolio to target cost-conscious users

UK-based enterprise mobility specialist MobileWorxs has added the Sewoo range of thermal receipt and label printers to its portfolio to target customers in the logistics, manufacturing and field service markets initially in the UK and later in the EMEA region.



primarily target ends users who are new to AIDC and labelling solutions or alternatively, users who are refreshing installations that already exist.

The Sewoo brand, established in 2002, is today recognised as a large mini-printer

manufacturer providing 80 countries with a comprehensive range including POS printers, mobile printers and label printers and accessories serving retail, field service,

hospitality, transport and logistics, healthcare, manufacturing and public sector markets.

In, 2017, the company underwent a name change from Sewoo Tech to J. Stephen lab Corporation with Sewoo as the brand.

According to Cahill, Sewoo has an excellent reputation for combining value, quality and innovative design in the field of thermal receipt and label printing.

**www.mobileworxs.com**

## Leading UK specialist label & label solution providers

Datamark UK is a leading manufacturer and supplier of a wide range of labels and labelling solutions to a variety of customers from various industries. Established in 1995 in Lancashire by Pete Jackson and Steve Henshall, the company has immensely progressed since their humble beginnings and are now recognised as one of the UK's independent experts in the supply and manufacturing of labels, labelling and label printing.

Datamark UK provides exceptional quality, service and cost-efficient pricing to a wide range of market sectors, with Logistics, distribution and parcel delivery companies finding work with Datamark a real benefit to them. The team work closely with their clients in order to better understand their individual needs. Additionally, their pricing is substantially cheaper than sourcing your labels from a Printer OEM.

The team at Datamark UK offer a broad range of knowledge and experience in dealing with your label and label solution requirements. Their wide range of products and attention to detail keeps their customers loyal, regularly returning to Datamark for repeat orders.

Datamark's aim is simple; always think outside the box and go that extra mile to ensure their customers are satisfied. This has increased their portfolio of clients from a wide range of industries including food, distribution and logistics, storage and contract



packers, electronics, homecare, automotive and industrial. Currently based in Hull, East Yorkshire, Datamark's success is driven by dedicated and friendly staff, with many years of experience behind them; who strive to deliver the best customer service and advice available.

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## Pregis: New figures

Pregis Limited, supplier of Easypack, the UK's leading brand of eco-friendly packaging solutions, has announced that increases in customer orders for green packaging in 2017 has led to a record number of 121,646 new trees being saved during the 12 month period, an increase of around 10% on the previous year.



Easypack's solutions produce 100% recycled, 100% recyclable and 100% biodegradable paper packaging, which not only helps to protect the environment, it also prevents in-transit breakages, and requires less in-the-box packaging which reduces costs. The number of new trees saved is calculated each year from guidelines of 17 new trees saved per tonne of 100% recycled paper used.

Easypack customers are presented with an annual Sustainable Packaging Certificate in recognition of their efforts to pack and ship goods sustainably. The certificates show the number of trees that their business protected during the year, allowing them to share their green achievements with their customers, staff and stakeholders.

The need to find more eco-friendly packaging solutions is an important driver for businesses globally. Consumers are becoming increasingly aware of the damage that plastics and other non-biodegradable products are having on the environment, leading them to source more eco-friendly alternatives. Pregis is committed to developing sustainable solutions that optimise packaging processes, reduce costs and minimise environmental impact – the Easypack range of environmentally friendly, high performance, cushion void fill systems, fulfil all of these targets.

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## Simply the B(RC)est! AKW achieves Grade A in BRC Audit

AKW Global Logistics always endeavour to maintain impeccable operational standards; when an audit such as the British Retail Consortium is impending, it's no exception. In 2017, the BRC introduced new measures for Storage and Distribution alongside a rigorous grading system, with security featuring heavily in key changes.

Preparation included ensuring the acclaimed quality and security standards of the 24/7 operation were strictly adhered to, despite rapid growth which included successfully securing three monumental blue-chip FMCG contracts in as many months early last year.

Efforts paid off; AKW have been awarded a 'Grade A' for not only the capabilities of its half million sq.ft., COMAH approved, HMRC accredited wet and dry bonded Warehouses and Distribution services, but also Contract-Packing, which provides a plethora of services including gift set kitting, labelling and sleeving, all conducted in clean-room, temperature controlled facilities.

Rebecca Davies, Managing Director summarised, "We work sedulously to uphold faultless quality and security



measures; continuous improvement is the epicentre of our values. We are delighted to be awarded such an impressive grade. It proves consistency and dedication is recognised in the industry, giving customers complete confidence in our veracity."

**T +44 (0)161 873 7355**  
**enquiries@akw.co.uk**  
**www.akwgloballogistics.co.uk**

## Tonight's folly is Tomorrow's regret



The Temperance Spirit Company was founded on the idea of creating authentic tasting adult-styled drinks but without the alcohol.

With many years' experience in the licencing trade, Ian Ackroyd knew there was a demand for adult soft drink alternatives to fizzy pop for designated drivers, or the person who fancied a change from alcohol. Partnering with research chemist Ian Jowett and entrepreneur Brendan Duckworth, The Yorkshire business men came up with recipes elevating two classic cocktails, the G&T and Cuba Libre. They sourced natural ingredients and key Gin botanicals and Caribbean spices and eventually Temperance successfully created their Teetotal drinks.

Teetotal G'n'T came to market in December 2015, and was blind sampled by 10,000+ people at many festivals and markets during 2016 by the 4th member of the Temperance Team, Gill Venning, who has a background in hotel sales and marketing. Over 90% of those sampling asked what gin it was! This was confirmed to the team that the drink had authentic flavour.



It is now stocked in a wide range of pubs, bars and restaurant as well as in farm shops and upscale retailers such as Harvey Nichols. To build on the success of Teetotal G'n'T, their new flavour Teetotal 'Cuba Libre' was launched at The Northern Restaurant and Bar show in March this year and is quickly building its own excellent reputation.

Incredibly well received and with rave reviews, The Temperance Spirit Company's success proves great tasting 'adult-styled soft drinks' don't need alcohol to be fun.

**T +44 (0)1756 649578**  
**gill@ttscompany.co.uk**  
**www.ttscompany.co.uk**

## New Meal Kit flavour variant from Thai Taste seeks to increase frequency of purchase

Thai taste is delighted to announce the addition of an easy Thai Yellow Curry to its meal kit range, improving shopper flavour choice, in an effort to both encourage trail and increase frequency of purchase.

A fragrant southern Thailand favourite, 'Gang Garee' yellow curry is made in Thailand using an authentic recipe and fresh local ingredients, including turmeric cardamom, ginger, lemongrass, galangal, kaffir lime and star anise.

The Easy Thai Yellow Curry joins an existing meal kit range, all flavoured for their authentic flavours including an Easy Thai Red Curry (Gang Ped), Easy Thai Green Curry (Gang Keow Wan) and Easy Pad Thai (Pad Thai).



Gluten free and suitable for vegetarians and vegans, the Easy Thai Yellow curry variant features a 3 chilli rating to reflect its spiciness, but the heat is a

delicately balanced dish bursting with fragrant flavours.

The launch coincides with a packaging redesign that aims to reinforce the brands' Thai authenticity and reflect its ambition to bring REAL THAI, REAL FLAVOUR, REAL SIMPLE to UK shopper's kitchens.

The Thai meal kit segment is experiencing strong 22.4% YOY value growth\* which can only continue with more flavour choice in the market.

**T + 44 (0)20 8537 4080**  
**sales@empirebespokefoods.com**  
**www.empirebespokefoods.com**

\*Kantar Worldpanel 52w/e 5 November 2017

## Blue Pepper acquisition spices up work day lunches



Expanding Leeds catering company, Blue Pepper Catering, is adding to its operational remit following the acquisition of New Yorkshire Foods to service the business community in office parks around the city.

Owner and Executive Chef, David Swade left behind his

rosette starred restaurant career to channel his culinary expertise into outside catering with the formation of Blue Pepper in 2013. In acquiring New Yorkshire Foods, Blue Pepper is now operating four liveried vans delivering high quality lunches to the Leeds business sector, Monday to Friday; a service which complements its established outside catering service for events.

The Blue Pepper team produce fresh sandwiches, soups and vacuum packed meals for the vans alongside supplying businesses with superior hot and cold buffets for working breakfast, lunch and evening meetings and networking events. Weddings, hog roasts, BBQs and the Big Blue Whale fish and chips mobile catering solution will also continue to feature as a major sector of Blue Pepper Catering's offering, along with marquee and event equipment hire.

**Managers of business centres in the Leeds and surrounding areas are invited to request a sample tasting menu by calling: +44 (0)113 871 5999 or visiting: www.bluepeppercatering.co.uk**

## Cutting & Welding News

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## Workhorse Tools launch

Wilkinson Star have launched a new range of Workhorse Tools to complement their popular range of Workhorse air compressors.

The new range includes general air tools, impact wrenches, die grinders, sanders, riveters, drills and needle scalars as well as a range of cordless tools. These high-quality tools feature premium quality



components and are covered by a 2 year warranty.

Workhorse air compressors are assembled in the UK and include belt drive models as well as tandem and duplex, petrol models and the recently added Yanmar diesel model.

**Contact Tina Wilkinson Bell,**  
**T +44 (0)161 793 8127**  
**tina@wilkinsonstar.com**  
**www.wilkinsonstar.com**

## Master Abrasives major success at MACH

Exhibiting the widest range of grinding and finishing products in its 50 years of trading, Master Abrasives was as busy as expected at the MACH show this year.

At the centre of their stand stood the eco 200 grinding machine by Micromatic Grinding Technologies, being exhibited for the first time in the UK. To complement this, the Master® range of grinding wheels was displayed with its updated brochure available to match the brand's new look.

The economical eco 200 received a lot of attention being a basic but high-precision grinder which can be used for external, internal or face grinding applications. The machine was displayed with a range of the additional accessories offered by Micromatic, including the digital read-out.



Its small footprint and low cost combined with its ability to hold tight tolerances makes it a great economical entry model machine for tool rooms requiring precise and accurate repeatability of wheel slide within ±0.001mm.

Master Abrasives also used the show as

an opportunity to announce their new agency for Alex Machine Tools, which are now available in the UK & Ireland. ALEX has developed a comprehensive range of surface grinding machines over the past 30 years, including the reciprocating hydraulically-operated surface grinder, the high power rotary surface grinder and the precision double disk grinders. This range includes a wide variety of sophisticated elements including computer numerical controls, automatic in-process gauging and other material handling automation, depending on the customer's need and application.

**Contact**  
**T +44 (0)1327 703813**  
**sales@master-abrasives.co.uk**  
**www.master-abrasives.co.uk**



Andrews Sykes new location in West Sussex

International specialist hire company Andrews Sykes have opened a new depot in West Sussex next month to accommodate a surge in demand for their services in the area.

Andrews have recruited new engineers and drivers to handle operations across the region, and a new Depot Manager has also been appointed.

The opening of a new depot in West Sussex is indicative of the company's continual growth and extends their network to ensure response times are cut throughout the county and beyond.

Chosen because of its close proximity to Gatwick Airport, Brighton and surrounding major road



routes, Andrews Sykes' new base is perfectly positioned to accommodate customers across the region.

A full range of services will be operated from

the West Sussex base, with heaters, boilers, air conditioners, chillers, dehumidifiers, fans and pumps all available for hire.

In a statement made prior to the official opening, UK Operations Director, David Himsworth said, "This depot provides us with a fantastic opportunity to deliver an enhanced level of service to those based in the immediate vicinity and beyond. We're confident this strategic decision will strengthen our market position in the South East and enable us to cut response times in situations where immediate attention is required."

T 0800 211611  
www.andrews-sykes.com

MHG Gassero boilers provide efficient package for Exeter College

Two 1mW and one 500kW Superbox boilers for Exeter College, along with ancillary equipment, were installed in a packaged plant room that was delivered to site in two halves.

The Laurence Building provides hair and beauty courses, so heating and hot water demands are variable through the day depending on the courses being taught.

The Superbox boilers are integrated with the college's building management system and have a turn down from 2,500kW to 37kW across the three boilers. This ensures excellent load matching and optimum efficiency.



The new packaged plant room is located alongside an existing packaged unit that will become redundant once the changeover of services is completed.

MHG Gassero Superbox commercial gas condensing boilers with stainless steel heat exchangers deliver up to 106.4% net efficiencies with Class 5 NOx levels, backed by a five-year warranty.

They are available with heat outputs from 160kW to 1,060kW and feature pre-mix combustion technology, as well as a high modulation ratio to ensure that high efficiency is maintained at variable heat loads. Superbox boilers can also be combined in cascades of up to 16 boilers for maximum flexibility.

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D.S. Fasteners: Nuts about Nuts

Business and Industry Today proudly introduce D.S. Fasteners, a well-established UK supplier of Self Locking Nuts.

D.S. Fasteners have been supplying the UK since it was established in 1976 from its business located in Thetford, Norfolk.

Although they stock an extremely large and wide range of Self Locking Nuts, D.S. Fasteners also pride themselves on stocking more professional

nuts for those more specialist tasks. From high grade, fine pitch or left-hand thread to rarer nuts such as GRADE 12 Nylocs.

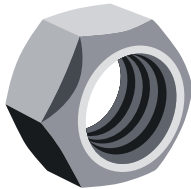
The sheer range of products they have in stock, or are able to source quickly and affordably, mean that if you're in need of more awkward sized, ISO or DIN standards that you aren't familiar with, D.S. Fasteners will most certainly be able to help.

Listening to their customers, D.S. Fasteners have

also now introduced and stock a range of Flanged Head Set Screws in accordance with DIN 6921 to complement the extensive range of Flange Nuts they have in stock.

For more information or to discuss your needs, D.S. Fasteners' experts are awaiting your call or email.

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Challenge Europe, in their new Fastenings & Fixing brochure, reveal that they not only offer a very wide range of standard ex-stock same-day despatch washers, but they also offer special washers to customer drawings. This covers industries as diverse as electronics and construction as well as machine assembly, marine application and aerospace.



Their brochure lists flat form (A, B, C, and D types), mudguard (penny) washers, spring washers in rectangular and square section, internal/external serrated tooth lock washers, crinkle, cup, Belleville/disc spring, grip, fibre and Dowty/bonded seal washers. Of special interest in the electrical industry are copper grip and brass terminal cup washers. Sealing washers in a range of materials are covered under this programme, along with O rings.

Challenge Europe can provide washers to metric and imperial standards in materials such as steel, stainless steel, copper, brass, nylon, fibre, rubber, and more sophisticated metals in a wide range of finishes. For a copy of their brochure, contact Challenge Europe on the details below.

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# Delta premiers integrated building automation with an IoT-Concept Lighting Solution

Delta, a global leader in power and thermal management solutions, was rolled out with its integrated building automation and new IoT-concept lighting solutions of integrated services for lighting at Lighting+Building 2018. Apart from showcasing its versatile solutions for office, commercial, industrial, and street lighting, Delta offered an advanced solution that integrates its lighting products, security & surveillance equipment, building control systems, and related products. Delta's latest solutions provide flexibility and feasibility for upgrading intelligent buildings that was once difficult to achieve for so many different market segments.

At the show, Delta launched an industry-leading lighting control system empowered with a wireless communication capability, which is advanced enough to enable Bluetooth 5 Mesh Networking (many-to-many device communications) with a dedicated communications module applying DALI-compliant functionality. This allows users to fully convert conventional lighting scenarios into ready-to-use lighting options available either on a mobile APP or on a voice control system, reducing the hassle of modifying any original lighting fixtures. This innovative solution solves substantial problems that often arise

when adapting a conventional lighting control system to newer technologies, such as difficult integration as well as high costs.

Delta also exhibited its much-touted Astra series of wall washers, namely ultra-wide-angle floodlights using asymmetric optics technology for large-scale outdoor billboards and indoor commercial lighting. Astra's hallmark characteristics of ultra-wide-angle luminosity enable it to emit light with an illumination range of up to three times the width of any conventional floodlights, and yet with a more uniform luminance.



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## Royal Academy of Arts: London, United Kingdom

The Royal Academy of Arts was founded in 1768 by King George III to promote the art of drawing through education and exhibitions. Based in Burlington House, in the heart of the English capital, the illustrious Academy continues to be one of the world's leading centres for visual arts. In 2016, in order to improve the performance and efficiency of the existing lighting system, the Academy commissioned engineering firm ARUP to design a redevelopment project that would save energy and ensure installation flexibility, while also minimising maintenance. The new lighting system was unveiled on 23rd September 2017 for the Jasper Johns exhibition, 'Something Resembling Truth'. This was the first anthology dedicated to the US artist in the last 40 years, featuring over 150 works including paintings, sculptures, drawings, and prints from throughout the artist's life. The project involved the installation of 1,500 iGuzzini Palco LED projectors (ø 122mm and ø 142mm) featuring the patented Opti Beam Lens technology, which produces a uniform,



well-defined light beam, devoid of chromatic aberrations. The wide range of accessories available in the Palco product family offers great versatility through a variety of flexible solutions and accents; this ensures that specific lighting effects can be created for each artwork or art display. The fact that the individual Palco components can be replaced (e.g. adapter, driver, accessories, Bluetooth

module and LED chips), also facilitates maintenance and allows regularly updating the luminaires with the latest technology; this makes the system fully 'future-proofed'.

Palco luminaires fitted with Flood optics and elliptical lenses provide general and accent lighting in the main exhibition areas. They are also used for large-scale paintings, owing to their ability to illuminate surfaces evenly. Palco luminaires with 10° Spot and 5° SuperSpot optics provide accent lighting to small and medium-size paintings, as they illuminate the individual exhibits with uniform, well-defined cone-shaped beams of light. In particular, the 10° Palco Spot Optic projectors use Opti Beam reflectors and accessories (a special internal spill ring and a Soft lens filter), specifically designed for the Royal Academy to ensure full compliance with the client's brief.

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## Retail News

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**The Health Factory.** Creators of the nano mineral range including gold, silver, platinum and more; all of which are 100% bio available. This is due to the extremely small size and high energetic nature of the mineral particles this brand has achieved that is not available anywhere else.

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**From Earth To Earth.** People are waking up to the problems plastics cause in our environment and to our health. F.E.T.E. offer a range of earth friendly consumables making it easier for people to find and use products that are sustainable, eco-friendly and less damaging to our world.

## Operatic retail treatment with Futura

The Glyndebourne Shop, which provides opera lovers with a range of exclusive gifts and accessories, many of which are inspired by the World renowned Glyndebourne Festival, has implemented a new EPOS and head office solution from Futura Retail Solutions.



With a diverse and expanding range of products from fashion and jewellery, to books and music, even stage props offering a little piece of operatic history, Glyndebourne required a modern retail environment to support sales staff in store, plus a mobile PoS solution for a pop-up shop during busy festival periods and other events.

Flexibility and speed at the till were key requirements for the Glyndebourne retail team together with accurate management information, and full stock visibility to improve inventory control, ordering and replenishment.

Futura was selected following an invitation to tender, supporting Glyndebourne through the transitional process with project development, meetings, data migration, implementation and training. Futura ERS has been deployed across five Aures Yunos tills, four in store and one for their pop-up store.

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# Europe’s largest Business Travel Event

The Business Travel Show 2018 at the Olympia London saw business professionals from across the globe coming together to network and discover innovative travel solutions for their personal or business needs. The highly successful 2 day event brought together 260 leading suppliers showcasing travel solutions and start-ups, 120 speakers giving incredible insights and tips for the travelling business professional and saw over 7,500 professionals arriving through the doors.

This long established and reputable event provides corporate travel buyers and managers with the suppliers, knowledge and contacts to help create and develop successful travel programmes. Attendees were able to source suppliers, discover ways to cut costs and keep travellers happy, update their knowledge on the latest changes in the industry and create new contacts.



With exhibitors such as ABTA, American Airlines, British Airways and Qantas attending, the calibre of companies attending has never been higher.

The Business Travel Show will be coming to the Olympia London on the 20th and 21st of February next year bringing with it even more exhibitors and expert speakers, sharing their knowledge on everything travel for the business professional. This is our first pick of the best exhibitors from this year's show, listed here in alphabetical order: Applehouse Travel, Cti, GTMC, The Data Exchange & Troop Travel. Further details can be found below.

Contact  
[www.businesstravelshow.com](http://www.businesstravelshow.com)

# The value of the Travel Management Company (TMC)

As businesses expand, Owners and Managers inevitably have a need for employees to increase their travel and establish those important face to face connections that can build relationships and company growth.

Arranging transport, whether it's flights, complex itineraries, accommodation, transfers or a best price option rail ticket can be a daunting task and very time consuming.

That's when it's time to bring in the specialist, the Travel Management Company (TMC). TMCs come in all shapes and sizes and cater for all types of companies, big and small with many focusing on a specific industry, such as the oil and gas, facilitating itineraries in hard-to-reach destinations.

They add value to companies by analysing how employees travel and invariably offer the best rates and fares. Likewise, they can create and support a travel policy that



allows corporations to manage expenses while creating a company travel policy for their business travellers and advising on payment options to reduce costs.

TMCs will reinforce the company's duty of care policy with pre travel advice such as help with visas, vaccinations and support changes to travel programmes that may arise due to global incidents or adverse weather. Other areas of intervention include traveller tracking expert medical advice and repatriation services – all important considerations when working to protect your company's key asset – your staff.

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# Applehouse: Your Corporate Travel Specialist

Many British companies are busily engaged in creating their future by investing more time and effort into exports and particularly exports outside of the EU. The top ten destinations that businesses travel to have accounted for over 70% of trips since 2006. Nine of those top ten destinations are within the EU. The top three France, Germany and the US account for 33%. Hence the UK's reliance on trade with the EU. However, economists have projected over the next 30 years that GDP will only grow in the EU by 2.5% whereas some international markets will grow by 6 and 7%. It is these markets that SME's in particular are looking at in order to secure their future and grow their businesses.

The Commonwealth Countries are a natural place to rebuild business relationships and create opportunities as has been proven and promoted extensively recently.



Business travel to long haul markets can be quite daunting and whilst it is important to travel affordably and deliver a return on investment the traveller needs assistance in market to ensure a stress free and successful trip.

Applehouse has anticipated these changes and we are enhancing our range of services to provide support to our clients expanding into these new markets. Call Applehouse and learn how we can assist your business to travel affordably and provide peace of mind to travellers.

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# The Data Exchange: Data, sorted

The Data Exchange specialises in data integration and reporting to provide the data sets required to drive those crucial business decisions. Data flies at us in the travel industry at an ever-increasing pace and from a growing array of sources.

The Data Exchange's long history of working with data from many different sources, in different formats and qualities, enables the application of DX technology to provide our clients with access to the information they need.

The company is independent of any data source so can support our clients with audits of the quality of the data they receive, the uses it is put to, and the cost implications of redundancies. In addition, we provide the reporting and analysis tools to access the data for maximum results. We provide both standard reporting and are specialists in bespoke reporting. Data can be looked at through many lenses; one size does not fit all. Our systems are designed with core flexibility.



DX work with (supports) consultants, agencies, corporations, and suppliers, liberating the true value of their data, ensuring business decisions are cost-effective and programme effective.

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# Empowering business through better Travel Management



Cti, the UK's first travel partnership company have launched Business Travel Wellbeing a range of health packages created to keep corporate athletes in the best shape to do business, when travelling.

Working in partnership with Soza Health and nutrition specialist 360Exec, CTI offer a range of options including diagnostic screening, wellbeing consultations and seminars on combating jet lag and reducing stress levels through diet, while on the move.

Business Travel Wellbeing has been created to help organisations prevent their most valuable assets, their people developing health issues associated with the stress of travelling and give them an insight into how to keep them in the best shape to grow their business.

The range of packages launched by CTI includes the following options:

Product	Details
Executive Plus Package	<ul style="list-style-type: none"><li>1-hour diagnostic programme</li><li>1-hour initial feedback and follow up</li><li>Full personal and confidential 360-degree health check</li></ul>
Executive Package	<ul style="list-style-type: none"><li>15-minute diagnostic test</li><li>45-minute consultation with an expert</li></ul>
Travel Well Being Seminars	<ul style="list-style-type: none"><li>2-hour in-depth health and wellbeing check</li></ul>
Nutritional & wellbeing 1-2-1 consultations	<ul style="list-style-type: none"><li>1:2:1 consultations with full clinical consultations</li></ul>

To get prices and an understanding of how CTI's health and wellbeing service will impact your travellers please contact the team on:

T +44 (0)333 444 2284  
[sales@cti.co.uk](mailto:sales@cti.co.uk)  
[www.cti.co.uk](http://www.cti.co.uk)

# Using Big Data to add value to Corporate Travel



Have you ever organised a business trip with travellers from many different starting locations? How do you find the best place to meet?

Meeting locations are normally selected based on personal opinions. The TroopTravel Strategic Travel Platform uses Big Data to find the best places to meet for your global teams.

We take the starting locations of your group and connect them with thousands of different data layers. You can add company relevant data such as office and staff locations as well as include general industry information to the system.

Connecting many different data sources will help you to find the best place to meet and to create additional value for your business trips.

The TroopTravel Strategic Travel Platform helps you to reduce travel cost by up to 75% for your global team meetings as well as increase the return of investment by adding strategic value to all your business travel.

More information at:  
[www.trooptravel.com](http://www.trooptravel.com) or drop us an email at: [hello@trooptravel.com](mailto:hello@trooptravel.com).

TroopTravel won the Disrupt Award 2018 at the Business Travel Show in London/UK.

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# MSA Safety: Helping to keep people & places safe

Business and Industry Today is extremely proud to present MSA with our Safety & Facility Infrastructures Company of the Year Award.

Their commitment and innovation to the protection of their customers in all industries and sectors was the reason we awarded MSA with the Safety & Facility Infrastructures Company of the Month a few issues ago. This month when looking for our prestigious Company of the Year in the Safety & Facility Infrastructure sector, we didn't need to look far. 2018 has already been extremely successful for MSA and there's no sign of its innovation and dedication to customer safety slowing down.

MSA Safety Inc. (MSA) was established in 1914 by Mining Engineers, John T. Ryan Sr. and George H. Deike, with the help of one of America's greatest thinkers: Thomas Edison. The inventor helped Ryan and Deike create the electric cap lamp which, over the next 25 years, reduced mine explosions by an astounding 75%. Of all his inventions, this was the one that did the most for humanity, Edison would later say in life.

With its headquarters based in the United States, in Cranberry Township, the company markets and operates on a global scale; with several manufacturing bases located in the U.S., Europe, Asia, and even South America. With more than 40 international locations stretching across the globe, MSA supplies approximately half of its revenue from outside North America.

We sat down with Gavan Duff, MSA Safety's VP and COO, and asked him about how MSA feels about the award and how the last year has been.

"We are extremely delighted with being named Company of the Year. Recognition for hard work is always nice, so of course we're honoured and proud to receive this award. It's testament to the calibre of people we have working here, their desire for ongoing success and engagement in the business."

"Our last 12 months has been incredibly successful. We've expanded our operations, promoted several personnel into global roles, recruited additional resources and achieved profitable revenue growth with our product portfolio. Our global footprint and go-to market strategy is well developed and supported by industry-leading products that utilise innovative, revolutionary world-first technology that makes the complex simple."

Due to this immense success there have been several shake-ups with structural changes and personnel to help MSA continue to grow, expand and innovate.

"There have been some really positive structural changes in the organisation, with key personnel being rewarded with expanded, global roles within the MSA business. Our people are exhibiting a deepened sense of ownership and drive to learn and be successful, which we will continue to encourage. This really is testament to how seamless MSA Safety's acquisition of Latchways has been – it's a real success story."

"As well as developing existing staff, we've added resource and are still rapidly recruiting; putting more people into the UK business. This has coincided with significant growth over the past 12 months as we ramp up our ongoing programme of product innovation and production to meet increasing demand."

Global successes like MSA aren't content to stand still and rest on their laurels. They're continually looking forward, to the next innovation in safety or next area



**Alastair Hogg, Sales Director, accepts the Company of the Year Award**

to expand. When asked about their short and long-term goals, Gavan had this to say, "We'll be looking to accelerate growth into end-markets with our product portfolio, while driving our centre of excellence strategy on innovation, design and manufacture at the Devizes site. We have the resources, markets, channels and products to achieve sustainable, profitable year-on-year revenue growth. This is all of course supported by our world class product offerings considered best-in-class within the fall protection market and by our customers."

And it is with these new world class products that MSA Safety will drive new sales and further improve safety around the world. Their new V-Series range of fall protection equipment named after MSA's iconic V-Gard hard hat is now used by millions of workers across the globe. The V-Series line, when used in conjunction with MSA's suite of Latchways engineered lifelines, provides one of the highest levels of fall protection available and means they offer their customers a full portfolio of work-at-height solutions.

MSA boasts quite a story – since its inception 100 years ago, and the launch of Latchways 40 years ago, MSA has grown to a position of eminence in the fall protection solutions market. Today the company's systems set the standards for quality, efficiency and value the world over.

Excellent customer service is always at the forefront of MSA's priorities, and all staff abides by the company's unchanged motto since 1914 – to ensure "that men and women may work in safety and that they, their families and communities may live in health throughout the world." Committed to providing

an outstanding service to clients, MSA goes to great lengths to ensure that no matter the application, each client is getting the most out of their safety facilities; because keeping people safe at work is at the heart of everything the company does. MSA's mission of safety begins at home and in the workplace, and is deeply rooted in its own work culture and values.

If you have questions or are interested in what MSA can do for you or your business and its employees, then MSA would love to hear from you using any of the details below. Being a global company, MSA have all their international details listed on their website below.

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