

tradex news

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Surge Protection is the hot topic of 2019



Due to the 18th Edition wiring regulation update, Surge Protection is the hot topic of 2019. The decision has been made to strengthen the regulations surrounding Surge Protection due to the rising prevalence of electrical devices being used for everyday tasks.

As technology increases, consumers demand that the electrical items we use get smaller, which means that the components that the electronics we use are now so small that they are extremely susceptible to damage from any sort of over voltage.

An over voltage, or a surge as they are generally called, are short spikes in voltage, which unknown to most people, are occurring all the time. As the components in the items we use every day are now so small, they are slowly degraded by these surges, which gradually shorten the life span of equipment.

This phenomenon affects everything that is plugged in to power, from your household electronics through to industrial machinery and computers. The regulations now state that every distribution board inside an installation should be covered by a surge protection device, from domestic properties through to commercial and industrial installations.

For any advice on what protection your next installation requires, contact Surge Protection Devices Ltd, selected as one of the Top Exhibitors at Elex Show & Toolfair, direct on 01484 851747 or email: info@surgedevices.co.uk or visit us at: www.surgedevices.co.uk

Cohesive and impactful signage implementation by Signbox at IAG Cargo

International Airlines Group is one of the world's largest airline groups incorporating leading airlines in the UK, Ireland and Spain, notably, British Airways, Aer Lingus and Iberia.

As part of the organisation's rebrand that would consolidate the airline's cargo sub-brands, Signbox successfully tendered to fulfil a creative brief that would roll-out a high quality signage scheme across workspaces at London Heathrow and hubs in Dublin and Madrid.

Our solution was devised to transform tired, lacklustre meeting rooms and spaces into calm, professional settings and to restyle exterior areas while rationalising an intelligent new brand and giving a fresh impetus to IAG Cargo's high-traffic, 24/7 environments. We did just that through exciting external signage, wayfinding,



environmental graphics, manifestation, safety signs and finishing touches – all reflecting a seminal brand evolution that would turn heads and fire productivity.

The airside, 24/7 high security operational

buildings would feature newly branded external signage positioned at extreme height. Installing each sign during the UK's coldest, 'Beast from the East' winter periods on the largest reach platform available was a hazardous operation that proved incredibly challenging, but the end result was a credit to our robust installation plan and highly skilled teams.

Time, too, was key. We had a window of just seven weeks to commission the entire signage solution – this included transforming IAG Cargo's Heathrow base and project managing local teams in Dublin and Madrid to complete work on the overseas hub spaces.

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Publicans Compliance



Currently pubs, bars and restaurants in the UK are receiving warnings or fines for not maintaining accurate compliance records within their business in the areas of Licensing, Health and Safety, Fire Safety and Food Safety. By law these businesses are required to carry out regular checks, then record the information to ensure their business is fully compliant.

Although this is a legal requirement it isn't always top of the priority list, therefore checks are missed or not even carried out when they are supposed to be, which means the business could be at risk. This is also a problem for the owners as they are responsible for ensuring these checks are being carried out and making sure completed documents are always available during any governing body inspection.

So we have created a user friendly app to help ensure the business is 100% compliant. Our app gives managers the structured pre-formatted checklists to follow, with escalations of any issues found during checks reported properly. A training section for all staff to ensure they are all properly inducted. And finally a supervisor dashboard so it's much easier for owners or area managers to monitor multiple venues from a simple to use dashboard.

For more info about what we do, visit: www.publicanscompliance.co.uk or contact us via email at: admin@publicanscompliance.co.uk

Moo Free Chocolates relaunches Mini Moos® and Choccy Drops in new vibrant packaging



Moo Free Chocolates has announced a redesign of its Mini Moos® and Choccy Drops.

The packaging refresh is sure to catch the eyes of new consumers when the new designs begin to roll out across wholesalers and stores from January 1st onwards. Plus, the chocolates are all still made from Moo Free's multi-award winning 'milk' chocolate couverture – which most recently won Best Vegan Chocolate at the VegFest UK Awards 2018 – and so the redesigned ranges remain vegan certified and free from dairy, gluten, and soya.

"The bright, colourful designs really tie the range together," comments co-founder, Mike Jessop. "Redesigning the Mini Moos and Choccy Drops was a challenge, but a welcome one. We've been able to refresh the brand to attract new consumers while remaining true to our core values of fun, impact, and quality."

Moo Free Chocolates has been manufacturing premium 'milk' chocolate alternatives since 2010. During this short time, the company has grown rapidly due to year-on-year increases in demand for its vegan and organic chocolates which are also free from milk, lactose, wheat, gluten, and soya. In 2018, Moo Free opened its second factory in Holsworthy, Devon.

Contact www.moofreechocolates.com

Spanish villa equipped for high dependency needs

Established in 2008 by Phil Downs, Affinity Design has produced an amazing self-catering holiday villa in Spain. The villa features an abundance of essential accessible features difficult to find elsewhere for those with high dependency needs; ceiling track hoist, manual hoist, wet room bathrooms, shower chairs, hi-lo profiling beds and a pool hoist!

The villa is located in Denia, Spain. Denia is very flat, enabling guests to explore easily. There are a number of restaurants close-by, along with 2 supermarkets and an accessible beach. The villa comprises of a master bedroom and twin bedroom joined by a hi-spec wet room bathroom. The main



living area provides roomy circulation space and access to a second wet room. The lounge and

kitchen offer all the essentials, pop your head outside and you will see the shaded patio area and pool complete with hoist.

Guests are already booking for Summer 2019 so get in touch with us to discuss additional detail... this may be your route to finding the holiday you have been looking for! To request more details and check available dates, don't hesitate to visit the website or contact Phil directly.

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Unique diverse jewellery specialists



wholesalers of high-quality, non-branded sterling silver and 9ct gold jewellery.

Showcasing their affordable prices exclusively to trade only, CME Jewellery clearly values their clients' opinions and requirements. Having recently expanded their design department, they aim at sourcing products specifically designed for their clients. Featuring their own in-house design team, CME Jewellery works with its clients to develop unique bespoke product lines.

The unprecedented selling point for CME Jewellery is the variety of products; they provide products to suit any budget, style, age and season, making their product range diverse and adaptable for everyone.

'Giving customers the top quality, beautifully designed jewellery they want, without the high prices and low margins of branded products.'

Along with having a diverse product range, CME Jewellery also work with all sizes of retailers.

CME Jewellery has been selected as our Jewellery Specialist of the Month for their expertise and commitment within the Jewellery industry. With their showroom, based in solely in Leicester, CME Jewellery operates a close working relationship between their staff and customers. A family business, CME Jewellery has been established for over 40 years, founded by director Ken Pessall, the wholesale jewellery company began in 1978.

Working within the sterling silver and gold jewellery wholesale industry, CME Jewellery unveils 100's of new lines each year. With over 5,000 lines across all jewellery styles, it is abundantly clear why CME Jewellery are deserving of our Jewellery Specialist of the Month.

A member of The British Jewellers Association, CME Jewellery is one of the UK's leading importers and



From large-scale multi-nationals to budding entrepreneurs, CME Jewellery offers their advice and support services for all retailers. Within their advice services, they distribute expert consultations to help their clients; meet their margin requirements, drive sales, and reflect on what makes their brand unique, to help them build jewellery collections.

With their over 40 years of trading, CME Jewellery services deliver expert customer support and advice. Their industry knowledge and specialised trend insights, offers the client expert future planning support.

Sourced from both the UK and abroad and with a constant updated product range, all of CME Jewellery's products are in regulation with the guidelines set by the Responsible Jewellery Council and therefore meet ethical and environmental standards.

Expanding upon their exceptional services, CME Jewellery plans to further their business online making their website more accessible and user-friendly, especially for their busy retail clients.

Carrying on their vision of developing client specific jewellery designs, CME Jewellery strives to maintain its status of unbranded jewellery supplier and help retailers regain individuality of their business.

Reaffirming their ethos of a close working relationship with its clients at exhibits, CME Jewellery expresses their excitement about their upcoming exhibitions and meeting with old and new customers. Always one of the highest

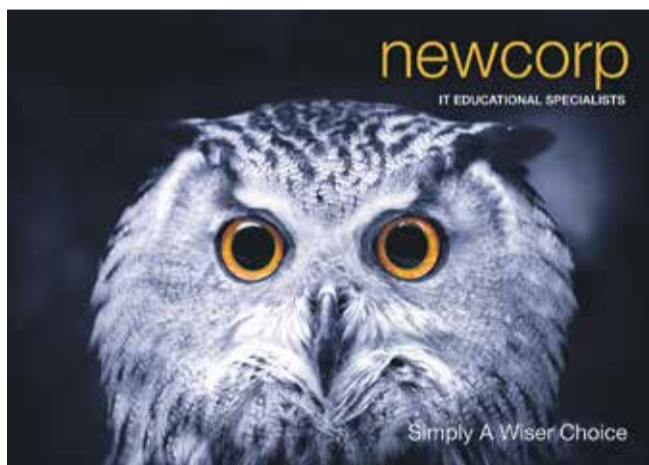
attended stands at the trade shows, CME Jewellery has confirmed 3 exhibition venues they will be attending, in 2019. CME Jewellery will be exhibiting/showcasing their new products at: The NEC Spring Fair, Birmingham (3rd-7th February 2019), Home and Gift Buyers Festival, Harrogate (14th -17th July 2019), International Jewellery London, London Olympia (1st -3rd September 2019).

For any further information on CME Jewellery, please visit their website or alternatively give them a call to speak to them directly.

Contact
T 01162 832240
www.cmejewellery.com



One stop shop for all your IT needs



For this issue of Business and Industry Today, we are incredibly proud to announce that Newcorp Computer Services has been named as this issue's IT Solutions Company of the Month, in light of their excellent services to the education and corporate sector.

Newcorp is one of the UK's leading suppliers of both IT hardware and IT support, working with clients of all kinds up and down the country. The IT specialist was founded back in 1997 by Mike Bossons, who had previously worked as a computer engineer for HP. Since founding Newcorp over twenty years ago, the company has garnered a reputation as one of the most thorough and flexible providers of IT support.



The majority of IT companies provide either hardware or support, rarely both. However thanks to their wide array of IT partners, Newcorp



can provide discounted hardware, AV solutions and products, from an assortment of different brands, including HP, Dell, Lenovo, Avocor, Hitachi and SMART, to name a few.

We spoke to Jackie Stephen and Maria Biddulph from Newcorp's Sales and Marketing team, who explained the crucial role Newcorp can play for companies. Maria explained, "We work with both small and large companies throughout the public and private sector, providing IT maintenance, servers, break-fix contracts and much more for the UK and Ireland. Offering hardware and support, we are effectively a 'one stop shop' for all things IT, whether it's sourcing products, installing hardware or utilising AV equipment. We also have a team of skilled engineers, each with over 18 years' experience, who are available 24/7 any time of year."

The other side of the business focuses on the education sector, with Newcorp offering advanced and cost-effective IT solutions to schools. Demand for digital and IT teaching aids has been booming in recent years due to the rise in IoT. More than ever, schools are in need of computers, laptops, servers, whiteboards, projectors and various components in



order to keep up with today's technology. Newcorp established the education side of the business last November, and in just 12 months, demand has soared. Interactive equipment has proven especially popular, with Jackie explaining:

"Thanks to our partnership with Avocor, we are able to provide interactive touch screen panels for schools. This interactive display screen technology is highly responsive, easy to use, can connect to the cloud and is perfect for working in partnership where video conferencing comes into its own. For this reason, it

has also been beneficial for both schools and corporate clients seeking to use it for conferences, presentations, and collaborative projects. In fact, AV technology of this kind is one of our specialisms, including interactive panels, whiteboards, projectors, digital signage, visualisers and much more."

Due to their vast technical and product expertise, Newcorp specialise in supporting End of Life equipment. Typically, once a manufacturer deems a product obsolete, it will no longer provide service and support for this equipment. Newcorp doesn't have an End of Life date for any product. They are still supporting HP3000, HP9000, Integrity Servers, EVA and 3PAR storage - many of which are no longer supported by the manufacturers. Their experienced engineers, along with a comprehensive stock of spares, helps reassure customers that they can keep their equipment running for as long as it is essential to their business.

This March, Newcorp attended the Education Show at the NEC, Birmingham, where they were able to connect with a wider client base and showcase their many solutions and services. If you would like to take advantage of Newcorp's outstanding services, then don't hesitate to get in contact today. Alternatively, to find out more information, please feel free to check out their website detailed below or visit **Stand B22 at The Education Show (24-25 January), Excel, London.**

T 01477 500766
www.newcorp.co.uk

Densostrip™ used on refurbished Ross Fountain

As part of a recently completed £1.5 million project to refurbish the historic Ross Fountain in Edinburgh, Winn & Coales (Denso) Ltd supplied Densostrip™ and Densostrip Primer™ to provide a permanently watertight seal between precast concrete units.



These precast units form the trenches which house the underground supply of services to the fountain and were both supplied and installed by Creagh Concrete Products.

The year-long restoration project on the new foundations and waterworks (under the Ross Development Trust) now enables the fountain to operate for the first time in years. Industrial Heritage Consulting Ltd was the project manager on the fountain conservation works.

T 020 8670 7511
mail@denso.net

M&B chooses Mitton Group for M&E maintenance services

Further expanding its client portfolio in the leisure sector, mechanical and electrical services specialists Mitton Group has won a competitive tender let by Mitchells & Butlers, one of the largest operators of restaurants, pubs, and bars in the UK.



The agreement means Mitton Group will supply planned and reactive maintenance services across the Mitchells & Butlers estate for an area covering Scotland and the central/north eastern section of England as far west as Yorkshire and south to Lincolnshire.

Mitchells & Butlers currently operates more than 1,700 restaurants and pubs located all over the UK. The work carried out by Mitton Group will include mechanical and electrical maintenance work for heating and cooling systems, emergency lighting, fire alarms and ancillary services including PAT testing as required.

Both companies subscribe to the philosophy of establishing strong and collaborative partnerships to deliver excellent levels of service. The Mitton team will be on call for Mitchells & Butlers sites on a 24/7 basis, providing an emergency call out service alongside the provision of planned service and maintenance schedules.

Mitton Group has seen significant expansion over the past five years, with service centres in Scotland, the North of England, the Midlands, and the south of the country. Winning this tender reflects the organisation's commitment to providing professional, value for money services meeting response deadlines to match customer requirements and ensure optimum reliability and efficiency of mechanical and electrical services.

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How to improve your online customer service

Consistent Branding – Your website is your online business card that will help you to showcase exactly who you are. Like your shop front signage, ensure your logo & brand colours are consistent on your website pages.

Customer Accounts – While it's important for your online store to have multiple contact options that enable your customers to email, phone, or direct message a query or an issue, it's also key that the whole purchasing and invoicing process can be done seamlessly, without the need for help or guidance.

Deals & Discounts – There is nothing better for a customer than receiving a discount on a product or being rewarded for being a loyal customer with a money-off offer. It's important to reward existing customers but to also attract new ones with seasonal deals.



goods from you throughout the year. All the above top tips can ensure a customer returns, but similarly, staying in contact with your customers can help.

Cindy Phillips, Marketing Manager at OGL, says, "OGL has a dedicated web development team that can ensure your website is performing at its best and has every feature you need to increase your online sales. prof.ITplus, OGL's flagship ERP business software system, seamlessly integrates with our eShop eCommerce platform, so that all your product and pricing data can be transferred and updated easily. Plus, all orders from your online store are treated just the same as offline orders to ensure your stock and delivery processes are simple."

Make them want to return – The value of a customer could be higher than their initial purchase if they are committed to your brand and continue to purchase

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Unattended production

UPM Conveyors recently worked on updating the production system for Oakham-based Rutland Plastics which operates 150 to 1700t moulding machines.

Rutland Plastics wanted to achieve unattended production on a Krauss Maffei KM150. UPM provided a turnkey solution using eight belt conveyors to allow automatic product divert for QC inspection; ferrous/non-ferrous metal detection; product cooling; parts separation and box filling with a capacity of eight full; eight empty and one filling.

Product divert is achieved with a small reversing conveyor located onto a swan neck conveyor in the wall of the machine and at any stage in production an operator can energise to reverse and transfer a shot to an integral sample drawer for

QC inspection.

Metal detection is based on UPM inserting a search coil under the inclined section of the swan neck in the wall of the machine. When a foreign body is detected it will energise an audio-visual alarm and stop the belt conveyor, allowing an operator to check and remove the contamination.

This process does not affect the machine cycle; products continue to be produced and accumulated on the conveyor until the operator has reset to start again.

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UNISIG presents new manufacturing solutions for mould makers



UNISIG adds five new models to its proven range of deep drilling and milling centres

With the new range of UNISIG's USC-M deep drilling and milling centres, mould makers now have seven powerful and versatile solutions for workpiece diameters of up to 3,600mm and workpiece weights of up to 30t. All machines combine several processes in one machine: the deep hole drilling and milling on all four sides of a workpiece, while at the same time reducing setup times and increasing accuracy for mould makers. All machines support the high feed rates of modern indexable gundrill tools.

In addition to the use of gundrill deep hole drilling tools, some models can even support the more effective BTA deep hole drilling tools for the high performance drilling of waterline holes. A CAT50 quill allows you to perform all deep hole drilling and machining operations within the machine's working range. The machines are equipped with a 360° rotary work table and a programmable deep drilling and machining spindle. These can be aligned via a pivot axis with 30 degrees down and 15 degrees upwards. The latest Heidenhain TNC 640 CNC controller and Heidenhain motors and drives are used. A full guarding with oil mist extraction completes the equipment.

This machine series has now been extended by 4-6 axis machines, for deep hole drilling with gundrilling tools and milling, with a universal spindle and a short changeover between deep drilling and milling operations for the efficient production of small to medium sized workpieces.

In addition, 5-7 axis machines are available for the use of gundrilling and more efficient BTA deep hole drilling tools, each with a dedicated spindle for deep drilling and milling, to dramatically increase performance for mould makers.

High-end solutions include 7-axis machining centres for highly dynamic motion control, powerful milling spindle with gear reduction and optional pallet changer. With the model USC-M38, workpieces with a length of up to 2,000mm can be conventionally machined and deep-drilled in one clamping. The larger USC-M50 can handle up to 3,000mm long workpieces.

The machines can be equipped with an automatic tool changer with up to 120 tool positions, a laser tool presetter, workpiece probes, Heidenhain glass scales for increased accuracy, as well as an automatic pallet changer.

Further information on the USC-M series and the complete UNISIG machine program available at: www.unisig.com



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Industry showpiece



With an unprecedented 546 exhibitors and almost 20,000 trade visitors in attendance, Hillhead 2018 was the biggest and most successful show to date. Quarry Management reports

Exhibitors and visitors alike could not have asked for much better weather at the Hillhead exhibition. For three gloriously warm sunny days in June (26-28), as Britain sweltered in simmering summer temperatures, Tarmac's Hillhead Quarry, near Buxton, Derbyshire, once again became the focal point for the international mineral products, recycling and construction equipment industries with the staging of Hillhead 2018 – the world's biggest working quarry show.

With every square metre of exhibition space fully booked and occupied, this year's trade fair registered an all-time high for the overall number of exhibitors (546), while the total visitor attendance was a record-breaking 19,687 unique attendees – surpassing the show's previous highest attendance record set in 2005.

As the show swung open its doors, regular attendees may have noticed the new layout inside the Registration Pavilion, which has been expanded (again) to boost its capacity to 90 exhibitors and meet strong demand for exhibition space at the show.

The registration and demonstration areas at the top of the showground were also redesigned to accommodate additional static stands and demonstrations showcasing working plant.

The show returns to the Hillhead Quarry from 23-25 June 2020. This is our fourth pick of the best exhibitors from the 2018 show, listed here in alphabetical order: Johnston Sweepers, K-Form MDS International and MPQC. Further details can be found on this page.

www.hillhead.com

The Mineral Products Qualifications Council

The Mineral Products Qualifications Council (MPQC) was established in 1983 to help develop and maintain industry training needs and was originally known as Quarry Products Training Company Ltd.

We are a 'not for profit' membership organisation whose members are derived from the quarrying, mineral products, mining, construction, and related manufacturing sectors. MPQC members cover a wide breadth of the mineral products industry and range from sole traders to multi-national corporations.

MPQC is formed of three divisions: MP Futures, MP Awards, and MP Skills. All three divisions operate independently of one another and



are governed and regulated by a range of Government Bodies and Independent Regulators.

Our purpose is to fulfil the sector's need for a safe, competent, and sustainable workforce through the setting and maintaining of standards and qualifications through ensuring quality training and assessment.

If you're interested in what MPQC can do for you or to become a member, you can get in touch via: Membership@mp-qc.co.uk

MDS International

MDS International has been manufacturing their own brand of rock trommels for over 5 years now and has great expertise in the field. The company has its machines working worldwide and is well known for their innovative trommels. MDS was accredited as Ireland's best Export/International Focussed Business of 2018 and this reflected the world-class effort the entire team puts into each aspect of the business.

The company works closely with their customers to continuously upgrade their products. This year MDS completely upgraded their best seller M515 Trommel using the feedback from customers. 2018 was also the year the new M412 was introduced, which is their smaller version. This trommel is capable of handling rocks as big as 600mm and delivers an output of 300 tons per hour! What makes this machine stand out is the ease of transport for it.

Both machines were on display at Hillhead 2018 and visitors got the chance to view them in action on a live demonstration. Hillhead has always



been a great show for the company and creates a good platform to showcase our machinery and drive sales. MDS are committed to promoting their brand and look forward to returning to Hillhead in 2020.

Contact: Raheel Qamar
International Sales & Marketing Manager
T +353 42 966 7899
raheel.qamar@mds-int.net
www.mds-int.net
Social Media: /MDSInternational

K-Form: The only name in recycled shuttering for concrete slabs & floors

K-Form is an innovative sacrificial screed rail system allowing for the pouring of floor slabs, designed to save the user time and money.

Founded in 2003, Bridgend Extrusion Limited manufacture their 100% recycled uPVC K-Form formwork and shuttering system, selling in excess of 40km of their product every month in the UK alone. Their product has also now reached all corners of the globe with customers in the USA, Australia, Scandinavia, Middle East, Caribbean, Europe and South Africa.

The K-Form screed rail is a high quality product designed to save time and money whatever the size of the contract. The simple, light weight plastic forming system can be set up four times quicker than traditional steel and timber concrete shuttering systems, and the ability to pour both sides of the rail at the same time increases the speed with which a concrete slab can be completed thus saving time and money.

With a built in expansion joint, click together design and removable top strip for seamless joint sealing,



K-Form's patented design gives the best possible performance with quality results, finishing any project to complete satisfaction.

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Hillhead proved a scorching success



Johnston Sweepers supply road sweepers to municipalities and construction companies or companies who provide sweeping services to the construction industry. In recent years it has proven more difficult to promote and market our products as many of the printed magazines we have historically advertised in have disappeared in favour of online journals. So it was fantastic to see a well-attended Hillhead this year.

The show was a great opportunity for Johnston Sweepers to show off the latest vehicle mounted road sweeper with all the options available to operated hire and construction sector.

The latest V-Range of road sweepers has been improved to offer lower cost of ownership which is not easy to see in an advertisement. So meeting users and operators face to face to explain the changes was a huge benefit. We had some great feedback on the practical improvements implemented which then went on to reassure our customers that the Johnston product is still the best product for them.

Johnston introduced 28 changes from the very successful VT1 range to the VT2 products, including new rear door and locking mechanism through to cup holders in the cab.

www.johnstonsweepers.co.uk

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Combining the old and the new in stylish harmony

The world's only curated design-led show was back again this year at the Olympia, London on the 9-11th September 2018. Hosting more than 1,500 leading brands, undiscovered brands and designers, Top Drawer covers nine expertly curated sectors across the lifestyle spectrum.

Comprised of the very best international brands, UK designers, The Top Drawer show showcased both modern and classic Life style brands. This year's show contained ranges from home, fashion, greetings and stationary, craft, play, wellbeing and spotted.

Among those exhibited this September, some of the leading brands featured included ASOS, Amazon, Hamley's, John Lewis, Laura Ashley, M&S, Not on the High Street and Top Shop.

The Paper Awards returned again this year to support and recognise the creativity of greetings and stationary exhibitors for their 4th edition. The featured winners for



September 2018 were Sadler Jones for Emotive Designs, The Curious Department for Engaging Print, and Hotchpotch for Exciting Use Of Colour. The Top Drawer Show will return in January 2019 and September 2019, the busiest times of the year for the international buying calendar.

This is our second pick of the best exhibitors from the show, listed here in alphabetical order: Ailera, Azuni, Cinda Clark Design, CLAYSPOON, Dragonfly and Blossom, Emily Brooks, Feudo San Lorenzo, Hill and How, Hive and Keeper, Kikkerland and Made by Shannon. Further details can be found on this page and the next.

www.topdrawer.co.uk

Azuni



Azuni loves to mix it and shake it blending ancient cultures with modern fashion trends, traditional artisan skills with up to date manufacturing techniques to produce collections that sit "between two worlds"

A lifelong passion for tribal arts and sustainable living, designer and founder Ashley Marshall takes huge pride in working with small workshops creating a range of eclectic desirable jewellery focusing on quality and limited production/ individuality.

Ever evolving collections change to adapt to market trends whilst maintaining an unmistakable Azuni signature.



Giving back through collaborations with community projects and socially responsible manufacturing are fundamental to the Azuni ethos. With a 20 year heritage Azuni is sold in over 20 countries internationally.

T 0208 995 1100
sales@azuni.co.uk / accounts@azuni.co.uk
<https://trade.azuni.com>

Towels and throws from Ailera

Ailera is a lifestyle brand specialising in the design and distribution of hamam towels and throws. Hamam towels are a supremely versatile product, sitting easily in the travel, fashion, homeware, beach, and sports accessories sectors. Quick to dry and small to pack they can double up as a sarong or shawl, scarf, throw, gym towel, or picnic blanket.



Our key focus is on creating versatile and practical products with a contemporary twist. We love working with colour and texture, and we are continually developing our ranges.

Ailera's versatile hamam towels have starred in a Will Young music video, in a St. Regis Hotel Magazine feature

'The World in Seven Objects' and in the Evening Standard's Fashion and Beauty feature showcasing '8 of the best Turkish Hamam Towels'. In 2019 our towels will make their debut on the

big screen - watch this space! Founded in 2011 by Paul Ashford after a career in department store buying and sourcing, Ailera's reputation for high-quality products, impeccable service, and value for money has grown steadily. We serve a loyal and expanding customer base at wholesale and via our retail website.

Ailera will be showcasing its 2019 collection at the NEC Spring Fair, launching new colourways and an exciting new presentation for our core towel ranges.

T 01483 455540
sales@ailera.com
www.ailera.com
www.ailera.co.uk

Cinda Clark Design



10 years saw a gap in the market for luxury British made textile pieces.

Looking to create a brand that truly worked with British craftsman to make beautiful luxury gift items, and building on Lucinda's background in textiles Cinda Clark Design was born with our sell out launch silk scarf collection, selling to customers all over the world including Europe, Australia, US and Japan.

Striving to find the best materials and suppliers we can proudly say all products are made in the UK; working with established craftsmen each piece is created from high quality materials that will stand the test of time.

Selected to exhibit at Top Drawers Spotted New Talent section we launched to trade in September 2018 with the current collection which includes a range of luxury silk printed scarves, silk eye masks, velvet make up bags and velvet cushions all-encompassing vibrant design with luxury finish.

Cinda Clark Design is a Berkshire based design studio that creates bold, luxury scarves, homewares and gifts inspired by geometric shape, Art Deco colour and world travels.

The brand was launched in 2017 by designer Lucinda Clark-Wright who after studying Textile Design at the Scottish School of Textiles and working within the industry for over



Taking inspiration from Art Deco architecture and far eastern cultures the range aims to appeal to a customer's individual style and quest for something different.

Cinda Clark Design is now currently designing more exciting products for launch in 2019 including our much anticipated silk nightwear range and luxury candle collection.

For more information please visit our website www.cindaclark.co.uk or email wholesale enquiries to wholesale@cindaclark.co.uk

Feudo San Lorenzo



We produce, distribute, and sell artisanal Extra Virgin Olive Oil, lovingly crafted at our own family-run estate in Agrigento, Sicily.

Our traditional farming methods are completely chemical-free. In order to ensure an olive oil of the highest quality, the olives are harvested by hand and cold-pressed on the day of picking in a state of the art oil mill.

Our oil is made from a blend of three olive cultivars, typically grown in Agrigento: Biancolilla, Coratina, and Carolea. Together they produce a delicate and aromatic oil, full of beneficial antioxidants, making it ideal for the entire family!

We also have a selection of flavoured olive oil condiments,

which are delicious drizzled on salads, vegetables, chicken, fish, meat, pasta, and rice dishes. The flavours of our Rosemary, Lemon, Chilli Pepper, and White Truffle-infused olive oils will liven up any dish and delight any foodies!

Both our Extra Virgin and Flavoured Olive Oils come in elegant glass bottles and beautiful tins, to suit a range of tastes and budgets. They make gorgeous gourmet gifts, artfully presented in delightful cartons.

Contact
T 020 8715 5382
M 07949 110538
info@feudosanlorenzo.com
www.feudosanlorenzo.com
www.facebook.com/FeudoSanLorenzo

Emily Brooks

Emily Brooks illustrates award-winning, colourful greetings cards and paper goods, all printed in the UK with fabulous quality and care. Within just eighteen months of business, her bold and recognisable products feature on the shelves of stores such as Liberty, Paperchase, Oliver Bonas, Urban Outfitters, and over 100 independent shops across the UK.

At Top Drawer AW18, Emily's greetings card collection won 'Exciting Use Of Colour' in the prestigious Paper Awards, and she has since launched prints, notebooks, and giant wall stickers, branched into the international market, and secured European

distribution.

Working with bold colour in her design work has changed how she lives her life. Her story of using colour as a transformative and powerful tool when life gets you down has become something she is known for across social media. Her brand is more than colourful cards and gifts: it's a choice to pursue a positive and playful life, and people are engaging strongly with that infectious perspective, along with her characterful products.

Emily Brooks cards and gifts are now recognisable in any shop for their bold, bright, and illustrative



style and will certainly put a smile on your face.

contact@emilybrooks.uk
www.emilybrooks.uk
www.twitter.com/emilybrooksuk

Hill + How

What makes a good handbag? Style, comfort of wearing, price? All these things must be considered before taking that step and finding a new best friend in your handbag; it goes everywhere with you, so you better love it. At Hill + How we've designed, developed, and created a collection with all these things in mind, so you can love the journey of buying the perfect accessory.

Launching with Collection 1 we had an amazing reaction to our stylish, well-priced range of Leather Handbags & Accessories. From Totes to Small Crossbodies and Rucksacks to Purses, the first collection consisted of 7

Styles in 7 Colours with gorgeous soft suedes and shimmering metallics.

From this the Collection has expanded with newly designed fringes and fabrics to make Collection 2 everything we want it to be - amazing! Alongside this will remain the classic shapes that were so well loved with some new colours for the Spring Season, which will be a beautiful addition to any wardrobe! But what about gifts? We've got them too! Fabulous purses, clutches, and cosmetic bags round off the collection, all with the brand ethos of well-priced, contemporary leather accessories for the present day lady.



Contact
M 07516 711402
contact@hillandhow.co.uk
www.hillandhow.com

Wonki Ware

Wonki Ware is an exclusive range of dinner and serve ware that's hand crafted in South Africa. This truly unique product is stealing hearts and table space on a global scale, which is all the more remarkable when you consider its humble beginnings.

Designer and founder Di Marshall produced the first Wonki Ware pots almost 20 years ago from a small studio in George on the Garden Route in South Africa.

Wonki Ware is now exported from George to Europe, Australia, Asia and America. Demand is so great that the team works non-stop to maintain supply, which is an incredible feat considering every single item is made by hand.

Whether it is a small olive dish or an extra-large serving platter, every

single piece goes through a range of up to 18 creative processes; from shaping the clay to pressing the patterns and hand painting the colour washes and designs. Each piece of Wonki Ware that leaves the factory is made by hand and, as such, is totally unique.

The story of Wonki Ware is a celebration of creativity, initiative and community development that is inspirational in South Africa and throughout the world.

CLAYSPOON took root as a direct result of meeting Di, visiting her factory and being struck by the authenticity of this remarkable team, their captivating story and beautifully crafted product.

Three years after visiting the factory in George CLAYSPOON became the proud UK distributor for Wonki Ware



and is excited to be a part of the next chapter in its story.

Wonki Ware brought to you by CLAYSPOON Ltd

Follow CLAYSPOON on Instagram @loveclayspoon & @wonkiwareuk
For details contact Katharine at info@clayspoon.com tel: 01825 840375 or take a look at the stunning range for yourself on www.clayspoon.com

Wonki Ware will be at Top Drawer again in January 2019: Stand N38

Kikkerland Design

Launched in 1992 by owner Jan van der Lande — from the houseboat where he lived — Kikkerland Design has established itself as one of the top companies in the world selling design products.

Kikkerland supports and represents independent, self-producing designers. In addition, our 15-person in-house design team creates and develops new products every day:

- Clever products to intrigue you
- Smart ideas or solutions that make everyday tasks easy
- And fun gifts that make you feel happy

Today, we at Kikkerland Design continue to offer the largest global collection of ingenious items, combining form, function, and delight in equal parts – found in thousands of stores, including museum and specialty shops.

In 2010 we launched our online store, and in 2013 opened our first flagship store in New York City.

Kikkerland continues to grow — with offices in New York City, Rotterdam, Hong Kong and Guangzhou — we stay ahead of the curve; while creative thinking allows us to keep delivering remarkable designs for curious people.



At Kikkerland Design we pride ourselves on giving back to local and global organizations, ranging from ecological restoration projects to creative writing programs for underserved youth.

Our mission is to deliver cultural and emotional value through good design, while fostering the design community through collaboration, and by raising funds to give back to causes that inspire us.

Contact
T +31 10 820 8511
heike@kikkerland.com

Made by Shannon

Shannon Murphy is a West Yorkshire based designer with a background in fashion and textiles. She debuted her first collection in 2014, based on the ambition to design and manufacture eco-friendly cards and textile products that are sustainable and ethically produced.

Since the original collection, the expansion of her business has created a platform for Shannon to develop her lines to include: Feminine storage zip pouches and a new range of greetings cards, both designed with her signature humorous twist.

Commenting on the new collection, Shannon said: 'I

start the process by collating images of signage and written wall art that I have seen whilst traveling the UK, or have researched online. I always like to imagine 'What would make me laugh out loud if I received this?' – I find this a good base line to determine the direction of my slogans.'

'My aim is to ensure that my cards are always in good jest – but also showcase a softer and gentler side to traditional humorous cards. I wanted this collection to steer away from primary colours, which are often used on this type of greeting card. I think it's important to show that cards can be delicate and feminine, whilst being funny!'



To see the full collection online visit:
www.madebyshannon.co.uk

Contact Shannon for further information, high resolution images and product loans:

M +44 (0)7833 447003
hello@madebyshannon.co.uk

Visit us at
www.kikkerlandwholesale.com
+44 203 608 9351

Hive & Keeper, the British honey brand that is so much more than that!



from British bees with a staggering 40% coming from China, with blended honeys made to taste and look the same.

Hive & Keeper introduces people to the incredible variety of unblended British honeys and the stories of the people and bees behind them. Each honey is straight from the hive, simply spun out of the frame, its flavour reflecting the place and bees it's from. Provenance, design, and discovery are at the heart of Hive & Keeper.

Beautifully designed and curated, Hive & Keeper honeys are a perfect addition to any household. Each jar is labelled with the name of the hive, keeper and its main natural flavour note. The fun of discovery is delivered through gift sets and subscriptions and Emily's favourite honey and bee related facts!

Emily Abbott, Hive & Keeper's founder, is a beekeeper at heart so only buys honey from beekeepers she's visited, and knows are good custodians of Britain's bees, putting their welfare ahead of honey production and corner cutting.

Currently, only 7% of the honey sold in the UK is

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www.twitter.com/HiveandKeeperUK

Dragonfly & Blossom

Beautiful design for a beautiful home

www.dragonflyandblossom.co.uk

Dragonfly & Blossom

Dragonfly and Blossom is a business established and based in the Cotswolds, creating and offering beautifully designed quality products for the home.



Illustration is the foundation of everything they offer and every unique illustration is drawn by Sarah Holton, the founder of the brand, from the studio in Malmesbury near Bath. Drawing inspiration from nature and wildlife, the illustrations offer a successful combination of great detail along with clean and simple design.

The first collection of fine bone china was launched in September 2014 and has continued to grow to offer wide choice and a beautiful range of accessories and lifestyle products for the kitchen and home.

Dragonfly and Blossom is a British brand and proud to work with some wonderful British producers and businesses. The products are hand finished and deliver the high quality the brand demand and love, helping their customers create a beautiful home.

Now stocked in independent and collective stores and outlets across the UK, the brand is fast becoming a well-established name and 'turn to' brand for gifting and home décor.

For more information on becoming an exclusive stockist and product information, contact:
trade@dragonflyandblossom.co.uk

Honey gift sets and subscriptions that celebrate the rich variety of British honey and its small-scale beekeepers

www.hiveandkeeper.com

Delivering energy and operational efficiency using the Internet of Things

Here at Building and Facilities News, we are incredibly pleased to announce that Shields Energy Services has been specially selected to receive our highly commended Energy Solutions Company of the Month profile as a result of their outstanding supply of innovative analytical services which are helping to bring energy and operational efficiency into the digital age.

Shields Energy Services is a family run business, currently headed by CEO Dan Shields. The company specialises in delivering and developing advanced IoT solutions to assist with and streamline energy consumption and digitising systems for improved operational efficiency. Based in Leigh-On-Sea in Essex, Shields operate on a national level and have helped businesses of all sizes across the nation to improve their energy efficiency, take control of their energy and OPEX costs, and reduce their carbon footprint.

Smart Meter reading is becoming increasingly popular among those with large estates, a portfolio of buildings or their own business to run. However, despite the improved efficiency these deliver, many are still stuck on how to really get the most benefits from them. With Shields' solutions, energy and OPEX waste can be easily identified, enabling building owners to take steps to mitigate and even eliminate such wastage, significantly saving on costs and consumption at the same time.



Providing both hardware and software tools, Shields is able to offer a wide array of solutions such as sensors, sub-meters and exceptional building energy management systems. Their specially designed cloud based software is capable of providing real time energy, maintenance and equipment performance alerts to users, as well as curating accurate and in-depth reports on everything from HVAC to lighting and much more, and even on a daily, weekly or monthly scale. What this effectively does is help users visualise and quantify their energy usage, and hence enable them to make smarter energy decisions and improvements in energy consumption and building operations.



We spoke to CEO Dan Shields about what sets Shields apart from other energy management services, to which he explained, "Quite often, older and smaller buildings lack advanced technology such as smart meters for energy mapping and connected systems for interoperable heating, ventilation and lighting for example. Traditional energy and building control systems can be costly for building owners to incorporate, resulting in a business lack of drive to digitise and realise the benefits IoT and analytical tools such as ours can deliver. We saw this 'blocker' for businesses and developed a modular BEMS solution that can be easily retrofitted, at low cost, to accommodate all business types from small to medium sized buildings, through to large estates such as manufacturing and railway stations. Coupled with the fact that our devices utilise the latest in edge and cloud based technologies, the low cost modular approach has enabled us to help to streamline energy usage and reduce the operational and building management costs of big and



small clients from across a range of sectors, including transport, retail, telecoms, hospitality and much more."

Combining remote monitoring with machine learning algorithms for continuous commissioning, Shields is able to keep up with client changes and ensure effective savings are maintained over time. Taking full advantage of IoT and cloud infrastructure, they update their systems over the internet, reducing the cost and time implications of regular site visits. The alerts and visualisation tools enable the team to keep a close eye on their client sites remotely, giving the client confidence that their systems and buildings are operating efficiently without much intervention from the client, leaving the client to stay focused on their business.

This November, Shields attended and delivered a talk at the world renowned Digital Rail Revolution show in Paris, where they showcased their many solutions to a brand new client base. This is in conjunction with their plans to take the company global over the next few years, with Europe set in their sights for 2019 and the US beyond that.

Anyone who is interested in exploring the advantages of digitalisation in regards to energy can get in touch with Shields Energy Services using the details provided. Alternatively you can always find more information on their energy solutions, plus hardware and software services, by checking out the newly revamped website below.

T 0345 241 2889
www.shields.energy

Professional passionate marine hire services



Workboat UK quickly established themselves as a professional, honest and expert marine boat and pontoon hire service over their relatively short operating time. And at Business and Industry Today we're always on the lookout for businesses that offer more, and so with no hesitation we decided to profile Workboat UK as our Vehicle Hire Company of the Month.

Workboat UK was established in 2017 by owner and Managing Director John Hitchcock with the aim to offer an honest and professional marine boat and pontoon hire service. Based in Aberdeen, Workboat UK works alongside the long established and hugely respected Caley Marine, itself based in Inverness and owned by Managing Director Jamie Hogan.

John and his team pride themselves on offering a professional customer focused approach. They take time to understand every client's hiring needs before offering the



best solution, and the equipment supplied is some of the more robust and fully equipped marine boats available – the Norwegian Pioneer series.

We had the opportunity to speak with John Hitchcock and he explained what separates Workboat UK from the competition along with a little more about his company.

"I wanted to offer a customer focused service to clients looking to hire marine equipment. We're dedicated to offering clear and accurate advice that fits in with a customer's exact need. Increasingly clients want more than just a product; they need to know they've been listened to and the advice they've been offered is sound."

"To ensure we are leading the way with pricing we offer our boats for hiring without the requirement to include a skipper. Other companies hire out boats with a skipper as standard and this can inflate hiring prices considerably,

whereas we believe the customer should be able to choose everything, from the boat and how it is kitted out, to length of hire and skipper requirements especially as many of our customers have fully qualified skippers in their teams already – offering a truly bespoke service."

Workboat UK's customer focus and expert knowledge would be useless if the boats and pontoons used were not up to the task required. This is why John teamed up with well-established Caley Marine. Their reputation for sourcing the best boats is second to none.

"Caley Marine supplies us with the extremely robust, agile and configurable Pioneer series crafts. The sheer number of options and versatility available is astounding. Made using rotation-moulded polyethylene, the Pioneer boats are extremely rugged and durable. They have a double skin design so even with severe deck flooding they remain buoyant and will self-drain."

"From the Pioneer Multi Mk3 which we can provide fully MCA coded to work 'At Sea' with its enormous carrying capacity, superb sea keeping abilities and unique front opening bow door, to the Steady series with impressive stability characteristics increasing safety and making them ideal for those who are new to boat handling or experienced crew aware of their need for a robust workhorse which can be carried to remote inland locations, we can supply a boat for any need."

Although Workboat UK has only been operating a short time their reputation for offering an honest professional service has seen some impressive clientele such as the BBC and the Environment Agency.

"I'm pleasantly surprised with the types of use our services are seeing. Whilst we offer our services to anyone, offering full briefing of equipment and controls, we originally thought marine industries supporting survey, inspection and construction would be our main focus. While yes we generate a huge repeat business from companies within this sector, we're seeing a massive use of our services within film industries and leisure sectors which keeps life interesting."

Ensuring the longevity of his company, John's always listening to the feedback received from clients, and through understanding customers' needs he's able to



ensure Workboat UK are ahead of the competition offering the best services and equipment available.

"Because we offer truly bespoke hiring services it's important we take feedback on board. Repeat custom is only possible through being as passionate as the client and offering them what they need, when they need it. We offer our services for any use and our hiring criteria's minimal. We just ask for a Powerboat level 2 accreditation, and the client to provide their own insurance."

To view the extensive range of models in work boats and pontoons available at Workboat UK visit the website below. Alternatively contact John directly to discuss your marine requirements and he'll professionally assess your needs, offering advice on the best boat for your specific application.

Contact
M 07802 308384
john@workboatuk.com
www.workboatuk.com





JUMPAX – the fast track floor prep solution for an entire school!

The location

Next door to the Stade de Suisse in Bern, two prominent high-rise buildings house one of the major private educational institutions in Switzerland, the Feusi School. Up to 2500 students and approximately 500 staff pass through here every day. The wide range of courses at the German-speaking institute includes adult education and the College for Economics (PHW) as well as a Technical College for the medical profession.



The Problem

Replacement of approximately 15,000m² of damaged Epoxy flooring. The sheer scale and severe time restrictions necessitated the work being carried out while the school remained open. Crucial factors in choosing the new floor finish therefore included minimising disruption to school activities with little or no disturbance from noise, VOC emissions or moisture. Additionally the project was to be phased, requiring fast turn-arounds and the briefest possible exposure time for open surfaces. For these reasons removal and renewal with Epoxy flooring was not feasible.



The Solution

Amongst numerous other requirements for this project, the surface preparation and installation of the new floor finish had to be fast and create a minimum build-up in height. His long experience of successfully using Jumpax enabled Roland Kohler of Gerber AG Munsingen to convince both the contractors and the Feusi School that this was the only system that could fulfil all of their needs. Jumpax is quickly installed over the existing floor finish and creates a dry, floating sub-floor that is ready to receive new linoleum immediately.

90% of the floors were completed within 8 weeks.

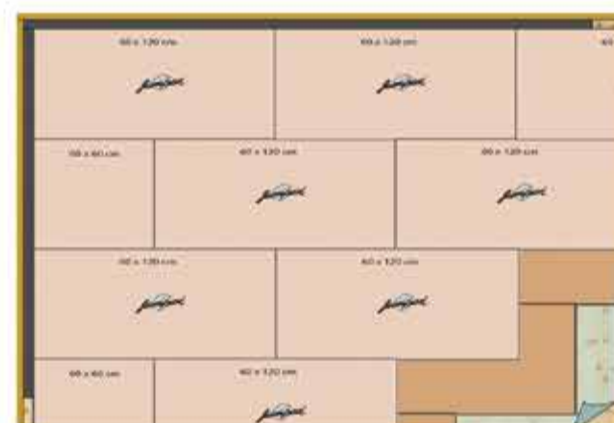
During a recent site visit both students and staff remarked on the improvement in underfoot comfort.

The Advantages

- The renovation has been successfully completed without introducing any moisture.
- High speed installation kept the project on time
- Phasing the work allowed the school to continue operating with little disruption
- Low height build-up reduced problems with doors etc.
- The harmonious combination of Jumpax and linoleum or any other resilient floor covering creates a floor that is both user and environmentally friendly.

The Jumpax Dual Underlay System consists of two different layers, the top and bottom panels are each coated with an interactive adhesive. The bottom panels also feature a levelling cushion of Styrofoam on the underside and a protective peel-off film over the adhesive coating on the top side. Both top and bottom panels are arranged in a staggered pattern with the top panels, laid adhesive side down, off-set so as to fully overlap the joint layout of the bottom panels. After peeling off the protective film the two layers are fixed together by firmly tapping or rolling down the top panels to ensure good contact between the adhesive coatings. This produces an extremely smooth and stable floating sub-floor.

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The ultimate event for the pharmacy profession

Pharmacy Show, held at Birmingham's NEC from 7-8 October 2018, is the largest sourcing and networking event for pharmacy professionals in the UK. Attracting over 8,900 professionals across two days, it is the perfect opportunity to get in front of thousands of pharmacy owners, wholesalers, buyers, distributors, and decision makers, in a dedicated trade environment. If you are interested in supplying or educating the pharmacy market, the Pharmacy Show is the place to do it on scale, with guaranteed ROI.



education programme for the show.

Pharmacy Show returns to Birmingham's NEC from 6-7 October 2019. This is our second pick of the best exhibitors from the show in October. Further details can be found on this page and the next two pages.

Contact
www.thepharmacyshow.co.uk

The Pharmacy Show is also by far the largest pharmacy training event in the UK and plays a vital role in supporting both community, primary, and secondary care pharmacy professionals with free continued professional development (CPD) content covering strategy, tactics, clinical, business, public health, digital health, leadership, and GP practice pharmacy training and advice vital for the future of the profession. The Pharmacy Show is delighted to be working with a steering panel of professionals brought together to help direct and support the

Pancreatic Cancer Action

Pancreatic cancer is the 5th biggest cause of cancer death in the UK with survival rates sitting at less than 7%.

Survival is so low because the majority of patients are diagnosed when their cancer is at a late stage when surgery (currently the only cure) is no longer an option. Early diagnosis is key to improving survival rates as the sooner the disease is diagnosed, the better the prognosis. For those diagnosed in time for surgery, their chances of survival increase to 30%.

Pancreatic Cancer Action wants to change these dreadful statistics and improve survival rates by ensuring people are diagnosed in time for surgery.

Pancreatic Cancer Action carries out national campaigns to raise awareness of the signs and symptoms of the disease, helps healthcare professionals diagnose pancreatic cancer sooner by providing free resources and e-learning modules, funds research, provides



free patient information, and campaigns for change on a national and global level.

Pancreatic Cancer Action was founded by a rare survivor, Ali Stunt, who proves that early diagnosis is achievable, and survival is possible.

To find out more information about how Pancreatic Cancer Action can help you or to donate, please go to:
www.pancreaticcanceraction.org
or call 0303 040 1770

AYMES®

With the NHS under pressure to make cost savings, AYMES® is a welcome addition to the oral nutritional supplements (ONS) market, providing a fresh approach to prescribing ONS, driving down prices by an average of 26% for liquids and by 29% for powders. AYMES has nearly halved the price of ready-to-drink shakes for the NHS from around £2 per serving to £1.11, saving the NHS £41 million since our entry to the market. This equates to 104,000 hospital stays or 1,892 additional nurses.

Our aim is to provide high-quality, innovative, nutrition products with the added benefit of our Price Pledge – aiming to always be the most cost-effective solution in the community. With a multitude of free of charge added extras, such as Taste Test Meetings with our Partnership Managers, our 24 hour



Direct-to-Patient Sample Packs, dedicated Customer Service team, Recipe Guidelines, Shakers, Product compendiums, Training sessions, and much more, AYMES savings include more than just the tariff price – it

is our aim to provide everything you need, making treating malnutrition as simple and straightforward as possible!

Our market-leading AYMES Shake RX range is well established within the NHS, and this year has seen 8 new product launches, including our innovative, powdered, compact supplement, AYMES Shake Compact, and powdered, smoothie-style supplement, AYMES Shake Smoothie.

Our aim is to replicate the success we have achieved in the shake market by challenging brand leaders with high-quality, cost-effective alternatives across the board, and service the NHS' need for self-pay products.

For more information, contact Customer Care on 0845 6805 496 or email: customercare@aymes.com

Pest free perfection!



EFFICACY & TRUST

With over 8,900 professionals visiting The Pharmacy Show NEC Birmingham during this two day event (7th-8th October 2018), The Pharmacy Show is the largest sourcing and networking event for pharmaceutical professions including buyers, distributors, wholesales, pharmacy owners and decision makers.

Creating the perfect platform for companies to showcase their top of the range pharmaceutical products, PARA'KITO® is being recognised as one of the Top 20 exhibitors at the Pharmacy Show NEC Birmingham 2018.

PARA'KITO® manufactures plant-based mosquito solutions, derived from natural active ingredients in order to mask our presence and repel mosquitoes and ticks.

With products selling in over 30 markets worldwide, PARA'KITO® is becoming a global leader in mosquito protection, not just thanks to super-smart product design; the brand's success is also attributed to two important technological breakthroughs:

- The DiffuControl-System™ in PARA'KITO® impregnated pellets is a patented diffusion technology which enables sustained release of a unique blend of essential oils.
- The ClayCell-Complex™ patented technology used to formulate mosquito & tick repellent sprays and roll-on, combining top level protection with reduced skin penetration. Using a mineral (clay) and a vegetal extract (cellulose) as binders, with no alcohol or synthetic surfactants, the Patented ClayCell-Complex™ Formulation Technology reduces penetration of the repellent actives into the epidermis; enhancing efficacy.

PARA'KITO® provides an array of smart and effective products. Their impressive range contains: Mosquito and Tick repellent sprays for children as young as six months and for pregnant women, roll-on gels, wristbands, clips and bite relief with more revolutionary products



to be launched in 2019. No matter your destination, age or activities, PARA'KITO® has you fully covered!

PARA'KITO® invests heavily in research and development to produce highly effective and trusted formulae; giving customers the power to embrace the world, free from the nuisance and dangers of mosquitoes.

T +44 203 633 0103
www.uk.parakito.com

Providers of pharmacists & support staff across the UK

Earlier this year the Pharmacy Show returned to the NEC Birmingham on the 7th- 8th October, bringing pharmacy experts, key opinion leaders and suppliers together for two days of exhibitions, conferences and seminars.



Amongst the show's top 20 exhibitors, PharmFinders exhibited their range of pharmacy recruitment services. The company was founded in 2004 and since its establishment has grown to become a leading recruitment company. PharmFinders recruit for permanent Pharmacists and pharmacy Support Staff across all locations and sectors within the Pharmacy Industry. The company champion the strong relationships they build with their clients and candidates, and believe that these relationships are founded on the basis of a consistent and reliable service.

At the show, guests were delighted to learn about the company's detailed recruitment process, maximising every opportunity to match clients with the right employee. The company consistently grow their database by reaching out to potential candidates who are interviewed and screened before they are accepted.

It is no wonder that PharmFinders have become a leading pharmaceutical recruitment company, so if you would like to get in touch with them, call them on the number below to speak with one of their experienced consultants. Alternatively, if you would like any more information on their recruitment services, make sure you check out their website.

Contact: Ashling Quinlan, Recruitment Consultant
T +44 (0)1625 527676
M +44 (0)7511 049494
www.pharmfinders.co.uk

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Leakproof underwear never looked so good

Confitex washable absorbent underwear offers peace of mind.

One in three women and one in ten men live with the stress of not knowing when light bladder leakage might take them by surprise. A cough or a sneeze can be all it takes to trigger an accident.

But now a brand of stylish, comfortable, washable, leakproof underwear offers new hope and restored confidence to people struggling with light bladder leakage.

Confitex's line of washable, absorbent underwear, designed for men and women with light bladder leakage, combines unique textile technology and high-quality fabrics with fashionable designs. Confitex underwear looks, feels, washes, and dries just like regular underwear and requires no pads or liners.

Discreetly built into each pair of Confitex underwear is a high-performance, three-layer fabric with an inner layer that wicks moisture away from the skin, a high absorbency middle layer, and a leakproof outer layer that protects against awkward mishaps all day long.

The resulting odour-resistant, pad-free, absorbent



underwear has been a revelation for those struggling to cope with light bladder leakage, which can be caused by old age, pregnancy, childbirth, menopause, or prostate-related conditions in men.

Confitex underwear is available in a variety of colours, sizes, and absorbency levels. The women's range includes hipster, boy leg, and full brief styles with or without lace, while the men's range offers a full brief or a modern short brief style.

Contact
info@confitex.co.uk
www.confitex.co.uk

Hangover Prevention with Indulge

Despite what some companies may claim there's yet to be an actual cure for a hangover; however The Hangover Prevention Company know there are certain precautions that can be taken to prevent you from getting a hangover after a night out with friends or family.

Indulge, produced by The Hangover Prevention Company, is a tablet to be taken before drinking and is a natural blend of antioxidants, vitamins, and sugars used to prevent hangover symptoms. The antioxidants help neutralise Free Radicals, protecting the brain and liver, while the vitamins and sugars revitalise and help the body rebalance – of course the body also needs water and rest to ensure full prevention.

So confident is The Hangover



Prevention Company in its Indulge tablets that it offers a full money-back-guarantee if you are not completely and 100% satisfied by the results as it is aware not all products are equally effective for everyone.

For extra peace of mind all tablets are manufactured in an

ISO certified facility adhering to the GMP. GMPs provide for systems that assure proper design, monitoring, and control of manufacturing processes and facilities.

Adherence to the GMP regulations assures the identity, strength, quality, and purity of products by requiring manufacturers to adequately control manufacturing operations.

For more information regarding this incredible tablet, or to purchase some to try for yourself, visit the website below or alternatively contact the team using the following details to find out more.

M 07778 274265
or 07811 371149
info@indulgesafely.com
www.indulgesafely.com

Versapak impresses at the Pharmacy Show



In light of their stunning showcase at this year's Pharmacy Show, Versapak Medical Solutions have been selected as one of our Top 20 Exhibitors.

Versapak was originally established in 1973, specialising in tamper-evident, reusable mailing pouches and security seals. Having made a name for themselves in packaging and transport solutions, the company's influence spread across the whole of Europe, with their resourceful products paving the way for global security solutions and booming in popularity along a cross sector of industries.

Their portfolio includes security

seals to prevent and deter theft, trucks and trolleys, polythene envelopes, medical products such as blood transport bags and specimen bags, mailroom units and furniture, cash bags and cash handling solutions, and even highly secure ballot boxes and polling station accessories.

Their patented T2 security seal is the latest addition to the range of seals which includes button seals, arrow seals and T seals, which can be personalised, barcoded or numbered. The seals are also available in quantities of between 1,000 and 10,000.

All this and more was showcased at the Pharmacy Show, held at the NEC during October, where Versapak were able to demonstrate how their solutions can guarantee the safe and secure storage



of highly sensitive and critical medical equipment. Displaying their speciality within the Medical Refrigeration and Storage and Pharmacy Packaging section, they drew an impressive crowd eager to see demonstrations and solutions in practice.

To find out more about Versapak Medical Solutions, be sure to head over to the website where you can find much more.

T 020 8333 5300
www.versapak.co.uk

MORPh Consultancy

MORPh Consultancy has a growing reputation for delivering high quality training and consultancy services. They are pharmacist-managed and led, with directors' Dr Duncan Jenkins and Rachel Jaynes, complementing their own expertise with a growing team of associates from the NHS.

Their 2018 primary care pharmacist training programme consisted of over 50 study days across the UK, developed by an independent clinical team with a multi-disciplinary faculty of accomplished, expert speakers. With an increase in demand for further CPD training, 2019 sets to roll out over 85 Study days in 11 new therapy areas. These will also include Dermatology Masterclasses, first piloted in November 2018.

The increase of study days will see over 3,500 CCG and Practice Pharmacists walking through the doors at MORPh Training events. As well as this, MORPh Consultancy are increasing Market Access Learning Sets for the Industry,



introducing a full day learning set with four expert speakers on "Demystifying the NHS individual funding request process".

For more information on booking onto our Study Days or learning sets, visit our website or get in touch with lucy@morphconsultancy.co.uk

If you're looking to engage with CCG and Practice Pharmacists, contact us today to hear about our latest sponsorship opportunities.

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We understand Pharmacy

Pharma Wealth is a unique pharmacy focused Wealth Management company. Our service offering is built on 4 core principles: Unbiased Advice, Independence, Total Transparency and Management Innovation.

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Landscape The Industry Trade Show

The Landscape Show returned to the beautiful surroundings of Battersea Park in Central London from 18-19 September 2018. As the only trade show for the industry, supported by all of the major trade associations and media titles from across the world, Landscape is truly international.

Featuring hundreds of exhibitors, displaying everything from lighting to furniture, from stone to irrigation and artificial grass to green walls, there was something for every designer, architect, and contractor.

Landscape exhibitors included manufacturers and suppliers of everything from vases, pots and flag stones to furniture and conservatories, water features and sundials. Our exhibitors provided architectural iron work, planters, orangeries and turf; they supply sculpture, soil, plants, and paving as well as lighting, heating, trees, and tools.

International visitors to the show included garden designers, landscape architects & contractors, architects, facilities managers, groundsmen & councils, event florists, creative directors, garden centres, contract gardeners, hotels and interior designers.



The show returns to London's Battersea Park next year from 17-18 September 2019. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: The Bike Shed Company, Ecodek, Green Garden Paving, Lower Barn Farm, Oxford Green Roofs Ltd, Pizza Oven Supplies & Urban Street Designs. Further details can be found on this page and the next.

Contact
www.landscapeshow.co.uk

ecodek®

Ecodek has been manufacturing a range of decking products since 2004. The ecodek® material is specifically developed from an innovative high quality Wood Polymer Composite material.

Ecodek produced over 1 million linear metres of decking in 2017, consuming 3,600 tonnes of sustainably sourced wood and recycled plastic (HDPE taken from recycled milk bottles!).

ecodek® is the only WPC product manufactured in the UK and proudly bears the Made in Britain Marque. Ecodek is serious about its environmental credentials and has achieved proven carbon negative production of its WPC materials – a huge achievement in modern manufacturing.

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maintenance material that is 100% recyclable and come with a 25 year warranty.

ecodek® decking is ideal for both commercial and residential projects with its range of board profiles and colourways. With the versatility to adapt to urban or traditional design schemes, ecodek® decking systems will allow the designer to transform outdoor spaces and gardens into feature areas.

Contact the Ecodek team at: www.ecodek.co.uk or email: enquiries@ecodek.co.uk or call 01978 667840.

The Bike Shed Company

Bristol-based enterprise The Bike Shed Company is celebrating six years of success building beautiful storage solutions for cyclists. As the nation's obsession with cycling grows, company director, Dan Danson, and his team have developed a range of bike sheds from standard models (including a matching range of bin and recycling stores), to a wide variety of bespoke solutions to fit awkward spaces or house large numbers of bikes.

With such a creative force as Dan behind The Bike Shed Company, somewhat inevitably there's nothing conventional about the options they offer clients. "In addition to our standard range, we also build larger communal sheds and specialise in designing and building bespoke projects for clients who have difficult spaces, or who just want something extra," Dan explains. "Previous bespoke projects include vertical bike stores, sunken bike sheds, wood stores, and sports equipment sheds. We've even just designed and built a ski & snowboard shed that's gone out to a client in Mont Blanc, France!"



The demand for beautifully built, stylish, and secure bike sheds is growing. According to British Cycling, the sport's governing body in the UK, more than two million people now cycle at least once a week and the demand for high quality bike sheds is on the rise.

This Bristol born company are creating ripples both in the UK and abroad with orders coming from Spain, France, Germany, and USA.

Contact
T 0117 244 0117
info@thebikeshedcompany.com
www.thebikeshedcompany.com

Lower Barn Farm

Lower Barn Farm is a family run business spanning over 30 years, with departments including Stove Shop, Kitchen Design Studio and the award-winning Lower Barn Café; it's Essex's best kept secret.

The Landscaping and Building department offers a whole host of building supplies, from artificial grass and composite decking, to specialising in natural stone and porcelain. Our vast displays and show areas give customers the chance to see the beauty and quality products that we offer which can transform any space.

Converted from old farm buildings that are steeped in history, even featuring in the Domesday Book, the 5 acre



site is now home to a huge range of products, along with a talented and growing team who are dedicated to offering our customers expert advice.

We have our own fleet of delivery vehicles and are

located just 20 minutes away from the M25, it's the perfect destination for landscapers and architects.

Contact
T 01268 780991
sales@lowerbarnfarm.co.uk
www.lowerbarnfarm.co.uk

Green Garden Paving

After a second successful year at the Landscape Show in Battersea Park, Green Garden Paving has already booked its spot at the 2019 show.

Green Garden Paving is a porcelain paving specialist with over 60 years' experience. All external porcelain is a minimum of 18mm thick with R11 rated slip resistance. We offer full or cut samples and UK delivery is free on all orders over £300 (ex VAT).

From stylish cement effect to realistic looking wood-style slabs, GGP offers a range of designs to suit any project. The porcelain slabs can be used on patios,

terraces, paths, driveways, steps and swimming pool surrounds. All products are stocked in Hampshire and ready for delivery all over the UK.

Products and services available from Green Garden Paving:

- ▲ Vitrified porcelain paving in a range of colours, sizes and styles
- ▲ Matching indoor-outdoor porcelain tiles for use with bi-fold doors
- ▲ Plastic adjustable support pedestals for balconies and terraces
- ▲ PorcelQuick Adped system for installing porcelain patios
- ▲ Adhesive, grout, tile trims & other fixing products



- ▲ Bespoke profiling service for finishes such as bull-nosing

If you have any questions, please get in touch with our customer services team.

T 0333 320 7036
enquiries@greengardenpaving.com
<http://GreenGardenPaving.com>

Where bespoke is standard

Urban Street Designs is a specialist UK manufacturer of architectural bespoke steelwork as well as steel street furniture and garden structures. We have over 35 years of engineering skills and expertise and have been providing a first class service within the industry since 1985. Our customers include architects, landscape gardeners, construction companies, and local government to name but a few. Providing a concept to reality service, all our products are manufactured on site in the UK.

Unlike most architectural steelwork companies we manufacture as well as design all in house. We understand the importance of aesthetics and attention to detail alongside providing the most efficient method of manufacturing, with all our projects being

overseen by highly experienced, time served fabricators.

Our team of design engineers use the latest in 3D CAD software to translate your concept onto a working drawing for approval. It is then programmed into specialist nesting software and sent to our 6kw bystronic laser cutter, equipped with a fibre engine, running at 170 metres per minute.

Any bending is carried out on our multi axis CNC press brakes while our power rollers create precision curves. We also have a powder-coating plant on site so we can retain quality from start to finish.

At Urban Street Designs we don't limit ourselves by putting any constraints on the



products we manufacture, to us, bespoke is standard.

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Static Systems successfully completes site-wide fire alarm upgrade and new system installation at Wexham Park Hospital



Wexham Park Hospital is a large acute NHS hospital situated near Slough in Berkshire. The 588-bed hospital is one of three managed by Frimley Health NHS Foundation Trust. As well as the main hospital building, the site has a large Post Graduate building, ambulance station, staff accommodation and a brand new state-of-the-art 9,300m², four-storey Emergency Assessment Centre (EAC).

Following a competitive tender, Static Systems Group was awarded a major contract to undertake a phased upgrade of Wexham Park Hospital's existing site-wide

fire alarm in order to bring the system up to a category L1 open protocol system. Static Systems was also tasked with installing fire alarm systems in the new Emergency Assessment Centre and Radiology & X-ray Department. All upgrade work had to be undertaken in a live, fully occupied hospital environment and, at the time of installing the new systems, the Emergency Department and Radiology & X-ray Department were construction zones.

Static Systems has a long-standing relationship with Frimley Health NHS Foundation Trust and, before



the upgrade project commenced, was invited to take part in the early design and development discussions to explore options and identify how best to meet the Trust's requirements. Static Systems surveyed the whole site before producing the design in conjunction with the Capital Projects team and the Trust's Fire Safety Officer.

Static Systems provided a site-based project management team and managed the entire design, supply, installation, testing and commissioning of its Evo2 fire alarm panels and Apollo fire detection. In total, 15 wards were upgraded, with 14 fire alarm panels and 14 fire alarm repeater panels installed.



Greg Forsythe, Project Manager at Static Systems, comments, "We pride ourselves on our skills and expertise in working in challenging, live healthcare environments – it's where we excel. This project required us to work across a host of different live settings, from Intensive Care, Sterile Services and Radiology, to the mortuary and canteen. Our primary focus is delivering a seamless installation with minimal disruption to the everyday workings of the clinical teams. We introduced a robust process for communicating information about the works to all relevant parties through the Capital Projects team, providing five working days' notice of our intent to work in each area of the hospital.

"As Principal Contractor, it's essential for us to have an on-site project management team. Our expertise and the fact that we were always on hand to offer advice when required helped to ensure a very successful upgrade. We've already had feedback from clinical staff and others within the Trust praising our team of engineers."

Geoff Irish, Senior Project Manager at Frimley Health NHS Foundation Trust, adds, "We had no hesitation in appointing Static Systems as our Principal Contractor for this project. Static has worked in the industry for over 35 years and we have been consistently impressed with their turnkey approach, from design and product offering through to installation and aftersales support. Having Greg as our dedicated Project Manager, along with the rest of the on-site project team, has made the whole process very straightforward and seamless.

"It was also vital that we appointed a trusted contractor that was highly experienced in working in a live hospital environment – which Static Systems is. We were particularly pleased with the support received from the office and sales team, which gave us the confidence to move forward with the project. Their service, products, expertise and project management are excellent and all of the work undertaken to date has been completed on time and within budget."

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Companies join forces



Two of Britain's leading timber fenestration businesses are joining forces to bring a new high-performance fire door-set to market. A new distribution deal will see East Yorkshire's Kingston Joinery and Cumbria's West Port Windows offer a complete turnkey package to some of the UK's biggest commercial developers and contractors.

West Port's best-in-class, Secured by Design-accredited fire door has withstood temperatures of almost 1,000°C in testing and contained fires for 42 minutes – 40% longer than required for FD30 status. Kingston Joinery, meanwhile, is registered with International Fire Consultants (IFC), allowing its supervisors to self-certify on site, offering clients a quick and easy route to fully-accredited installations.

"The product we're offering is an ideal solution for local authorities with high-rise towers, and is perfectly suited for flat entrance doors, communal doors, corridor doors and stairwell doors," comments Craig O'Leary, Kingston Joinery's Managing Director. "Developed with one of the UK's leading timber window manufacturers, and delivering the highest standard of fire protection, it's an outstanding way to meet and exceed increasingly stringent fire regulations. We're delighted to be working with West Port to offer such comprehensive installation and accreditation package and feel it could make a really positive impact in the commercial development & refurbishment sectors."

For information, call West Port Windows & Doors on 01900 814225 or visit: www.west-port.co.uk

The second Bronze Age has arrived

Nottingham-based ASH Door Furniture and Entrance Specialists have launched exciting new ranges of finishes for door handles. Working in hardwood, leather, brass and copper alloys, stainless steel and bronze – and even, on occasions, driftwood – the company realises that standard products cannot always satisfy the criteria demanded by the design and specification.



Perfect for commercial and residential applications including offices, schools, shops, hospitals, restaurants and hotels, the handles can be made in a broad range of materials and there's an exciting range of finishes. These include Bronze powder coated, which provides the longevity of a polyester powder coat finish but with the attractive metallic finish achieved through traditional anodised metal.

It's suitable for applications where a hard-wearing durable finish is required on high traffic door hardware, whilst offering the ability to match the aesthetics of other metal furnishings contained in a project. Anodised finishes provide many benefits. There are no heavy materials used in the anodising process and they can be cleaned periodically with water and mild detergent to restore the product's original lustre.

"The anodised finish becomes a part of the metal and so the anodic coating will not peel or flake and imparts a translucent metallic appearance," says managing director, Charlie Tipper. "It's unaffected by sunlight, preventing fading and does not emit VOCs (Volatile Organic Compounds)."

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www.ashhardware.co.uk

GEZE UK 'family' celebrates 30th anniversary

2018 is a milestone year for GEZE UK, which celebrates 30 years in the business as a 'go to' manufacturer and supplier of innovative door and window solutions

GEZE UK is part of the global GEZE GmbH, a family-run business where traditional values are combined with pioneering strategic vision.

So, it was entirely fitting that to mark three decades of business success, its UK workforce and their families should enjoy a fun-filled family day of celebrations, hosted at Rodbaston Hall, near Penkridge in Staffordshire.

Kaz Spiewakowski, GEZE UK's managing director – who himself celebrates five years at the helm this year – said

that "GEZE was most definitely "a family business" and this is reflected in how it treats its employees.

"There are family members engaged in the business at all levels and GEZE considers each and every member of our 250 strong team very much part of the extended 'family'. Everyone contributes so it was wonderful to get together this September to enjoy some downtime, celebrate our achievements and toast our continuing success in the years ahead," he said.

2018 was also a milestone year for head of the GEZE



family, Brigitte Vöster-Alber, chief executive officer of GEZE GmbH, based in Leonberg, Germany, who this summer celebrated 50 years with the company. Taking over in 1968 at the age of only 24 years, Brigitte asserted herself in a man's world and has since developed corporate strategy, the product portfolio and international business whilst continuing to champion the visibility of females within the workplace.

For more information about GEZE UK's comprehensive range of automatic and manual door closers, call 01543 443000 or visit: www.geze.co.uk

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Tri-Wall Europe announces acquisition

We are delighted to announce that Tri-Wall Europe Limited has acquired 51% of Rosewood Packaging Group.

Tri-Wall is a market-leading, global brand, providing industrial multi-material packaging solutions to customers large and small across the world. This acquisition enables Tri-Wall to enhance our global reach and local service in the UK.

Gavin Peters, Managing Director Tri-Wall Europe, said, "I



am delighted to welcome Rosewood Packaging and all employees into the Tri-Wall group. This acquisition will create a unique opportunity by combining Rosewood's geographical spread and services with Tri-Wall's



the enlarged group delivers greater value to customers old and new."

Stephen Lord, Managing Director, Rosewood Packaging, said, "We are excited to be joining the Tri-Wall group. We are looking forward to bringing the additional benefits to fruition that an enlarged group can provide to our combined customer base."

manufacturing and product development capabilities. We will remain focused on our customers, strengthen our product offering and build on our services, ensuring

Proud to deliver sustainable value to our customers
You can find out more about Tri-Wall Europe at: www.tri-wall.eu or email: marketing@tri-wall.eu

Hexcel Wrap from Protega Global



Hexcel Wrap, protective packaging material supplied exclusively by Protega Global, is fast becoming the number one choice of packaging material with businesses looking to reduce their use of plastic. This 100% biodegradable and recyclable material has a premium luxury appearance which creates a gift-able open box experience which is easy for end users to responsibly recycle.

The key to the success of Hexcel Wrap is the innovative design with the material being specially manufactured to interlock as it is wrapped around goods; this interlocking quality allows the operative to apply the correct amount of material and reduce wastage. Another benefit of using Hexcel Wrap is that it can be torn by hand which helps considerably to reduce packing times.

The small footprint of the Hexcel Wrap and ergonomic dispenser is another benefit to consider, as operations of all sizes can facilitate this flexible, compact system, which in comparison to bubble wrap, will free up storage space. Hexcel Wrap doesn't require electricity, and, unlike air cushioning machines, requires no maintenance, meaning downtime is a thing of the past.

If you would like to learn more about this product visit: www.protega-global.com - samples of this material are available on request.

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Ingeus performs partnership magic with Merlin Award win

Ingeus UK Ltd has been awarded the coveted 2018 Merlin Standard Award for its exemplary work with supply chain partners across its employability, health and youth services divisions.

The people-related services provider has been ranked 'Excellent' in the last three rounds of Merlin Standard assessments. The standard measures positive partnership working within supply chains and, having again achieved an overall 92% Excellent rating in 2018, Ingeus was a firm favourite to spirit away the Merlin Standard Award at October's ceremony.

The awards were hosted at the Belton Woods Hotel near Grantham by Assessment Services Ltd, which independently assesses and verifies performance-enhancing national standards. Its annual awards publicly recognise excellence in organisations employing quality standards to provide effective outcomes.

Alison French-Carr, Supply Chain Design Manager at Ingeus, proudly collected the award from Gary Swarbrooke, Director of Assessment Services.

"Effective partnerships play a huge role in the work Ingeus does," said Alison. "We understand that having a productive, responsive supply chain – effectively one team working together for the benefit of all – will deliver the best possible services for our commissioners and the people we support with our contracts."

Also at the awards ceremony was Joanne Lewin, Head of Supply Chain at Ingeus, who added, "The Merlin Standard is crucial in demonstrating commitment and transparency to our partners and is integral to our status as a founding B Corp company."

Gary Swarbrooke said, "Ingeus has created a win-win partnership with its supply chain, which delivers excellent value to the customer. It has embedded Merlin principles across all its supply chain practices and contracts, taking its learning from employability programmes out into the youth and health sectors. It truly asserts collaboration and building long-term relationships and is a worthy winner of the Merlin Standard Award."

The Merlin Standard is built upon and assessed against eight principles of supply chain management: Design, Procure, Contract, Funding, Develop, Performance Manage,



Gary Swarbrooke, Director of Assessment Services Ltd, presents the Merlin Standard award to Alison French-Carr, Ingeus Supply Chain Design Manager

Quality Assurance and Compliance, and Review and Close. Ingeus scored Excellent against all eight principles in its 2018 assessment, achieving a top 100% score in contracting. Organisations that hold the Merlin Standard are reaccredited every two years; Ingeus has maintained its Excellent rating for the past six years.

Ingeus works with governments and other commissioners to design and deliver services that help people to improve their lives. A founding member of B-Corp in the UK, and listed in the top 10% 'Best for the World' B Corps globally, it believes that its own success can be used to effect positive environmental and social change; using business as a force for good. It works with a huge range of specialist supply chain partners across the public, private, and third sectors as it constantly evolves its programmes to future need.

For further information on partnering with Ingeus, please visit: www.ingeus.com/partners

Smart glasses for connected field workers

Vuzix has announced its M300 smart glasses now support TechSight, an augmented reality solution for distribution centre workers developed by Honeywell Intelligated for its Lifecycle Services customers.

Field service typically involves a see-what-I-see application that can deliver expert knowledge from the office remotely to a technician in the field, when see-what-I-see applications are

delivered through to a hands-free pair of smart glasses.

The company says: "In this type of application, a single use of smart glasses in the field can save tens of thousands of pounds for customers, especially if key equipment failures can be remedied faster or avoided altogether.

See-what-I-see applications can deliver knowledge where and when you need it, and is



proving to be a powerful tool for technicians and remote workers."

T 01865 865506
www.vuzix.com

Cable Services announces UK Distribution Agreement with PBwel



Nick Firth (left) with Mike Credicott

Cable Services is pleased to announce that it has entered into a Distribution Agreement with PBwel to supply Portable Earthing equipment for the Rail network within the UK market.

PBwel has a heritage spanning over eighty years, and world class experience in equipment designed

for the safe maintenance of power systems, providing customers with high quality service, reliable solutions, and technical expertise.

Cable Services will work alongside PBwel to provide national coverage for earthing products to the rail contractor market based on an extensive stock holding, technical support, and emergency call out service.

Nick Firth, Group Sales & Technical Director at Cable Services, said, "We are pleased to announce our new partnership with PBwel and very excited about the products that will be added to our extensive rail portfolio. We are very much committed to ensuring that the range of products will be readily available to meet the

needs of our rail customers and look forward to working closely with PBwel."

Mike Credicott, Business Development Director at PBwel, said, "After many years of servicing the UK rail industry, PBwel are pleased to announce our partnership with Cable Services Ltd. PBwel and Cable Services share many aims and aspirations, with the quality of our products and attention to customer requirements at the forefront of everything we do. Our customers will see many benefits to this collaboration including a reduction in lead times, and a greater focus on technical assistance."

T 01978 340450
sales@cableservices.co.uk
www.cableservices.co.uk

Decorex International Review Top 10

Decorex: Another successful year

Decorex International celebrated another year as London's leading design destination as it returned to the prestigious grounds of Syon Park for its 41st edition from 16-19 September 2018. The four-day showcase drew 14,903 high-profile interior designers and trade visitors from a whole range of sectors, including furniture, lighting, textiles, and interiors.

The show's over 400 exhibitors included some of the industry's best-known names, from Brand Van Egmond, Beaumont & Fletcher and Innermost to Nicholas Haslam, Heathfield & Co, and Phillip Jeffries. Decorex also welcomed around 50 first-time exhibitors, with Officine Gullo, Sahrai, Blackbird London, Fisk, Ori bespoke, and Memoir Essence Interiors among them.

The show's central theme for 2018 was 'Blank Canvas' – an invitation for its participants to explore how an empty space can be the ideal starting point for a beautiful new beginning. Upon arrival, visitors could enjoy the result of this creative challenge, with four installations by different designers in response to a single brief. Henry Prideaux, Simone Suss, Scott Maddux and Jo leGleud of Maddux Collective and Brian Woulfe each created a space that told the story



behind their development as designers.

Decorex International will move to Olympia London in 2019, the date will also move to 6th-9th October. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: And So To Bed, EBB & FLOW & The Portfolio Collection. Further details can be found on this page.

www.decorex.com

Smykke from EBB & FLOW

The EBB & FLOW light collection is designed to bring warmth and joy, translated through colours and shapes that inspire and offer lasting beauty. Scandinavian simplicity meets precious and sparkly, and the result is a modern timeless look that evokes a sense of lasting beauty and timelessness.

Smykke is the latest addition to the collection, and has won the German Design Award for 2019. The word Smykke means jewellery in Danish, and the fascination with precious sparkly earrings is the inspiration behind the design. Set with two individual pieces of mouth-blown glass or crystal, the lamp is framed by shiny gold or silver metal balls



in a way that makes it a piece to marvel at. In Smykke we also combine hand-cut crystal with mouth-blown glass for a look that is distinctly fashion for lamps.

Defined by proper traditional craftsmanship, we use only real materials like glass, crystal, metal, and fabric. All lamps are produced and assembled in Europe, by people – the mouth-blown glass and hand-cut crystal is made by talented craftsmen and women in Poland, and the final assembly of the lamps is done in Denmark.

Contact: Gareth Tyrrell, Agent UK and Eire
M +44 (0)7899 930254
gareth@ebbandflow.dk
www.ebbandflow.dk

The Portfolio Collection

The Portfolio Collection was established in 1995 and we are the exclusive publishers of limited edition prints by renowned artist Bella Pieroni.

We are also bespoke picture framers, and offer a wide choice of stylish frames for our collection, including our stunning hand painted mirror inlay frames.

Our entire collection can be viewed on our website at: www.theportfoliocollection.com where you will also find limited edition landscape prints by artists Trudy Montgomery and Rachel Redfern.

All work is carried out in our workshop at 12 Midland Court, Oakham, Rutland LE156RA. We can be contacted via email at: info@theportfoliocollection.com or by telephone on +44 (0)1572 770729.

And So To Bed

The And So To Bed story began with fine antique beds. Being traditionalists at heart, the current team have remained true to their origins, taking inspiration from Baroque, Gothic, and Victorian eras when designing opulent bedroom furniture, as well as developing accessories to accompany an already vast collection.

And So To Bed has, since its creation, placed a strong focus on the art and importance of sleep itself. All of its 18 showrooms now consist of a dedicated space for luxury mattresses from acclaimed brands, such as Vispring, Tempur and Aireloom. And So To Bed's specially trained sleep experts will not only assist in helping customers choose the perfect mattress and bed, but also in finding the sleep solution that best suits each individual customer – whether they require a firm memory foam mattress or a softer sprung divan. With expert advice readily on-hand, customers can also experience the look and feel for themselves, with a wide selection of mattresses available to try in all showrooms.



With competitive lead times on all mattresses and the choice of bespoke materials on products from brands such as Vispring, And So To Bed is the ultimate destination for interior designers and specifiers who are looking to provide their clients with the absolute best in luxury bedroom furniture.

Contact
T 0808 144 4343
www.andstobed.co.uk

Gaia underfloor heating for fire station

A Hydronic underfloor heating system from Gaia Climate Solutions has been installed during the modernisation of an historic fire station in the heart of Cambridgeshire with the build-up specified to actually support the weight of a fully-laden appliance.



Officially opened by Sir Peter Brown, chairman of Cambridgeshire and Peterborough Fire Authority, and chief fire officer, Chris Strickland, Yaxley Community Fire and Rescue Station covers the Huntingdonshire district of the county. It is staffed by on-call firefighters recruited from the nearby community.

Builders and took just over a year to complete. The Gaia Hydronic underfloor heating system and an air source heat pump were the key elements to a package provided by G-Core, which offers a full planning, design and installation service for ground and water source, as well as air source heat pumps.

insulation required to take the weight of the fire engine when it is full, and Gaia completed the installation of its Hydronic system, including the manifold. Gaia performed very well in terms of both the design detailing and the installation, and was very responsive to required changes to the specification of the UFH system."

Michael Regis, who designed and co-ordinated the project for G-Core, commented, "The main contractor laid the high density

Contact
T 0845 434 9991
www.gaia.co.uk

Work on the conserved building, which dates from 1879, was led by main contractor, SDC

Calorex website becomes danthermgroup.co.uk

As of 1 June 2018 the Calorex website has changed its name to danthermgroup.co.uk with all Dantherm Group UK digital marketing and social media accounts linking to this site.



cooling, drying and ventilation products and the right person to contact."

Products are categorised by Mobile, Pool, Commercial/Industrial, Residential, Brands by Aerial, Calorex, Dantherm, Master and Sectors by To Heat, To Cool, To Dry, To Ventilate.

All former Calorex pages will point to:
www.danthermgroup.co.uk – For more information on Dantherm Group UK's comprehensive range of high performance units, contact us on 01621 856611 or email: sales.uk@dantherm.com or visit: www.danthermgroup.co.uk

Since Calorex became part of the Dantherm Group in January 2016 the UK has been a leading force in selling all four brands within the group. However, this was not reflected in the online set-up with the Calorex website being the only website to direct all group traffic to in the UK. With this in mind and for the benefit of our customers it was decided to amalgamate all group products onto one site.

The new website will have all the usual features but users will now be able to search by application, product, brand or sector. A 'Latest News' section has also been added to the home page allowing visitors to be kept up to date with all that is going on within the group in the UK.

Anne Guerrero, UK Marketing Manager said, "The Calorex social media pages had already been changed back in January to Dantherm Group UK and this was just the natural progression of the Calorex brand being further integrated into the parent company, Dantherm Group."

"We now have all group products under one roof making it easy for our online users to find any of our heating,

CP Electronics wins coveted RAC Cooling Industry Award for its HVAC Detector

Energy and lighting controls specialist CP Electronics has been crowned an RAC Cooling Award winner thanks to its innovative air conditioning controller, the GESM-AC.

A battery-powered passive infrared (PIR) sensor, the GESM-AC limits use of air conditioning to times when it's necessary – and switches it off when it's not, based on occupancy. CP Electronics are winners in the 'Air Conditioning Product of the Year – Accessories & Peripherals' category, and its detector is designed to help bring energy consumption from air conditioning units down.

The results of the RAC Cooling Industry Awards were revealed on 26th September at the esteemed London Hilton, Park Lane, London, attended by over 600 of the refrigeration and air conditioning industry elite.

On CP Electronics' win and the detector, the RAC Cooling Awards Judging Panel 2018 said, "A simple and practical device to install in rooms with infrared remote-controlled single AC units. The environmental benefits were obvious in saving on energy in cooling unoccupied space.



"It is not unreasonable to believe that a payback within 12 months can be achieved. It could benefit both new built and retrofit markets through the rapid installation and the subsequent low maintenance."

As well as being environmentally friendly, one of GESM-AC's biggest benefits is its versatility. The GESM-AC can be hardwired via USB, meaning developers can specify the unit to build energy efficiency into the framework and infrastructure of their buildings.

www.cpelectronics.co.uk

PANASONIC CO₂ Unit arrives in UK

Panasonic's 4kW/2HP CO₂ condensing unit for commercial refrigeration is now available in the UK, aimed at small supermarkets, convenience stores and petrol stations.



Panasonic UK Marketing Manager Tony Nielson said: "The main points to note with this product are its low carbon footprint, energy saving capacity, reliability and low refrigerant charge. Installation has also been made easy with its compact size and plug & play applications, ensuring a simple and low-cost install."

TF Solutions are among the first UK distributors to stock the new units and Commercial Director Andy Reed said: "The new units offer a stable, natural and reliable

solution that can help save on energy bills and are suitable for both freezing and refrigeration."

T 01344 853182
www.aircon.panasonic.eu

Creating the ideal climate for an enhanced student experience

Individual environmental factors contribute to the comfort of each student. The Prefectrus central control unit communicates remotely, via existing electrical wiring, to monitor, measure, detect and manage conditions in each room, individually.

Creating safe, comfortable environments, while saving time, money and energy.

faulty or failing fittings, open window, lighting levels, hot water temperature, Proportional control, decibel sensor, Email alerts, humidity, occupancy / absence, temperature

To find out more about Prefectrus visit www.Prefectrus.com or call 01787 320 604

Cleverly simple control of energy

The UK's longest standing steam expert



There's only one steam boiler company that can boast over 120 years of operation, class-leading energy-saving solutions, and UK manufactured steam boilers – CFB Boilers.

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We're the trusted steam specialist for hundreds of companies across tens of industries, all of whom receive quality-engineered, high performance, reliable and energy efficient steam and hot water solutions.

Our credentials for technical excellence & engineering expertise are renowned in the industry, as is our genuine commitment, customer service & satisfaction.

Product innovation

Manufacturing class-leading products is in our blood; we were the first steam boiler specialist to manufacture a superior, energy-saving four-pass steam boiler.

And we're the minds behind an innovative reverse osmosis unit which delivers high performance for around half the cost of alternative products on that market.

T 01255 224500
boilersales@steamboilers.co.uk
www.steamboilers.co.uk

Bath University goes electric in new 293-room accommodation

Poldeen is a 293-room facility located at The University of Bath. The accommodation comprises 37 flats across two buildings.

Mark Comerford, of MEP Engineering Solutions, is the Mechanical and Electrical Consultant for the project. "An initial consideration was whether to use wet, gas fired heating, or electric. The concern with electric was running cost. The University researched controls for electric heating and discovered Prefectrus."

Prefect Controls manufactures Prefectrus, now installed in over 20,000 student rooms across the UK; it can

generate energy savings of around 40%.

More BEMS than thermostat, Prefectrus manages, measures, and monitors conditions in individual rooms from a central control unit. Mains borne signalling means a non-invasive, cost-effective installation.

Mark continues, "The University made the commercial decision to use electric heating. We reviewed the technical specification – did it fit? Would it do the job? Would it deliver the temperatures? etc. All these boxes were ticked so we were introduced to Prefect."



With features including light, humidity, and noise level monitoring, indication of failing third party components such as water heating thermostats and leaking tanks, Irus is creating safer, more comfortable environments, resulting in enhanced student experiences.

Contact: Glen Golding
T 01787 320604
gleng@prefectcontrols.com

For professional electricians and builders

Aimed specifically at small to medium sized electrical contractors, Elex is a hands-on regional trade exhibition where manufacturers can demonstrate their products first-hand to the end-user. Alongside the new products, practical demonstrations, and special offers, there is an extensive series of free technical seminars designed to help electricians keep abreast of the all the latest rules and regulations. Elex enables actively working contractors to keep right up-to-date with all that is new in the electrical industry all under one roof.

Toolfair is a unique and dynamic regional show where trade users

of tools come to see new products and ranges first-hand. It offers exhibitors an unrivalled opportunity to meet new customers face-to-face & demonstrate the benefits of their products in an exciting hands-on environment. The visitor base of Toolfair mirrors the readership of Professional Builder magazine. It is comprised of actively working builders and allied tradesmen, keen to find out all about new products on the market. They depend on quality tools to enhance the efficiency of their work.

The two shows are held together six times throughout the calendar year – see websites for details. The next shows will be held at London's



Alexandra Palace from 30-31 January 2019. This is our pick of the best exhibitors from this year's Coventry show, held at the Ricoh Arena from 20-21 September 2018, and listed here in alphabetical order: APEX UK Co, Energenie, Isuzu, Luceco, Metrel, NAPIT & RISCO Group. Further details can be found on this page and the next.

<http://elexshow.info>
<http://toolfair.info>

NAPIT provides technical expertise

This year at ELEX, NAPIT has been discussing all things 18th Edition following the release of the new Wiring Regulations. As always, the NAPIT team was on hand to answer any questions, and to offer advice on membership, training, technical queries, and services.

NAPIT also released its brand-new Codebreakers publication this year, now updated in line with BS 7671:2018 which was available to order at ELEX. The book features 4 brand new sections, hundreds of new observations and codes, and new information tailored directly for the social housing sector.

NAPIT's expert technical presenters, Paul Chaffers and Richard Townsend, carried out a lively and interactive seminar on How to Code the Observations Found During EICRs, as well as offering technical support during Gira's 'Discover the Potential of Becoming a Smart Home Installer' seminar.

Visitors to the NAPIT stand were given the chance to win a huge prize bundle worth £800 with NAPIT's Consumer Unit Competition! Participants had to find 10 faults on the unit in the quickest time to be in with chance of winning.



To see all of NAPIT's upcoming events, visit: www.napit.org.uk/news/events-calendar or if you would like to purchase your own copy of EICR Codebreakers you can do so online at: www.napitdirect.co.uk

T 0345 543 0330
info@napit.org.uk
www.napit.org.uk
[www.twitter.com/OfficialNAPIT](https://twitter.com/OfficialNAPIT)
www.facebook.com/OfficialNAPIT

MiHome's new installation service

Energenie was excited to launch its new MiHome installation service at ELEX Coventry, showcasing the benefits for installers and the growing demand for installers to fit smart home products in customer's homes. With ownership of smart devices having more than doubled in the last two years in the UK, now is the time for electrical, heating, and plumbing engineers and installers to get involved with smart home installation in order to evolve their business for the future.

MiHome installers receive a wide range of benefits including:

- ▲ Exclusive training
- ▲ Installer hotline in case queries arise on the job
- ▲ 2 year warranty on MiHome products
- ▲ Customer referrals to help businesses grow

MiHome smart home products are easy-to-install and require exactly the same wiring as standard sockets and switches, so they can be easily added to any installation service without having to learn a new way to do it. In addition, they are all conveniently compatible with Amazon Alexa and Google Home.



MiHome wiring accessories, including light switches, dimmers, and 2-Gang socket outlets, are available in five finishes and have market-leading specifications.

If you'd like to install MiHome products, call: +44 (0)1279 422022, email: sales@energenie4u.co.uk or visit: <https://energenie4u.co.uk/installation>

Metrel vehicle charging adapter tests the whole system

Metrel, the innovator in electrical test solutions, has a vehicle charging point test adapter to help contractors increase their share of an exponentially growing market.

The EVSE Adapter A 1532 plugs directly into charge points without opening the box. One of the immediate advantages is that the adapter accesses the charge point in the same manner as an electric vehicle so testing the system as whole.

It can thoroughly test the charge point by simulating the electric vehicle status, disconnected, charge ready, active charging (with and without ventilation) and pilot error just by turning a switch. The EVSE Adaptor can test installations

with output currents up to 63A. From the first of January, vehicle charging points can be protected by either a RCD type B or a "RCD type A and appropriate equipment that ensures disconnection of the supply in case of a DC fault above 6 mA" according to the 18th Edition. While many testers can check type B RCDs, only Metrel is able to test the 30 mA AC and 6 mA DC called for in the 18th Edition.

While this adapter will work with all Metrel installation testers the optimal performance is gained when used with the MI 3152, which offers Auto Sequence® testing and leads the test engineer through the procedure ensuring that all the measurements have been taken to



complete a certificate.

The A 1532 EVSE adapter can connect any installation tester to a charge point via a BS 1363 socket, and all 3-phases are accessible for individual tests using the standard 4 mm connections. Connection to the charge point is via the type 2 male plug.

Contact: Brendan Beaver
T 01924 245000
Brendan.Beaver@metrel.co.uk

Avoiding risky business

Paul Appleby, Circuit Protection Product Manager at BG Electrical, says that changes to the regulations laid out in the 18th Edition of the IET Wiring Regulations and which become mandatory from January 1st 2019, mean electrical contractors have 2 months to become accustomed to an updated regulatory environment.

Chief among them is a new responsibility that they carry out a risk assessment to determine whether surge protection devices are needed on future electrical installations. Surge protection devices (SPDs) prevent electric shock and incidents when excess voltage damages an installation's wiring infrastructure.

Should an overvoltage event occur, the SPD diverts the resulting excess current flow to Earth.

The review behind the publication of the 18th Edition of the Wiring Regulations has pin-pointed surge protection assessment as a principal area as the new regulatory regime aims to further enhance safety standards across the industry.

As part of the changes, regulation 443.4 now "requires, except for single dwelling units where the total value of the installation and equipment therein does not justify such protection, that protection against transient overvoltages is provided where the consequence caused by overvoltage could result in serious injury, damage to culturally sensitive places, interruption of supply or affect large numbers of co-located persons."

Aside from single dwelling properties, all other installations



will now require a risk assessment to be conducted to determine whether a surge protection device is warranted and therefore needs installing. In an instance where a risk assessment is not undertaken, then the IET recommendation is that a SPD should be fitted.

For more information, please visit: www.bgelectrical.uk/circuit-protection/surge-protection-devices for more information on BG's surge protection devices and the rest of the circuit protection range.

SecuPlace Security System

RISCO Group are the technological market leaders in security solutions for home and industries, supplying globally to millions of customers. They pride themselves on developing innovative products manufactured to the highest level that cover every type of security and safety need.

Their Electronics Line brand consists of technologically advanced solutions featuring cloud capabilities, smartphone integrations and an always online connectivity opening up new possibilities for home and industry security systems.

The SecuPlace Plus intrusion system is a wireless alarm solution with Wi-Fi and GSM connectivity through RISCO's cloud-based ELAS servers allowing off-site control via



the EL smartphone app or through a web-based browser.

This fully featured security system supports a wide range of security and safety accessories including elderly care and detectors against smoke, flood and poisonous gases, and has been developed to be incredibly user-friendly;

for instance the Pet PIR's, Door Contact and Keyfob supplied in the SecuPlace kits come pre-programmed to the alarm panel making it quick & simple to install.

For smaller premises or start-ups there's also the SecuPlace Lite which comes with many of the industry leading features of the Plus system but without the GSM connectivity. Of course RISCO offer a wide range of compatible accessories that can expand their security systems to match the need of the customer; from extra door contacts through to additional multi-function key-fobs for an increased number of users – ideal for larger businesses.

T 0161 655 5516
www.riscogroup.com/uk/electronics-line

Isuzu: The pick-up professionals

As the official partner of FMB, Isuzu is already popular with the building and construction sector focusing on what they know best – pick-ups. Designed to be up for the challenge, the turbo diesel engine produces 164PS and 360Nm of torque whilst meeting Euro 6 emission standards without the need for AdBlue, plus delivering over 40MPG combined (on all manual models). Coupled with the superior capacity to tow 3.5 tonnes and a 1.1 tonne payload on all Double Cabs, the award winning Isuzu D-Max is truly made to work. Also, for complete peace of mind, all new Isuzu D-Max models retain the 5 year/125,000 mile warranty and 5 year roadside assistance across UK and Europe.

The Isuzu D-Max range features a variety of trim levels from the Isuzu D-Max Utility – the ultimate working vehicle – to the Blade – the premium choice. All each carefully crafted to offer you incredible pick-up capability, reliability and choice – a collection of no-compromise vehicles for work and for life. Tough but comfortable: built to go the distance. The winner of numerous accolades awarded by What Van? Trade Van



Driver and Professional pickup & 4x4, praised for both style and substance, the Isuzu D-Max is the ultimate all-rounder.

T 03303 335126
info@isuzu.co.uk
www.isuzu.co.uk/the-isuzu-range



MANDREX
Smart tools for every job

APEX UK Co is distributing the Mandrex One-Click Hole saw System made in Holland. Mandrex offers a very extensive, comprehensive approach to the hole sawing market. And the unique globally patented One-Click arbor can be used with other makes and takes seconds to use. Using the threaded adapter screwed into the holesaw, the arbor connects in one-click enabling effortless change from each type of saw, whether it be a standard M3 bi-metal saw, M42 8% cobalt, TCT or DryCut Diamond

holesaw. One Arbor fits all. Usually the Diamond hole saws are used in a disc cutter with an M14 thread which screws directly onto the Angle grinder's spindle, but using the Mandrex adapter enables the diamond cutter to be used in a drill.

The benefits of Mandrex:

- ▲ The Largest range of Hole Saws on the market in sizes and depth of cut
- ▲ M2-HSS grade steel Pilot drills
- ▲ 45mm depth of cut M3 & M42 8% Cobalt saws
- ▲ Adapter Sets for multiple saws on single Arbor enabling hole enlargement
- ▲ 60mm TCT depth of Cut and up to 210mm Diameter & 5x faster cutting
- ▲ 165mm & 300mm Deep TCT and M42 Hole Saws up to 210mm and 152mm diameter
- ▲ Genuine M42 8% Cobalt for longer life, (other makes are M3 with some Cobalt)
- ▲ Extra Release holes and slots to push out sawn plate core material
- ▲ Smooth Cutting for minimal heat build-up
- ▲ Point of sale displays available
- ▲ Excellent Retail Opportunity
- ▲ Clear packaging
- ▲ Innovative products making the job easier

www.apex-uk.co.uk



Bauder: High quality flat roof solutions



meet their roofing requirements. The session lasts 45 minutes and provides clients with the opportunity to ask questions on a range of solution queries. The seminars are led by one of the company's technical managers, who will hold sessions in a client's office over a lunch period, keeping disruption to a minimum.

Bauder champions its expert workforce who work alongside clients from inception to completion. On new build projects, the team will assist in the design process, providing detailed drawings, weight loadings, technical calculations, tapered insulation schemes and waterproofing options.

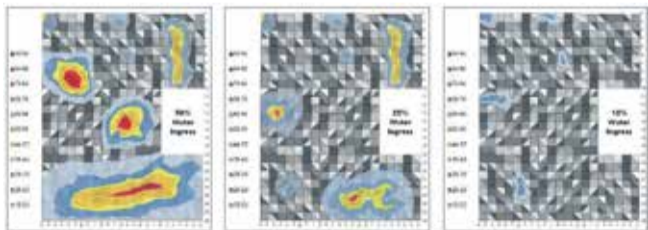
For refurbishment projects the team will perform a number of comprehensive technical diagnostics to determine a course of action. This includes a consultation meeting to discuss requirements and determine



Building and Facilities News is delighted to recommend companies that offer an outstanding product and service. This is why we are pleased to present Bauder Ltd with our coveted Flat Roofing Company of the Month Award. This has been awarded to the company for their unrivalled roofing solutions and exceptional customer service.

Bauder is proud to be the leading supplier of flat roof solutions, working with architects, contractors, specifiers, developers, local authorities and educational establishments. Bauder offers a range of waterproofing systems and insulation to keep buildings watertight and thermally efficient. It is Bauder's mission to provide clients with value, offering them a single point of contact that includes roof lights, outlets and associated accessories. All of its systems are installed by highly-skilled approved contractors, who ensure that each installation is carried out efficiently and proactively. Furthermore, Bauder also delivers bespoke CPD seminars to enhance client knowledge and discuss solution requirements.

During the seminars, Bauder will tailor the session to the client to



which roofing system will be best suited to a project.

It is important to note that Bauder's national network of approved contractors is provided with the relevant training, advice and support required to carry out high quality installations. Each contractor receives tuition that is completed in house and on site to pass Bauder's assessments. Once completed, the company's contractors are awarded an identity badge which evidences their competency and reassures clients that every project is carried out by highly-skilled members of staff. To maintain their high standard, the company carries out regular refresher courses, recognising the essentiality of experienced operatives.

The company offers a selection of roofing solutions, including its Solar PV solution, green roof and blue roof system. The BauderSOLAR photovoltaic solution features an integrated system in which the substructure and PV module combine to form a single unit, secured to the roof without any penetration to the waterproofing or deck structure.

Moreover, the green roof solutions offer clients recreational spaces that combine the finished planting scheme and its supportive components as well as offering light weight, low maintenance sedum systems for non-accessed roofs.

Lastly, the BauderBLUE Roof System offers a sustainable drainage method that is designed to attenuate and manage stormwater over a 24 hour period on a flat roof. This is achieved via a restrictive flow outlet and is designed specifically for each individual project

In a recent interview with Bauder's Product Manager, Richard Clennell (pictured right), Richard told us about the company's new moisture mapping roof survey. The survey pinpoints the location of moisture within an existing roof, identifying the level of moisture and its damage. Thanks to its unique testing methods, the true condition of the roof is identified and plotted, producing a visual data report that determines the remedial action required. Such an appraisal provides



clear data on the roof's exact condition, something no system has previously achieved.

The main benefit of the moisture mapping survey is that it provides the surveyor with accurate data, supplying the client with a reliable report on the exact work required, the proposals needed and the costing requisite. Because of this, the client can make a correct investment decision based on the evidence supplied, rather than on a subjective opinion.



Over the last couple of months, Bauder carried out surveys on three identical 600m² buildings, to identify levels of water ingress within each roof. Unsurprisingly, each building was revealed to suffer from different conditions, requiring different solutions to fix the problem. Bauder calculated the full cost saving and supplied it to the client, who appreciated the proven work required in comparison to other roofing solution suppliers.

In addition to this the project time for each roof was easily projected and costed for labour costs, contract periods, equipment and scaffolding hire. Similarly, moisture mapping is incredibly quick, accurate, low-cost and easily commissioned alongside a Bauder survey.

During our interview, we asked Richard if the company has any plans for the future. Richard told us that Bauder has opened a new factory that produces state-of-the-art flat and tapered face insulation boards. These boards will be added to the company's product portfolio next year, and since the announcement has already garnered a lot of client interest.

Overall it is clear to see why so many businesses request Bauder's services, so if you would like to get in touch with Bauder, contact them on the number below. Alternatively, if you would like to view an extensive range of their products and services, make sure you check out their website.

T +44 (0)1473 257671
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Atlas Copco Power Technique: Leading suppliers of air, power and flow solutions



In a recent interview with Atlas Copco Power Technique's Business Line Manager, Gayle Palmer, we asked Gayle what benefits Atlas Copco offer their clients that their competitors do not. "Because of our focus on portability, we develop products that are smaller and lighter, without compromising on power. Our latest advances in air, power and flow technologies, such as compressed air machinery, electrical generators, dewatering pumps and light towers, have been designed to reduce exhaust and noise emissions, providing end users with more efficient operation and lower cost of ownership, as well as heading towards being more environmentally friendly."

Gayle also told us about the company's recent addition to their generator portfolio, developed in response



Here at Business and Industry Today we are pleased to present Atlas Copco Power Technique with our Sustainable Productivity Company of the Month Award. Atlas Copco is proud to be a leading supplier of compressed air solutions, vacuum solutions, power tools, and portable air, power and flow solutions.

The company was founded in Sweden in 1873 as a manufacturer of railway products, but began international expansion at the beginning of the 20th century. The UK division was established in 1919 and was the first operation outside of Scandinavia. The company's current headquarters are based in Sickla, Stockholm, but the UK office is located in Hemel Hempstead in Hertfordshire.

Power Technique's primary focus is on portability, designing and manufacturing mobile compressors, light towers, generators, pumps and a number of handheld hydraulic, pneumatic and petrol equipment.

Because of their large collection of products, the company supply to a vast range of industries, from sporting events to construction sites and everything in between.



to today's operational challenges, the QAS 5. This new range offers a smaller footprint, enhanced fuel economy, low noise emission and a range of additional benefits.

The company have also developed an E-Air electric compressor which they have added to their 8 Series Compressor collection. The compressor is revolutionary in its efficiency, offering a variable speed drive which delivers up to a 40% greater flow for the same consumption as conventional portable compressors. It is important to note that the E-Air compressor also complies with new emission regulations, reducing its environmental impact.

During our interview, we also asked Gayle if Atlas Copco Power Technique have made any recent changes to the company. "We started this year as Atlas Copco Power Technique, moving away from a tight focus on construction and highlighting the many opportunities and applications that our products are designed for. We are really excited to be at the start of this new adventure and look forward to strengthening existing relationships as well as creating new relationships outside construction."



"Our vision is to become and remain First in Mind – First in Choice with our employees, customers and other stakeholders. We want to be the first company you think of and the one that you choose. Our growth will be achieved in a way that is economically, environmentally and socially responsible."

It is clear to see why so many clients take advantage of Atlas Copco Power Technique's products and services, so if you would like to get in touch with the company, feel free to call them on the number below.

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Atlas Copco

DeliVita – More than just a pizza oven!



Formisano, founder of DeliVita once again to discuss the exciting year he and his team have had, and the exciting changes coming to DeliVita.

"These past six months have been absolutely crazy for us – in a good way of course – and we are looking ahead toward an even more exciting and wild year for 2019. DeliVita is proudly going international in 2019, with our products launching into the US, Australia and throughout the EU. This wouldn't have been possible if it weren't for the recognition we've received through our awards."

"During the event held at Blenheim Palace in Oxfordshire we hosted the bespoke Countryfile Pizzeria Restaurant, and over the four days we managed to serve up a staggering 7,000 wood-fired pizzas using our DeliVita wood fired ovens. This incredible feat has cemented confidence in our products capabilities and showed the crowds that flocked to us our labour of love truly is something special, and unlike anything currently on the market."

"The DeliVita Ovens are not only for the garden, but they can also be used commercially and because of this we have developed a franchise concept, our models vary from a bike that cooks 80 pizzas an hour, a smart car that can cook 40 pizzas an hour and our specially designed horseboxes which can cook an impressive 120 pizzas an hour. If you are interested in becoming a



franchisee, we would love to hear from you"

Inspired by Italy – Handcrafted in Yorkshire

The Award Winning DeliVita oven is one of the lightest, traditional clay, wood-fired ovens on the market. Handmade in Yorkshire, with a growing fan-base nationally, their extensive customer reviews rave like happy-ever-after stories.

A versatile product oozing with style – at only 30kg, the ovens are portable whilst being simple to operate and a pleasure to use. Designed for the UK climate, the oven combines brushed stainless steel features together with a polished fiberglass outer shell, available in a range of appealing colours; or, for those wanting something bespoke, can be made in practically any shade to suit your tastes.

Taking just 25 minutes to reach a temperature of 450°C, they're a fast, fun and healthier way of cooking than the traditional BBQ, with less harmful carbonization, but with the food still infused with wood-fired aromas.

But think bigger than just Pizza! Suitable for an extensive range of cooking techniques, this great bit of kit allows you to cook everything from the perfect traditional Neapolitan Pizza at 600°C in as little as 90 seconds, through to roasted vegetables, succulent garlic chicken, salted whole sea-bass, and sizzling steaks.

Dough-to-go Pizza Ease

Once they'd cracked the oven design, DeliVita turned their attention to perfecting and launching their own authentic style dough range, featuring Organic Vegan, Sour-Dough, Activated-Charcoal Dough and Gluten Free varieties. Delivered nationwide and located in the freezer aisle, these convenient little boxes of loveliness arrive semi-frozen and can be stored in the freezer for up to 12 months.

"The success of our doughs – satisfying the most demanding of dietary requirements – has led us to specially develop our own range of pizza sauces which



we are on the brink of launching. These will sit alongside the dough-to-go range in supermarkets and now allows us to offer a truly authentic delicious Italian pizza, from base to sauce." Joe adds.

Joe and the team at DeliVita are focused on innovating and pushing Italian authenticity and a product that truly revolutionises outdoor cooking, and we'll be keeping a close eye on what 2019 will bring for DeliVita.

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Business and Industry Today is excited to announce DeliVita as the recipient of our Innovator Company of the Year for their incredible passion and design of the DeliVita outdoor wood-fired oven.

After their immense initial successes with their aesthetically stunning and uniquely functional outdoor Wood Fired oven, Business and Industry Today awarded DeliVita with our Innovator Company of the Month a few issues back.

And the past few months have been extremely busy for Joe and his team, and their product has gone from strength to strength winning award after award, and impressively stunning professional cooks, presenters and audiences at this year's BBC Countryfile Live.

A product that's just as happy cooking pizza to perfection as it is cooking veggies and meats to mouth-watering levels – the team at DeliVita and their products are truly deserving of our prestigious Innovator Company of the Year.

We had the exciting opportunity to interview Joe

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Blended technology apprenticeships for schools and businesses



Business and Industry Today is incredibly pleased to announce that Primary Goal has been specially selected to receive our esteemed Training Provider of the Year Award in light of their consistently excellent apprenticeship and IT services.

Primary Goal was established back in 2015 with the aim to promote technology within the school environment. With the world of IoT affecting every industry across the world now, it is important for schools as well to take advantage of the benefits offered by digital and IT solutions. With the ability to transform everything from learning provision to training, organisation, lesson planning and collaboration, there has never been a better time to revamp infrastructure to take on a more technological approach.

Based in Coventry, Primary Goal works in partnership with a number of leading industry specialists, including Microsoft, with whom they are a proud Global Training Partner. Together, they are able to provide digital blended apprenticeships and programmes for both schools and businesses. Within schools, their Teacher's Technology Apprenticeship Programme has proven highly invaluable, offering an informative and career building work experience for the apprentice within the school, who in turn benefit from having a tech-savvy support person for all their IT needs.

For the past few years, the company have been testing and trialling their apprenticeship strategy with the help of Microsoft, ensuring schools and businesses can really benefit



from the apprentices, apprentices can develop their skills and gain valuable experience, and it is all Ofsted compliant. This year, Primary Goal finally celebrated its official launch and has already exploded with popularity across the educational, business and technology landscape.

Designed to support the school's existing IT site, the Primary Goal apprentice is available

on site 5 days a week, acting as a point of contact, and assisting with issues related to IT hardware, software, cloud-based computing, connections and more. Better yet, they are able to sit in-class to help teachers with preparing devices, computing, different programmes, emailing and more. Many more schools are incorporating IT in some way shape or form, whether it's for teaching and learning, collaborative group projects or submitting assignments. This win-win situation will see the Teacher's Technology Apprentice absorbed in their passion, putting theory to practice in a real life work situation, and having the support from Primary Goal behind them. Acting as a conduit for change, the apprentices can help to upskill the staff in terms of technology and software.

For this award, we had the chance to speak to Director Louise Campton, who explained, "For businesses and schools, our primary goal is to embed new and emerging technologies across the organisation to build efficiency and productivity. Our Technology Apprentices will support the implementation of new initiatives, monitor equipment and resources, support staff who need help engaging with technology and offer technology troubleshooting.



"As an ethical training provider, we work to ensure your apprentice receives the highest quality training, incorporating digital and face-to-face delivery to offer a truly forward-thinking approach. Bespoke training provision will ensure the apprentice training has a positive impact on your organisation as well as them as an individual, helping you to grow your workforce in a fit-for-purpose way."

Primary Goals' apprenticeship programme has already seen significant popularity since its launch, with schools and multi academy trusts across the country adopting the strategy



Louise Campton, Primary Goal Director, accepts the Training Provider of the Year Award

of having a technologically gifted and ever improving IT support person, through what is essentially Primary Goals' free recruitment service. Not only that, but the team have also seen interest expressed from SEN schools (special educational needs), Secondary schools and even purely Technical companies.

Louise added, "Moving into the future, we will continue working alongside Microsoft with the aim of fulfilling our vision of placing Technical Apprentices in at least 70% of the schools in the country. With such ambitious plans, we are working to further refine and fine tune our programmes, ensure our apprentices are showing their value to schools each and every working day, and spreading the word about all we can do for both schools and companies. We also have a quality programme in place to guarantee that all of our programmes and apprentices are the best they can be and are working as intended."

The business side of the client base has also been growing alongside the school sector, with

many companies across the UK benefiting from Primary Goal's apprentices who act as full time technicians, assisting staff with everything from tablets to cloud computing to one to one devices, and helping to increase work flow, productivity and trust in technology.



It goes without saying that the right use of technology can have transformative effects on any place of business, but sadly there are still many companies who have yet to incorporate digital strategies, and are lagging behind when it comes to organisation, communication, pay rolls, transport and logistics, social media and much more. With the help of a Technical Apprentice, businesses can make better use of their existing technology and make their processes altogether more efficient.

If you would like to find out more about this incredibly unique and forward-thinking company, then be sure to get in contact using the number below. Alternatively, you can also find more information by visiting the Primary Goal website.

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