

# tradex news

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Issue 226



## Full steam ahead at **Blue Frog Packing Ltd**



Independent South West based contract packer Bluefrog Packing Ltd have just finalised the installation and commissioning of their new full steam tunnel and sleeve application line. The South West based firm has invested nearly £40,000 in a full Graham's Steam tunnel coupled with a CFB Controlled Flame Boilers VT series steam generator and chemical dosing system to cope with the increasing demand in off line promotional product sleeving and tamper evident seals. The new line will have a product run speed of 120 units per minute and will have the capability of containers sizes up to 350mm tall by 160mm wide, allowing both small and large formats of containers from most product sectors.

Working closely with Richard Llewellyn of CCL Decorative Sleeves, and with the exposure gained by Blue Frog's listing on the BCMPA website, the company will be looking to enter new markets and offer a southern solution to manufacturers and design agency's looking for steam sleeving application options. Sales & Operations Director, Steve May, added that the installation of the new steam sleeving capability is in line with the company strategy to enhance the service offering to our current customer portfolio, as well as attracting new customers with off line promotional capabilities. BlueFrog also specialises in shrink-wrapping, blister packing, and full re-work, with clean room packing facility and HM Revenue & Customs bonded warehousing.

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Email: [steve.may@bluefrogpacking.co.uk](mailto:steve.may@bluefrogpacking.co.uk)  
Web: [www.bluefrogpacking.co.uk](http://www.bluefrogpacking.co.uk)

## Spacewise - Save costs and total reliability with Spacewise

Since it was founded in 1991, Spacewise has firmly established itself at the industry leader in the UK container leasing market. Offering a full range of containers for dry ambient storage and temperature and humidity controlled refrigerated storage; the company offers the widest range of these storage products in the UK.

Whether you need temperature control for perishables, secure dry storage or portable containers, Spacewise's reputation for excellence means you can rely on the company to meet all your requirements; delivering on site, installing and providing full technical back-up. It is this dedication to serving customers in the best possible way, coupled with an extensive and innovative product portfolio, which has led Tradex News to name Spacewise as our Company of the Month.

Operating from its head office in Rainham, Essex, Spacewise is able to lease its refrigerated and ambient containers domestically throughout the whole of the UK; also made possible by the company's 14 UK and Northern Ireland depots.

Spacewise prides itself on the universal quality of all its products; the company has been known to deal with everyone from parents, to Blue Chip accounts. Spacewise is also one of the leading wholesalers of containers selling both new and second hand equipment.

Spacewise is proud to currently boast the most energy efficient and up to date reefers in the domestic market; investing in another x100 20' and x100 40' butcher door refrigerated containers, due for delivery into the UK market in October 2011. This equipment comes with state of the art, health and safety features that include interior lights, alarms, interior door release mechanisms and easy opening doors. The company also employs a professional 24/7 breakdown response company, that logs and alerts the engineers when there is a problem for a rapid response.

Companies that have already benefited from these safe and effective units include household names such as M&S, ASDA, Waitrose and Sainsbury's, as well as the MOD, catering companies and a number



of large events and concerts. Spacewise has secured such high profile clients through its innovative products and excellent customer service ethic. The company aims to deliver your order on time, and provide you with exceptional customer service for the duration of the process.

Spacewise has recently upgraded its fleet by purchasing over 250 new reefers and 500 new 20' Ambient containers in the past 18 months; as well as undertaking a huge branding and refurbishment program nationwide, making sure the equipment portrays the professionalism the company prides itself on. Spacewise is committed to its container renewal program and will continue to push this forward in the coming years servicing its customers with ever increasing state of the art Box and Machinery.

Spacewise last exhibited at the IFE show March 2011, where the company showcased one of the brand new Refrigerated containers to the public and the food industry. This was and is continuing to be a huge success.

For more information:  
Tel: 0208 596 5080  
Email: [sales@spacewise.co.uk](mailto:sales@spacewise.co.uk)  
Web: [www.spacewise.co.uk](http://www.spacewise.co.uk)



### Air Cargo Role

George Utz has won European grant funding for the research and development of a new Unit Load device for the global air cargo supply chain. Working with New Wave Innovation, the company



applied for the grant for its Safeguard project under the seventh framework programme (FP7).

The project, which will start in October, will develop a new technology designed to improve the security and efficiency of air cargo. With about one million ULDs around the world, carrying 80 million tonnes of cargo, they are a key element of the global aviation industry.

Tel: 01773 543170



### GGR Group – Electromagnetic brakes

GGR Group, official distributor of Galizia pick and carry cranes, has extended its reach with the arrival of a brand new searcher hook and electromagnetic front break system for its Galizia G20 pick and carry crane.

At only 93cm wide, the Galizia G20 is said to be one of the lightest cranes of its kind designed to pick, carry and place loads up to 2ft in restricted areas. Although the crane features 180° hydraulic steering and

rear breaks as standard, GGR Group has boosted the safety measures of



the G20 model with the addition of electromagnetic front breaks.

The breaks help shorten the stopping distance of the crane and reduce the free running effect when carrying a load. The searcher hook extends the G20's maximum lifting height to a total 6.23m and boosts the working radius to 4.7m.

Contact details:  
Tel: 0161 6832580



### Innovative design and installation

Specialising in the design and installation of innovative materials handling and storage products, Doity Engineering counts Revlok mezzanine floors and Tiger Rack hygienic racking and shelving amongst its portfolio.

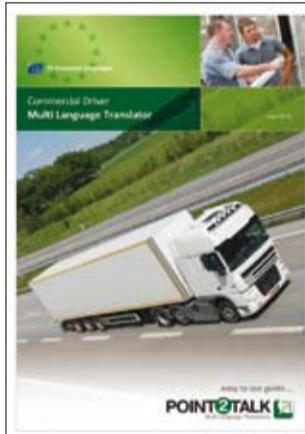
A cost-effective way of creating extra storage and office space, Revlok bespoke mezzanine floors conveniently separate various business processes, and can also act as access platforms for servicing and repairs to plant and machinery. Revlok requires no nuts or bolts, relying instead on clipping parts into place and sliding secondary beams into position to create a strong rigid structure.

Used mainly in hospitals and laboratories, catering and food-related environments, Tiger Rack shelving and storage systems are easy-to-assemble modular racks made from easy-to-clean polypropylene.

Tel: 01706 646 971



### 2050 Logistics Ltd – Helps get the point across



Point2Talk is a new easy-to-use multi-lingual translation guide for LGV drivers that, it is reported, is set to cure the age old problem of how to get English drivers speaking foreign languages when working abroad. Many drivers have experienced problems trying to explain the simplest of requests in a foreign country where they have little or no knowledge of the local dialect. Even in everyday situations – collection and delivery points, police checks, customs, etc – it can

be difficult to communicate effectively. This is where Point2Talk has the solution.

The Point2Talk driver book is written in 26 languages in an easy to use format, incorporating images and graphics to illustrate each action or need in a simple way.

A version is also available for use in multi-lingual warehouse environments.

Tel: 07947 103706



### Loadhog Lids – Loadhog shortlisted for six awards

Sheffield-based transit packaging innovator, Loadhog, has been identified by the Institution of Mechanical Engineers (IMechE) as one of the country's best manufacturers.



Loadhog, creator of the Pally & Lid and Smartstak systems, which are said to be revolutionising the global-wide supply chain, has been shortlisted in six of the nine categories in the Institution's 2011 Manufacturing Excellence (MX) Awards scheme, designed to assess and celebrate the UK's outstanding manufacturing.

After submitting an in-depth self-assessment, Loadhog was put through in the Innovation Products and Processes; Logistics and Operational Efficiency; People Effectiveness; Financial Management; Sustainable Manufacturing and Best Partnership with Education categories.

Tel: 0114 2800 800

### Welcome to the space age...

Introducing a revolution in space-save technology, the innovative and unique Pally and Lid from Loadhog...

**42%**

INCREASE IN VEHICLE FILL = 42% LESS TRANSPORT COSTS AND ON-SITE TRAFFIC

**50%**

LESS TRIPS TO LOAD OR COLLECT EMPTY EQUIPMENT



As well as space savings, the Pally and Lid system offers:

- Labour Savings during loading and unloading
- 58% Lighter than Roll cages - weighs only 18 kg
- 80% Less Space required to store empty units in your operations
- Huge Savings in Material Waste – Stretch Wrap and Banding
- Access from all 4 sides
- No reliance on forklifts or other equipment
- Safer system with:
  - Pallet like stability on tail lifts / Lids can be "locked" for mail security

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



Sponsoring this issue of **Tradex News** is **Artists on Card** on page 5

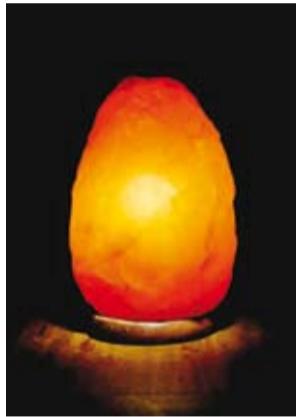
# The Salt Seller Ltd – Treat Your Taste Buds to a Salt Sensation!



Salt is an essential part of the human diet, but there is currently a debate raging about the level of salt which is healthy for us. The rediscovery of strong tasting natural rock salt could be the answer to the "which salt?" dilemma.

Formed by Lenni Smith in 2006, "the Salt Seller" is an independent company which imports, brands and markets the finest Himalayan Pink Salt as well as some specialist and exotic varieties. It sells in volume to a variety of market sectors.

Tradex News is extremely pleased to present "the Salt Seller" with our highly coveted Company of the Month accolade, for the team's hard work and dedication in promoting this condiment against the prevailing "eat less salt" message.



"the Salt Seller" salt is always of an extremely high quality and is supplied from well-established and respected non-exploitative manufacturers. The Pink Food Salt sold by the company is certified organic and has the benefit of many essential minerals. Unlike



many sea salts this mountain rock salt is not refined, being naturally of food grade. It is therefore the optimum choice for a healthy salt intake and can be complimentary to the modern wellbeing movement. Himalayan Pink Salt is acclaimed world-wide and is renowned for its stronger-tasting, complex flavour making it an ideal alternative to refined table salt for families and gourmands alike. Many people find using it helps to reduce their daily intake to the recommended 5 to 6g a day - as less really is more!

"the Salt Seller" is extremely proud of its specialist product branding, constantly striving to accommodate all salty needs: its "Salarium Argentum" brand is supplied to the Food Service sector in 12.5kg tubs, ideal for kitchen use. These can be supplied with refillable, clients' own-label glass jars, with wooden scoops, for table service. In keeping with the company's green aspirations, the jars can be reused time and again, and there is also a collection and recycling service for the empty tubs, with a discount on the next order - irresistible!

"the Salt Seller" regularly exhibits at trade shows. The company was delighted with its positive reception at IFE11 and the interest shown by a large variety of visitors from HM Prison Service to Japanese Hotel Chains. It sells its products to Wholesalers, Manufacturers, Retailers and Food Service, as well as Online. It is expanding rapidly, with a number of highly qualified new staff helping to take the business to the next level. The company is aiming to be the biggest and best supplier of natural salt in the UK, bringing whole natural salt into peoples' lives, and Lenni says "We don't have customers, we have converts!"

**For more information:**  
**Tel:** 01432 355 136  
**Email:** info@thesaltseller.co.uk  
[www.thesaltseller.co.uk](http://www.thesaltseller.co.uk)  
[www.salariumargentum.co.uk](http://www.salariumargentum.co.uk)

## Accessories - Company of the Month

# Beth's Bags – BAG to basics, naturally

We are regularly reminded of the down sides to plastic carrier bags – they're flimsy, take thousands of years to decompose and cosmetically are a bit unsightly. One woman looking to reduce our reliance on plastic bags, help save our planet and ultimately change the way we use bags, is Elizabeth Salazar.

Designer and brains behind innovative jute bags manufacturer Beth's Bags, Elizabeth has devoted her time, money and energies to creating a line of ethical, sustainable and above all beautiful bags. Each unique, hand painted bag is decorated with recycled materials and are perfect for everything from the weekly shop, to a lunch box.

Elizabeth's dedication and passion is evident in every bag she makes, which is why Tradex News takes great



pleasure in naming Beth's Bags as our Company of the Month. This highly respected and widely contested accolade has been presented to the company in recognition of Elizabeth's hard work and drive to educate us, and transform the way we use plastic bags.

This passion is coupled with Elizabeth's extremely humble nature, she explains;

"To be honest, I still find it hard to call it a business, still very much from kitchen table! But if you're asking when I sold the first bag, it was in December 2009, a local cafe named Daisy's gift & coffee shop was very encouraging. Also, the Health Village a local store, they're so good and supportive!"

Based in her North Chingford home, Beth's Bags produces beautiful hand painted, decorated and embroidered jute bags of all shapes and sizes. Jute is a versatile material made from plant fibre providing a cost-effective alternative to the hugely demanding production of plastic. The adaptable, completely organic product produces no harm to the environment during manufacture making it the perfect product for Elizabeth's venture.

Elizabeth's cliental is as diverse as her unique range of bags; everyone from mothers to grandmothers have already snapped up these bags as presents for children

or as part of their own green initiatives. All of these bags are multipurpose making them perfect for lunch boxes, party bags, and everything in between. Not resided to a female audience, Beth's Bags proves to be ever popular with a male demographic.

Elizabeth has been looking to expand her business, branching out into the production of greetings cards. As each bag is hand painted, it is impossible to replicate them. Elizabeth always takes pictures of her bags and uses the images, and a bit of computer trickery, to produce her cards. Terry Bennett produces the verses for these cards. Beth's Bags certainly has a bright future, as Elizabeth explains;



"Cushion covers are going to be the new product for Christmas; winter demands loads of comfy couch products! And for mother's day I'm already drawing out some ideas to go on mugs and aprons."

Beth's Bags recently exhibited its products at the Pulse Show, and was delighted with its excellent reception and interest from new and existing clients. This success has led the company to showcase its products at a number of other trade shows, across the country.

**For more information on Beth's Bags please call Elizabeth on 0208 529 4125 or visit the website at <http://www.bethbags.co.uk/>**

### Home & Gift Show 2011

Home & Gift Show 2011 took place in Harrogate from the 17th - 20 July in which they celebrated a very special 50th Anniversary edition. Harrogate International Centre (HIC) is one of the most impressively integrated conference, exhibition and events venues in Europe.

With over 900 exhibitors, visitors discovered an array of products designed to stimulate your customer's spending this Christmas. Within the six key areas; Gift, Home, Greetings and Stationery, Intro North, Jewellery and Fashion and Men's Gifts, Home & Gift Show 2011 showcased a diverse range of new season products to suit all budgets.

Next year's dates are 15th – 18th July 2012 in Harrogate.

If you would like to exhibit in 2012 please call our sales team on 0207 370 8368/8359

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



### The Honeybell Soap Company Ltd – An organic treat for your skin



Natural and organic toiletries have certainly increased in popularity of late, but it can be difficult to find a brand that still sees scent and appearance as a priority alongside the organic benefits. The Honeybell Soap Company, based in Bury, Lancashire, produces handmade, natural soaps and toiletries using natural organic and sustainable oils.

The Honeybell Soap Company, founded by Jenny Gould, aims to produce a range of toiletries and soaps that can be used by everyone. Even customers with sensitive or dry skin, eczema or psoriasis can use her products; safe in the knowledge the products won't harm their delicate skin. All products in the range conform to all UK and EU regulations and have been passed by a qualified toxicological chemist.

All soaps and toiletries are made using natural, mineral colours and either high quality essential oils or fragrance blends from one of the UK's top manufacturers. These handmade soaps are hand cut and wrapped ensuring the longevity and quality of these beautiful soaps.

Following on from this success at the Home and Gift Show – where it was placed in the Top 40 exhibiting companies - The Honeybell Soap Co. will be showcasing its beautiful soaps at the Autumn Fair at Birmingham's NEC this September.

For more information or to place an order visit [www.honeybellsopaps.co.uk](http://www.honeybellsopaps.co.uk) or call Jenny on 0161 764 1640



### Subtle distinction ARTEBENE Autumn-/Christmas collection 2011

People love surprises, want to experience delight, and share it with others. Giving, personal congratulations and greetings as well as the affectionate decoration of their own area of life, are, and will remain important matters, the wide variety of retailers help us to fulfil these expectations.

The category of packaging – traditionally important in the second half of the year – plays an important role for ARTEBENE. The new Autumn Collection provides strong seasonal designs in flat sheets as well as roll wraps and gift bags, also new creative products such as the stylish bottle tags and new shaped tags in a display. Seasonal colours are combined with trend colours like berry, aubergine and petrol blue.

With the Christmas Collection ARTEBENE offers three different ranges for retailers. Most important is the modern but classic red and green series, combined with trend colours like taupe, white, and fresh shades of green. Among the new articles you will find lantern and pop-up advent calendars as well as beautiful pop-up cards.

The more elegant series in gold, white and sorbet-colours such as iced blue, rosé and mauve



comprises even more new products, the successful voucher wallets in many new designs and beautiful decorative items. The trend range "1001-nights" combines colours like midnight-blue, pink, petrol blue and gold and goes along with major trends in fashion and interior. Besides many new bags a new napkin Collection has been created with more than 90 new items.

The category „Organice“ (lifestyle stationery products) has been well received by retailers, and therefore has been expanded. Discover many new gift items, like paper mouse pads, fridge magnet notepads and sticky notes, as well as trendy paper weights and magnets.

Also the new range of lifestyle cards "Moments" has many new designs to update your spinners.

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



### Ava.P personalised gifts

Ava.P makes beautiful personalised gifts for all occasions; from christenings, birthdays to weddings.

Our wedding collection is romantic and personal for the bride and groom and the wedding party making a perfect memento of the big day. For



pictures using felts, colourful cottons and buttons.

All are lovingly handmade to create unique and enchanting keepsakes that your friends and family will treasure forever.

View all our collections on our web site [www.ava-p.co.uk](http://www.ava-p.co.uk). If you have any enquires or commissions please get in contact with Claire on 07715 046257 or email [ava.p@tiscali.co.uk](mailto:ava.p@tiscali.co.uk).

### Elegance, style and functionality with the finest quality



Blue Dot Pottery supplies only the finest original Polish stoneware that is individually hand-crafted, made with real care and highest quality. With an extensive collection of patterns and styles

our pottery will fit perfectly with traditional and contemporary interiors; whilst also ensuring functionality for use in the kitchen.



All products are manufactured by Artistic Ceramics, widely recognised at international competitions for their artistic value and highest standard of quality; these are the most sophisticated and world-recognised ware that combine time-honoured tradition forms and challenges of modern applied art. All are hand decorated with traditional stamp method. High firing temperature makes them chip-resistant, oven-proof, microwave and dishwasher safe.

Our spring flowers teapot and cornflower jug were included in Vogue magazine as one of the "Inspirational ideas for your home".

Tel. 0207 704 2800  
Email: [info@bluedotpottery.co.uk](mailto:info@bluedotpottery.co.uk)  
Web: [www.bluedotpottery.co.uk](http://www.bluedotpottery.co.uk)

## Alphabet – Design with character

Homeowners up and down the country are sooner choosing to inject some life back into their living rooms with a few choice accessories and key features, than a costly room revamp.

Alphabet offers a stunning unique



**ALPHABET**

range of printed textile products, guaranteed to jazz up and drab and dreary room. Inspired by a combination of styles including, vintage, Scandinavian and modern living; the Alphabet collection beautifully fuses eye-catching and colourful geometric prints with an injection of youthful abandon to liven up your family environment,

Through the process of silk screen printing, using only eco friendly inks, Alphabet uses delicate colours and imaginative patterns to bring crisp white organic cloth to life. Each unique pattern is created using a letter from the company's own contemporary interpretation of the alphabet.

These unique and eye catching designs then become the surface print, which is then translated on to a whole host of products. Some of the innovative products you can use to liven up your home include mugs, wall decorations and interior furnishings. Alphabet has also



created a range of stunning children's wear and accessories baring their unique stamp.

For more information or to view some of these beautiful designs visit [www.alphabet.me.uk](http://www.alphabet.me.uk). You can also contact Alphabet by calling Fee on 07817 657261

## Dimbleby Ceramics – Beautiful ceramic giftware

Based in the heart of the Staffordshire Potteries, Dimbleby Ceramics produces beautiful high end giftware made from locally sourced materials; making the perfect gift for a loved one.



Each unique piece is crafted by design duo Matthew and Rachel with great love and care from start to finish,

ensuring you receive only the most perfect product. Dimbleby Ceramics also offers a bespoke service, offering a specific personalised gift for a special occasion.

Some of the stunning products on offer from Dimbleby for milestone occasions such as a wedding include beautiful keepsakes for your wedding party, all from the Hearts&Stars range. Treat your bridesmaids and best man to delicate star and heart shaped ceramic treats to thank them for helping make your day perfect.

You can also create a chic and stylish ambiance for your home with some of Dimbleby Ceramics' ranges of home ware. You can jazz up your kitchen with beautiful teapots and



vases, adding a unique and personal touch to your home.

Dimbleby Ceramics showcased these beautiful products at the Home and Gift Show, where it was named as one of the Top 40 Exhibitors.

For more information on these beautiful pieces and Dimbleby Ceramics;  
Tel: 07900 582268  
Email: [dceramics@hotmail.co.uk](mailto:dceramics@hotmail.co.uk)  
Web: [www.dimblebyceramics.co.uk](http://www.dimblebyceramics.co.uk)

## 'Le Faux Patisserie'

### Our New Range for 2011

Following on from a very successful few days at Home and Gift in Harrogate Bobbins Den will be extending our existing collection 'Le Faux Patisserie'



The collection includes handmade jewellery gifts and accessories, a delicious array of brooches, bracelets and necklaces inspired by gourmet chocolates and sweet treats. With some brand new fun designs. Including retro sweets collection and Christmas designs.

Your customers can enjoy our 100% fat free, guilt free chocolate inspired brooches, bracelets and necklaces without the calories! Great for dieters and the fashion conscious. If these don't tempt your customers our selection of decorative ornamental and photo holder cup cakes are sure to do the trick! Look out for Dolly Mixtures, Liquorice Allsorts, Vintage, Baby Cakes and Wintery ranges.



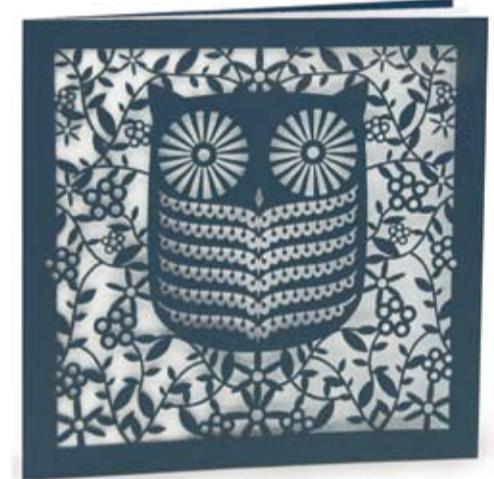
Come and see us at stand 4B92

Tel: 01937 572121  
Mob: 07872 618458  
Web: [www.bobbinsden.com](http://www.bobbinsden.com)  
Email: [mail@bobbinsden.com](mailto:mail@bobbinsden.com)

## Alljoy Design



Alljoy's beautiful intricate laser cut cards add another dimension to the greeting card and make each stunning design an object of desire. The dedicated laser cut attachment on certain cards can also be detached and used as a bookmark, elevating the value of the card to the consumer. Alljoy has taken laser cutting even further with the



introduction of laser cut felt coaster and placemat, use 5mm thickness felt with many colors. Coaster display box also available for the retailers,



For more information, please go to [www.alljoydesign.com](http://www.alljoydesign.com) or email: [info@alljoydesign.com](mailto:info@alljoydesign.com)

**Firesticks African candles illuminate hand painted colours and symbols from within when lit.**

**Dynamic colours and designs available:**



**[sales@firesticks.co.uk](mailto:sales@firesticks.co.uk)  
[www.firesticks.co.uk](http://www.firesticks.co.uk)**

**FIRESTICKS**  
The warm spirit of Africa

## Firesticks Candles – The warm spirit of Africa

Firesticks Candles recently showcased its beautiful products at the Home and Gift Show where it was placed in the top 40 exhibitors due to its innovative and eye catching candles.

Ilse Appelgren started her business in 1993, creating "art on candles" using an old family recipe. 17 years later, Ilse and her expert team of 85 multi-skilled crafters transform beautiful, intricate designs onto candles, individually creating unique innovative designs. The firesticks are rich in colour, vivaciousness and variety, all reflecting the beautiful



African landscape and Ilse's love of her heritage and eye-catching design. As the bespoke candle burns down, the colours and designs are illuminated from the inside, creating an effect similar to a stained-glass window

These fair trade products are created using non-toxic pigments, fully refined wax and supreme quality additives. It is this dedication and attention to detail that distinguishes these products from mass produced wares. Oozing the spirit of South Africa, these stunning firesticks are sure to brighten up any living space, or make the perfect present for a loved one. The company was brought to the UK in 2010, supplying these gorgeous products to the public via trade events and the website.

For more information please visit [www.firesticks.co.uk](http://www.firesticks.co.uk)



## 'Tree of Life'



Artists on Cards pride themselves in making accessible to the discerning an artistic choice for the Greeting Card Industry. Our bespoke designs are stunning, exciting and original and these include seasons, trends, wild life, floral, genre and celebrations, including vibrant and imaginative Christmas and Valentines images.

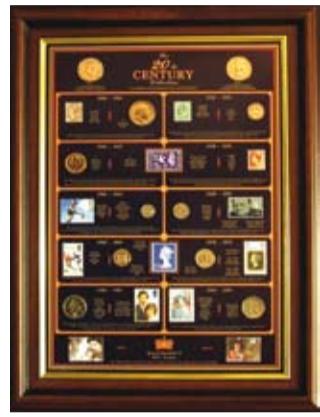
In addition to the bespoke designs we also provide images of landscapes from around the UK and other countries and these are printed from the original paintings of our very talented and experienced artist, Susan Horsfield.

All of our cards are displayed on our website, or telephone 01441 882494 for details, testimonies and a catalogue.

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

### Coinage Nostalgia

The story of Coinage Nostalgia began back in 1979 some eight years after Great Britain had turned its back on a thousand years of coinage history. It was on the 15th February 1971 that Britain became a decimal coinage country. This was not a

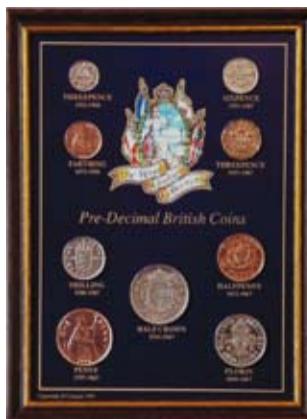


popular move as far as the public were concerned for after all, our pre-decimal coinage was solid, robust, carried a history of our Monarchs and above all, felt like real money.

Coinage Nostalgia began by producing Key Rings and small coin collections using genuine coins. Now over 30 years later the company has over 40 lines, many of which are old favourites with retailers, the British public and foreign visitors.

In 1985 the company introduced genuine Postage Stamps into the coin displays which made it possible to produce the Millennium Collection, which broke all records as far as sales were concerned. The company is now prepared for another milestone as Her Majesty the Queen will celebrate her Diamond Jubilee in 2012.

Apart from commemorative



collections the company range now includes watches with a coin face as well as Greeting Cards. It has been quite a journey from 1979, but the company goes from strength to strength.

Tel: 01629 56437  
Email: [info@coinage-freeserve.co.uk](mailto:info@coinage-freeserve.co.uk)

### Archipelago

British design and innovation is at the very core of Archipelago. From the original sketches to the final product, their highly dedicated design team work directly with a range of skilled carvers and sculptors to create magnificent pieces of art for interior and garden settings.

Since 1989 Archipelago has built a very strong product portfolio and they passionately believe that providing unique interior and garden products lies at the heart of the business and is the main key to their success.

All of their hand carved products are created to the highest standard and are made from sustainable woods giving an authentic and distinct individual character which is instantly recognisable.

Archipelago is a huge supporter of fair trading and their long term relationships with specialist carvers and sculptors has ensured that they



continually meet the rules of the fair trade policy.

Over the years, especially since their take over in 2010 they have grown to



be a recognised design label for both interior and gardens. Their entire core carved product range carry the fair trade and story labels accompanied by their specific branding label, giving customers that additional reassurance that they are purchasing a genuine quality Archipelago product.

Tel: 01937 588704  
Web: [www.archipelago.eu.com](http://www.archipelago.eu.com)

### Lilli naturals Pure and Simple...

Our skin and hair are natural elements of nature. Little wonder then that cleansing and moisturizing products formulated using 100% natural ingredients are going to maintain your body in excellent condition - naturally. When it comes to actually producing completely natural beauty care products, that is not so simple.

Lilli naturals, part of Fragrant Dreams, is a new and exciting range of exclusive hair and skin care products that use 100% natural ingredients. The range has been developed over the last several years by Sue and John Macadams. They set themselves a clear working ethic that they would never cut corners on the integrity of their products.

They use only natural ingredients and completely exclude the use of Parabens and SLS chemicals in their products. To Sue and John it is simple - chemical product simply doesn't work on human skin. The reason these products are used in other brands is to create more profit for shareholders. Sue and John don't have shareholders.

They create only 100% natural products - pure and simple. They are now introducing a range of men's products under the name Daniel and a cosmetic range for woman named Layla.

Contact Sue Macadams on 07592 356 944  
E-mail: [daniel321@sky.com](mailto:daniel321@sky.com)  
Web: [www.fragrantedreams.co.uk](http://www.fragrantedreams.co.uk)



### Hannah Frank Art Sales – Classic Art for Modern Audiences

As a nation we have a passion for art and home grown talent is something we hold in high regard. Hannah Frank, who studied at the Glasgow School of Art throughout her 75 year career, is one such talent and her family is looking to bring her timeless work to audiences of all ages.

In the years leading up to her 100th birthday in 2008, Hannah saw a huge resurgence of interest in her work: her distinctive black and white drawings, which she produced between 1925 and 1952, and her sculptures, which she produced from the 1950s until the 1990s.

You will be able to see and order high quality prints - signed and unsigned - and cards which feature Hannah Frank's much praised drawings, at Glasgow's Autumn Trade Fair at the Scottish Exhibition and Trade Centre (SECC) on 19 and 20 September. There is a Hannah Frank card for every occasion: exuberant drawings like 'Moon Ballet' and 'Dance' for celebratory cards; the solitary 'Woman with Trees' works well as a sympathy card; and the entwined women's faces featured in 'Dream' and 'Two Heads' are perfect for civil partnerships. The cards, which retail at £2.75, make them accessible for every pocket.

For more information:  
Tel: 07778 737681  
Email: [hannahfrankart@gmail.com](mailto:hannahfrankart@gmail.com)  
Web: [www.hannahfrank.org.uk](http://www.hannahfrank.org.uk)



Sponsoring this issue of **Tradex News** is **Artists on Card** on page 5

**bagabook** were pleased to exhibit for the first time at the Harrogate Home & Gift Show

your Christmas sales!

Tel: 07821 895381  
Email: [info@bagabook.com](mailto:info@bagabook.com)  
Web: [www.bagabook.com](http://www.bagabook.com)



The response to Bagabook was overwhelming and we will certainly be back again next year, having found keen interest from retailers in the north. Bagabook really is a gift for all ages and occasions. We are now supplying many garden centres as a result of being at the show and independent Department Stores have been making some very promising enquiries.



Bagabook was well received and the enthusiasm infectious amongst buyers at our stand, proving its longevity due to its fashionable & stylish designs. Bagabook has the ability to evolve in accordance to the latest trends, whilst also being able to cater for the more conservative look.

Buyers were excited about the prospect of our soon to be launched Jacqueline Wilson inspired Tracy Beaker design, which will coincide with her latest book. This will widen our market share to appeal to a younger audience.

If you haven't already seen Bagabook but are interested in finding out more about our growing brand, please contact us for our latest stock & price lists. With a min order of 12 units it could be the right product to boost



looking for agents, to represent them in England and Wales.

Contact Jim or Lorraine on 01659 50429 or if you are shy! email us at [melt@chocolala.co.uk](mailto:melt@chocolala.co.uk)  
Web: [www.chocolala.co.uk](http://www.chocolala.co.uk)



products if they can.

The range of bars is ever expanding with a distinctive label, reflects the quality and superb taste experience already associated with their extensive range of chocolate truffles. Many truffles are specially decorated to stand them out from the mass market and with some varieties also available finely decorated with edible ink - it makes them ideal for corporate events and individual branding.

Chocolates have been produced for many special occasions including weddings and corporate banquets and they are always willing to explore new concepts with eager customers.

Chocolala has exhibited at many trade shows and is always looking to expand and is therefore currently

### Berserks Glass Works

[www.berserks.co.uk](http://www.berserks.co.uk) [info@berserks.co.uk](mailto:info@berserks.co.uk)

Tel 01626 834001

Berserks Glass Works is a fabulous fusion of talented personalities, working together to produce original, and brilliant fused glass designs in home interior accessories from Devon.

By leading from the front in fusing techniques, quality and original design concepts, British Company, Berserks Glass Works manufactures an extensive collection of clocks, mirrors, coasters and wine racks in three ranges and 14 colours ways offering customers something for every range and home style which is brand new to the wholesale market.

Berserks sell to YOU, not your customers, allowing you to promote the most distinctive, up and coming Fused Glass Brand in the UK exclusively in your area, with the confidence of knowing that your customers will not find these items cheaper "Just up the road" or through us.



You can register and order online with our easy to use website

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

The Collection is flexible in both colour and style ensuring each range will be a valuable and unique addition to any retail outlet.

**FUSED WITH ATTITUDE**

## Moody PLC - Efficient delivery of heat exchangers

Process equipment specialist, Moody Systems, has successfully delivered on a major project for greenhouse systems specialist Cambridge HOK where efficient service and delivery of two large heat exchangers were key priorities.

Cambridge HOK was constructing and equipping an 80,000m<sup>2</sup> Venloglass-house for a client and needed two plate heat exchangers to help transfer waste heat from a factory into the greenhouse.

Steve Hinch of Cambridge HOK says: "We started to speak with Moody Systems when we established midproject an urgent need for two sizeable heat exchangers to overcome pressurisation issues. Speed of response, a clear understanding of our requirements and sensible pricing were key factors. It was vital they understood our need to have the heat exchanger units delivered quickly and,



importantly, that we could rely on the agreed delivery date.

"The detail they provided enabled us to pre-install all connecting pipework such that on delivery the units simply slipped into place and fitted perfectly. Off-loading went like a dream."

**Tel:** 01777 701141



maintenance free.

**Tel:** 01372 737 102

## Sartorius

The Seismic Mount load cell mounting kit is designed for the safe weighing of silos in earthquake-endangered areas. It offers maximum security, as well as enabling the tilting of load cells caused by thermal or mechanical expansion or contraction of the silo, or its supporting structure. The risk of error due to these movements is therefore reduced and reliable weight readings are ensured. The mounting kits feature generously dimensioned lift-off protection. They are available for load cell capacities from 20-520t, and are completely

## Alrad Imaging - Lighting Solutions

Alrad Imaging now offers machine vision light solutions from TPL Vision, a company that develops solutions to complex machine vision lighting challenges.

TPL Vision designs and manufactures lighting products exclusively using high Power LED lighting. As a lighting expert involved in machine vision TPL Vision offers a consultancy and feasibility service for each individual project.

A pioneer in the



miniaturisation of High Power LED lights, TPL Vision's key principles are quality, know-how and availability and its products

**Tel:** 01635 30345

## GSM – Geared motor units

Several geared motor units have been installed by GSM at a recycling plant in southern England to reduce down-time and improve efficiency. The plant has been converted from a hydraulic drive system with a very large power pack and complicated hose and valve system into a clean and simple electrified version with energy savings.

On the site an incline conveyor is fed material from a 'Walking Floor' fines conveyor. When hydraulic, varying the flow to a fixed displacement motor and gearbox meant this was a variable speed. The customer was anxious to retain the variable speed function so a shaft mounted planetary gearbox with mechanical variator and electric motor was supplied. This means that the operator is able to simply adjust the feed of material on to the main

incline conveyor while the conveyor is in operation.

**For more information call 01924 235790**



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QW pride themselves on their innovative use of both technology and technique to solving customers' application problems.

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## Anton Paar

### – High accuracy measurements

Anton Parr's MKT 50 millikelvin 2 channel thermometer has measuring accuracy to 0.0001oC (1 mK). Used in combination with platinum resistance thermometers (Pt100 and Pt25.5), it is designed for temperature measurements of the highest accuracy as well as comparison and fixed point calibrations for industry, laboratories and research.

Using calibrated Platinum Resistance Thermometers it is possible to achieve a measurement uncertainty (instrument and sensor) or 1-10mK. Fully compliant to ITS-90 and IEC 751, the MKT 50 measures temperature, resistance ratios, standard deviation and mean values both channels simultaneously.

Up to 30 sets of calibration constants for individual PRTs can be sorted, allowing plug and play operation. The device can be operated from mains or battery and has Ethernet and RS-232 interfaces. Measuring range is -260 to 960oC (13.15 to 1233.15K).

**Tel:** 01992 514 730



## Facilities Show 2011 Review - Top 10 Companies

### Growth highlights industry optimism

The Facilities Show 2011, in association with the British Institute of Facilities Managers (BIFM), has once again demonstrated growth and diversity within the facilities management industry. This valuable industry event provides a launch pad for a huge variety of innovative and pioneering products and services showcased by a multitude of industry leading exhibitors. Taking place from 17th-19th May at Birmingham NEC, The Facilities Show, organised by UBM Live, a division of UBM Plc, saw visitors from numerous FM sectors with the opportunity to explore the very latest in facilities services and products resulting in a year on year increase in visitor numbers of more than 30%.

Across this three day event, delegates were able to benefit from more than 100 hours of free educational content and the opportunity to research and source products from more than 200 exhibitors, representing the whole breadth of the facilities industry. Exhibitors included Shred Station, LTT Vending, Biffa Waste Services and PHS Compliance. Visitors to the event were also able to gain free entrance to the co-located Safety & Health Expo, IFSEC and International Firex all of which are organised by the Protection & Management series at UBM Live, part of UBM Plc.

For further information on the Facilities Show 2012 visit the website at: [www.facilitiesshow.com](http://www.facilitiesshow.com) and follow us on Twitter at: [www.twitter.com/facilities\\_show](http://www.twitter.com/facilities_show)

### Cool in the summer, warm in the winter. It's that simple



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### Baily Garner (Health & Safety) Ltd – A Common Sense Approach to Health & Safety

Baily Garner (Health & Safety) Ltd brings a common sense approach to health & safety to a range of sectors including Leisure & Hotel, Education, Construction, Retail, and Housing.



With over 15 years' experience we are able to provide you with practical and competent advice on a range of topics to support your business, including: Fire Risk Management and Risk Assessments, Environmental Management, Health & Safety Training, Asbestos Management, Safety Compliance Audits and Monitoring Inspections & Audits.

Our key staffs are members of the Institution of Occupational Safety and Health (IOSH), the Internal Institute of Risk and Safety Management (IIRSM), as well as members of Chartered Institute of Building (CIOB) and Royal Institution of Chartered Surveyors (RICS).

We are constantly evolving to provide extra services, response to the changing operating and legislative environment, ensuring we remain a genuine 'one-stop' health and safety consultancy.

If you would like some support to ensure you meet all your health & safety obligations as simply as possible please contact us as below –

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Web: [www.bailygarner.co.uk](http://www.bailygarner.co.uk)

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### Clockwork IT



Clockwork IT will be presenting their award winning Service Management Software, Support Desk Pro; from quotation to job creation and invoicing, SD Pro will communicate with field based staff via the SD Mobile module on their smartphones or PDA's to capture job details and signature sign off.

As mobile data security remains in the spotlight, Clockwork will also be showing their Mobile Manager software that can track, control and wipe devices that are in the field or become stolen. Visit Clockwork for software solutions for Windows Mobile, Android and Apple iPhones.

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0844 804 0950

### ExPD launch Mobile Inspection System 'OmniCheck'



It was ExPD's first visit to the FM show; ExPD showcased its three key products, Asset-i (asset management), OmniPost (Post room mail tracking) and OmniCheck (the complete configurable mobile inspections system).

Each system is built specifically with the users in mind, and uses the very latest hardware and software tools to deliver optimum performance and more importantly accuracy of data. Hardware is selected from leading manufacturers, such as DataLogic and Zebra, to provide a robust and reliable solution.

To be voted in the top ten most interesting exhibitors was a welcome surprise and a testament to the effort our

team of skilled staff put into the systems we develop and distribute. We have been very successful in converting enquiries to orders from the show, and look forward to a repeat at the Total Workplace Management show on October 11th and 12th at Olympia (stand B64).

ExPD is a long established business, over 19 years, specialising in all facets of barcode data collection, this together with our wealth of knowledge means that our customers benefit from great products, great service and above all a valued relationship.

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### Keys Please

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order by post, fax, email or even order online direct. it's as simple as that!!!

- Also check the website for our fantastic range of lockers, key cabinets and other office furniture direct from the manufacturer at amazing prices.



### DFX Technology

The new 2D LED emergency lamps, which provides a super-bright light with >80 lumens per watt and an emergency light duration far in excess of 3 hours, allow the user to upgrade existing 28W fittings to LED thus benefitting from approximately 60% energy savings and significantly reduced maintenance cost.

Other recent additions to the PLANETSAVER® range are 2 and 4-pin 2D style lamps that are direct replacements for existing 16W and 28W fluorescent lamps and are available for use in switch-start fittings or direct mains versions. They produce an instant light with a long lamp life of up to 50,000 hours or 6 years continuous use and offer the same 60% energy savings compared to fluorescent lamps as our other lighting products.

"These new products are just further examples of our commitment to offer competitively priced, energy efficient lighting products for both the retro-fit and new installation markets" says Andy Chun, Sales Director for DFX Technology. "Whether it's for use in universities, hospitals, schools, care homes or prisons, PLANETSAVER® products can significantly help reduce energy and maintenance cost."



The PLANETSAVER® range include Ultra Low Profile (ULP) and T4 strip lights, S15 picture light (also available in 'Hi-Render'), 2D style lamps and Combined Maintained emergency lamps.

For further information contact DFX Technology on: 01993 705151 or visit: [www.dfxtech.co.uk/planetsaver](http://www.dfxtech.co.uk/planetsaver)

## Refreshment Systems

We have been providing refreshment solutions for over 40 years and have become a leading provider of drink, food and snack refreshments, and we recently exhibited at the Facilities Management Show, showcasing how our products and services can fit in all environments and keeping costs down whilst generating a profit.

We can serve all our customers' needs whether they require a fully operated service or specialised coffee equipment. Supplying a wide range of machines, we also offer a wide

range of branded ingredients, such as Kenco, PG tips and Cadburys.

We launched our own brand – Café Amore, which offers consumers high street quality drinks at low cost. A coffee shop concept that includes a vending machine which serves perfectly prepared drinks into a 9/12oz cup - like you would find on the high street



## Refreshment Systems

**Our new mobile Showroom is available to show you just what we can offer, so contact us today to find out how to arrange a visit. Call 0808 156 1573 or email [info@refreshmentsystems.co.uk](mailto:info@refreshmentsystems.co.uk)**

### Bespoke Furniture Solutions - Company of the Month

## Sitting Pretty – Truly uplifting furniture from Sitting Pretty

When moving home, or simply giving your house a facelift, one of the biggest and easiest changes you can make is a change of upholstery. This simple change can revive a drab and dreary living room, transform a bedroom to a boudoir or simply make your house more homely. Family run Sitting Pretty has over 40 years' combined experience in the design and manufacture of high quality furniture, and are the first choice for reigniting your love for your home.

Tradex News is extremely pleased to announce that Sitting Pretty has been presented with our highly prestigious Company of the Month award feature. This is in recognition of the company's commitment to producing beautiful, high quality upholstery, tailor made to your unique requirements.

Since its inception in 2003, the Nottinghamshire based company has become one of the UK's most established suppliers to the



mobility and healthcare markets, as well as domestic soft furniture outlets. Sitting Pretty is proud to have built up and extremely highly regarded reputation for being one of the leading suppliers of high quality motion furniture.

The company continually strives to find new ways in which to delight customers, all whilst maintaining this sterling reputation and building on its success. This success comes from the 12 Month Upholstery Guarantee, 24 Month Motor Guarantee and comfortable, practical furniture solutions. Sitting Pretty is only a small company, and is delighted to be thriving despite the tough economic times.

Sitting Pretty provides a huge range of contract adjustable furniture, bespoke and contract Rise and Recliner chairs, adjustable beds and contract sofa beds. The made-to-measure facility on these chairs means they company can guarantee they will suit the unique client requirements. Sitting Pretty can also offer a whole host of high quality coverings on its furniture. The company has worked closely with some of the UK's leading fabric and leather suppliers, ensuring every fabric on offer is the best it can be, while still be suitable for its customers needs.

October 2011 sees the launch of Sitting Pretty Seven, a brand new service offered by the company which promises 2 day turn around on chairs – available in 7 colours – at a great, competitive price. Sitting Pretty plans to organically grow with new product lines and competitive pricing; this pioneering new service is just another one of the ways in which the company is ensuring it continues to grow and attract even more clients, despite the economic downturn.

Sitting Pretty, which also provides hotels with sofa bed and tub chairs, has recently attended the Naidex and Interiors trade shows at Birmingham's NEC. The company was delighted with the positive response from existing and new clients, and felt the whole process was extremely beneficial.



For more information on Sitting Pretty and all its products; Tel: 01773 717 123 Email: [sales@spchairs.co.uk](mailto:sales@spchairs.co.uk) Web: [www.spchairs.co.uk](http://www.spchairs.co.uk)





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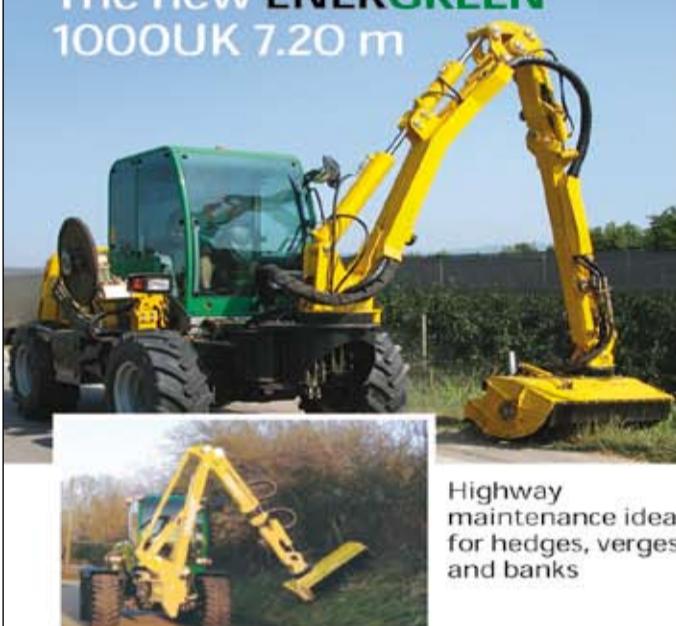
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# Pure London wraps up its 30th season in London

The UK's leading fashion buying event celebrated its 30th season in style, as retailers across the UK and overseas flocked to Olympia and Earls Court 2 this 7th – 9th August.

Pure London is the most famous and popular fashion show of UK. This fashion show deals with all the latest trends and upcoming innovative designs of womens wear. Over 800 designs were showcased during the event. This three day event comprised of young creative labels, footwear and accessories. The show was a perfect platform for buyers and visitors to find the most suitable, unrivalled and diverse products.

Exhibitors included Fenwick, Harrods, Selfridges, House of Fraser, John Lewis, Debenhams, Urban Outfitters and Hoopers; as well as key

independent retailers such as American Pie, Choice, Sarah Coggles, Sunday Best and Village Bicycle. Online stores included Amazon, ASOS, Figleaves, My Wardrobe, Net A Porter, Play and Very.

Pure London will take place from 12th – 14th February 2012 in Olympia, London.

**Web:** [www.purelondon.com](http://www.purelondon.com)



## BABYMODO Spring/Summer 2012 “Birth of a new brand”

BABYMODO is a cutting edge women's design label based in London. It plans to excite you through its fusion of European elegance and Asian cuts, strong prints and materials.

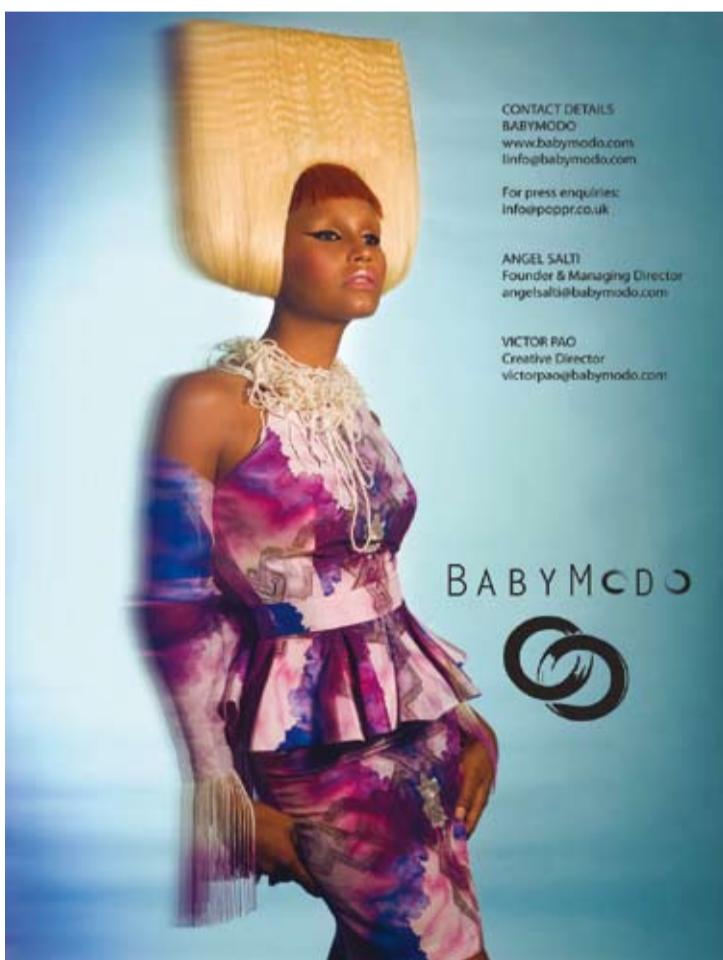
Founded by Angel Salti, BABYMODO was created when Angel met designer Victor Pao, the Creative Director of the company. Sharing a passion for high-end and original designs they decided to transform their vision into reality.

Inspiration for this season comes from the popular Japanese Yoshiwara Tsunagi chain design, symbolizing a unity between the world,

good luck and the coming of fashion. As well as the chain design, BABYMODO looked for femininity in the chrysanthemum flower, which has been embroidered into dresses and coats from the collection.

BABYMODO made its debut of its Spring / Summer 2012-Women Ready to Wear- at the PURE London show last August at the Olympia Exhibition Centre and the planning of its 2012/13 Autumn / Winter range is already underway.

**Web:** [www.babymodo.com](http://www.babymodo.com)  
**Email:** [info@babymodo.com](mailto:info@babymodo.com)



## FoxBat

FoxBat is a UK based wholesaler of luxury clothing and accessories with an emphasis on the use of natural materials such as silk, leather and fur.

Our silks are personally sourced from the ancient Chinese silk capital of Suzhou, and feature bright vibrant colours and hand painted designs ranging from the traditional to the modern. We only use the finest grades of heavyweight silk for our products, and through our contacts and in depth knowledge of the silk market we can combine the highest quality with the keenest prices allowing retailers to maintain healthy margins through the current economic downturn.

Our fur accessories come from accredited suppliers who maintain the highest standards of animal welfare. We supply accessories and clothing using the highest grades of racoon, mink, fox and rabbit ranging from hats and bags through to full length coats.

Our leather bags are sourced in Italy and represent the best possible combination of price and quality. They come in a wide and constantly changing range of styles and finishes, from soft grain leather to mock



ostrich and crocodile.

All our other products use only the finest luxury materials such as shearling, lambswool or cashmere.

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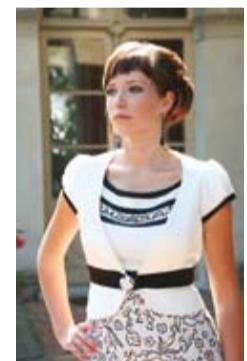
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**KC Agency** is a wholesale fashion agency specialising in branded ladieswear from Poland

The idea of setting up the agency came from the experience of running a retail outlet which is selling and promoting Polish fashion. Polish born owner, Kasia Cole and her business partner Aidan Brand have tried and tested all of the brands in their own boutique. The customers' reaction, as well as the sell through, has been consistently phenomenal season after season so the next step for the ambitious entrepreneurs was to bring it to the next level and make the brands available to the wider audience.

The Agency's basic principle is to offer something unique and different to anything currently available on the UK market. KC's portfolio consists of high quality, commercial collections targeting modern, 35 plus, women.



The philosophy is to develop a long term business relationship with the retail partners and maintain the highest levels of customer service.

The Agency is constantly looking for exciting brands with either a proven record of high performance or completely new labels with great potential to become bestsellers. The Polish retail industry has got long lasting traditions of excellence and high quality and this is exactly what you can expect from any of the brands that KC Agency takes under its wing.

**KC Agency - agent for the UK and Ireland.**  
[www.kc-agency.com](http://www.kc-agency.com)  
[info@kc-agency.com](mailto:info@kc-agency.com)  
Tel 00 (44) 7989739019

### Scaline

Scaline is a London based fashion brand which bridges the gap between business, casual and designer wear. In other words, it combines the tree most wanted quality characteristics of a garment: elegance, style and comfort.

The label marks German/French born, London based Anne-Sophie's design debut. Motivated and inspired by the multiculturalism of London and especially of the style-centric collective of East London, Scaline is her long-term passion project of realizing exceptional casual design combined with luxury quality for cosmopolitan women.

Scaline's Spring/Summer Jersey collection is exclusively made of the finest natural fibers such as silk, linen and cotton. It spans all the essential components of a modern wardrobe. It is designed for women

in need of suitable fashion pieces for their daily life.

Whether it's the stylish pattern for blazers, or the selection of understated concepts or aesthetics, Scaline fashion offers smart garments with personal touch matching every occasion. The versatile investment pieces provide Elegance and Style with impeccable attention to detail. The jersey ensures the sought after comfort, which we all praise in many situations.

Core values of originality, elegance and style drive us to create unique, individual garments, made from the highest quality fabrics with close attention to finish and detail.

Tel: (+44) 7525 791995  
Email: info@scalinelondon.com  
Web: www.scalinelondon.com



### Cool Trade Winds

Established over 10 years ago, Cool Trade Winds is entering an exciting new era following its founder Patricia Vigneron's decision to retire and sell the business to Natalie Ball.

Natalie has worked in the fashion packaging industry for the last 10 years, earning herself great respect from within the industry. Looking for a change of lifestyle and new career challenge, Natalie can't wait to carry on the journey. With her impeccably high standards, straight forward, fun and above all, passionate approach to business, she is looking forward to putting her own stamp onto this established business.

"Our mission statement is clear; all of our products sourced should be fun,

colourful, unique, and above all, be ethically sourced and use 100% natural fibres where possible. Our products are sourced from Nepal, India, Thailand and Peru," Natalie explains. "We work closely with established Social Welfare



Factories or small family run businesses, which actively use traditional production techniques. Each item varies in style and will reflect the artisan's interpretation of the design."

"Our new collection offers an eclectic range of styles, with prices ranging from £2.50 to £18. The new range includes luxury pashminas made from 70% Silk and 30% Cashmere, 100% Silk Paisley Stoles and Alpaca Mix Hand Knitted scarves with crocheted finish. We will also be launching a new Merino Wool Collection at the Pure London show."

For more details and up to date photos please visit the website at: [www.cooltradewinds.co.uk](http://www.cooltradewinds.co.uk) and also follow them on facebook.

### Katyakatya Shehurina



The Katyakatya Shehurina brand hosts a modern collection for the woman of today - taking her from day to night - from work to weekend. The collections are uniquely stylish and exclusively feminine, with versatile pieces for women wanting to stand out as "one of a kind". Creating distinctive, yet easy to wear clothes, that are deemed to be worn straight off the runway.

We provide a full range of creative collections, including stylish and affordable tees in the popular Katyakatya Shehurina Top collection, Katyakatya Shehurina Vintage featuring dresses made using 50's lingerie elements and Katyakatya Shehurina Limited Edition. Katyakatya Shehurina Seasonal Collection allows you to create your own unique image by combining a number of the same pieces in a variety of different styles. In addition, we offer an absolutely must see and distinctively unique ready-to-wear and tailor made wedding wear.

Please visit our store in Kingly Court or visit [www.shehurina.com](http://www.shehurina.com) or [www.onlineshehurina.com](http://www.onlineshehurina.com) for further details.

### Fran and Jane Ltd

Founded in 1974 by Fran Nolan, originally a label only company, wholesale - Regine, the family run 'Mother and Daughter' brand has gone from strength to strength. The company is very unique as it designs, manufactures, wholesales and retails. Retail started in 2002 in Cork, on this success there are now 12 outlets including 1 concessions called 'Fran and Jane'. Attention to detail, individuality, quality, price points, style and service are a few words that the company base their business on and the company prides itself on providing customers affordable luxury with an edgy twist. The success to date in the Irish market has given the brand the confidence and ambition to fly the flag for Irish retail in the UK opening a store in 2010 on the King's Road, London and it is determined to make this expansion a success in the current,



extremely challenging retail environment.

The Spring Summer 2012 stock is beautiful ticking all the right boxes in terms of the season's hottest trends with romantic shades of pinks and greys sharpened by blues, fluid silhouettes and strong prints. Occasion wear is something the brand does extremely well and Summer 12 shows this in abundance. Great prints and shapes with strong structure and quality are very prevalent! We love it and we hope you do too!

Fran and Jane Ltd, Unit 14 Fashion City, Ballymount Road Upper, Ballymount, Dublin 24, Ireland  
Tel: 00 353 1048 0853  
Web: [www.franandjane.com](http://www.franandjane.com)

### Nila Rubia Ltd

Nila Rubia is an exciting new brand that has just launched at Pure. A stunning collection of exclusively hand block printed women's wear & accessories, Nila Rubia uses exquisite layers of colour and texture to create beautiful individual pieces that are classic and wearable in gorgeous natural fabrics.



The collection includes hand-made fine cotton kaftans, detailed tunics, shirts, dresses, harem pants, silk scarves & beachwear all in our signature floral block prints. Our range of pure merino wool wraps are woven in irresistible colour combinations and our vintage textile quilt jackets are all 'one off' individual works of art. Remember us for our attention to detail, quality, luxury hand-made pieces at affordable prices. Our styles are elegant, easy to layer and range build creating a great lifestyle collection. A unique fusion of east meets west combining artisan style block printing and historical textile techniques with co-ordinated fashion. Everything produced by Nila Rubia is ethically hand-crafted in India.

[www.nilarubia.co.uk](http://www.nilarubia.co.uk)  
[info@nilarubia.co.uk](mailto:info@nilarubia.co.uk)  
07910 751707

### Beth Jordan - S/S 2012



With plain and printed dresses, stretch cotton cargo skirts worn with georgette floral print blouses or urban safari blouses, topped with linen jackets or cropped button through cashmere cardigans (for that - just in case weather), and cuts and styles to flatter all shapes, the Beth Jordan SS12 collection features bold Aztec prints in a variety of styles, such as below, in natural cottons and linens.

The range is inspired by English country and safari/tribal influences, two of the Designer's favourite themes. We hope you too will be inspired for SS12 by our Collection.

View the full Collection on our website from mid-September [www.planetaidlt.com](http://www.planetaidlt.com)

**Contact:**  
**Beth Jordan**  
15 the Mews,  
Spectrum House,  
32-34 Gordon House Road,  
London,  
NW5 1LP  
Tel: 0044 (0)207 482 7008  
[www.planetaidlt.com](http://www.planetaidlt.com)



## Heureka

Heureka is eureka in Greek, often used as an interjection to celebrate a discovery. A sudden realization of the solution to a problem is what we call the Eureka moment. A coincidental collaboration of 3 young designers based in London in 2010 was the best discovery. The triplet has since come together to create the brand's identity.

Simple is their latest element, it revolved around the concept of constrain beauty, often define as a new avant-garde fashion, wearing free and easy charm. This is the only time women should show a little not too much too little. Heureka design and draped each piece of their collection.

Heureka is a London based directional womenswear label into their 3rd collection for the label. Current stockist includes Indie stores like, Launderette (London), Laden Showroom (London), Eva New York (New York). Online platform like ASOS Marketplace (UK online), Byelf.com (Greece online), SQwear.com (France online), Moxie.com



(USA online)

Latest collection for Spring/Summer 2012 is inspired from the history & fragile of war. The beauty of ancient warrior goddess and the wounded soldiers who speaks strength and vulnerability. Under their powerful shell, it is the intricate and flawless heart.

Tel: 07929 231842  
Web: [www.heurekalondon.com](http://www.heurekalondon.com)  
Email: [info@heurekalondon.com](mailto:info@heurekalondon.com)

## A Right Charlie

Charlie Rollo - Walker's aim is to provide a breath of fresh air to the special occasion market, with an exquisite and sophisticated collection of clothing and accessories, offering show stopping fabrics and colours combined with stylish tailoring.



She was, and remains, personally involved in every stage of the manufacturing process; the weaving of the silk, the exquisite embroideries, the tailoring, the quality control liaising herself

with the local factories and the Saigon based production team now has the proven ability to deliver to the most exacting standards of quality and delivery

Charlie's distinctive and personal style has always stood out on its own, fusing her love of English flora with the colour and excitement of Asia and her collections always offer a perfect mix of fresh elegant and fun special occasionwear with stunning organzas and chiffons alongside her signature embroidered and pure silk taffeta outfits, all with matching bags and hats.

For Spring / Summer '12, she introduces for the first time bold and exquisite prints, created originally, as with her embroideries in watercolours by Charlie herself.

Unique. That's "A Right Charlie."

Contact details:  
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Email: [charlie@arightcharlie.com](mailto:charlie@arightcharlie.com)  
Web: [www.arightcharlie.com](http://www.arightcharlie.com)

## Nico Didonna



The Nico Didonna brand has emerged out of a response to consumer trend for an individual premium quality product, with precise craftsmanship and a luxurious and opulent image.

Nico produces directional, cutting edge, quality garments using innovative tailoring techniques with attention to detail. Aimed at customers who are looking for a unique product.

Using only premium quality materials such as Egyptian cotton, Alpaca wool, silk and cashmere, Nico exploits these materials to their best advantage. Often using contrasting textures and colour to create a sense of modernity to his tailoring techniques.

The Nico Didonna brand is dedicated to creating exquisitely designed, unique

and versatile garments of excellent quality for the fashion conscious, luxury aficionados who value innovation and exclusivity.

For Spring Summer 12 Nico Didonna casts an eye back to his roots of southern Italy. He draws upon his uplifting experiences and filters a nostalgic view of the untouched rustic beauty of Puglia into a head turning, cutting edge collection. The garments have a deconstruction aesthetic, are often reversible and are always by definition of the Nico Didonna ethos, intelligently malleable thus giving creative freedom to the wearer who remain after all, his underpinning muse.

Tel: +44 (0)207 287 0207  
Web: [www.nicodidonna.com](http://www.nicodidonna.com)  
Email: [info@nicodidonna.com](mailto:info@nicodidonna.com)

## Conditions Apply's SS12

This season's offering is full of surprises. A bright, colourful range to lift the spirits. Juxtaposing elegant detailing with bright, geometric prints this is a strong and confident collection for the woman who likes to be noticed.

New to Conditions Apply are the striking bikinis and swimsuits. Embroidered and printed to add a touch of sophistication, this swimwear is designed to flatter and will not look out of place on the most exclusive of beaches and yachts.

This eye-catching swimwear sits comfortably alongside shorts and playsuits, tunics and dresses from the same vibrant colour palette. To ensure that you will be turning heads throughout the day, our jersey dresses are draped and beaded to take you seamlessly from day to evening.

Clever mixing of textiles and detailing is evident throughout and makes the collection very versatile, and the colourful knitwear is designed to coordinate as well with the swimsuits as with the dresses and tunics.

Elegant, sophisticated, individual and infinitely wearable, this is the ideal collection for home and abroad.

Tel: (0044) 207 739 5905 / (0044) 207 739 6510  
Web: [www.conditionsapply.co.uk](http://www.conditionsapply.co.uk)



## JOHNNY LOVES ROSIE

### ACCESSORIES TO LOVE



Johnny Loves Rosie, the celebrated accessories brand that brought the floral corsage to the forefront of fashion showcases an iconic new season collection of covetable colour pop florals and statement hairwear that display the brand's instantly recognisable feminine identity whilst experimenting with trend-led lust-have accessories.

Loved by the fashion pack and A-list celebrities alike, Johnny Loves Rosie is renowned for offering an array of ultra feminine hair accessories that take inspiration from the latest catwalk trends whilst retaining an ultra feminine flair. The new season collection showcases an assortment of vibrant bright floral corsages, oversized satin bow alice bands, wide jewelled hair bands in bold pop colours and jewelled retro style bobby pins for instant head-turning style. This season also sees the exciting launch of the brand new exclusive Black Label by JLR line. This premium line of luxury hair adornments includes lace trimmed fascinators, delicate feathered hair pieces and heavily jewelled barrettes and headbands; perfect party and occasionwear.

The capsule collection features the finest quality accessories that are sure to add impact to any outfit and also includes a selection of crystal embellished styles that make for perfect bridal hair adornments also.

For all wholesale enquiries please contact us on:  
T: 0121 445 3948  
E: [victoria@johnny-loves-rosie.com](mailto:victoria@johnny-loves-rosie.com)  
W: [www.johnny-loves-rosie.com](http://www.johnny-loves-rosie.com).  
Follow us on twitter @johnnyloversosie or on facebook at [www.facebook.com/johnnylovesosie](http://www.facebook.com/johnnylovesosie)

## Shikha London

Shikha London is a recognized brand with a vintage & quirky yet feminine signature. Based in the heart of London, Shikha's collections are always in keeping with the latest fashion trends and our in-house design team always aims to create interesting & wearable pieces.

Shikha London was established in 2005 as a wholesale company, but now have developed a great deal; both in the UK and European markets.

As a womenswear brand, Shikha London is aimed at those who love fashion, keep up to date with the latest trends and enjoy standing out from the crowd.

Our collection is available to buy on the UK high street as well as independent boutiques around the UK & Europe. We have also launched our web boutique allowing our customers to buy our pieces online.

Shikha London,  
175 Commercial Road,  
London,  
E1 2DA

Tel: 0207 702 7800  
Web: [www.shikhalondonuk.com](http://www.shikhalondonuk.com)



# Education and innovation

Europe's largest annual event for health and safety industry professionals proved once again to be a 'must-attend' event. Safety & Health Expo 2011, organised by UBM Live and hosted at Birmingham's NEC from 17-19th May, combined varied and comprehensive educational content with innovative industry leading exhibitors to provide 17,822 (subject to ABC audit) visitors with a thoroughly worthwhile and engaging event.

Safety & Health Expo was hosted in partnership with the British Safety Industry Federation (BSIF), the Institution of Occupational Safety & Health



**SAFETY&HEALTHEXPO**

17 - 19 May 2011  
NEC Birmingham

(IOSH) and the Royal Society for the Prevention of Accidents (RoSPA).

Visitors were able to explore a range of the latest and most exciting products on the market with stands from industry leading organisations including Draeger, Posturite, Scott Safety, Denios, Barbour and Honeywell. Stand highlights included Arco's life size replica of the BLOODHOUND; the supersonic vehicle which will

soon challenge the land speed record and BM Polyco's double decker bus.

Visitors to Safety & Health Expo were also able to gain free entrance to UBM's co-located shows IFSEC, The Facilities Show, and International Firex. The 2012 Safety & Health Expo will return to Birmingham from 15-17 May 2012.

**Web:**  
[www.safety-health-expo.co.uk](http://www.safety-health-expo.co.uk)

## MARTOR UK demos its safer cutting tools.

The success of MARTOR UK at the health and safety exhibitions is the result of having innovative and robust safety knives to demonstrate. Behind this UK operation is the manufacturer, MARTOR in Solingen, Germany, who sells its safety knives in 76 Countries around the world.

The foundation of its export success can be summed up as German engineering, quality, and innovative design coupled with exceptional services by independent local partners in



each county. MARTOR UK has played a key role in developing the international programme of safer cutting.

Central to the approach is customer contact with the prime objective of finding the most appropriate safety cutting solution for each and every situation. This is achieved by representation at appropriate exhibitions as well as site visits by dedicated safer cutting advisors and/or through telephone discussions

supported by electronic media.

With the recent launch of the general purpose lightweight safety knife – the Profi Light – MARTOR UK found the recent Health and Safety exhibition at the NEC an excellent venue from which to promote not only this new knife but the company's safer cutting package. Behind this new knife are some 200 others along with 350 blade combination

**For further information contact us by:**  
Phone 01924 281333  
Fax 01924 282444  
Email: [sales@martor.co.uk](mailto:sales@martor.co.uk)  
or visit the website  
[www.martor.co.uk](http://www.martor.co.uk)

## ZT Safety Systems

The ZT Safety Harness has been developed to eliminate the damage and trauma associated with traditional harnesses. This is a new type of harness that has set new standards for work at height safety, and already won an award for 'Contribution to Safe Working at Height' at the IAPA Awards in Amsterdam April 2011.



The harness has gone through unparalleled testing and development stages, resulting in a superior level of fall safety equipment that exceeds current legislation. In the event of a fall, the design of the traditional harnesses, which has not changed fundamentally in fifty years, has resulted in severe fall arrest trauma. In particular this is caused by the groin straps, which exert huge forces to the body, causing considerable damage to the groin area. The ZT Safety Harness works by clenching with the calf gaiters, the full body system evenly distributes the fall forces throughout the entire harness, so there is no shock or pressure point loads. Following the fall the user comes to rest in a comfortable seated position that allows the blood to continue its flow freely around the body, we believe reduces the risks of suspension trauma related complications.

For information please visit  
[www.ztsafetysystems.com](http://www.ztsafetysystems.com) Gill Newton 0844 573 4899  
or email [gill@ztsafetysystems.com](mailto:gill@ztsafetysystems.com)

# Training Works



and national employers including Mansell, Debenhams, Ryman's, Fitness First, The Village Hotels, Carillion, Worcester Bosch and Calor Gas."

Business Skills is a market leader when it comes to Health & Safety training. As well as offering a wide range of NEBOSH, IOSH and COSHH courses you can improve the health of your business with our First Aid courses. Call us now for your FREE Health & Safety Check and FREE organisational skills analysis!

**Contact details:**  
Tel: 0800 073 0282  
Web: [www.bskills.org](http://www.bskills.org)

## IOM Consulting Ltd delivers Asbestos and Occupational Hygiene Services

IOM Consulting Ltd is a leading independent provider of Asbestos and Occupational Hygiene Services to the public and private sectors across the UK.



offices in London, Stafford and Chesterfield.

In need of an asbestos Management or Refurbishment / Demolition survey; on-site measurement and monitoring; laboratory analysis; Occupational Hygiene services for chemicals, particles, fibres, fumes, noise and vibration; Legionella monitoring; or expert opinion, then IOM can help.

**For a tailored approach to address your occupational and environmental health concerns, contact Victoria Mackintosh on Mob: 07770 926 299 or [enquiries@iom-world.org](mailto:enquiries@iom-world.org) and IOM will be happy to offer a free, no-obligation quote.**

## Maltron keyboard 'stands head and shoulders' above the conventional



**Maltron Finger Friendly**

Bill Bordass has worked for some fifty years since schooldays with a keyboard in the analysis of data and writing reports but started to develop symptoms of RSI with conventional keyboards getting 'increasingly uncomfortable' to use. Then in 1994 he fell and damaged both wrists which left him in agony after a few minutes on his conventional flat keyboard.

Then in March 1995 he read a review of ergonomic keyboards that said, 'Maltron keyboards stand head and shoulders above the rest being not just palliative but actually assisting recovery'. Bill asked Maltron for a sample but did not find it easy to adapt to the 3-D shape. After one week he was determined to send the keyboard back but a few days later he suddenly got comfortable with his Maltron and sent a cheque instead.

Sixteen years later he is still using the same Maltron keyboard on an all day and almost everyday basis. The assisted-recovery aspect is so

noticeable he can now use a flat keyboard for an hour or two without pain developing. Bill says, 'I don't know how I could have continued to run my business without the Maltron keyboard'.

New York based PC Magazine gave the Maltron a 4 Star rating, and Mac User Magazine a Five Mouse rating with the comment 'Perfect for those suffering from or trying to elude RSI'.

**PCD Maltron Ltd, Castlefields, Stafford ST16 1BU**

Tel: 0845 230 3265  
Int: 44 1785 785 529  
Email: [sales@maltron.co.uk](mailto:sales@maltron.co.uk)  
Web: [www.maltron.com](http://www.maltron.com)

## PafBag Increases their Range of Lifting Bags

Initially developed for lifting Solar Panels and flat materials to roof top level, the range of PafBags has now been increased to include different sized bags that lift inverters, window frames and industrial filters.



All the PafBags are designed with an integral lifting sling, quality assured to conform to the lifting sling standard EN1492-1 and lifting regulations. Quick Fit buckle systems simplify the role of slinging so non-specialists can lift flat goods to height easily and safely.

Batches of PafBags can be ordered to incorporate the client's own corporate colours and logo; and a training, briefing & advisory service supports clients in the use of the products.

A carrying bag is being developed to transport the PafBag 240 whilst a range of protective pads provide additional protection for very fragile goods, such as TV screens, signs and glass panels.

**More information on the lifting bags and lightweight lifting equipment can be found at [www.pafbag.co.uk](http://www.pafbag.co.uk) or by phoning Richard Bartrop on 07891 600 331.**

# May Products: Quality is assured

Business and Industry Today is proud to present May Products with the prestigious and highly contested 'Company of the Month' Award. This is down to its hard work and dedication within the food industry.

May Products, originally established in 2006, is one of the leading firms in the food industry. It is pleased to offer a huge range of products into a variety of applications including bakery, meat, fish and poultry processing, soft drinks and brewing, just to name a few.

The Halesowen based company also offers technical grade chemicals from a wide variety of well known manufacturers. No material, whether it be on its product list or not is ever too far out of reach and this is one of

the aspects that they take high pride in.

Customer service is high on the agenda of May Products and it labels itself as friendly, approachable and an honest service that doesn't simply treat the customer as 'just another account number'. It has also implemented a 'right first time' policy which is part of its excellent customer service guarantee. It believes in giving customers exactly what they require, when they require it, to their exact specific needs and in whatever package they want, with no hidden or extra costs.

Due to the huge range of contracts that May Products has developed since its establishment in the food and chemical industry, it is also able to move surplus,



redundant and unwanted stock. If you have any unnecessary stock on site and it is costing you money, feel free to give them a call and they will see if they can be of any assistance.

May Products is always open to new enquiries and suggestions regarding ingredients and other products which don't appear

on its list. But Dawn from May Products says, "I believe we have yet to be asked for a product we have not been able to source."

**For more information about May Products or a full product listing please visit [www.mayproducts.co.uk](http://www.mayproducts.co.uk) or call 0121 550 7872.**

## Power Tool Accessory Suppliers - Company of the Month

# KWB Tools – 80 years' of German perfection

Tradex News is extremely pleased to present kwb Tools with our highly prestigious Company of the Month award feature. The company, which is one of Germany's leading power tool accessory suppliers, has been honoured as the recipient of this widely converted accolade in celebration of its product innovation and customer focused service.

kwb, which was established by the Burmeister family in 1931, has remained loyal to its roots; still running proceedings from its head office in Bremen, Germany. Over the years, kwb has grown and now has a number of other offices including one in Russia and the Netherlands. This global base ensures kwb can reach its worldwide cliental with all its innovative products.

kwb tools is one of the leading German suppliers of power tool accessories and hand tools; holding several patents for some of the innovative products in its catalogue. The company holds over 7000 single articles in stock, and is ready to ship products – worldwide – within 48 hours.



These pioneering products are regularly used within the DIY sector, with a number of specialised DIY shops and chains forming the base of kwb's regular cliental. The company only works with well known suppliers and partners ensuring they collectively provide the highest standard in quality, service and environmentally friendly production.

kwb is the pioneering force behind a number of innovative tools, specially designed to provide easy to use solutions for all your household DIY dilemmas. One such product is the company's latest product, the Line Master. This patented ruler set has over 50 possibilities and is the perfect tool for every household.

The Line Master comes complete with 48 inch precision rule, angle guide, 2 fixing clamps, machine guide, cutting guide, handle set with trammel points and design auto-lock knife. The possibilities really are endless with this tool; view the information at [www.kwb.eu](http://www.kwb.eu) to find out more.

kwb is looking towards to the future, and is hoping to maintain its strong market status and product innovation. The company is expanding its market

internationally in order to become renowned globally as a trusted partner for high quality tools and services. Part of this expansion programme includes attending number of global trade shows in Las Vegas, Belgium, France and the UK to name but a few.

**For more information of kwb Tools, the Line Master and all of the companies other products visit [www.kwb.eu](http://www.kwb.eu) or call 0049 421 8994 156.**

**kwb**  
WE LOVE PERFECTION.

I love perfection,  
and buy kwb because it just works.

[www.kwb.eu](http://www.kwb.eu)

(ANZEIGE)



# Summer season and winning buys at Pulse

Thousands of the world's best retailers filled the halls at this year's Pulse at Earls Court, as they flocked to see the strongest line up of brands and independent design companies who were showing their unique products. Over 550 stands displayed original and exciting stand-out items across Home, Gift, Fashion Accessories, Bath & Body and Launchpad. The atmosphere buzzed as orders were placed and opportunities discussed with new and established brands such as Born in Sweden, ASA Selection, Fatboy, It's about RoMi, Avoca, Jellycat, Present Time, Rice, Wild & Wolf, Disaster Designs, DL & Company, Illanga, Natasha Ferina, Azuni, Smith & Canova and Michelle Mason.

Organisers Clarion enjoyed an impressive 7.5% increase in visitors and 15% in international buyers. The attendance list read like the who's who in retail with top buyers from Accessorize, Achica, Amazon, Anthropologie, ASOS, Debenhams, Fenwick, Firebox, Habitat, Harrods, Heals, House of Fraser, John Lewis, JOY, Mothercare, New Look, Notonthehighstreet.



com, Oasis, Oliver Bonas, Selfridges, Tesco, The British Museum Company, The White Company, Urban Outfitters, Whittard of Chelsea, WHSmith and thousands of independent stores. Pulse enables retailers to source and test new lines before that all-important Christmas period, increasing flexibility and freeing up budget. The show returns in June 2012.

Tel: 020 7370 8234  
Web: [www.pulse-london.com](http://www.pulse-london.com)

## Les Artisanes

Les Artisanes was created at the end of 2005 by friends Irena Vlahova and Ana Teixeira, after many years of knitting for family and friends. We produce women knitwear using only natural yarns – mainly linen, but also silk and cotton.

All models are our own design and are made in small quantities, using traditional knitting techniques. We work closely with small family businesses to ensure that each item is knitted to the highest standard and then hand finished. Our beautiful unique designs appeal to women who are looking for individuality and originality.

Our most popular models are poncho style sweaters, cardigans and vest tops that can all be mixed and matched to create a very fashionable layered look. Items tend to be one size, suiting all shapes and sizes.

Trade prices range from £24 to £64 and our minimum order is £250.



Our next show we will be Top Drawer Autumn (11-13 September) – stand K74.

Contact details:  
Tel: 07738 076 757  
Web: [www.lesartisanes.co.uk](http://www.lesartisanes.co.uk)  
Email: [anat@lesartisanes.co.uk](mailto:anat@lesartisanes.co.uk)

## Uncommonly Beautiful Accessories – An anti landfill fashion label

They say "one man's trash is another man's treasure" and that is certainly true of this innovative accessories company. With recycling old bits and pieces the "in" thing for cash strapped fashionista's, Uncommonly Beautiful Accessories is a stylish alternative to high street jewellery.



Founded in 2006 by designer Kirsty Kirkpatrick, Uncommonly Beautiful demonstrates an innovative and imaginative approach to transforming waste and scrap into beautifully unique necklaces, earrings and bracelets. One-off pieces made from abandoned furniture, wine boxes, suitcases, broken jewellery and fashion industry waste; are combined with graphic prints and organic forms to create fresh, modern and unique designs.

Kirsty thrives on reviving old scraps and transforming them into something that is sure to brighten up any outfit; be it your day-to-day office attire or your favourite Saturday night dress. Uncommonly Beautiful Accessories wants to alter the way we look at waste and challenge our perceptions of what is broken or rubbish.

This fresh outlook on fashion, coupled with her eye catching products, saw Uncommonly Beautiful Accessories' named as one of the Top 20 exhibitors at this years The Pulse Show.

For more information, to view these beautiful pieces, or to make an order visit [www.uncommonlybeautiful.com](http://www.uncommonlybeautiful.com) or call Kirsty on 07977 143387.



## Rose Black Accessories – Stunning scarves for the modern woman

Rose Black Accessories, named as one of the Top 20 Companies at this years Pulse Show, design and supply a stunning range of bespoke gifts for the modern woman.

The independent company, based in Devon, produce a unique range of silk, velvet and cashmere scarves and home furnishings – designed to make you stand out.

These bespoke products are all made with you in mind, making each one unique. Customers are invited to select a stunning material from the vast selection on the website – there is every shade of pink, blue and green imaginable, the perfect accompaniment to any outfit – before they are hand made by the team with love and affection.

Rose Black Accessories can be purchased either via the website, or through one of the current UK retailers including boutiques and lifestyle shops. The company prides itself on a luxurious product and impeccable customer service.

These beautiful accessories are something every woman should have. After all, who doesn't want to be unique?

For more information contact Rhona on 01363 777158 or visit [www.roseblackaccessories.co.uk](http://www.roseblackaccessories.co.uk)



## S and T Prints

If you're looking for a unique print to add a touch of distinct style to your living room, bedroom or office you need look no further than S and T Prints. Dynamic design Duo Clare and Emma have built up an



impressive 25 years combined design experience since graduating from the Norwich School of Art in the late 90's.

This experience has led the pair to realise their dream of creating and printing their own unique screen prints. The duo's hand printed artwork has a kitsch and personal feel to them, with no two prints being the same.

Clare and Emma even love imperfections, something which can add to the unique feel of every single print. The pair is not afraid of getting their hands dirty, and love demonstrating the unique and bespoke feel of the S and T Prints.

Prints currently available on the website include canvas bags with shopping trolley prints; wall hangings with kitsch animal prints



and text style prints to personalise your home. Everything S and T Prints create, the duo is happy to hang in their own homes, and hope you will love what they do too.

For more information visit [www.sandtprints.co.uk](http://www.sandtprints.co.uk) or call 07734 448343

## Prey unique gifts

Prey designs, produces and wholesales unique gifts, homeware and stationery. The designs bring together vintage and contemporary themes in products that appeal to retailers and shoppers



looking for high quality, individual and unusual items.

The Prey range includes stationery, gift wrap and cards, gifts, homeware, fashion accessories and soaps often with design themes flowing across the different lines.

Prey keeps its prices affordable while not compromising on quality. Products where at all possible are made in the UK.

The business grew from Prey's own highly successful two storey boutique in Bath which still offers both its own unique ranges of gift and homeware products and a highly individual range of women's fashion, fashion accessories and perfumes.

The store was last year awarded a Best Boutique accolade by Vogue and the wholesale business was awarded Best Gift Product 2010 at the Pulse trade show at Earls Court, London. Prey supplies products to many of the



finest boutiques, gift shops and gift departments in the UK and Europe.

Geraldine Sanglier – Director of Design & Retail – 01225 329933 - [geraldine@preyuk.com](mailto:geraldine@preyuk.com)  
John Sanglier – Director of Wholesale & Administration – 01225 483338 - [john@preyuk.com](mailto:john@preyuk.com)

Shop: 3 York Buildings, Bath, BA1 2EB. Studios: 14 Lansdown Mews, Bath, BA1 5DY

## Funky kitsch jewellery from Very Beryl

Vintage and kitsch fashion is having a revival at the moment, with catwalks and high street stores being awash with interesting and unique clothing and accessories designed to make you stand out from the crowd.

Very Beryl is a young, colourful design company offering vintage, off-beat and kitsch jewellery for the fashion forward. If you have your own sense of style, or simply want to brighten up a drab Monday morning in the office, Very Beryl is the answer to all your accessory needs.

Designer Cheryl Barnes founded Very Beryl in homage to a childhood nickname, after working as Head Designer for a costume jewellery company. Her love for the quirky sense of style and humour held by the Brits, along with her experience and imagination, saw the birth of Very Beryl.

She describes her jewellery as "quirky, elegant and heavily influenced by British eccentricity" and it is clear to see why. Her quote necklaces are as eye catching as they are humorous, bearing statements such as "Forget love, I'd rather fall in chocolate".

Each hand crafted piece is perfect for adding a touch of youthful playfulness to any outfit, and is sure to make you, and everyone around you, smile.

For more information, to view or order these stunning pieces;  
Tel: 0117 2302850  
Web: [www.veryberyl.com](http://www.veryberyl.com)  
Email: [info@veryberyl.com](mailto:info@veryberyl.com)



# Maison Des Landes - Jersey's Hotel for the Disabled

Tradex News is extremely pleased to present Maison Des Landes Hotel with our highly prestigious Company of the Month award. Maison des Landes Hotel caters exclusively for guests with disabilities and their carers in purpose-built accommodation specially designed to meet their needs, a commitment to a particular type of guest that is not only unique in Jersey but rare indeed throughout Britain and the continent.

The hotel was established in 1964 and is owned and operated by Trustees appointed by the Lions Club of Jersey. The hotel was founded by Elizabeth Ashton Edwards whose home it was for seven years. Having previously had young disabled people stay there on

holiday, Elizabeth knew of the problems faced by them in accommodation not adapted to their needs and determined to turn what was then just a small cottage into a specialised guest house.

Maison des Landes Hotel is situated on a spectacular gorse and heather-covered headland with panoramic views over Jersey's sweeping west coast and offers its guests the most dramatic sunsets in Jersey. Today it caters for up to 49 guests in single, double and family rooms variably suited to their needs. The Hotel is surrounded by beautiful gardens and guests also have the amenities of an indoor heated swimming pool with hoists and wheelchair ramps and a comfortable licensed

lounge, perfect for relaxing and enjoying the company of other guests and regular entertainments. In June 2011 the Trustees installed a pétanque terrain, an outdoor boules court ideally suited to wheelchair users and one that has already enabled guests with otherwise crippling disabilities to enjoy a sport where they can compete on equal terms with their carers, the staff and friends.

Maison des Landes draws the majority of its guests from the United Kingdom but Channel Islands residents also take advantage of the hotel's specialised facilities, particular in regard to respite care.

During the winter period of 2011/2012 the Trustees will be creating two new self-catering units which will be available to guests throughout the year. Both will be comprehensively fitted with the latest equipment to cater for guests with disabilities.

Maison des Landes Hotel has become a regular attendee at Naide trade shows and will continue to do so since they offer an excellent opportunity for the Trustees manning the stands to meet their potential guests face to face.

The daily tariff at Maison des Landes includes transfers from airport/port to hotel and return, full board accommodation (breakfast, packed lunch and evening meal), daily excursions by specially-equipped minibuses to places of interest including the world-famous Durrell Wildlife Park and the international award-winning Jersey War Tunnels, shopping and evening outings. The self-catering facilities will be available for let on a room-only basis.

**The hotel is open for April to October and all enquiries should be made to the Manager, Maison des Landes Hotel, St Ouen, Jersey JE3 2AA.  
Tel: 01534 481683 or by e-mail contact@maisondeslandes.co.uk.  
Website: maisondeslandes.co.uk**



## Homemade Crisps - Company of the Month

### The Yorkshire Crisp Company

*Convivial*  
**YORKSHIRE CRISPS**

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

Tradex news is pleased to present The Yorkshire Crisp Company with our highly respected Company of the Month award feature. Ashley Turner, owner of The Yorkshire Crisp Company reveals how the ingredients, packaging and production methods of his products are all born and bred in God's own county.

Yorkshire Crisps, established in 2005, was founded by businessman and part-time farmer, Ashley Turner, whose family businesses have been well known in Sheffield for 120 years. Ashley decided to enter the crisp market after being uninspired by the predominance of bland mass-market lines. "One large company dominated the industry having absorbed or despatched most other manufacturers. There seemed to be a great opportunity to produce premium priced, quality, handmade crisps and fill a gap in this market," explains Ashley.



The company therefore started producing luxury hand cooked crisps which are made using quality produce and specially selected varieties of potato and parsnips grown by local farmers. Potatoes are delivered to the factory by tractor from farms just a few miles away. They are batch fried in pure sunflower oil and flavoured with only 100% natural ingredients – no MSG, preservatives, colourings or artificial flavours are used.

#### Methods of production

Ashley explains how the high levels of production are perfected. "It is the method of frying that makes our product special. We use small traditional kettle fryers which are constantly supervised by the fryer to ensure that every batch is perfect. It is just like cooking at home, where attention to detail is key."

The first flavours that were produced using this technique were Sea Salt, Black Pepper, Chardonnay Wine Vinegar, and Tomato Basil and Mozzarella. The range has now been developed to incorporate ten flavours which include; Cheddar & Caramelised Onion Chutney, Sweet Chilli and Lime, Sour Cream Dill & Mustard, Nowt On, the 2011 gold Great Taste Award winning Roast Lamb and Mint and the exclusive, award-winning, Henderson's Yorkshire Sauce. Parsnip crisps are also made.

Ashley comments, "After liaising with the producer of Henderson's Relish and experimenting with a flavour manufacturer, we went ahead and introduced Henderson's Yorkshire Sauce to our range. This condiment is very popular in Yorkshire and the locals certainly favour it to other well

known brands of the Worcester Sauce type. It has been made in Sheffield for over 100 years and has a deliciously subtle taste which works wonderfully with a number of dishes. And, it must be popular because it is now the company's best selling flavour in the Sheffield area. In 2008 it proudly won the Excellence in the Food & Drink Award (snack category) run by the magazine, Caterer and Hotelkeeper."

#### Locally packed

In addition to using local ingredients, the environmental impact is further reduced by sourcing all of the packaging from Yorkshire suppliers, including the unique 100gm 'drums'. "Apart from the traditional bags, we exclusively sell our crisps in 100gm drums which are designed to make the product ideal for sharing amongst friends on social occasions such as parties and picnics and to place on the table in such as bars and theatres. They also offer a useful much longer shelf life for retailers," says Ashley. "Our plans for the future include another new flavour in 2012 – so watch this space!"

Website: [www.yorkshirecrisps.co.uk](http://www.yorkshirecrisps.co.uk)



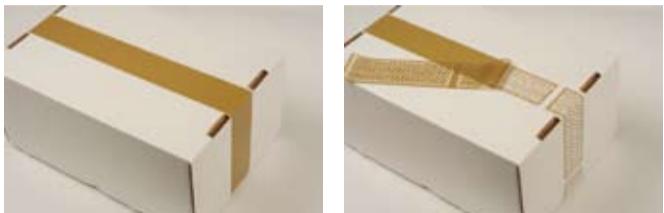
# TydenBrooks Security Products Group - Secure tape measures

To satisfy the increasing demands for an effective security packaging material, TydenBrooks Security Products Group, now offers customisation of its popular range

of security void tapes. A customised security message and numbering under the surface, and top surface design in any language are now available, with

a variety of colours possible on larger quantities, to further enhance the security of its KT tamper evident packing tapes. The KT range of packaging tape from TydenBrooks has been developed to specifically meet the needs of logistics managers responsible for the secure transportation of high value goods. They can be used on all types of fibreboard, plastic and wood packaging containers.

**Tel: 01886 812 427**



## Strategic PPE partnership signed

Williamson-Dickie Europe has formed a strategic retail partnership with Globus (Shetland) to broaden the market for Showa protective gloves throughout the UK and Europe.

Announcing the new association, Maurice Morton, sales and marketing director said, "The Dickies brand is recognised throughout the world as being synonymous with tough, practical, hard wearing and stylish workwear and the new association between ourselves and Globus is a perfect synergy between two companies with the same ideology."

Jonathon Prest, business development manager for Globus added, "We are delighted that Dickies are adding our Showa products to their portfolio. Both companies have precisely the same target market areas and we are now able to open up to a wider customer base for mutual benefit."

**Tel: 01761 419419**



## Innovative Building Tool - Company of the Month

# With PaversM8 you are never out of your depth!

Tradex News is very proud to announce that Jakoda has scooped the highly acclaimed 'Company of the Month' award feature. This is handed to the business that is constantly striving to succeed by offering their customers high quality innovative products coupled with a fantastic friendly service.

The perfect patio requires a solid and reliable base and the PaversM8, from Jakoda, offers exactly this. The PaversM8 ensures that you lay the ideal bed every time using minimal effort. Whether you are laying standard calibrated paving slabs using cement or block paving using sand, this new innovative tool is just what the doctor ordered.

Jakoda, which was established in 2010, manufactures the PaversM8 tool from aluminium, making it light-weight and very easy to carry around. The high quality manufactured adjusters are engineered from stainless steel for maximum durability, ensuring the PaversM8 has a long life span.

The main features of the tool are that it lines up at 1.4m in length including a 930mm built in screed, allowing the user to screed between 30/65mm in depth. This will cover 80% of paving products.

The replaceable 'wear plates' protect the underneath of the tool which is continually in



## Alcumus Holdings Ltd – Health award

Park Health, a joint venture between Sypol, part of the Alcumus Group and Duradiamond Healthcare, which provides the occupational health function of the 2012 Olympic Games construction project, has won the Astor Trophy, the RoSAP Occupational Health Award for 2011.

Park Health's preventative occupational health management strategy integrates a focus on the workplace, led by occupational hygienists, to prevent exposures that lead to disease with a more traditional worker-focused treatment service, together with a wellbeing programme that engages both managers and operational staff.



**For more information call 01296 415715.**

## Learn more about logistics

More than 40 companies will be exhibiting and presenting at Totally Logistics North, a new event at Doncaster Racecourse on 28 and 29 September 2011. Suppliers of a wide range of logistics products, systems and services will come face to face with senior supply chain professionals responsible for making the key buying decisions.

The diversity of exhibitors is illustrated by the latest companies

to commit that include telematics, third party, freight forwarding, warehousing and training companies.

The scope of the 28 seminars being presented adds to the broad nature of the show. For example, Keystone Distribution which has partnered McDonalds for the last 30 years with a number of initiatives including OSCAR, the use of cooking oil to produce biodiesel to fuel trucks; Hull University

will explain how businesses can make savings while improving service quality without resorting to slash and burn tactics. Imtech Logistics will talk about route and fleet optimisation, mobile technology and software-as-a-service; Driver Hire will explain how an efficient logistics operation requires a good understanding of key legislation.

**Contact details:**  
**Tel: 0844 561 1230**



# JAKODA

contact with the hard surface of the paving, whilst also protecting the paving from the hard aluminium of the PaversM8 itself. There is also an optional custom-designed bag accompanied with a 1.4m cover-strip available, which both ensure that the tool is completely protected even when not in use.

The South Wales based company provide this one-of-a-kind product to all builders and pavers, whether they are professional landscapers or simply people wanting to lay a driveway or patio at home. The PaversM8 is available at a variety of builders merchants across the UK.

Jakoda is the sister company of Super Rod Ltd. The parent company sell a range of labour saving tools, designed to meet the needs of tradesmen involved with the installation of cable. Their tools save time, reduce frustration and increase productivity.



Super Rod and Jakoda have a similar approach. 'Listen, Innovate and Deliver' in everything they do, is the key to their combined success. Jakoda also aim to provide a route to the market for people with innovative ideas and help their project their ideas to the market.

**For more information please call 01495 792 000 or visit [www.jakoda.com](http://www.jakoda.com)**



## Spaciotempo meets space needs of Stadco

International tier 1 supplier of automotive Body-in-White products and services, Stadco, is gearing up to meet demand from automotive customers with a new storage facility at its state-of-the-art plant in Castle Bromwich.

Spaciotempo UK Ltd has installed a huge 2200 sq m storage area which comprises two gutter linked aluminium framed buildings and a front canopy to form a structure some 65 m in length, 35 m wide and 6 m high.

To provide an ambient temperature for the storage of the precision made steel and aluminium parts the warehouse features a thermo roof and 40mm steel clad panels for the walls and gables. With wind and snow loadings equivalent to permanent buildings, the structure is securely fastened to existing surfaces using a patented fixing system that requires no civil work undertaking prior to installation.

Sales and Marketing Director of Stadco, Dinos Andreou, is delighted with the result; "New business resulted in the need for additional warehouse space at our Castle Bromwich plant and Spaciotempo was able to react to our requirements very quickly. The beauty of a temporary warehouse is that we can use the space flexibly. It enables us to manage our needs very effectively."

**Spaciotempo UK Ltd, Dovefields Industrial Estate, Uttoxeter, Staffs ST14 8HU**  
Tel: 01889 569569  
Fax: 01889 569555  
Email: sales@spaciotempo.co.uk  
Web: www.spaciotempo.co.uk



## Mineral wool full-fill first

What is claimed to be the first mineral wool insulation to fully fill cavity walls in houses has been launched by "independent manufacturer" Superglass. Superwall Roll 36, so named because of its lambda performance of 0.036 W/m<sup>2</sup>k, is said to be "truly unique in the market," due to the fact it can be produced in three widths.

The BBA-approved product is manufactured almost entirely (84%) from recycled glass bottles, is CFC and HCFC-free, has zero ODP and GWP, and is BRE Green Guide A+ rated. It also performs well acoustically and reduces thermal bridging due to minimised joints.



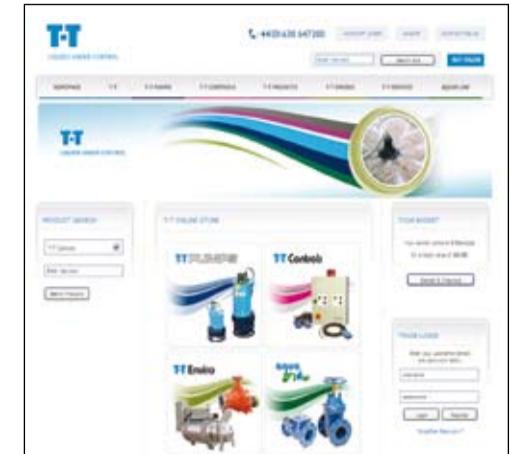
Tel: 01786 451 170

## T-T Pumps

With over 50 years experience, Cheshire based T-T, is one of the UK's leading companies in the design, manufacture, supply and installation of pumps, controls, valves, environmental products and systems.

T-T's new dynamic site went live in March and is already proving very successful. The fresh new look and design allows for the availability of more detailed information and makes online shopping quicker and easier for customers around the world.

Products and services are available for a diverse range of applications including clean water supply, water and sewage, building and construction, the hire industry, manufacturing, agriculture, food processing, the chemical industry and the ceramics industry.



Tel: 01630 647 200  
Web: [www.ttpumps.com](http://www.ttpumps.com)  
Email: [response@ttpumps.com](mailto:response@ttpumps.com)

## Global centre of excellence



will be supported by teams of local specialists around the world ensuring customers in Europe still receive the high levels of customer care and technical support they need.

By centralising operations, H.B. Fuller hopes it can bring its customers an even bigger range of products and services in terms of expertise and experience within the adhesives industry for windows and solar panels.

Tel: 00800 38553711

## For a bright, healthy and sustainable future

An exciting and innovative alternative to conventional solvent paints has been launched, providing the decorator, client and even the fabric of the building with a healthier, more ecological alternative. Nutshell Natural Paint's products are all free from toxic fumes and petrochemical solvents, which make them not only healthier, but ultimately better for the environment. This natural and unique alternative to the potentially harmful solvent based paints demonstrate Nutshell Natural Paint's environmental credentials, and innovation; which is why they have been awarded Building and Facilities News 'much contested Company of the Month award.'

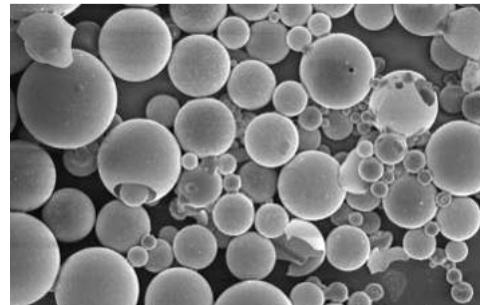
The company, originally established in 1990 before being taken over in 2006, serve both homeowners and building contractors all over the UK. Exeter based Nutshell Natural Paints has also supplied many of their products to television and radio personalities, such as Chanel 4's Kirstie Allsopp.



2011 sees Nutshell Natural Paints launch a brand new range of thermal paints, which utilise the very latest nanotechnology and microtechnology. This range of thermal paints consists of:

Thermo Interior Emulsion  
Thermo Exterior Emulsion  
Thermo Interior Anti-Fungal  
Thermo Satin Enamel

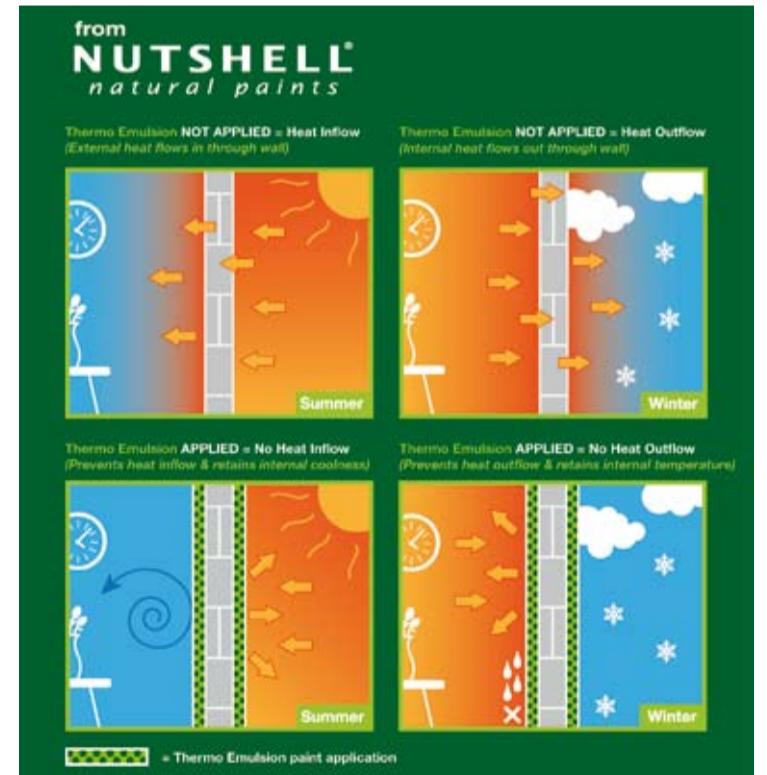
This ground-breaking technology means that the revolutionary Thermo Emulsion paint resists thermal transfer through walls and other surfaces; as well as creating a thermal barrier which can retain heat in the winter or reflect it away in the summer. Nutshell Natural Paints



have daubed this range 'the paint that acts like a flask'. The paint works by transferring heat through an infrared spectrum of light, reducing the amount of heat that passes through the surface. This results in the nanoparticles preventing moisture from freely penetrating the paint surface, ensuring there is less heat transfer, lower levels of moisture and less mould and mildew.

The revolutionary Thermo Emulsion range greatly benefits customers, helping them to save money, energy and the environment. Nutshell Natural Paints is confident that just two coats of their Thermo Emulsion paint on ceilings and outside walls, will help prevent unnecessary heat loss.

Nutshell Natural Paints launched this revolutionary paint range at the Ecobuild show in March 2011, which resulted in them securing a large number of new projects, with both UK and overseas clients. Nutshell Thermo Emulsion has proved to be a huge success in Malaysia, somewhere the company are hoping to expand



further in the future. Further developments include a new Undercoat, Satin and Gloss range and a self cleaning paint.

For more information:  
Tel: 01392 823760  
Fax: 01392 824437  
Email: [mike.back@nutshellpaints.co.uk](mailto:mike.back@nutshellpaints.co.uk)  
Web: [www.nutshellpaints.co.uk](http://www.nutshellpaints.co.uk)



## Packaging News

### Huggies® Pull-ups® give away Disney-Pixar Cars 2 goodies and helps mums with potty training

Pioneer and global-leading baby and child care brand Huggies® is speaking to potty training mums in a language they understand – and providing treats for the children too. A Pan-European promo featuring giveaways from the Disney-Pixar movie Cars 2 is all the talk among mothers who are picking up the details from an 8-page Fix-a-Form from Denny Bros applied to packs available in all leading supermarkets.\*

This first ever Europe-wide giveaway from Huggies® is featured on over 2 million packs of day and night time boys and girls packs of Pull-ups®. The promotional details, given in English, French and Italian, are all cleverly enclosed within the 50mm re-sealable on-pack resource.

Mothers and children will instantly recognise the Disney-Pixar branding which points them to the [www.pullupspromo.com](http://www.pullupspromo.com) website and enables them to redeem their potty training reward stickers via an 8-character alpha-numeric code. The special code is printed on the base label of the Fix-a-Form, which is firmly adhered to the product pack for reasons of security.

According to Huggies®, new mums rely heavily on the internet for research on potty training and so the Cars 2 promotional activity around Pull-ups® keeps focus squarely on their branded website.

Kimberley Clark, member of Huggies® marketing team explains, "There are many benefits of using Fix-a-Form but the key one in this promotion was the space to run the compulsory terms and conditions around the competition in three languages."

\*Promo ends September 2011.

Tel: 01284 701381



### The world's best-loved cereal bar makes big hit with Global Map giveaway

Geobar has introduced a site where customers can find out more about the brand. To help spread the word about the new site; Geobar has given away over 10,000 free maps. Geobar manufactured by Northumbrian Fine Foods (NFF) for Traidcraft

– included the details of the giveaway put on a 28mm diameter Fix-a-Form from Denny Bros.



The fabulously funky Fix-a-Form featured characters depicting some of the fruity family of Fairtrade ingredients. Inside the 12 page re-sealable, graphic-packed Fix-a-Form, were all the details customers needed to point them to the [lovegeobar.com](http://lovegeobar.com) website to apply for a free world map.

It was not just any old world map. It was an equal Area map which showed all areas according to their actual size – and so representing Geobar producer's countries more fairly and accurately. A lucky listing on a blog on one of the 'money-off' websites has helped to seal the very early success of the promotion.

Speaking on behalf of NFF, a spokesperson said, "Geobar is popular with consumers keen to find out where their food is coming from and that it is fairly sourced. Each bar is crammed with a large percentage of Fairtrade fruit that helps Traidcraft sustain fair trade communities around the world – the free map and website show customers exactly where our growers are located. Fix-a-Forms are a necessity when you have lots of copy to include on-pack and you do not want to compromise your brand design. They are also nicely quirky which is why we like them – we are already planning our next promotion."

Tel: 01284 701381

BANDING  
01256 897004  
PPMA 2011  
27-29 September  
NEC, Birmingham, UK  
[www.ppma.org.uk](http://www.ppma.org.uk)  
Stands A10 & A81

How much packaging do you **REALLY** need?

## Barrier Specialist - Company of the Month

### A-Safe – Proudly made in Britain, sold all around the world

Tradex News is extremely pleased to present A-Safe, polymer safety barrier specialists, with our highly prestigious Company of the Month award feature. This widely respected accolade has been presented to the company in celebration of its product innovation, customer focused ethic and rapid growth.

Established 8 years ago, A-Safe has grown to become the industry leader in the manufacturing and supply of innovative polymer safety barriers. The company monitors both its UK and global services, from its manufacturing to support services, from its base in Halifax.

A-Safe is the expert in the manufacture and supply of unique polymer safety barriers, where every customer is treated to a solution-based consultation, risk assessment, free site survey, advice, CAD design, installation and after care. It is this customer focused service that has seen the company grow to become one of the UK's most respected businesses in this market sector.

A-Safe is also renowned for its highly beneficial products; couple this with its customer service ethic and it is no surprise the company has cemented working relationships and partnerships with some of the UK's most recognised businesses. Blue chip



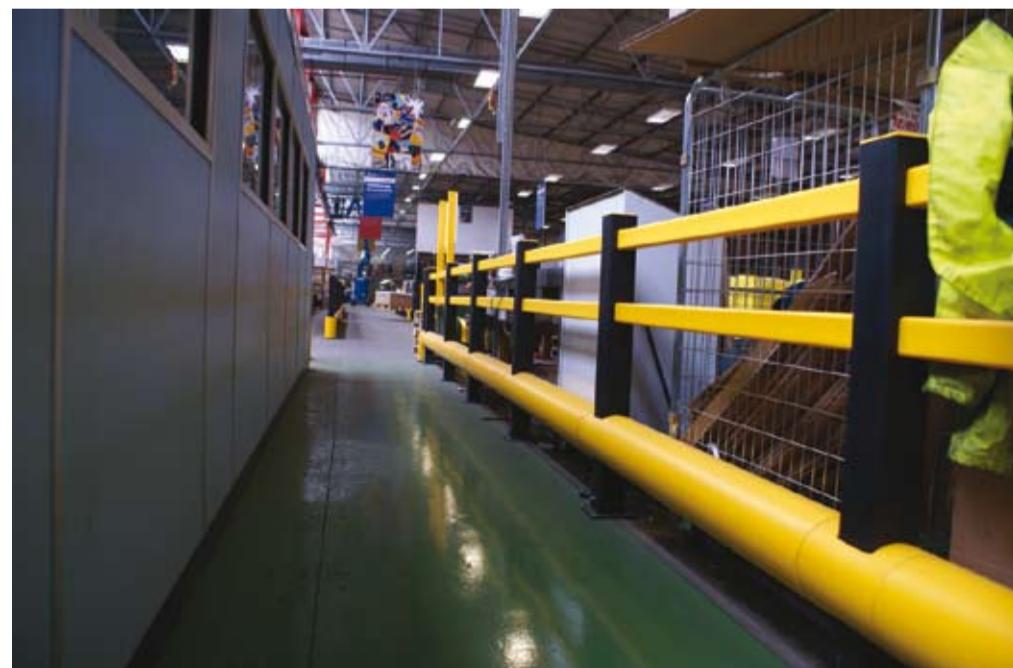
companies that view A-Safe as the barrier of choice include; ASDA, British Airport Authority, Coca Cola, DHL, Kimberly-Clark, Nestle, Toyota and Bosch. These companies rely on A-Safe for all their protection requirements.

The A-Safe polymer barrier has a built in memory with products that flex and return to shape after being impacted. Due to its highly visible yellow and black colour, no painting is required as they will not rust or corrode. A-Safe is also a low cost choice as maintenance costs are kept to a minimum as, unlike metal, floor and vehicle damage is kept as low as possible – 500m of A-Safe Traffic Barrier can save £115,000 in repairs and maintenance. A-Safe is also a 'greener' choice for businesses looking to reduce carbon emissions – the Traffic Barrier has 4.5 less carbon footprint than a steel Armco barrier over 5 years.

The company is about to launch the latest addition to its extremely beneficial and popular product line. The RackGuard Protecta is a ground breaking barrier for the protection of racking in warehousing and distribution, with rack end barriers and leg protectors. This innovative product is designed to keep both you, and your products, safe and secure when in potentially hazardous warehousing areas.

always striving to increase its catalogue of innovative products. The company currently has plans in place to relocate to a new, larger factory premises in Elland, DTBA. Part of the company's expansion plan includes attending a number of trade shows, mainly on the continent. A-Safe will be showcasing its products at AA Düsseldorf in October.

For more information on A-Safe, the RackGuard Protecta and all other products visit [www.asafe.com](http://www.asafe.com), or call 01422 344 402.



A-Safe is constantly looking towards the future, and is

# Space Kraft – Interaction for special needs

Parents, teachers and carers of young people with special needs know all too well how important social and sensory interaction is in their growth and development. One company striving to provide products that make this easy, accessible and most importantly fun for these young people; is Space Kraft.

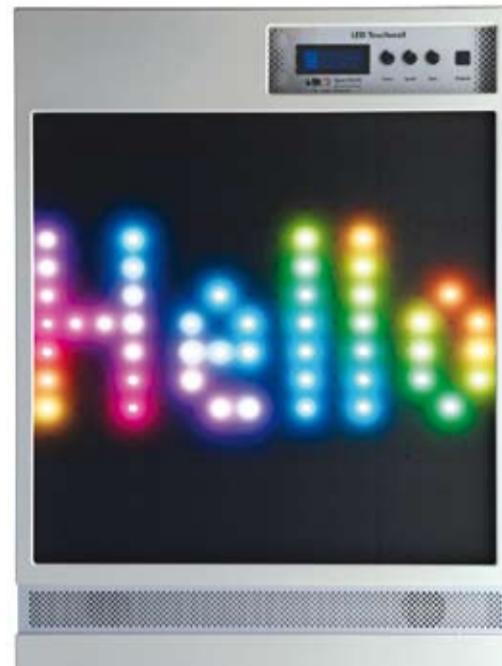


Established in 1991 by John Kopelciw and Bruce Tophunter, Space Kraft develops and manufactures a range sensory products that provide genuine solutions for carers and teachers, who face the difficult, day-to-day challenges of caring for someone with specialist needs.

Space Kraft's dedicated team of reps visit customers

to assess their individual needs, before designing a bespoke sensory room built with these requirements in mind. It is this immense hard work and dedication in creating the perfect environment for these young people that has lead Space Kraft to be honoured with Tradex News' highly respected Company of the Month accolade.

Space Kraft is committed to providing only the most innovative, effective and entirely unique sensory products designed with you in mind. With nine different programmes to explore the LED Musical Touch Wall



is fabulous magical wall panel which lights up with an ever changing spectrum of LED coloured light.

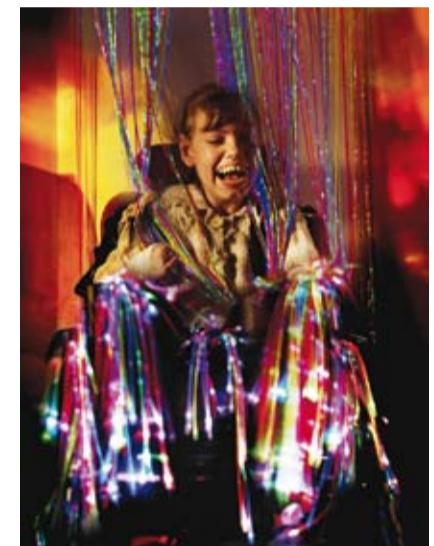
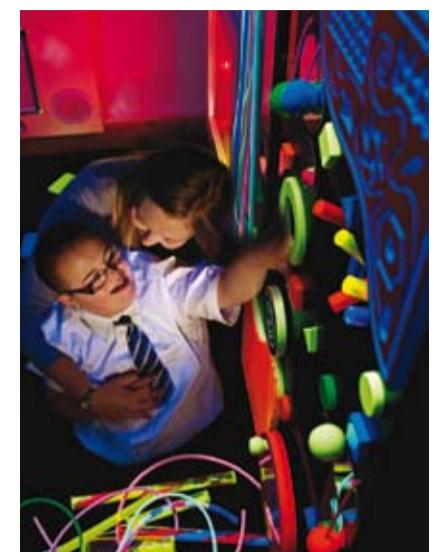
The slightest of touches will illuminate the panel accompanied by an auditory reward, brushing your hand over the panel area creates a rainbow wash of colour and electric sounds. A calming visual sequence of coloured waves, with the sound of the ocean, creates ripples in the surface; the perfect sensory experience.

The Musical Touch Wall is ideal for tracking and colour recognition, while encouraging communication. The Wall is fully adjustable in terms of speed, colour and volume depending on the needs of the user. The Wall, and all of Space Kraft's innovative products aid carers and teachers of special needs children and adults to achieve their maximum potential through development which ultimately enhances life chances.

Space Kraft's specially manufactured sensory products have already received critical acclaim from both special needs and mainstream schools, occupational therapists, respite centres, charities and parents. The company's success is down to the innovative nature of the products and the devotion of the team to provide bespoke solutions for all with special needs.

Space Kraft regularly showcases its innovative products and services at Trade Shows across the UK. So far this year, the company has attended Special Need London and Naidex. Space Kraft was delighted with the response from customers at the shows, which has since led to enquiries into sensory rooms.

**For more information:**  
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# Absolute Solar

Tradex News is extremely pleased to present solar solutions experts, Absolute Solar with our highly coveted Company of the Month award feature. This award is in recognition of the company's product innovations and customer focused ethic.

Absolute Solar is part of the Absolute Group which was established in 1991 capitalise on the then emerging market of cavity wall and loft insulation. Eighteen years later Brian, with Dean Bliss as managing director, launched Absolute Solar in July 2009 to provide solar power systems to domestic and commercial customers looking to benefit from the country's pro-active move to a low carbon economy.

Leicester based Absolute Solar provides an

outstanding range of tried and tested solar solutions, ensuring that customers are getting the highest quality systems available. With major solar brand names such as Shucco, Sanyo and Sharp, the company provides the most highly efficient solar converts providing the greatest return on investment.

The quality of the panels and converters is ably supported by the highest quality surveyors and installation teams, ensuring both needs and options are fully understood and that the solar array is fitted to the highest industry standards. Dean Bliss explains,

"I've hand picked and personally trained everyone in the team to ensure that the standards set are fully understood and repeated every time and I also try to speak to all our new customers so that even though we have a team of five surveyors and two installation teams fully deployed I am still involved with every one of them, and am always available to answer any questions they may have".

Absolute Solar's client base comprises of both domestic customers who have seen the benefits of investing in solar and commercial customers. Recent figures regarding the benefits of solar power have certainly helped the company in its growth and expansion, with homeowners and business across the UK keen to reduce



## Solar Power Systems - Company of the Month



their carbon footprint, along with their outgoings.

Adding solar systems has certainly become a major decision factor for commercial companies as utility costs continue to soar and British Gas has just announced another 19% increase in gas prices in August will further increase demand for solar energy.

Absolute Solar is growing extremely fast, as it expands from being an East Midlands regional player to provide nationwide coverage for its

services following NEC Home Improvement Exhibition in March, which raised our profile nationwide. Absolute Solar has big plans to grow ahead of the market sector and is rapidly recruiting high quality people to ensure it can support the demand it has established for solar systems.

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# SAAL International

From humble beginnings trading in high quality textile raw materials and various petro-chemical products for over 40 years; Edward and Rich Obadiah rebranded and started SAAL International and have managed, despite the tough economic climate, to branch out and add innovative new product lines and departments. Rich Obadiah launched Wonder Holder, a product that has since experienced global success, and have since continued to grow and develop into one of the country's most successful companies.



It is this success in the wake of so many companies falling victim to the recession that has led Tradex News to name SAAL International as our Company of the Year. The company, which has office and warehouse facilities across London, is committed to creating and fostering strong relationships with all levels of clients; providing eye catching products and an industry leading standard of service for all.

SAAL International's customer focused ethic sees them care for clients and suppliers as people, not numbers, which sets the company apart from its competitors. The dedicated team of experts are always on hand to help you,



no matter how big or small your query.

SAAL International has three innovative products – the Wonder Holder, Candywires and Powerpack – all of which have been nominated and/or won in various Gift of the Year categories in both 2010 and 2011. SAAL is constantly looking to bring products that are actually useful in modern life, and give a feeling of satisfaction that they have made life that little bit easier for someone.

Unlike many of its competitors, SAAL International is always keen to react to, and continuously develop, based upon customer feedback – whether it be positive, or suggestions of ways in which the company can improve on its products. For example, customers told the company that 1 backing plate was not enough for the Wonder Holder, so the company began to include 3 in every pack.

This is just one of the ways in which SAAL International ensures its customers are always happy with the products it supplies. This cliental tends to vary depending on each unique product; for example, almost everyone – as long as they have a mobile phone – can benefit from the Wonder Holder. The device securely holds your mobile phone, or other similar devices, in place in your car, kitchen or office, without harming your phone and yet giving you the ease and convenience that everyone looks for.

Candywires are for use with Apple products such as the iPod and iPhone. These extra neon leads jazz up your device and, at 4.5ft long, they are 50% longer than the standard leads sold. This makes life brighter, and easier, for all iPod users. Powerpack is a hybrid solar battery pack which can extend the battery life of your mp3, mobile or gaming device.



SAAL Internationals' products are sold in small and large retailers alike.

The future is certainly bright for SAAL International; the company has recently launched its products into more countries and has received great success. Changes to the website are also going to take place to draw in more internet traffic and potential clients. SAAL International plans to add to its range of products, and continue to branch out further globally. Part of this expansion includes attending UK and global trade shows, as Rich Obadiah explains;

"We attended the Autumn/Spring fairs, and we attended the Gadget Show most recently and found it to give a fantastic response. It was amazing the feedback we got, and saw how people actually loved our products. We sold out of stock and had to replenish 3 times as we underestimated the demand at the show."



SAAL International has managed to thrive and expand, despite tough economic times and is continuing to produce high quality, innovative products. The hard working team are committed to bringing high quality products and top quality customer service; which makes them a worthy recipient of our Company of the Year award feature.

**For more information on SAAL International and its products;**  
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# Innovative solutions to your DIY dilemmas

Tradex News is extremely proud to present 'Cut in Edge Tools Limited' with the prestigious, impressive and highly sought after 'Company of the Year' feature. This is awarded to the business that has shown true dedication and enthusiasm in providing new innovative products coupled with a top-class customer friendly service.



Cut in Edge (CIE) is a unique but essentially basic product that was aimed at the semi-professional/generalised DIY'er who thrives for that professional looking painting & decorating finish to jobs undertaken in their home. The product has now attracted the attention of the professionals due to its productivity. The tool consists of two simple parts; a brush and a surface protection tool, which are specially designed to eradicate the annoying 'taping up' aspect of the job.

Inventor and mastermind behind 'Cut in Edge', Mr A Powell (Tony) said, "It was one of those eureka moments."

"Taping up is one of those extremely frustrating, laborious and time-consuming jobs that most of us hate doing and find off putting, be it a professional or even a confident DIY'er like myself. On one occasion a few years ago, I simply couldn't get the masking tape to stick and it took an age to complete this simple task. In short,

I became quite frustrated and decided a good old cuppa was the best way to reflect on my efforts and de-stress. Upon making my brew I thought to myself why has no-one ever made a product that addresses this part of painting & decorating easier? Surprisingly enough, and just over a year or so later, I had that "eureka" moment and the Cut in Edge vision was born and brought to life."

This all new ground-breaking tool is ergonomically designed in order to make them user-friendly, cleaner, greener and more accurate than any traditional method. The products will shortly be online in two eco-friendly materials and two colours. The developing brand has four other models planned and several other designs to suit any required job.

The Cut in Edge tool is at present meeting a previously unmet need, and is unrivalled in the global market. Ex-serviceman and family-man Tony said, "The vision is to bring affordable and effective solutions to anyone with a passion for decorating, men and women alike. A recent survey has revealed that the majority of home decorators are indeed women and we want to include them in a way that reflects that."

With this in mind Cut in Edge decided on creating a range for this small but precious market and we began producing a pink set of tools. It is hoped that this angle will "entice ladies to partake in more DIY activities and facilitate change in the traditional male orientated overview on painting & decorating."

The Birmingham based company is delighted with their steady growth and overwhelming success, despite only being launched publicly, in February of this year. As a limited company, Cut in Edge Tools has displayed colossal drive, meticulous planning, organisation, and grit to provide an affordable solution for decorators within this indescribable global economic downturn. The environmental awareness of the product has led the company into carrying out extensive research into and backing initiatives such as the reduction of carbon

emissions, which is part of a globally focussed initiative led by governments.

Mr Powell said, "Given my military background, my values and passion; vision and emphasis are focussed on the importance of teamwork. Anyone of us can have that "eureka" moment and many of us do but, for one reason or another we fail to realise those dreams. As a person, I recognise that even more, now that I have actually been through the entire process from an idea to going to market. In short, I could not have done this without drive, determination, a strong will to succeed, finance and above all a responsive, dedicated, hard working and supportive team who were and are committed to both getting things done and achieving results. With that, I and my team are focussed on creating a service to assist people in achieving their dreams and welcome enquiries from anyone who wishes to pursue this."

Cut in Edge is a brilliant example of a young, smaller, developing company, with masses of potential and innovation. They are taking the lead in demonstrating the fruits of hard work and dedication and are truly inspiring to any wanting entrepreneur. This is reminiscent of their advanced thinking, continual research work and reflective practices that recognise the need to lend their expertise to young and upcoming inventors and entrepreneurs of the future.

"It is equally important for us in the UK business environments, to support each other, in a way that is both united and transparent in whatever we do to achieve success. Cut in Edge, its team and brand, will forever remember by the use of reflective practices, where we came from in full recognition and vision of where we are actually going", added Tony.

**For more information about Cut in Edge Tools, or if you're a budding inventor/entrepreneur with a good idea and wish to follow your dreams please call 07975628822 or email cs@cutinedgetools.org.uk**



**CUT IN EDGE**  
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**Cut In Edge Story**  
Lorem ipsum

An exciting and handy new DIY and P&D product has been launched to market, designed with economical qualities that are mindful of its target audience. The product, aptly named as 'Cut in Edge'.

An exciting and handy new DIY and P&D product has been launched to market, designed with

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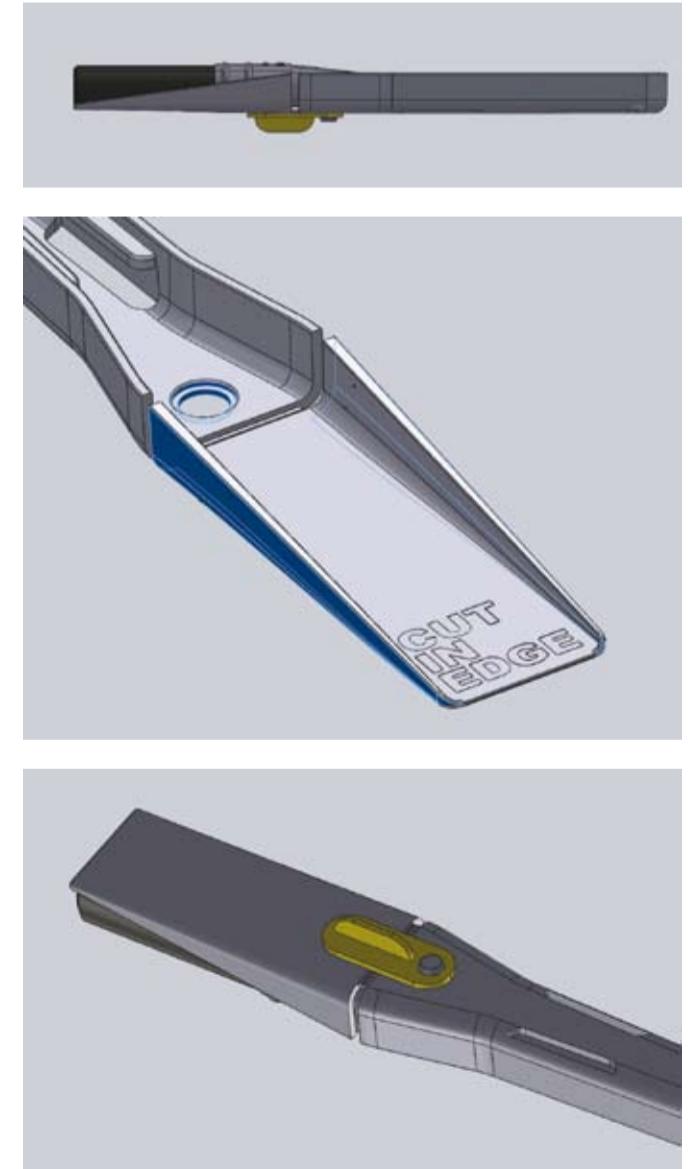
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