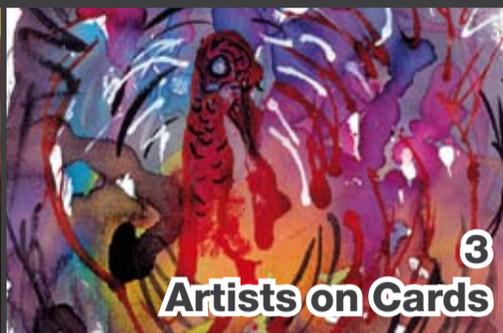


tradex news

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Three more for successful team



Fired up for success, CNG's new appointees (L-R): Tanya Minikin, Heidi Procter & Rachel Cluderay

Harrogate-based CNG, the UK's leading independent supplier of natural gas for business, is powering through 2011 with a further three appointments, just weeks after announcing a duo of new starters to help cope with increasing demand for its services. The latest additions are boosting service provision in the Sales and Billing departments.

Heidi Procter joins the Sales team with a wealth of customer service knowledge from her experiences of owning and running a successful café business which was later sold on to investors.

Tanya Minikin joins the CNG Billing team from a Fire Alarm firm where she was in charge of workload management for eight engineers as well as handling all incoming enquiries and orders.

Rachel Cluderay brings a wealth of customer service experience to her role in Sales which was gleaned from positions in a major high street retailer and cosmetic surgery firm. She was seeking a different kind of customer service post when she heard about CNG's commitment to outstanding service.

This raft of appointments marks five since the start of this year. CNG has seen a significant rise in demand for its services and is working hard to make sure it continues to innovate and attract more customers.

Tel: 01423 502554
Email: info@cngltd.co.uk
Web: www.cngltd.co.uk

May Products Ltd: Quality is assured

Whatever our tastes and preferences, we all want to know that the food we are eating has come from reliable sources, and as well as being delicious, is good for us too. It can be difficult to sometimes keep track of where all the preservatives, additives and vitamins in our food have come from, no matter how hard we try and keep track of them.

UK based May Products is an industry leading agent, distributor and trader of a wide variety of food ingredients ranging from colours, flavourings, vitamins and preservatives to bespoke blends based on customers specific requirements.

Originally established in 2006, May Products is one of the country's leading firms in the food industry offering its clients a huge range of quality products in 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.

Wherever possible, May Products deals directly with manufacturers in the UK. This is true of their range of baking powders, meat-application blends and many other areas. Where this is not feasible, May Products deal with sourcing houses across the continent with in-house QC, with whom they have individually or as a company developed a long-term relationship based on mutual trust.

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.

May Products believes in giving the customer what they want, when they want it, to the specification and in the pack that they require, with no hidden or extra charges. Your satisfaction comes first, no part of the deal will be added for the convenience of the company; what you require and that alone is what you get.

The company is determined to be a pleasant, honest business to deal with. Although May Products cannot always guarantee to be the most competitive option (even-though you will be surprised how often they are!), the company does hope that you will always feel comfortable to call and find out, in the knowledge that there will be a friendly voice on the other end of the line, giving you a straight answer.

May
Products Ltd

Due to the huge range of long-term contacts 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 their 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."

The future is certainly bright for May Products; after recently gaining ISO 9001:2008 accreditation at the end of 2010, the company has been dedicating time to improving the quality of its current catalogue of products, while looking at the introduction of even more lines. Even with expansion plans in the pipeline, May Products is committed to maintaining the excellent customer service base its customers have come to expect.

For more info about May Products or a full product listing visit www.mayproducts.co.uk or call 0121 550 7872.



George Utz is flying high with new air cargo innovation

George Utz, the leading manufacturer of materials handling solutions in plastic, has won substantial European grant funding for the research and development of a new Unit Load Device (ULD) for the global air cargo supply chain.



for funding research and technological developments in Europe.

The SAFEGUARD project will develop a new technology to improve the security and efficiency of air cargo through the research and



“We have a first class design team and have already done a lot of work with New Wave Innovation to ensure that we address the various safety issues as a top priority.”

Development of new ULD's is scheduled to start in October 2011 and is expected to run for 24 months. The first units are expected to be released in 2014.

As a UK manufacturer George Utz Ltd has been well known for many years for providing successful and reliable injection-moulded and vacuum formed storage solutions to British and European industry. It offers specialist technical advice about the best products to integrate with existing or new automated systems. Working closely with customers (including many well known blue chip names) and logistics experts, it develops innovative solutions for complex materials handling operations. George Utz prides itself on co-operation, quality and customer-focused project management.

Contact details:
Tel: 01773 543170

Working in partnership with Leicester based innovation and technology development organisation, New Wave Innovation, George Utz applied for the grant for its SAFEGUARD project under the Seventh Framework Programme (FP7) which is the EU's main instrument

development of a second generation ULD. With around one million ULD's in the world, carrying approximately 80 million tonnes of cargo, they are a crucial element of the global aviation industry.

Over the last 20 years, incremental improvements to the devices have primarily focused on weight reduction, resulting in potentially compromised security. The SAFEGUARD technology will result in the safety and security of the air cargo supply chain, in addition to large economic savings and logistics improvements for airlines.

Carsten Diekmann, General Manager at George Utz UK, is clearly thrilled with the news. “We are excited to be involved in the development of these containers, as they will have a real impact on how goods are transported across the globe. Our involvement in such an important and wide-reaching project demonstrates our high standards of quality and our unrivalled expertise in bespoke materials handling solutions.”



Fresh idea from SCA

For those exporting fresh produce, SCA's Packaging Industrial Division has developed a range of bulk produce Palletainers to help minimise transport costs, increase vehicle utilisation and increase produce protection.



The palletainers are designed to fit on to a standard 1200 x 1000mm pallet, with the depth being varied to suit individual requirements. Where appropriate the units are available from stock, with a depth of 1600mm.

Mark Furman SCA's retail and food business manager said, “The unit has been developed to offer a cost effective, high performance and safe method of storage and transport for fresh produce. This offers the packer the ability to pack netted, bagged or loose products much more efficiently than just on to a pallet.

With the pack incorporating the SCA Easypack drop front, it's exceptionally easy to load and unload which greatly reduces packing time. Where required we can also add circular ventilation holes ensuring a constant airflow over the contents, which reduces the risk of product spoiling.”

Tel: 01455 251 400

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 180o 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



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Bask in the warm Spirit of Africa

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

Dynamic colours and designs available:



sales@firesticks.co.uk
www.firesticks.co.uk

FIRESTICKS
The warm spirit of Africa

Tradex News is delighted to present Firesticks Candles UK with the widely recognised and highly contested 'Company of the Month' award feature. This prestigious accolade is presented to companies that, through sheer commitment and dedication, have grown into thriving businesses despite the tough economic climate.

Firesticks UK is the key player in the import of quality, hand crafted and hand painted candles, all the way from the southern tip of Africa. Distributed throughout the UK, these non-scented candles are adorned with ethnic designs and symbols, injecting the spirit of Africa into British homes.

With what started as a home-based industry in Africa in the 1990's, Firesticks was established by Philippa and Tiana in 2010 as a way of bringing these beautiful pieces of artwork to people all over the world. In just over a year, the dynamic duo has witnessed great success with Firesticks, due to the

richness of colour, vivaciousness and variety shown in these expressions of the African landscape.

What makes the Firesticks unique from other candles is the beautiful projections they create whilst slowly burning. When lit, the bespoke patterns, stunning colours and beautiful drawings are reflected from within, creating a captivating stained glass effect. The company also imports the quirky African Lady candleholders; oozing with personality, these metal figures come in different sizes, colours and designs.

Despite only launching in the UK in 2010, Firesticks already imports in excess of 18 ranges of candles. This Christmas, the team is looking to launch 3 new festive lines: Berry Blaze, Cape Dutch and Mud Cloth Black; and egg and tear drop shaped designs for Easter. The non-scented candles focus on the original concept of candles – illumination, beauty and romance – which is why no two designs are the same.



Currently based in Newcastle-Upon-Tyne, the dedicated and committed team at Firesticks is looking to increase its brand awareness and raise both the company and product profile. The company's e-commerce website currently allows for national and international distribution to both the general public and independent gifts shop owners. One way in which Firesticks UK is successfully raising its profile is through trade fairs such as Giving and Living and Harrogate Home and Gift, where the company often receives a great reception and number of new leads.

Firesticks UK is delighted to offer the readers of Tradex News free delivery of any of its products, to anywhere in the UK. Any orders received before the end of November 2011 quoting 'Tradex3' can take advantage of this offer. All orders can be sent to sales@firesticks.co.uk.

For more information contact Philippa; Tel: 075888 56011 Email: sales@firesticks.co.uk Web: www.firesticks.co.uk



Greeting Cards - Company of the Month

A greetings card with a difference

'Tree of Life'

ARTISTS ON CARDS

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 01444 882494 for details, testimonies and a catalogue.

www.artistoncards.com

Tradex News is extremely pleased to present the unique Artists on Cards with the highly prestigious and widely respected 'Company of the Month' award feature. This contested accolade is presented to companies that have displayed innovation, and produce day-to-day products with a modern and unique twist.

Artists on Cards is more than a one sided, arts cards company. As well as printing cards from stunning, classical paintings or drawings; the company also commissions some of the country's best artists to create contemporary, unique and eye-catching designs, for every season and all occasions. The company is currently delighted to be working with the renowned artist Susan Horsfield.



Established in 2010 by Sally Aslett, Artists on Cards is committed to making art accessible to everyone, even those with a discerning eye. The upbeat and classical designs inject colour and design into what can often be a dull, standardised greetings card. The cards speak for themselves from the sunning, diverse and incredibly talented paintings and specially commissioned designs from artist, Susan Horsfield; to the classical prints.

Artists on Cards, which also provides mounted, Gi Clee prints from landscape images, has a range for everyone; the cards cover seasons, trends, wildlife, floral, landscape, genre and celebrations. The eye-catching, top quality cards are both imaginative and colourful, creating something beautiful for everyone to enjoy.

Always at the fore of design and innovation, Sally and the team at Artists on Cards are committed to providing customers with stunning, seasonal designs. The company has recently launched its new Valentines, Floral, Animals, Christmas and Landscape ranges, adding to the already colourful and diverse catalogue of greetings cards available on the company's website.

Despite its short trading history, Artists on Cards is already responding to the positive feedback and ideas of its dedicated cliental.



The company is looking into extending its range to produce wrapping paper, gift tags and even t-shirts baring the distinctive and unique drawings with the company is renowned for.

Celebrating its recent successes, West Sussex based Artists on Cards is already looking towards its bright future. The company is now able to take Trade orders over the telephone, and is in the process of launching a new Trade-Only website. Sally is committed to finding beautiful art work – both classical and contemporary – to increase the original designs for her cards.

Artists on Cards recently showcased its striking cards at the Home and Gift Show to great effect. Similar successes were had at other trade shows including Top Drawer and PGLive; the company's products received critical acclaim from peers and potential clients alike, making for an extremely beneficial time.

For more information contact Sally Aslett; Tel: 01444 882494 Email: sallyaslett@artistoncards.com



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** or visit **www.homeandgift.co.uk**



New to Home & Gift this year, Natural Partners Limited is working with some of northern England's finest existing and emerging artists to produce rapidly expanding ranges of quality limited and open edition prints and greeting cards.

Based in Marske-by-Sea on the North Yorkshire coast, the company was established back in 1999 by Joe Cole and his wife, Karen, but has only moved into fine art publishing in the last year.

From modest beginnings, publishing just a few limited edition prints of Joe's late father's work, the business has developed rapidly and is now publishing prints and cards reproducing the work of over twenty artists from Yorkshire and the north east under its Northeastartists brand. Home & Gift saw the launch of 80 new card designs and 15 open edition prints. Of particular

note are the wonderful images of hares and other wildlife by Andy Broderick, Kris Hardy's cityscapes and vehicle studies and the exquisite landscapes by Peter M. Hicks.

The company plans many more releases in time for Spring Fair 2012, including major additions to the "Road to the Front" collection of wonderful images created by Joe's father whilst on active service during the Second World War. Many of these beautiful and moving images will have an appeal way beyond those simply interested in military history!

Tel: 07714 768956
Email: joe.cole.nea@btinternet.com
www.northeastartists.co.uk



One Button LTD

One Button LTD: fabulously affordable costume jewellery and accessories that stand out from the crowd, with a signature style that's quirky, vibrant and easy to wear. Our jewellery is made entirely by hand, using semi precious stones, natural pearls, glass crystals, hand poured resin and hand painted glass.

It is a small brand with a big heart, fabulous arm, neck and hand candy. There is a distinctive vintage feel this season as we journey back in time, with antiqued chains and frayed ribbons, lockets and charms.

One Button sources, designs and manufactures in accordance to Fair Trade Policy. Gift of the Year category winners in 2009 and 2011.



Discover us online at onebuttonuk.com or phone our HQ on 0116 279 3715.

Divine Trading Company

– Divine jewellery, at delightful prices



With kitsch and vintage inspired jewellery revelling in its current revival, fashion fans and accessory addicts can rejoice at the latest and greatest line of affordable, attractive jewellery. Divine was established in July 2006 by Lois Levy; a lady with a passion and flair for jewellery and fashion.

Her vision of creating an extensive range of quality, and reasonably priced, fashion accessories has been realised with fashionistas all over the world donning her pieces every day.

Her Devon-based and online boutique sells stunning rings, necklaces, bracelets and even bag charms that wouldn't look out of place in a more high-end jeweller. Divine's costume jewellery and accessories have reached customers both in the UK and Europe, as well as those in Australia and America.



The unique range of products suit every occasion and budget, and each is made by carefully selected and designed products. Divine's passion for stunning jewellery and value for money is clear in each and every beautiful piece.

For more information contact Adam on 01392 221 717, or visit the website at www.itdivine.co.uk



Limelight Products

Harrogate Home and Gift 2011 saw the launch of Limelight Products exhibiting our range of traditional, co-ordinated gifts and home wares.

Inspired by our love of nature the main theme was trees. The result was a collection of original hand drawn artistic designs on our blackboards, clocks, and tea-lights. All designs are done in pyrography by our own artist. Appreciating the natural beauty around us we try to reflect this in our pieces. Priding ourselves in the quality and detail we like to give each individual piece its own character.



Working only in solid wood such as Ash and Oak we are conscious of our footprint and use only European and British hardwood from an FSC

sustainable source. All our pieces are designed and handmade by us in our workshop in Derbyshire. We believe British is Best.

We are currently expanding our range with the view of exhibiting at the BCTF Show in April 2012 at Harrogate and are pleased to have been invited to exhibit at the Ideal Home Exhibition at Earls Court in 2012. We are also delighted to have been named as one of the top 40 new companies who exhibited at the Harrogate Home and Gift Show.

Web: www.limelightproducts.co.uk
Email: limelightproducts@yahoo.com



Top quality gifts by Gainsborough Giftware

Gainsborough Giftware is a family run cash & carry business that was established over 30 years ago by Peter Drinkall. The company has become a major player in the supply of top quality, competitively priced products to the UK retail gift sector, a formula that has proved to be extremely successful

since their formation in 1977.

Based in the old-fashioned market town of Gainsborough in Lincolnshire, their cash & carry unit currently has two large showrooms displaying in excess of 3000 high quality product lines.

Tom Drinkall, Peter's son, has recently taken over the reigns and has been set the challenge of establishing the website in order to widen the businesses client base.

Customer service is also high on the agenda of Gainsborough Giftware and Tom said, "We look forward to serving customers old & new and we hope your visit to our website will be a rewarding experience, we should like to take this opportunity to assure you of our best attention at all times."



For more information on Gainsborough Giftware please call 01427 617 113 or visit www.gainsboroughgiftware.com

Natures Purest Organic Nursery Collections, Good for the Environment: Great for Baby



Just as a parent passionately loves their newborn baby Natures Purest passionately believes in creating sensitive, natural products that give a baby the healthiest possible start in life. All Natures Purest products are made from organically grown natural

coloured cotton that grows in shades of green, brown and cream. No pesticides, chemicals or dyes have been used on the fabric ensuring the entire Natures Purest range remains natural and pure. All Natures Purest gifting items are stylishly packaged in recycled card gift boxes for that perfectly tasteful 'New Baby' present.

Tel: +44 (0) 116 2792961
Web: www.naturespurest.co.uk





maccessori

Bringing together 21st century lifestyle and traditional Scottish Hebridean handcraft our products combine the individual look and feel of genuine Harris Tweed and luxurious soft leather with the convenience of modern accessories.

Following on from our successful original iPhone covers we have now developed a range of accessories designed to suit

every occasion. Incorporating our distinctive design we have created an exciting range of contemporary ladies and gents accessories that are both versatile and unique.

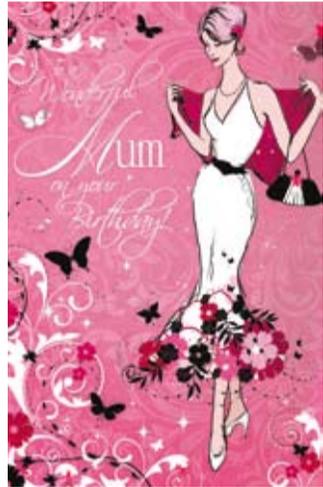
Our range of ladies bags include the Shopper which is an elegant bag for everyday use, the large Cross-Body bag again an ideal everyday bag leaving your hands free and the small Cross-Body bag ideal for occasional and evening use. These are all available in our three Harris Tweed colour ways. We also have a full range of coordinating accessories including a coin purse, wallet and credit card holder. Our

travel range includes a travel wallet ideal for organising all needed tickets and documentation and a glasses case which is perfect for protecting your sun glasses.

Last but not least we have a full range of original iPhone covers available in lots of delicious natural colours trimmed with coordinating Nappa leather

Tel: 07725 225312
Web: www.maccessori.com
Email: info@maccessori.com

The Jonny Javelin Card Company Ltd – A card for every occasion



Founded by husband and wife partnership Jonny and Mandy Spears in 1999, The Jonny Javelin Card Company marries his way with words and her artistic abilities to produce an innovative range of unique greetings cards. The family run business has grown year on year, employing a number of freelance and full time staff to help cope with demand. The high quality designs appeal to everyone, and there is a verse and artwork for every occasion. Jonny Javelin really does have a birthday card for everyone – ranging from humorous, to sweet and everything else in between.

The company is continuously updating and renewing its ranges,

and has plans to introduce 2 new everyday ranges in the New Year along with 3 new Christmas ranges. There has also been a lot of excitement from the release of their brand new Summer range entitled Manhattan. The 9 designs have been flying out and a further 18 designs are scheduled for release in October.

The Jonny Javelin Card ranges were displayed at this years Home and Gift Show where the company was placed in the Top 40 exhibitors.

For more information, to view or purchase a card from The Jonny Javelin Card Company visit www.jonnyjavelin.com Or call 01423 563740

Guyliner

In the last decade there has been a huge cultural shift in how men shop both fashion and grooming products, investing more in themselves than ever before and now for the first time spending more time than women getting ready. Nine out of ten men believe that the right cosmetics will give them more pulling power both in business and with women.

Men tend to use cosmetics in a different way to women, men use cosmetics to cover features they are not happy with and to subtly enhance their finest features, hence the demand for a functional male specific cosmetic brand.

Guyliner was one of the first totally male cosmetic brands to launch in



the UK. Since its launch in 2010 the Guyliner Brand with its range of 7 products, has been growing slowly and surely over the last year. The Brand has now been successfully

launched in premium boots stores across the UK.

Guyliner is designed to perfectly suit the man who wants to invest in his looks. Guyliner's soft black eyeliner pencil gives a subtle definition for more appealing masculine eyes. A look which is stylish, sharp and leading edge for today's successful male.

Guyliner's Disguys is the intelligent cover up for every man. The perfect camouflage for spots and blemishes containing Vitamin E with moisturising and healing properties formulated to protect pores and provide a flawless even skin tone.

Contact details:
Tel: +44 (0) 1722 711193
Web: www.guyliner.co.uk
Email: info@guyliner.co.uk

Delight Rubellery

Ros Weaver's idea of upcycling rubber bands to make affordable bracelets, necklaces and earrings developed from her twin sons' passion for collecting the red bands dropped by the postman and wearing them round their wrists. But the rather smaller eco-friendly bands that she uses for her 'rubellery' are carefully sourced from Kerala in South India.

"When we stayed in a village there as a family," says Ros, "We could see the latex being harvested from rubber trees. Brightly

coloured rubber bands were used for everything. Things you bought were wrapped in newspaper held together by bands. The village kids made balls from newspaper and rubber bands. Natural rubber is sustainable and, unlike plastic, it's biodegradable."

A best seller in museum shops, Delight Rubellery is hand made in London in a variety of scrumptious colour combinations. A highly tactile gift that appeals to all the age brackets, Delight Rubellery makes a unique and



affordable stocking filler that's sure to attract comment.

Tel: 0207 682 0848
Web: www.delightrubellery.co.uk
Email: enquiries@delightrubellery.co.uk

Kitsch and quirky accessories from Felt So Nice

Quirky and unique accessories can turn an outfit from drab to fab, but it can be difficult to find the perfect mix of eclectic eccentricity and style. Felt So Nice specialises in beautiful handmade felt bags and accessories, designed and made with love by Jodie Burke.

Using a range of traditional and contemporary techniques – such as knitting, weaving, spinning, corking and dyeing – Jodie's kitsch creations are the perfect accompaniment to any outfit. Felt So Nice, based in Powys, Wales, mixes flair, colour and attention

to detail to create her ranges which include slippers, bags, scarves, broaches, jewellery and hats.

These stunning, stand-out products were showcased at the recent Harrogate Home and Gift Show; Tradex News was so impressed with Jodie's products, Felt So Nice has been selected as one of the top 20 exhibitors.



Her eclectic and distinctive style makes for the perfect present for a loved one, or a payday treat to brighten up your winter wardrobe. Jodie's fabulous creations can be



made in a whole host of colours and sizes, and bespoke products can also be ordered. The affordable, eye-catching Felt So Nice designs can be ordered through the website, and are stocked in selected, local stores. See the website for more details.

For more information and to view the fabulous Felt So Nice products for yourself contact Jodie Burke on 07527 287 473, visit www.feltsonice.co.uk or email jodie_burke@hotmail.com.

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www.midhavensilver.com



OUR RANGE ABOUT US CONTACT



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If you do need any more information, you can either **email us here** or call us on **(00353) 74 9551066**.

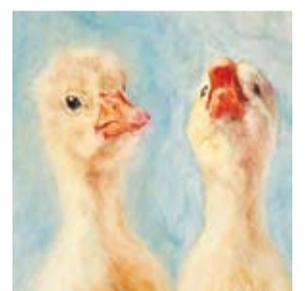
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Jo Stockdale

In a business filled with photography, calligraphy and flat computer illustrations, Jo Stockdale's cards are a refreshing change; beautifully painted animal images which have the unusual ability to be contemporary and yet have a sense of the nostalgic, allowing everyone the chance of owning a small work of art.



Her passion has always been to illustrate the nature and characters of animals and the diverse relationships that have developed between us all. With our lives becoming increasingly stressful Jo believes the bond we have with animals is all the more important. They create times in our lives when we stop for a moment; moments which stay with us forever.

Jo decided after years of frustration at not being able to buy the card of her choice due to unwanted sentiments printed on, that when she developed her cards they would all be left blank. This allows flexibility for the client regardless of the age or sex of the recipient, or the occasion. Which has also given retailers the flexibility to place her designs within any area of their display, whether seasonal, occasion or sentiment, increasing the sales capabilities.

With new designs' appearing in spring and autumn Jo's catalogue is constantly developing, including this autumn her first collection of humorous Christmas style designs. Following on will be a collection of Gift Wrap designed to be suitable for all ages and sexes. Jo will be showing for the first time at next years Spring Fair with many new designs and ideas.

Tel: 01748821172
Email: jostockdale@live.co.uk

Bespoke Kitchens - Company of the Month

Your dream kitchen can become a reality with **Woodborne Kitchens**

If your old fashioned, drab and dreary kitchen is in desperate need of a make over – and DIY SOS is unavailable – you need look no further than Woodborne Kitchens. The Sussex based company has been designing and installing beautiful, hand crafted and hand painted solid wood kitchens for the last 12 years so can be trusted to create the perfect kitchen for your home.

that has led Tradex News to name Woodborne Kitchens as our Company of the Month. This prestigious accolade is presented to companies that have displayed exceptional products and services for their customers; something which Woodborne has managed despite the touch economic climate.

As well as beautiful bespoke kitchens and kitchen furniture, Woodborne also offers a free design service. The company's team of expertly trained in-house fitters and painters visit the site, complete an orientation of the home and create a hand drawn plan of your new kitchen. Woodborne then supply solid wood and granite worktops, as well as a wide range of appliances, before fitting your new kitchen.

Woodborne delivers and installs its unique kitchens anywhere



Woodborne Kitchens manufactures stunning solid wood kitchens out of Pine, Walnut, Tulip Wood, and Oak to name but a few. These sustainably sourced woods not only provide a cleaner finish to your kitchen than Chipboard or MDF, but they are much better for the environment as well.

It is this environmental position, as well as the skills displayed in the manufacture of stunning, bespoke, solid wood kitchens,



in the UK, where they are hand painted after installation in your home. Woodborne's most regular clients include people living in large country houses, Edwardian and Victorian town houses, listed buildings and barn conversions. This alone is a clear testament to the quality of these solid wood kitchens, which use 26mm thick, solid pine in all fixtures and 32mm thick doors.

The independently owned company brings competitively priced, high quality kitchens to rival any you would find on the high street. Woodborne Kitchens is looking to grow and expand over the next few years; which includes the set up of satellite show rooms all across the UK. The company also regularly exhibits at Trade Shows including Grand Designs in London, and the Home Build and Renovation show in Birmingham; the bulk of Woodborne's business comes from shows such as these.

For more information on Woodborne Kitchens and all its products contact David Otway by:
Tel: 01273 495 575
Email: info@woodbornekitchens.co.uk
Web: www.woodbornekitchens.co.uk

Innovative Products - Company of the Month

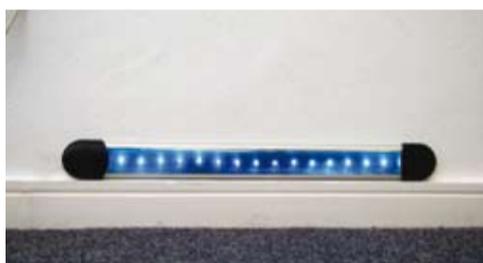
'Providing solutions that work and solve our client's problems'

Tradex News is extremely proud to present Industrial Control Systems (ICS) with the prestigious and highly sought after 'Company of the Month' award. This impressive accolade is awarded to the company that has a proven track record at delivering a variety of innovative products coupled with an excellent customer orientated service.

Industrial Controls Systems was established in 1995 by Phillip Petty and over the years have become one of the industry leaders in the design and implementation of bespoke systems for the Automotive, Packaging, Water and Nuclear industries.

The Sheffield based company's main focus is the development, design and manufacture of a range of vision systems for use in industrial and commercial applications with their latest product being the all-new Strike-Point, which was launched at the IFSEC 2011 in May.

Following extensive market research, ICS identified a substantial gap in the market for a reliable 'Touch at any point switch' and therefore decided to market their own solution – Strike-Point. This brand new product is essentially a 'Touch at any point switch' that is designed to be activated at any point along a continuous length to call for assistance and provide reassurance to the user by the use of LED backlighting. Strike-Point is suitable



for use in high-risk areas such as bank, hospitals and police headquarters. Other alternative uses are safety stop circuits and door entry switch within the automation industries.

Strike-Point is installed as part of a standalone switch or in support of a propriety alarm or monitoring system and is designed to operate consistently and provide assurance to the staff and operators. The product offers a range of features including;

- Easy activation
- Flexible contact
- Tamper Proof
- Illumination options
- Inherent shape retention
- Colour options
- Quick & Easy installation
- Range of ABS fittings
- Rated IP65

The company's immediate plans for the future are to establish Strike-Point as the recognised market leader for use as an Affray & Safety Switch and are looking



to develop and expand its uses into other related applications and countries.

ICS have a range of bespoke 2D visual inspection system and 3D point cloud Measurement scanners for use in quality control applications. They have recently developed a 3D laser scanner for measurement of complex non geometry 3D shapes as part of a production process. The 3D scanner is configured offline and the test configuration applied to any part during the manufacturing or test process. The testing process includes 3D auto alignment and test sequence requires no operator intervention. Measurement test can be made between any area or point on any plane or across a single section. Measurement option available includes distance and angle.

A single scan and test can be carried out in seconds dependent on part size and resolution requirements. ICS are also currently in the process of developing a

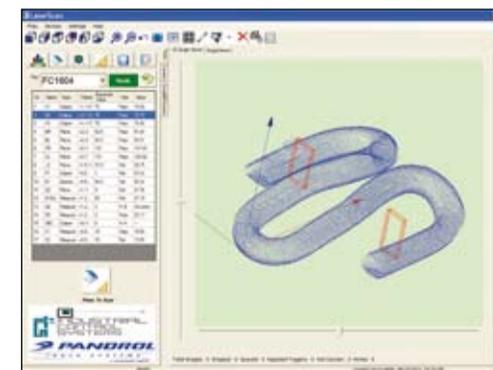


scanner to provide non contact thermal inspection systems with the ability to monitor multiple areas that could be at risk of fire. They are aiming for this product, which is yet to be named, to be launched in mid 2012.

For more information about Industrial Control Systems and their products don't hesitate to call 01142 242 522 or simply visit www.ics-uk.net or www.strike-point.co.uk



Go on our website to learn more about our products





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bridge mills, huddersfield road, holmfirth, hd9 3tw tel 01484 681 314, fax 01484 687 932
e-mail info@earthtestenergy.com web www.earthtestenergy.com

New Glass Boards from **Boards Direct**

Boards Direct are proud to launch their brand new range of magnetic and non-magnetic coloured glass notice boards.

With a choice of brushed stainless steel or concealed fittings, these boards are as visually stunning as they are functional.

Available in 25 stock colours, and 8 standard sizes, Boards Direct can also produce bespoke colours to match any RAL or Pantone reference.



They can also produce any size or shape of board up to 2.2 metres wide, which means that these boards really can fit into every specification.

They also offer unbeatable value for money, Boards Direct manufacture these products and have carried out careful market research to ensure they maintain their ever competitive edge.

Boards Direct have also introduced ‘Mobiglass’ – a truly designer piece of engineering which features a double sided glass writing surface on a mobile frame.

More innovative products coming in soon include ‘projectable’ glass wipe boards – the beauty and durability of glass which can be projected on without glare, and written on/wiped off – perfect for interactive presentations.

Watch this space or go to www.boardsdirect.co.uk to keep up to date with these exciting developments! Call 0845 5194995 or email sales@boardsdirect.co.uk for more information.

Magnetic Glass Boards artverum® **Boards Direct**
Search and buy online!

MAGNETIC GLASS BOARDS artverum®

The Magnetic Glass Boards artverum® are highly practical, as they are both magnetic and can be written on. In the office, in bars and restaurants, or at home – these boards, made of coloured tempered glass, are real designer pieces. Create a strikingly stylish effect by combining several artverum® boards of different colours and formats.

red dot design award winner 2011

Cool, clean, contemporary! Now available in the UK via www.boardsdirect.co.uk
0845 519 4995
sales@boardsdirect.co.uk

Beautiful bespoke kitchens can be yours with **Andoras**

Andoras Limited manufactures bespoke kitchen doors and accessories, situated at Fahan on the picturesque Inishowen Peninsula in Co Donegal, Republic of Ireland. The company was formed about 10 years ago by Oakwood Doors Limited of Northern Ireland (Trading as Uform).

It was initially set up to supply stock doors to Uform, but about two years ago it launched its own Kitchencraft branded range which it sells directly to trade customers both within Ireland and the UK. 31 people are employed, many of whom have been with the company from its beginning, resulting in a highly experienced and committed workforce.

It is this dedication to customer satisfaction and high quality products that has led Tradex News to name Andoras Ltd as our Company of the Month. This highly contested and widely respected accolade is presented to the company in recognition of its immense hard work in producing stunning accessories, perfect for any kitchen.

Andoras manufactures both plant-on and in-frame doors in a variety of timber species including



European white oak/character oak and American black walnut, as well as ash and maple in painted finishes. Other species are available on request. Accessories include canopies, wine racks, plate racks and overmantles, as well as a comprehensive range of cornice, light pelmet, pilasters etc.

Andoras prides itself in its ability to provide a bespoke solution tailored to the customer's individual needs. This was demonstrated at KBB London in May when a number of new products were showcased, including a pantry unit with curved oak doors and internal drawers with a solid hickory carcass, the new Ava door range in 25mm walnut featuring standard and S-shaped curves and a plate rack with removable



stainless steel rods for ease of cleaning. This was the company's first trade show and the products generated a significant amount of interest, so much so that the order book was full throughout the summer period

With the support of Uform (who incidentally were awarded ‘Best Supplier/ Distributor’ at this year's Kitchen Retailer Ireland awards) Andoras has high hopes for the future. The company provides a high quality bespoke product at affordable prices, and not being content to stand still, is launching a new brochure at the beginning of October with additional door styles.

The team at Andoras are committed to continuous improvement and have just embarked on a lean manufacturing programme to optimise efficiency at each stage of the process. New sales order processing and stock control software is currently being introduced to further streamline the planning and MRP functions, and additional roles are being created in production planning and customer services. As sales grow and customers become more demanding, the management team at Andoras strongly believe that it is crucial to be fully prepared to provide a first class service.

For more information, contact Les Eakin on 00353 749 320 304.



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

Twice Retail Ltd

Exhibiting for the first time at Pulse, Perth-based company Twice collaborates with traditional makers to offer a unique range with a very natural feel – you will find traditional materials like wood, linen and wool in designs



from tote bags to porridge bowls, cushions to laundry bags.

Last year the company introduced their first printed linen and following its success they have expanded the collection this year. Woven and printed in Britain in designs inspired by the past, linens are available by the metre, as well as in cushions, lampshades, tote bags, peg bags and more. There are three floral patterns, Framboise, Speedwell and Posy, together with colour-coordinated ticking, gingham and plain linens. What makes the linens particularly special is the unique finishing process that Twice has developed – they spent a year developing a finish that gives the softness and subtlety of an antique linen but with the strength of a new fabric.



Twice offers real quality through a range that is nearly all made in Britain, at a competitive price.

Tel: 01738 860066
Fax: 01738 860156
Mob: 07713 680650
Web: www.twiceonline.co.uk

Christmas 2011 from **Retreat Home**



Retreat Home offer consistently great design at an affordable price, and this year's range of Christmas gifts and decorations for the home is no exception. Renowned for their collections in beautiful linen, this year includes cushions in French grey, festive red and classic ivory, with appliqué birds and hearts and embroidery lending a homemade feel. Also in linen are Retreat's trademark lavender scented hearts, with festive motifs and messages, lovingly finished with a piped edging and hanging loop, and a superb collection of toiletry and cosmetic bags, with hearts, birds and flowers for the ladies, or in bold black or navy and white bus blind and cityscape prints for the gents.

The collection provides wonderful opportunities for eye-catching, creative merchandising and show-stopping window displays. Finished as always to Retreat's exacting standards, with the highest quality workmanship and materials, the range is made with love, care and attention to detail, and supported by first class customer service.

Web: www.retreat-home.com
Contact: Sam Green
Email: sam@retreat-home.com
Tel 0870 8033428

KOKKU



KOKKU is a new brand launched in Summer 2010 by Andrea and Ansula Usai a husband & wife team. It is centred around the idea of bringing together undiscovered crafts and uncovering a new meaning for people around the world today and tomorrow.

KOKKU was born with the vision to preserve traditions by promoting undiscovered craftsmanship by giving it a new life and personal meaning to people around the world.

KOKKU aims to bring artisans alive by international exposure

within an ethical marketplace where artisans designs, fine workmanship, and their names will have a platform to be recognized around the world. It has focused its first series of collections on Filigree Jewellery from Sardinia. The KOKKU jewellery from Sardinia presents a mystic and sacred collection of undiscovered Sardinian jewellery to touch a precious moment in any person's life. Memorable and unique.

Andrea & Ansula are meticulous in selection of the very best of Sardinian artisans, specialists in filigree jewellery, all individually

handpicked to make this unique series of collections: Nuvola, Petali, Mora and more.

For Andrea and Ansula, pieces from the collection resonate of personal sacred memories and touching moments at key stages in their lives such as their engagement to the birth of their son and other special occasions. All these pieces have found a new meaning for them, they hope it will too for others around the world.

Tel: 020 3468 3384
Email: andrea@kokku.co.uk
Web: www.kokku.co.uk

Azteca Trading

Azteca Trading was established in 1990 and in the beginning dealt exclusively with design lead handmade sterling silver jewellery from Mexico. Simplicity of style and classic design underlined the message.

As we developed, more materials were added to enhance the silver and to



introduce colour. This was achieved using pearls and semi-precious stones and more recently, 18k and 22k gold plate has been offered as an option with the silver. The message however, remains the same; simple, timeless, sophisticated jewellery.

As a boutique company, we are able to offer personalised service and always strive to put the customer first. We pride ourselves on being able to customise pieces when required, as long as lead times permit.

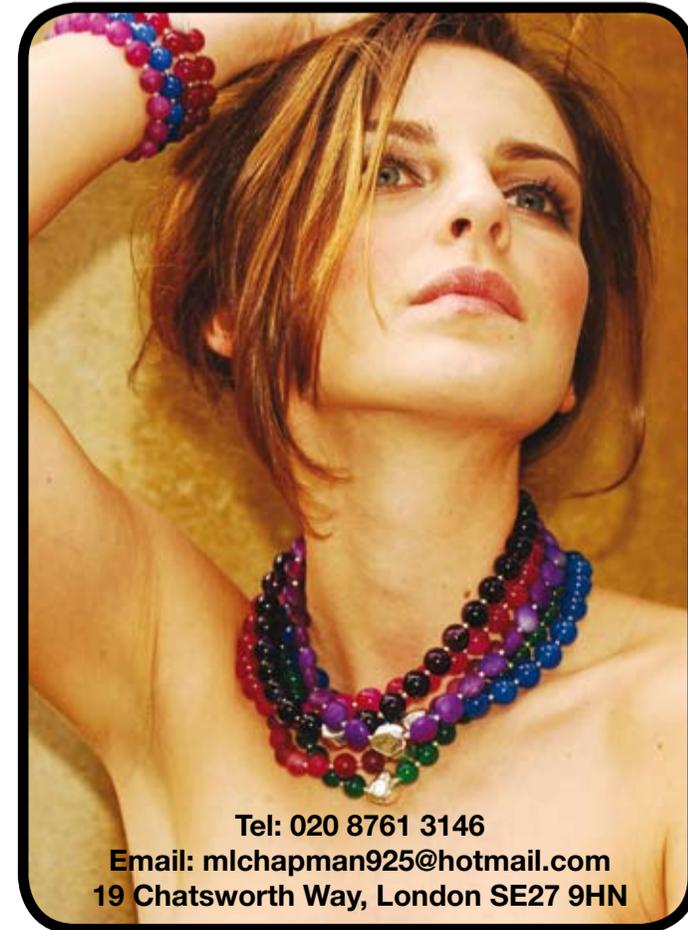
Our mini collections now include a design range of themed sets featuring pendants and earrings available in silver as well as in gold plated silver. Our gold plating is done in the UK and is of the highest quality. We also feature a range of handmade, Britannia silver and French enamel earrings, pendants and bracelets. Additionally, we have introduced a new agate collection accented with sterling silver and 'silver nuggets'. The nuggets are electroformed with sterling silver and punctuate the range. It includes over 20 luscious colours in necklaces, bracelets and earrings.

Trade prices across all the collection are from £3.50 to £150 and RRP from £8.75 to £375.



As times change and customers' needs vary, we aim to move with both and provide a product of the highest quality, displaying innovative design and using materials that reflect our commitment to creating real jewellery at affordable prices.

Contact details:
Tel: 020 8761 3146
Fax: 020 8488 5941
Email: mlchapman925@hotmail.com



Tel: 020 8761 3146
Email: mlchapman925@hotmail.com
19 Chatsworth Way, London SE27 9HN

Find flattering fashion for every season (Planet Aid Ltd)

Tradex News is delighted to present corporate ethical clothing company PlanetAid Ltd with the highly respected and widely contested 'Company of the Month' award feature. This prestigious accolade is presented to companies that, despite the tough economic climate, strive to provide affordable and desirable products for their clients.

PlanetAid Ltd is a corporate ethical fashion business, providing designed based fashion garments, accessories and home furnishings to a number of UK and European clients. With a number of exciting and fashionable lines available; you can be safe in the knowledge you are up-to-date with the latest trends, but in a much more sustainable way.

Both the PlanetAid, and new Beth Jordan, ranges respond to the needs of modern, body conscious women; the figure flattering garments – suitable for all shapes, sizes and ages – use stunning 1940's and 1950's retro print to create pieces that can take you from dusk to dawn, office to bar, and even summer to winter.

The wholesale company was founded over 15 years ago by Beth Jordan and David Salamons, who have taken the company to successes they were never expecting. The dynamic duo have extensive



experience in the textiles industry, allowing them to forge long-lasting and meaningful working relationships with suppliers in China and India.

These working relationships allow PlanetAid to provide its clients – who include brand retailers such as Long Tall Sally, Austin Reed Group, Alexon Group and Jacques Vert Group to name a few – with

affordable, sustainable, and above all fashionable accessories and clothes.

As a wholesale and design company, PlanetAid prides itself on its quick reactions to the changing fashion trends, and requirements of its fashion-conscious client. The company's flexibility means clients' needs are responded to as quickly as possible, and orders are always made with love and care, and received efficiently. PlanetAid is committed, as a wholesaler, to helping corporate clients achieve their goals and needs for each fashion season.



The Beth Jordan brand strives to bring the romance back into fashion (romancing fashion); the BETH JORDAN brand focuses on styles which exclude resistance to age, or body hang-ups and does this through its unique and eye-catching outfits, as co-founder, Beth Jordan explains;

"Quirky combinations of garments and colours, fun is also our motto and let me not forget the essence of the romantic, as my first love and favourite "look" was the quintessential Europeanised safari styling of the 1930's"

Currently operating from its North West London headquarters, PlanetAid Ltd is looking to continue the phenomenal success of recent years through the launch of more new, exciting brands. The October launch of the new company website is



one way in which the duo are hoping to increase brand awareness, another is trade fairs; PlanetAid is always delighted with the feedback received and these show from new, and existing customers.

Contact details:
Tel: 0207 482 7008
Web: www.planetaidtd.com

Specialist Soaps - Company of the Month

'Welcome to the colourful world of Honeybell'



Tradex News is honoured to present The Honeybell Soap Company Ltd with the impressive and highly celebrated 'Company of the Month' award. This is presented to the business that consistently delivers a vast array of innovative products united with a top-class customer orientated service.

The Honeybell Soap Company was established in autumn 2010 by Jenny Gould and produces a wide selection of quality natural soaps and bath products using only natural, organic and sustainable ingredients. Jenny said, "We use a mixture of essential oils and our own personal range of fragrance oils blended for us."

The Bury based company also produce and sell a range of liquid organic hand washes, hand lotions and shower gels accompanied by natural body butters, shower smoothies, moisturising creams and hand & foot scrubs, all for both men and women. Jenny added, "We aim to bring a whole new look to soap with our colourful wrappings and full range of fragrances."

The vast array of ranges on offer at Honeybell Soap include the English garden range, citrus collection, quintessentially English range through to their Far-



away shores range and finally their own personal blend made especially for men. Alongside the original ranges brought to you by Honeybell, customers have the option of customising their orders. Clients have the ability to request their own personal logo be imprinted on their orders making their purchases extremely unique.

Customer service and quality control are high on the agenda at Honeybell and they aim to satisfy every customer, on every visit. Jenny said, "Every client is important and we listen to their needs and specific requirements. We are flexible and adaptable and are committed to delivering a first class service at all times. We never compromise on quality."

The future could hold a lot for Honeybell as they are consistently producing new innovative products and fragrances. Jenny said, "Our main aim is to establish ourselves as one of the market leaders within the natural hand made soap industry. We are constantly seeking to improve and expand our range, taking pride and care along the way."

"Obviously we are also aiming to expand, taking on more staff and increasing our profile within the industry, our client base and of course our turnover. We are looking to move to a larger premises as we grow, therefore giving us the space to expand our product range."

Since their establishment just over a year ago, The

Honeybell Soap Company have attended several high profile shows around the UK. These shows include the extremely popular and well known Spring Fair and Autumn Fair hosted at Birmingham's NEC and the 2011 Harrogate Gift Fair.

Jenny said, "It was our first ever visit at some of these shows and they went exceptionally well. We gained good feedback which has put us in good stead for the future. It was a big learning curve us for but it has simply made us want to push on and helped us realise our dreams."

For more information about the Honeybell Soap Company please call 0161 764 1640 or visit www.honeybellsoap.co.uk



Argyll Lone Worker Launches Proactive Risk Management Service

At the 'Emergency Scotland 2011' exhibition held at the SECC today, the UK's largest Lone Worker service provider, Argyll, announced the release of 'PRiSM' a Proactive Risk and Safety Management service. PRiSM is a free of charge service to Argyll's clients and stakeholders. It enables organisations with Lone Workers to identify and log the location of specific risks, such as violence & aggression, affecting their personnel and then ensure their safety by providing early intervention using powerful search tools or by issuing proactive alerts to Lone Workers upon approach to the risk location. This innovative solution is thought to be the first proactive service of its kind operated within the Lone Worker industry. The service has been developed by Argyll in consultation with Nick Arnold, the current Chairperson of the National Ambulance Security Group and LSMS based at East Midlands Ambulance Service who

initially came to Argyll seeking a solution to enable an intelligent proactive link between workers and known locations of risk and this joint working brought about PRiSM which complies with the NHS Protect National Guidelines.

PRiSM is a membership based solution and it has been designed to be shared amongst key partner stakeholders whilst still meeting the requirements of legislation. Key risks to personnel are identified and logged by front-line staff using an Internet service. Incident markers are then vetted and eventually published to the wider membership using a rigorous management and review process. The solution is designed to reduce under reporting, eliminate



false markers, minimise the time involved in creating warning markers, improve accessibility and improve management of risk incidents and data. PRiSM additionally provides each organisation with analytical statistics and helps improve work processes for risk warning markers. A formal review process ensures the quality of data reassuring the organisation that risk markers affecting the safety of personnel remain up-to-date and valid.

Tel: 01369 708760
Web: www.argyll-loneworker.co.uk

Delta Design stack up the odds



Delta's new range of stacker beacons expand the company's industrial specific product range and offer a flexible, high quality and competitively priced way to improve safety on the factory floor.

Delta Design's unique modular stacker light system allows you to easily mount and replace LED modules.

Coming in key industry standard colours; red, yellow, green, blue and white, the modules clip together without the use of specialist tools or complicated wiring diagrams.

Offering all the benefits of LED lighting, long life, anti-shock, durability and low current draw combined with an adjustable buzzer for audio signalling make this stacker light range great value.



Available in both the 50mm and 70mm range the 100dB buzzer is switchable between a continuous and intermittent alarm.

Also available in the 70mm range is the high volume buzzer with an adjustable volume of up to 120dB.

Delta's Industrial sales manager Neil Park commented "I'm extremely pleased with the range and the quality of the new stacker beacons - we now have the perfect solution to meet a wide range of requirements in an exciting new market segment."

For general enquiries, please call 0845 1300 155 (local rate, UK only)
Fax: 0845 1300 255
Email: sales@visionalert.com
www.visionalert.com

A kut above

Safety Knife Services is the new UK Distributor of Klever Innovations Products from the

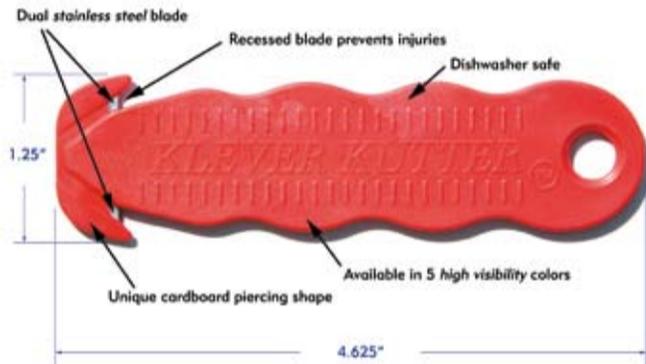
USA. The leading product is the Klever Cutter, a disposable concealed blade safety cutter

which has a multitude of uses, its main applications being cardboard, plastic wrappings, shrink-wrap, taped boxes and strapping.

The recessed blade on the Klever Cutter prevents contact with fingers, helping to reduce cut injuries. It also reduces the damage to stock, while the dual hook means it lasts twice as long as a single blade cutter.

A larger version, the Klever Konzept is available for cutting thicker material, while the Klever X-Change has an interchangeable head.

Tel: 0844 997 7888



SMH Products

SMH Products have developed an excellent reputation over the last decade for being able to provide a flexible but efficient service within the asbestos removal industry. As well as being one of the leading manufacturers and suppliers to the market they are now beginning to diversify into alternative markets such as the nuclear, chemical industry, pharmaceutical and demolition industries.

The company is well established within the hire market and in order to support the hire element of the business they have an extensive range of consumable products that have been sourced to a very high standard. Their PPE products are an ideal solution for many companies involved in health and safety as all of the ranges are designed with safety and comfort in mind.

SMH currently stock Type 5 & 6 disposable coveralls which have been designed to offer a superior level of protection against contamination of personnel. The coveralls are most commonly used for protection against airborne particles, limited non-toxic spray and splash back. In addition to the Type 5 and 6 coveralls they also stock a range of Polypropylene coveralls which offer an ideal solution for non-hazardous environments where low cost, comfort and quality are



still of the utmost importance. Many of SMH's products are designed and tailored to individual customer requirements this gives the company the advantage within the market for being able to create and supply the correct products to satisfy their customer's requirements.

Tel: 0191 4566000
Web: www.smhproducts.com

Design Award

Haraldur Agustsson, MD of Globus (Shetland), a UK leader in hand protection for the workplace and home, has picked up the prestigious Ernst & Young (E&Y) Entrepreneur of the Year award for Original Product Design in the North of England.



The judges, who comprised of independent national business leaders in the North of England, praised Agustsson for having built Globus into a major player in the safety glove market from a relatively small starting capital. He will now represent the North of England at the UK finals in London in October.

Contact details:
Tel: 0161 877 4747

Pump up the Dri-Guard

British manufacturer of professional skincare products since 1929, Rozalex has launched a new version of its Dri-Guard barrier cream.

Rozalex Dri-Guard easy pump has all the inherent qualities and performance of the original Rozalex Dri-Guard but is now 'pumpable'.

Rozalex's managing director, Nick Angel comments, "We are thrilled to be first to market with this innovation. Effective dry-work creams have always been inherently viscous products but we have finally cracked the code!

"The product has the look and feel of our original Dri-Guard cream but with the added benefit of easy dispensing. We are initially launching this product in 250ml pump packs but will be following up in the late spring with a three litre version that can be wall mounted and dispensed using our high quality re-usable pump dispensing system."

Rozalex Dri-Guard can be used in a multitude of applications for protection against mineral oils, diesel oils, greases, solvents, adhesives, lubricating compounds, printing links and general dirt and grime.

Tel: 0844 811 1250



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F: 01825 872510
E: info@laddersafetydevices.co.uk
Web: www.laddersafetydevices.co.uk

Complies with BS EN13374-A Temporary Edge Protection

Shannon Plant (South West) – Solo power

Shannon Plant (south west) has introduced the latest addition to its Solo range.

The Solo Firehose is designed to be used in industrial fires where there is a risk of exploding gas bottles and pressure containers.

Operated from a distance of up to 200m the solo fire monitor can be connected to a standard fire house and driven remotely into position.

When the water or foam is turned on it can be moved and positioned to give a steady flow with the operator keeping a safe distance. The solo fire monitor engine can be started and stopped remotely allowing the operator to leave it in position and attend to other emergencies.

Tel: 01934 733970
Web: www.shannonplantsales.co.uk
Email: info@shannonplantsales.co.uk



MARTOR UK

The Safer Cutting Specialists

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 or visit the website www.martor.co.uk



E-learning risk management



Sypol, one of the leading global providers of workplace risk management services, has launched a range of e-learning courses, to provide a way for businesses to train their staff in the essentials of health and safety.

The courses all include a test and a personalised certificate to mark individuals' achievements. The system also includes online employee risk assessment for subjects such as DSE or driving.

The software's management system enables users to run reports, resolve outstanding risk, show risk trend analysis and maintain a complete audit trail of training.

Martin Smith, chief executive Sypol, said "All courses are fully editable by business owners, ensuring that they can be tailored to suit their own policies and procedures."

Tel: 01296 415 715

Facilities Show 2011 Review - Top 3 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 and follow us on Twitter at: www.twitter.com/facilities_show

Kudos Business Technologies

Kudos Business Technologies is a pioneer in the LED lighting industry, having worked on projects with early adopters of the technology over the last four years. By building relationships with intellectual property owners and high level manufacturers, Kudos has developed the ability to supply excellent LED lighting solutions for both commercial and domestic applications.

The company has a thorough technical understanding of



the requirements for successful implementation of LED as a light source, including structural and optical design, as well as aesthetic and practical considerations. Innovations such as heat pipe cooling systems and edge-lit diffusion methods have brought huge performance gains over conventional LED lights and these advantages are fully realized in the lamps, fixtures and fittings that Kudos supplies.

By offering a consultative, solutions-based approach, Kudos is able to ensure that clients are equipped with a full analysis of the benefits of an LED lighting system, along with a comparison with alternative lighting technologies.

The LED lighting range includes outdoor products such as flood and street lights as well as industrial indoor applications such as warehouse and office lighting. Where appropriate, Kudos also designs and supplies bespoke LED solutions and creates retrofit light sources for existing luminaires.

Tel: 01761 463181
Fax: 01761 463264
Web: www.kudos-bt.com

TotalMobile at The Facilities Show 2011

This was the first year that the Mobile Working solution provider, TotalMobile, attended the exhibition. TotalMobile representatives Iain MacLachlan, John Martin and Anna Mulvenna attended the 3 day event to showcase the TotalMobile solution, which transforms working processes, increases efficiency and creates cost saving opportunities for Facilities Management organisations.

The TotalMobile Solution is an Enterprise-Wide Mobile Working Platform designed to meet the demands of organisations seeking to provide their remote workers with role specific line-of-business applications. The solution is available on any type mobile device and is unique because it enables true online/offline working, is designed with the end user in mind and can easily integrate with almost any back office system.

Business Development Director, Iain MacLachlan said



"This event was great success for us; we made excellent contacts within the Facilities Management industry.

Exhibiting allowed us to meet people interested in Mobile Working, discuss their company's needs and show them how TotalMobile works. We were pleasantly surprised by the high number of interested visitors, confirming that our solution is highly suited to the needs of Facilities Management organisations"

For more information on TotalMobile, visit www.totalmobile.co.uk, follow @TotalMobile on Twitter or email anna.mulvenna@totalmobile.co.uk



DataSpace are a specialist records management facility offering end to end document management solutions including physical and electronic data storage, online document management's solutions, high volume scanning, scan on demand, media / backup tape storage and data destruction services.

All of the DataSpace facilities are purpose built secure and have modern high bay multi tier bar-

code location assigned racking. In addition DataSpace offer 4hr fire rated vaults for the storage of highly sensitive documentation – ideal for Wills and Deeds storage.

DataSpace have developed an online solution known as FileLive that has the capability for organisations to track and trace the physical document or alternatively link to the scanned image through the same web portal. FileLive is able to be white labeled, can be

configured for different languages and through custom client setups the service can assist organisations in acquiring additional revenue streams.

The systems that DataSpace have developed reduce the requirement for physical delivery of any documentation or media requested; which in turn helps to assist organisation in driving down their carbon footprint.

If require an analysis of your business and how document management can help, please contact Zoe Quinn on 0800 0288956, email on zoe.quinn@data-space.co.uk or visit www.data-space.co.uk

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 (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

A safer way to build with BetaGuard Ltd

Established in 2010 with the aim of delivering the highest level of service within the industry, BetaGuard provides its clients with innovative products and a common sense approach to construction in the workplace.



BetaGuard has now got branches in Australia, Canada and South Africa, extending its global reach and increasing awareness of its brand. The company is looking to expand to even more international locations in the near future.

For more information please contact Phil McGinley on 0141 554 9280 or visit the website at www.betaguard.org

The company has professional, highly skilled and extremely motivated staff, committed to working for the customer, and the customer alone. The frontline staff are left free to exercise their talents, and make managerial decisions.

Glasgow based BetaGuard recently showcased its products and services as the Health and Safety Expo. The company was delighted to have received phenomenal success, which has led to a number of great export opportunities.

Spilsolv UK

Spilsolv UK is an Environmental and Hygiene Specialist Company, which offers a range of products and services that ensure businesses are suitably equipped to meet industry standards.

With many years experience in Liquid Pollution Prevention and Control (LPPC), Spilsolv UK offers a unique selection of environmentally friendly products together with Risk Assessments and Spillage Response Protocols. We are also able to provide a full range of auditable Training on Emergency Spill Procedure alongside Site Surveys and reviews. The Spilsolv UK 'Ecosorb' Range improves carbon footprint and integrates well within any environmental management system (EMS). For more information on the Spill Prevention and Response services we provide, simply get in touch.

We always aim to work extremely closely with our customers, working together as a partnership to



achieve your aims and working through your unique circumstances. We always attempt to tailor solutions through close communication and discussion and an evaluation of your company needs. Should you have any queries or concerns, we are always on hand to respond quickly to avoid delay.

You can find out much more by visiting our website at www.spilsolv.co.uk, by phoning 08700 420966 or emailing on sales@spilsolv.co.uk.

We look forward to hearing from you soon.

First-ever Personal Emergency Service for British Travellers Launched

Skyguard International creates instant back-up across 36 countries



Emergency response specialist Skyguard has today launched the first-ever personal emergency service for British travellers and lone workers abroad.

Skyguard International (www.skyguardgroup.com) gives travellers the power to summon help at the press of a button if they find themselves in trouble overseas. Initially the service is live across 34 European countries, the Russian Federation and South Africa.

MySOS. The MySOS is the smallest GPS alarm of its kind in the UK, and can be discreetly attached to keys, a belt or worn on a lanyard. Skyguard's service also runs as an app on a BlackBerry, with the handset's convenience side key acting as the alarm button.

Alarms containing the user's location and identity go directly to Skyguard's Incident Management Centre in the UK, where trained controllers can listen in, talk if it's safe to do so and co-ordinate a timely response by summoning the national emergency services of the country in question, and contacting the victim's relatives or employers. Skyguard customers can provide detailed personal information through an online portal, such as medical conditions,

medications taken and even a photo, which can be passed to the emergency services, often proving life-saving.

Skyguard, which launched in 2000, already offers a similar service nationally in the UK, used by thousands of individuals and companies, and more than half of the UK's police forces to protect the most vulnerable in society.

Skyguard International is available from £24.95 (ex.VAT) per month*. To find out more visit www.skyguardgroup.com

* Skyguard International is available as an £15.00 (ex. VAT) per month add-on to Skyguard's standard UK service, which starts at £9.95 (ex. VAT) per month based on a three-year contract. Shorter term contracts are also available.

Tel: +44 (0) 845 036 0999
Email: sales@skyguardgroup.com
Web: www.skyguardgroup.com

The Alcumus Group - One Stop Shop for Compliance and Certification Services

The Alcumus Group, a provider of compliance and certification services, revealed its newly formed portfolio of products and services at SHE 2011 from its three specialist operating businesses:



Sypol, safety, health and environmental compliance and advice consultants, demonstrated their complete online COSHH management system - a unique consultancy-led service, helping deal with hazardous substances being used in workplaces and ensuring COSHH compliance. SAFETYSMART, their online health and safety management system gives you a complete solution to effectively manage your compliance requirements with policies and procedures tailored to the exact hazards faced by your business.

solutions, including the unique Digital Pen & Info Tracker interface, giving you an instant end-to-end solution to improving the operational efficiency of your business.

ISOQAR, the approachable auditors for quality, environmental, health & safety and information security standards, showed their range of UKAS accredited certification and training services, including ISO 9001, ISO 14001 and OHSAS 18001.

Info Exchange, the leaders in health, safety and environmental property and standards compliance, demonstrated their cost effective, web-based information management software

More information can be found at www.alcumusgroup.com.

Heating, Ventilation & Plumbing News

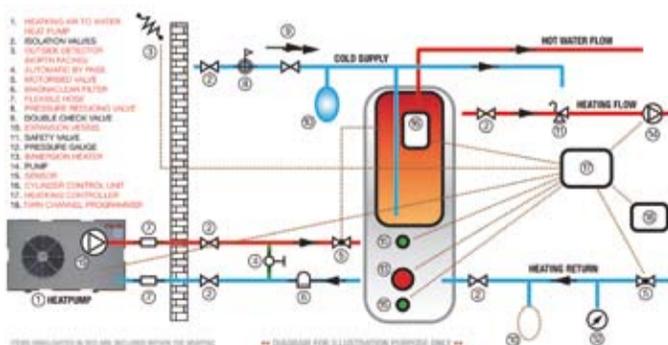
HeatPacs from HeatKing

HeatKing has just introduced a range of packages called HeatPacs, which include all the major 'capital' items of plant the installer requires. HeatPacs include a tank in tank cylinder, which is WRAS certified and manufactured by one of Europe's largest manufacturers of cylinders. An option of a solar panel coil is also available within this cylinder. An advanced controller that chooses, from up to for heat sources, the most cost or carbon effective heat source for the

circumstances at any point in time, it also allows for the option of multiple heat pumps to be installed and will provide sequential and

lead lag control as well as weather compensation.

Contact details:
Tel: 01484 405605



Drain Power

Konserve has recently launched the Drainwave, an inline flushing device that collects waste water from building use and combines this with water from the toilet to increase the flush volume down sewage pipes.

The product stores the water temporarily and once it has reached a predetermined capacity (9.5 litres) automatically tips, which sends the water surging through the pipes. The device is stored underground near the building and contains only one moving part so requires little or no



maintenance. Its configuration will ensure reflux valves stop back flooding while preventing upstream blockages.

Contact details:
Tel: 0121 748 6866



Enhance your company's **Business Skills**

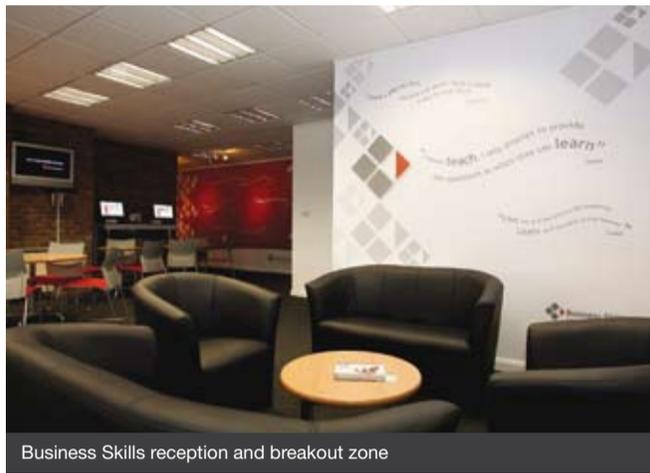


Tradex News is delighted to present Business Skills with the highly coveted and widely recognised 'Company of the Month' award feature. This highly contested accolade is presented to companies that constantly strive to provide expert solutions and advice for a whole host of businesses; solutions that make the end users life, a little bit easier.

Business Skills offers a wide range of training courses and advice for people who are keen to improve their career prospects, build on their professional developments or get back into work. Not limited to being the market leader for Health & Safety, including IOSH and NEBOSH, Business Skills also offers a range of apprenticeships, bespoke training programmes, and gas, electrical and plumbing courses.

Established in 2007 to provide training and advice for businesses and employers in the Black Country and West Midlands, Business Skills has grown rapidly, and now works with over 1,000 companies in the region including Carillion, Westfield, Debenhams, Rymans, Calor Gas, Calor Force and the Worcester Bosch Group.

The flexible training is offered at all levels resulting in a real business impact, which is beneficial to both the company and the employees.



Business Skills reception and breakout zone

Business Skills, the employer training arm of Stourbridge College, is delighted to be one of the first colleges in the region accredited with the Training Quality Standard.

Business Skills prides itself on providing a Health & Safety Membership Scheme which offers a package of practical and cost effective support services including advice and guidance on areas such as Health & Safety Law and Safety Policies and Procedures. Membership is ideal for companies who do not employ their own specialist staff, but need occasional access to professional advice, information or practical assistance.

Business Skills is pleased to announce that it has been selected by the National Skills Academy as a regional hub to deliver training for environmental technologies, encompassing the installation of Solar PV Power systems. This is just one of the new, ground breaking ways in which the company is helping to bring some of the biggest players in the Midlands region bang up to date in terms of their training and their services.

Business Skills' Kidderminster location is ideal for ensuring

companies all across the Midlands can benefit from the services and training on offer. Easily accessible from the motorway networks, the company's location sees them comfortably situated in between the M5, M6, M42, M40 and M50 motorways. The fully equipped training centre provides the perfect facilities to maximise learning, and has a number of comfort facilities – such as free Wi-Fi, parking and refreshments – making it the perfect location for meetings.

January 2011 saw the launch of the company's ecommerce website, enabling customers to book and pay for training online, just another way in which Business Skills makes life easier for its customers. The company is also a regular feature at trade fairs up and down the UK, something which always proves to be extremely beneficial and fruitful.

Tel: 0800 073 0282
Fax: 01562 825458
Web: www.bskills.org



Business Skills has successfully delivered training to 22 workers at Control Equipment Ltd based in Netherton. Michelle Adams, Human Resources Manager with Chris Price and Matthew Vaughan



Aykroyd House - Business Skills Training Centre

Communications Solutions - Company of the Month

Lost in translation? Not any more with **Point2Talk**

Tradex News is extremely proud to present 2050 Logistics Ltd. with the highly prestigious and widely contested 'Company of the Month' award feature. This respected accolade is presented to businesses that have demonstrated innovation in creating products that solve many age-old business queries and problems.

The Point2Talk series of multi-language translation books produced by 2050 Logistics Ltd, solve the genuine market need of communicating clearly, accurately and successfully with foreign truck drivers and warehouse staff. The books strive to make communications quick and easy; the work related words and phrases in the

books are supported by symbols and pictures.

Point2Talk was born out of the pure frustration Peter Ulleri of 2050 Logistics Ltd faced when communicating with an Estonian delivery driver; after what he has called 'a lot of pointing and the use of some schoolboy French and Italian' the delivery was completed, but not before a lot of time was wasted and general confusion. Peter's 20 years' experience in running warehouse and transport operations gave him the perfect tools to create the project, and Point2Talk was born.

The Staffordshire based businessman is so confident



in the Point2Talk translation books, he argues that after just one use, the books pay for themselves; "One hour of lost time costs most businesses more than the book itself". The books can not only save time but also reduce misunderstanding, improve customer service and ensure health and safety issues are communicated.

While this is a problem faced by many UK businesses day after day, Point2Talk is the first, universally available, product to help solve this. Point2Talk currently has two key books on the market – the Point2Talk Warehouse Book, and the Point2Talk Commercial Drivers Book each of which contains translations in English plus 25 European languages.

The Point2Talk translation books have not only proved popular with warehouses and transport operations but also with a wide range of businesses including manufacturers. Despite only being a start up business, Peter Ulleri is

delighted with the support received from the CILT, RHA, FTA and PIE who all helped with the development of the books, as well as stocking them online.

Point2Talk is welcoming ideas for new books, and planning to add new languages, as well as looking for a European partner to help with the growth of the business. One of the ways in which Point2Talk has been drumming up publicity is through the attending of trade shows such as Logistics Live and Multi-Modal; both of which proved extremely fruitful for the young company.

Tel: 07947103706
Web: www.point2talk.eu

Order Form
Improve Health & Safety in 26 Languages

Commercial Driver Book:

Quantity ordered:

Cost of books at £20 per book:

Cost of postage and packaging at 59p each:

Total Amount:

Your name and delivery address:

Name:

Address:

Postcode:

Contact details:

Email address:

Office tel number:

Mobile tel number:

Telephone orders 0161 301 1335 / 07883 466422
We accept payments by any major credit/debit card
Payments by cheque to be made payable to: PD Print Ltd
275 Market Street, Hyde, Cheshire SK14 3HE
E-mail: info@point2talk.eu • www.point2talk.eu

How good is your drivers' French or German? And what about their Albanian, Bulgarian or Polish?

How often do your drivers use gestures or point at something as a method of trying to communicate with someone who does not speak their language?

This Multi-Language Translator covers 26 European Languages in an easy-to-use format that enables your drivers to **POINT2TALK** using Symbols and Pictures along with the Words.

"Take some of the stress out of your day and give your drivers a readymade solution to an everyday problem"

£££ savings Better customer service

E-mail: info@point2talk.eu • www.point2talk.eu



PIX launch new **MUSCLE Belts** - Ultimate Strength...with Green credentials

PIX Europe has recently launched a new flagship range of power transmission belts. The PIX MUSCLE belt is the ultimate V-belt and the first of its type - super-high power rating, maintenance free and eco-friendly. PIX MUSCLE features a unique high power construction transmitting up to 35% more power than a regular belt, at up to 98% efficiency – saving space in multiple drives, as less belts can be required. Being highly flexible, MUSCLE

belts can reverse bend and be used in drives with back idlers. The new compound used in MUSCLE belts has enhanced UV, ozone and oil-resistant capabilities and a wider operating temperature range of -25°C to 120°C, reducing belt degradation and premature ageing of the rubber, giving longer service life, less downtime and reduced ownership costs. The belts are produced to comply with the latest REACH directives, RoHS regulations, and exclude all

restricted chemicals as listed by the EPA in the US. The MUSCLE belt gives PIX customers a market leading product that performs better and lasts longer than current products, saving time, money and the environment.

PIX Europe Ltd
Tel: 01473 744612
Email: info@pixeuro.com
Web: www.pixeuro.com



T-T's New Clean Water Range!

T-T Pumps Ltd is delighted to introduce into the UK market a series of CNP stainless steel, vertical and horizontal multistage pumps. This new range extends our portfolio and ability to offer products for a wider selection of applications.

- gases and liquids
- ZS series of Stainless Steel horizontal single stage centrifugal pumps
- MS series of light Stainless Steel horizontal single stage centrifugal pumps

This series of pumps are suitable for many applications including: industrial, municipal water supply, farm irrigation, domestic water, fire fighting, water supply to multi-story buildings, industrial water treatment, water purification, pharmaceutical industry, and air-conditioning systems.

CNP are the second largest manufacturers of Stainless Steel multistage pumps in the world, specialising in integrating scientific research, production and marketing, devoting considerable efforts to innovation and management. With over 20 years in the business they pride themselves on delivering the highest quality products around the globe.

To find out more about T-T and our new CNP products please visit www.ttpumps.com or contact a member of our knowledgeable sales team on 01630 647200, who would be only too happy to select the right pump for your application.

The full range of pumps boast advanced internal hydraulic properties:

- CDL series of Stainless Steel multistage vertical pumps
- TD in-line circulation pumps
- SJ series of Stainless Steel multistage deep-well submersible pumps
- CDLK, CDLK(F) immersion type multistage centrifugal pumps
- CHL/CHLK/CHLF series of Stainless Steel multistage horizontal pumps
- QY series of Stainless Steel pumps, for conveying mixed



Zwick new Allround materials test machine range with testControl II

The 20th testXpo materials testing forum in Germany will see Zwick launch the new 'Allround' test machine range with testControl II measurement and control electronics.

Once again, Zwick is setting the standards in static materials testing. An innovative operating concept is combined with flexible, powerful electronics, guaranteeing an optimum solution for demanding testing applications.

The new Allround-Line was developed entirely in-house, with production and assembly performed exclusively at Zwick's plant in Ulm, ensuring that the expertise gained from supplying over 50,000 testing systems is channeled directly into this new range.

The Allround-Line is suitable for a wide range of testing applications and is ideal for use in both industrial testing and demanding research projects. The machines are available with a force range starting from 5 kN. Patented hollow-

profile column guides guarantee maximum stiffness and precise crosshead guidance, providing a basis for accurate, traceable test results. The core of the Allround-Line range is the new testControl II control electronics, the new benchmark in digital measurement and control electronics.

Provision of eight input slots enable additional sensors and measuring instruments to be connected to testControl II as and when required. The system's modular design facilitates user-oriented adaptation to testing requirements via plug-in modules such as the digital measured-value logging card and 2,000 Hz online measured-value transfer.

Entire tests can be performed via the display-equipped remote control, independently of the PC. It is also possible to control the machine directly through the electronics or via the software interface.

Tel: +44 1568 615201
Web: www.zwick.co.uk



Harsh, hazardous environments? ...not a problem



To meet the needs for Personnel & Materials Monitoring and Security in Harsh or Hazardous locations, contact Mercury HMI Ltd for ATEX certified equipment.

Rugged construction and ingress protection to IP65 allow the Mercury 2+ Operator Terminal and Sentry Card Reader to be used in Zone 0 (Div. 1) environments at distances of up to 1km. Reader options include EM, HID, Mifare and iClass proximity cards and Weigand swipe cards.

For positive displacement flow meter applications in the oil and petrochemical industries, the VS300 provides a high resolution output of 100 pulses per revolution whilst enabling security checking to IP252/76, ISO 6551 and API Chapter 5.



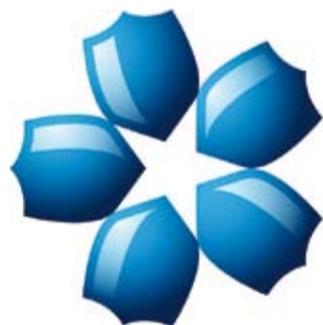
George House, Derwent Road, Malton, North Yorkshire. YO17 6YB

Tel: +44(0)1653 697200
Web: www.mercuryhmi.co.uk

Fax: +44(0)8700 667325
Email: sales@mercuryhmi.co.uk

Health & Safety News

Alcumus Group acquires Drury



ALCUMUS
 KNOWLEDGE ASSURED

The Alcumus Group has announced the acquisition of Drury PSM ("Drury"), one of the UK's leading HR, employment law and health and safety outsourcing companies.

The acquisition of Drury will augment the compliance and workplace risk management expertise of the Alcumus Group, which includes operating subsidiaries Sypol, Info Exchange and ISOQAR.

Established in 1991 and headquartered in Bradford, Drury, through its professional team of experienced consultants, provides expert advice and guidance on complex compliance issues. Services include health and safety audits and risk assessments, health and safety policy developments, preparation of employment contracts, HR and employment law advice and employment tribunal representation and support.

Tel: 01296 415 715

No more mats to landfill

With more companies ensuring environments are safe and clean by replacing old, potentially unsafe mats with a lift and lay service, floor mat provider Cannon Hygiene is reported to be the first company of its kind in the UK to ensure none of the old mats go to landfill.

Cannon Hygiene's sustainability director, Adrian Shuker clarifies the significance of this decision: "We have worked very hard with our supplier Milliken to ensure our mats are now 100% recycled, and given the thousands of customers we services this represents a significant step forward in reducing landfill. We have just sent our first consignment of approximately two tonnes of old mats to the processing plant and expect this to become a regular occurrence."

Tel: 01524 595 578



Male grooming has never been so stylish

Tradex News is extremely pleased to present Edwin Jagger with the highly respected and widely contested 'Company of the Month' award feature. This prestigious accolade is presented to businesses that have displayed product innovation, top quality customer service, and a commitment to always bettering both the products and the company.



Edwin Jagger manufactures the highest quality men's wet shaving accessories. Committed to preserving some of the traditional silver-smithing and metal polishing skills Sheffield's cutlery industry is famed for; Edwin Jagger also strives to introduce cutting edge technologies to revolutionise male grooming.

The family owned and run firm was established by Neil Jagger in 1988, and its dedication to premium products and excellent personalised and customer focused service is still as strong today as it was twenty three years ago. The company's handmade product range reflects the family's passion for perfection and flawless finishes is just one of the reasons Edwin Jagger is ever popular.

The company has recently added a brand new dimension to its wet shaving accessories range with the Edwin Jagger Natural Range. The Exquisite and Fragrant range comprises natural and paraben free shaving creams, shaving soaps hydrating pre-shave and moisturising aftershave lotions. Each of Edwin Jagger's delicate and top quality male grooming products make it ever fashionable for the modern man to take care of himself; the stigma of male grooming being too feminine is long gone.

Edwin Jagger's sterling products are stocked in high end, exclusive retailers such as Harrods, Selfridges, Fortum & Mason, as well as exclusive chemists, grooming salons, specialist shops, barbers shops, spas and male grooming websites. The Edwin Jagger links to these household names is a testament to the company's consistently high quality products, exceptional service and ethical and environmental considerations.

Sheffield based



Edwin Jagger is delighted with its continual success, despite the uncertain economic conditions. The business continues to grow and thrive, possibly due to the current celebrity endorsement surrounding similar products, helping to masculinise and remove any stigma attached to male grooming. Edwin Jagger is committed to increasing its export, particularly in the USA and Scandinavia to continue this growth.

The company has set about plans to increase the uptake of its products across Europe, specifically France, Spain, Italy and Eastern Europe. This is coupled with the expansion of current facilities, and the introduction of a new sales and service support at the Sheffield factory. Edwin Jagger's expert products are sure to sell themselves in this new venture, as the



quality is outstanding and the service offered is second to none.

Edwin Jagger is committed to raising brand awareness, and does so through UK and European trade shows. So far this year, the company has recorded phenomenal successes at the Spring & Autumn Fairs, Harrogate Gift Show and the Top Drawer to name but a few. The company is always delighted with the fantastic responses it receives from existing and new clients; shows such as these have helped in securing new business accounts in 21 countries worldwide.

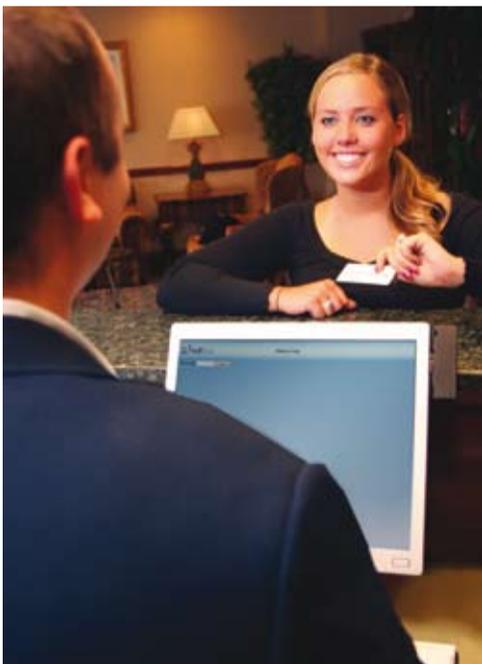
Tel: 0114 275 3739
Email: marketing@edwinjagger.com
Web: www.edwinjagger.com

Communications Tools - Company of the Month

'We have the solution'

Tradex News is very proud to present Multitone Electronics with the prestigious 'Company of the Month' feature. This impressive accolade is awarded to the business that has, time and time again, delivered a range of innovative products united with a brilliant customer orientated service.

Multitone was established in 1931 and over the years has become one of the market leaders in providing the best possible



communication mix on the market. Multitone Electronics are one of the pioneers of wireless messaging and have developed several communication tools. In essence, they specialise in the manufacturing of wireless voice and messaging systems for organisations that require 'mission critical' communications. Products include radio-paging systems, personal security and wireless telephone systems.

As part of a communication mix, Multitone has launched the all new i-Page. This is a compact wireless cost effective messaging system that is designed for all small to medium enterprises that need to communicate with onsite staff, quickly and with discretion. i-Page enables companies, such as hotels, to organise their daily activities from any networked PC, thereby ensuring any ad hoc requests, such



as cleaning up a spillage, can be organised without disturbing the ambience of building.

i-Page is also a powerful alarm monitor. As part of its feature set, it can monitor 15 different possible alarms such as a window, an emergency door or even your onsite machinery. If you have equipment that needs to work within specific parameters, ie a freezer, i-Page will monitor if that equipment goes outside the defined requirements and automatically sends a paging call to an appropriate member of staff.

The company is currently in the process of launching a new product in January, which gives large organisations the ability to use a selection of communication devices with the level of security they require. This is a new product for the company and they believe it will take wireless messaging to another arena.

Alongside their mission to create innovative products, they also take huge pride in customer service. Cathy Clewer of Multitone said, "We take huge pride in the ability to build and maintain customer relationships. Many of our customers have been with us for a long time. They understand what we can do for them and they enjoy working with us."



"As an organisation it is important for us to continually look at the communication industry to see what technology is being used and how. This consistent monitoring of technology enables us to offer our clients the best possible communication. Many of our products, especially for our larger customers, are developed with the specific customer requirements in mind so the end product is really built based on an actual customer need, rather than what we have available to sell", Cathy added.

For more information about Multitone please call 01256 845 116 or visit www.multitone.com



Health boost from **UV system**

DaRo UV Systems has backed a project to build a new health centre in Kande, Malawi, by providing the clinic with a UV purifying system to ensure staff and patients have access to clean bacteria free water.

Julian Cant, General Manager of DaRo UV Systems, said, "The piece of equipment we have supplied is a 30w UV system and it works by killing any micro-organisms in the water. UV energy penetrates the outer cell membrane, passes through the

cell body and disrupts its DNA preventing reproduction. "UV treatment does not alter water chemically; nothing is being added except energy. We are certain this product will help to revolutionise healthcare in this small area of Africa."

Tel: 01787 370187

WRAS approved **UV system**

The Suffolk based DaRo Group has received full accreditation from the Water Regulations Advisory Scheme (WRAS) for its Saphir UV disinfection units, its flagship water purifying product.

Julian Cant, company general manager, said; "We have now sold more than 20,000 units to the private water sector, but now we can offer the product to water suppliers which have a public interest such as hotels, guest houses and rented properties. We are confident this development will make a significant contribution to the continued DaRo success story."



"UV kills bacteria without using chemicals, and the less chemicals we use the better it is for our health and the environment in general. We supply a number of UV products, which customers used to purify their water systems." Mr Cant added.

Tel: 01787 370187

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Care Home Management

Sweden Leading The Way to **Improved Health and Well-being** in Care Homes...

It is medically proven that regular sunlight is essential for our health and well-being – we all feel healthier and happier in the sunshine. However, with the UK's inclement weather and long winter months, we are seeing an upsurge of health conditions associated with sunlight deficiency, including depression, general lethargy, and disturbed sleep.

Care and Retirement homes in Sweden have found a solution. A unique sun simulator which replicates the full spectrum of natural sunlight and heat safely has proved to increase the health, well-being and quality of life of residents in over 25 care and nursing homes across Sweden. Real Sunlight creates a multi sensory sunlight therapy experience which enables residents to sunbathe in beautiful sensory surroundings and gain all the natural health benefits of sunlight, safely, all year round without leaving the building!



Proven benefits include: residents leave feeling relaxed, calm and refreshed; they sleep better; it stimulates blood circulation; soothes aches and pains; energises; stimulates memories and encourages conversation; it lifts their moods. They have even experienced a reduction, in some cases total eradication, of medication for dementia patients, and up to 25% reduction in staff sick leave since the sunrooms were installed!

Real Sunlight Limited.
Tel: 08456 800853
Email: rona@realsunlight.co.uk
Web: www.realsunlight.co.uk



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- Stimulates memory, conversation and socialising
- Deeply relaxing, calming, soothes joint and muscle pain
- Energises, improves circulation, strengthens the immune system
- Positive effects on dementia
- up to 25% reduction in staff sick leave
- Proven results in Sweden and positive feedback from UK



"Its an incredibly relaxing feeling! I feel transported to another world and feel the benefits for days after"
"For our dementia sufferers, we have been able to reduce and in some instances fully eradicate medication".

Gain all the natural health benefits of sunlight safely, all year round without leaving the building!

Real Sunlight Limited, Tel: 08456 800853, email: rona@realsunlight.co.uk, www.realsunlight.co.uk

top drawer London

The UK's leading event for design-led gifts, lifestyle & fashion accessories.

11-13 September 2011, Olympia, London

After 30 years Top Drawer pulled out the stops and presented some bespoke design led products from 11th - 13th September at the Olympia Great Hall, London.

Over 700 UK and international exhibitors were able to source new products, preview trends, and take advantage of retail surgeries and seminars. The show was presented in six easy to navigate zones giving visitors the opportunity to

source bestselling products and preview Spring 2012 collections.

- Home: on-trend designs and home accessories; for every room and every occasion.
- Gift: thousands of exciting, quirky, fun and original gift ideas; directional and contemporary
- Fashion: in-season and bold, original designs; in everything from jewellery and scarves to

bags and cashmere

- Stationery & Greetings: the whole package; from beautifully illustrated gift-wrap to bespoke greetings cards and luxury stationery
- Children's: a treasure trove of lovable kids' products; from toys and games to clothes and accessories
- Wellbeing: a life-enhancing blend of candles, home scents, fragrances and bath & body products.

Top Drawer is growing and next year, in January 2012, will be the biggest offering to-date. With the launch of Home in Earls Court 2, combined with Top Drawer's showcase of design-led brands in Earls Court 1, visitors will have access to a large offering of directional gifts, home accessories and design.

For more information visit: www.topdrawer.co.uk

Anova Books and Stationery

Thriving London based publisher The Anova Books Group recently exhibited at Top Drawer, one of the UK's largest Trade Shows, where the company was named as one of Tradex News' top 20 exhibitors. The company was chosen due to the high production values of its products and commitment to producing beautiful gift books and stationery.

The Anova Books Group specialised in illustrated books and digital content for both the UK and international markets. Publishing more than 200 books a year, the company is known nationally and internationally for its range of influential imprints which include National Trust, Pavilion, Batsford, Conway, Collins & Brown and Portico.



Anova Books is also recognised for its high profile authors, including Oz Clarke, James May and Bruce Parry, and expertise in managing brand-led publishing programmes with a number of household names including The National Trust and Good Housekeeping.

Wholly owned by its three founding partners, The Anova Books Group has grown rapidly since its inception in 2005; despite the tough economic climate the company continues to trade profitably.

Contact details:
Tel: 0207 605 1457
Email: jheygate@anovabooks.com
Web: www.anovabooks.com

Folklore inspired cards from Algan Arts

Gail Kelly of Algan Arts recently showcased her eye-catching designs at Top Drawer Autumn, one of the UK's leading Trade Shows. Tradex

News was impressed with her linen prints, greetings cards and new textile collection 'Gail Kelly Designs', naming Algan Arts as one of the Top Twenty exhibitors at the show.

Gail's designs are inspired by the folklore of Britain and Ireland and reflect the seasonal changes in the patterns of our countryside and

gardens. Working in her studio in rural Northern Ireland, she hand prints her linocuts on Irish linen using a Victorian cast iron press.



She also designs and publishes the Algan Arts greetings cards, which include her Celtic Trees, Gardens and Countryside series. Gail studied printmaking at the Ulster College of Art and Design and at Louisiana State University and has been self employed, trading as Algan Arts, since 1995.



This year Gail has used her print making and design skills to develop her collection of home and lifestyle textiles. Inspired by nature, printed and sewn in the UK, these contemporary bags and table linen are both stylish and practical. Gail's distinctive packaging makes them perfect for gifts.

Tel: 028 4483 1199
Email: gail@alganarts.com
Web: www.alganarts.com & www.gailkellydesigns.com

Alex Pole Contemporary Ironwork

While the art of being a blacksmith is sadly becoming lost in today's industrial and technology dependant society; we all still marvel at the amazing products of this long lasting art form.

Alex Pole has had a lifelong passion for metalwork of all kinds, and started training as a jewellery maker in 1990

and as a blacksmith in 1994. In 2006, he set up Alex Pole Contemporary Ironwork to provide classic metalwork with a contemporary twist for the home and garden.

Combining traditional and modern techniques, Alex forges all his beautiful handmade pieces using materials sourced from his local area, in South Somerset. Alex has developed an eclectic collection of ironwork ranging from curtain poles, hooks, clocks and doorstops. He also makes bespoke commissions for private clients, project managers and furniture designers.

Alex is delighted to be able to promote British blacksmithing, and other rural crafts, in such an innovative and attractive way; making is accessible and affordable to anyone and everyone.

For more information on Alex and all his designs please call 07947184016 or visit his website at www.alexpoleironwork.com



Beau & Arrow



Beau & Arrow is a British Jewellery brand that encourages individuality, creativity and is inspired by everything from nature, to the macabre. Every piece is handmade in leafy Kent.

I draw inspiration from vintage pieces, lost and forgotten heirlooms and quirky/dark charms. I use sterling silver, gold plated silver and recycled vintage in my designs, so each piece is as individual as the wearer

Mob: 07958 483206
Web: www.beauandarrow.co.uk



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Blade & Rose

Inspired by my own beautiful daughter, who aged three months always had the bum of her leggings on show, I realised that there wasn't a product on the market for funky baby leggings!



During my maternity leave, after extensive research, and a thorough evaluation of the children's wear market, I designed and developed a range of leggings, each with their own unique and trendy design. A major component of the development was to ensure that the quality of the fabric was durable, functional, would wash well and most importantly were soft and kind to my daughter's skin.

After three prototypes, I was finally happy with the end result

and launched my product to high end independent children's clothes stores and gift shops.

I'm sure you'll enjoy my range as much as I do, and will no longer have to worry about constantly pulling your little girls dress down to cover her bland and boring behind and be proud to show off her beautifully dressed bottom!

My funky baby leggings with a cute strawberry, cupcake, daisy, star or princess on the bottom are adorable, an ideal gift for family, friends and your own little one. They look gorgeous with our new Blade and Rose denim dress or on their own with a little t-shirt.

Available in four sizes, 0-6, 6-12, 12-24 and 24-36 months. Premium quality, 75% combed cotton, 20% nylon and 5% spandex. Wash at 40 degrees, not recommended to Iron or Tumble dry.

Dresses are available in seven sizes 0-3, 3-6, 6-9, 9-12, 12-18, 18-24 and 24-36 months.

Any enquiries please email amanda@bladeandrose.co.uk or contact 07920752260.
Web: www.bladeandrose.co.uk

Ballon Rouge

Ballon Rouge are a new company specialising in contemporary design for the greetings card and gift industry. We take our design inspiration from the elegantly wasted Parisian flea markets using vintage and victorian ephemera to create beautiful and inspiring designs.

Our card lines include 24 everyday and 4 special occasions and for spring we have produced a range of 8 valentines and 8 mothers day designs.

We are also planning wedding



invitations to add to our occasions line. Our images have also been translated onto compact mirrors, coasters, placemats and we are currently in production of mouse mats.

The cards are all 90x140mm and come cello wrapped with a white envelope. Trade price for the cards is 70p and they come in dozens and halfdozens with a minimum carriage paid order of £100. The mirrors and coasters can be ordered in varying quantities depending on your needs.

If you would like further details please don't hesitate to contact us on 0117 9247494 or through our website www.ballonrouge.co.uk.

Intouch showcases new App at Interplas

Intouch, the Northampton-based production monitoring company, will be demonstrating its new iPhone App at Interplas 2011. The new App allows customers to keep an eye on the performance of their factory while they are out and about. Mobile App styling and simple operation means that you are never far away from what is going on at the

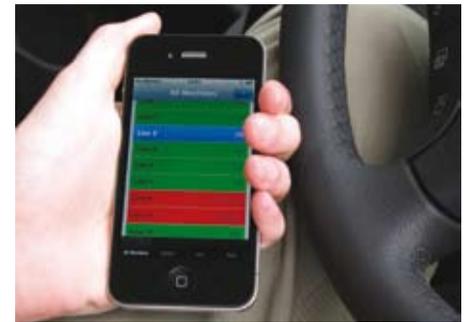
coalface.

As Interplas visitors will be able to find out for themselves, the Intouch monitoring system is available as a bespoke solution, which can be tailored to individual needs. It is able to monitor production in real time and deliver live, up-to-date information to any computer

on the existing local area network.

Intouch representatives will be available to provide further information on the real-time production monitoring, reporting and planning system at its stand, D56.

Tel: 01604 646144



Loughborough University buys Flexwall feeders

Loughborough University is world famous for its sports sciences departments. Not so well known, but just as important, is Loughborough's Materials Research department. Just recently, this department replaced its two out-dated volumetric feeders with two Brabender Flexwall feeders supplied by Genesis Process Solutions.

With the old feeders, students would need to complete a complex formula in order to calculate output rates. During a production run, decreasing hopper levels would affect output levels. Consequently, students rarely obtained consistent results as output rates were continually changing. The old feeders also struggled to feed some poor flowing products.

The two, load-cell mounted Brabender Flexwall feeders are being used to feed a twin screw extruder with various types of polymer granules and fillers. Their use is being shared between students and a local chemical company. The change to gravimetric feeders has allowed far greater flexibility in operation. In-built controllers automatically change the output speed while still maintaining the required feed rate which gives far greater consistency of results. Genesis Process Solutions also supplied a selection of screws and tubes to cover a wide range of feed rates together with a support stand.

For more information, please contact Phil Cameron on 01270 766300

Tel : 01270 766 300 www.genesisps.co.uk

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'Le Faux Patisserie' By Bobbins Den Tomcat Cards and Calendars

'Everlasting Cupcakes & Chocolates'

The collection includes handmade jewellery, gifts and accessories, a delicious array of brooches, bracelets and necklaces inspired by gourmet chocolates and sweet treats. Chocoholic, cupcake obsessed Jo continually creates new designs to add to the ever expanding menu. Jo takes regular



trips to pretty tea rooms and chocolate shops for inspiration for new designs. With some brand new fun designs coming soon, including retro sweets collection and Valentine designs.

All our products are made and packaged by hand in England. 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 you our selection of everlasting, ornamental and photo holder cup cakes are sure to do the trick! Look out for Dolly Mixtures, Liquorice Allsorts, and Valentine designs.

Tel: 01937 572131
Mob: 07872 618 458
www.bobbinsden.com
Email: mail@bobbinsden.com

We had been selling on-line for a number of years when there was suddenly the opportunity to publish our own cards and sell to the Trade. We jumped at the chance to take the next step and what better event to showcase our range than the NEC Autumn Fair.

Our range at the moment is what you might call small but striking and it comprises of a 7" square calendar, 8 Christmas cards sold in packs of 6 and 32 greetings cards. All the illustrations are by the amazing artist Erika Oller. Her sense of humour comes across in all her cards and the situations she paints

all seem so familiar. One card shows 2 ladies trying to stop their friend knitting and go to bed. They end up by dragging her out of the room but she just won't

let go of those knitting needles! I recognised that immediately and remember my husband asking me very late at night 'can't we go to bed now?' I of course would reply and say 'Just One More Row'.



Also in our range you will find lots of cats, the occasional dog and ladies indulging in chocolates, ice-cream and the odd glass of wine.

If you have a minute please take a look www.tomcatcards.co.uk and if you have the time be sure to let me know what you think lynne@tomcatcards.co.uk

Babbacombe Pottery Collection

After an astounding 90 years' experience in the manufacture of giftware, the Lownds-Pateman family are delighted to still be experiencing phenomenal levels of success today. The Babbacombe Pottery Collection, first launched in 2001 by Brian Lownds-Pateman, is thrilled with the response from new and existing clients after showcasing its trademark products at the Autumn Fair earlier this year.

First established back in 1921, Lownds-Pateman manufactures a fine range of English Ceramics. Each handmade, hand painted product is as unique and eye-catching as ever; the family run business is



renowned for its animal creations, including Cats, Foxes, Ducks, Owls and even Horses.

The family run company, based in Torquay, Devon, also manufactures Pot Pourri containing no wood shavings or colour additives. The businesses famous 'Devon Violets' as well as lavender and floral charm fragrances, is just one of the fabulous, sensual treats on offer.

For more information call 01803 215008 or visit www.babbacombspotterycollection.co.uk

Wolfram Lohr

Wolfram Lohr's leather accessories are classic yet unique. Handmade in England our family business is based in Brighton and Hove, UK. On coming to England about thirteen years ago, German



maker Wolfram Lohr decided to embark on offering more choice for men. Then a partnership took place with Sarah Gardner about seven years ago. Helping the business to grow. Sarah has helped to extend the range for ladies and to grow the image of the brand.

Now we have a stylish range of products for male and female customers. This consists of classic leather bags, strong belts, trusty wallets, colourful book covers, tactile pencil cases and gorgeous I pad covers. The production comprises of pattern cutting, hand cutting leather and the use of our clicking press. We like to use vegetable tanned leather sourced from Italy and Germany. We use a latex glue and sew everything together with our industrial sewing machines.

Wolfram's inspiration comes from design classics and objects of all kinds. He enjoys collecting old bags and appreciating workmanship from days gone by. Each hide is selected through size, quality and strength. His use of colour to contrast leather, stitching and lining is what defines Wolfram with in his field.

Enquires: 07988 164640
Workshop: 07815 144993
Web: www.wolframlohr.com

187 Tufnell Park Road, London, N7 0PU. UK.

Keep in Touch

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Medical Furniture - Company of the Month

Comfort and quality from **Seers Medical Ltd**, the medical couch experts

Anyone who has, or does, suffer from a long term or serious illness will be all too aware of how vital the right equipment is to your treatment. It is also important however, to ensure that you are comfortable for the duration of your treatment – it is no secret that hospital furniture can sometimes be a little less than relaxing.

Seers Medical Ltd is a UK designer and manufacturer of a wide range of therapy and medical treatment couches, patient trolleys and general medical furniture. The company provides a wide choice of models and optional accessories that cater for various medical examination procedures, as well as manual therapy and rehabilitation techniques.

With an extensive product portfolio and a team of specially trained experts, it is no surprise Seers Medical has been presented with Tradex News' highly contested and widely respected Company of the Month award feature. This accolade is in recognition of the dedication and commitment to bringing only the best quality healthcare products to market, all designed with the patients in mind.

Seers Medical, established by Simon Rees and Keith Chittock in 2008, manufactures and assembles all its own products at their business premises based in Debenham, Suffolk. This wide range of products, complete with modern designs, address manual handling solutions which also conform to stringent infection control regulations ensuring complete patient care. Seers Medical's products cater for both large and heavy patients, as well as those with special needs.

Seers provides patient examination furniture for a whole host of medical procedures including gynaecology, ultrasound scanning, phlebotomy, lymphoedema, physiotherapy, osteopathy and bariatrics. All models in Seers' extensive range are available with a choice of either manual or electric positioning and height operation, and a wide choice of optional accessories to suit the necessary procedure and specific user requirements. This is something the company thrives on, as Keith

Chittock explains;

"We pride ourselves on being a British Couch manufacturer with an emphasis on quality and longevity of product as well as offering a prompt lead time with a quick and caring after sales service to fully support our growing customer base"

This extensive range of products is supplied to a number of clients both in the UK and globally. The NHS is the main recipient of these products in the UK, along with various private clinics and institutions. In addition, Seers products are distributed in over 26 countries worldwide. Seers Medical is also extremely proud to have recently been named as an approved supplier to the 2012 London Olympics.

Seers Medical is constantly striving for perfection and delivering quality, something displayed in the company's latest range of Medical Carts and Furniture. Despite still being a young company, Seers is experiencing impressive growth – approximately 20% year on year – something which the company is keen to continue in the future. Part of this growth sees the company attend various Trade Shows;

"In the last 12 months we have attended Naidex and the Back Exchange in the UK, Medica in Dusseldorf, Arab Health in Dubai and World Physiotherapy Congress in Amsterdam, Holland. In addition, we attend and support various smaller conferences that represent specific parts of our target customer base."

For more information on Seers Medical and all its products:
Tel: 01728 861 590
Email: info@seersmedical.com
Web: www.seersmedical.com



Natural Home Furnishings - Company of the Month

PM&PP – bringing natural products to your home

Dedicated, authentic, and natural; these are just a few of the words that could be used to describe PM&PP Ltd, a revolutionary British company. Known for importing the very best natural products; including seagrass, rattan, and willow direct from China, PM&PP has developed a reputation for quality. It is for this reason that Tradex News has chosen PM&PP as the honored recipient of the Company of the Month Award. This award is testament to the customer service ethic that has seen it develop to a point where it stands as the pivotal importer of natural goods to the trade sector. Serving clients throughout the nation; PM&PP offers its enviable trade portfolio a range of superb quality products that never fail to deliver in style and quality, time and time again. Since its unprecedented growth, PM&PP has grown into a global sourcing, importing,



processing and distribution company for a whole host of natural storage products. Thriving on a customer and quality first ethic that has seen it grow to staggering levels in such a short amount of time, PM&PP is letting nature do the talking.

A family-run business, the products are manufactured in the family's own factory in China, therefore allowing complete control and assessment from design and manufacturing, straight through to production and distribution. This hands' on approach has been one of the key elements to PM&PP's success and will contribute greatly to both its budding future and longevity. Established in December 2007, in a time when businesses across the UK were feeling the pinch of the impending financial crisis; PM&PP rose from the ashes and started with a bang, quickly meeting with considerable demand, and consequently success. Operating from a purpose built warehouse and office facility in Southampton, Hampshire, PM&PP holds stock for the entire of its product

range, and can deliver to your door within 5 working days. Yet another measure that PM&PP has taken to ensure continued customer satisfaction, and in keeping with this dedicated service, PM&PP is keen to receive any feedback from its clients that allows it to improve its service.

PM&PP creates exciting, reliable and innovative basketware, storage solutions and giftware which is stocked by independent retailers, garden centre's and department stores throughout the depth and breadth of the UK. With a no motto necessary approach, PM&PP stick to an honest backbone of quality and price to keep clients coming back time and time again. In addition to this, PM&PP bring out new items and ranges each year, and recently launched an exciting new giftware range at the February 2011, NEC Spring Fair.

Whilst attending the Spring Fair, PM&PP was met with a phenomenal level of success, building new relationships and receiving great feedback from fair attendees, new clients and those already familiar with the brand.

For more information on any of the products available at PM&PP why not visit: www.pmpp.co.uk or call now on: 02380 616 962.



READER COMPETITION!

For the chance to win a selection of high street gift vouchers, all you have to do is read the editorial and answer the following question to be in with a chance of winning:

In which year was PM&PP first established?

Send your answers to: Chris Hackett, Competitions Department, Tradex News, 4th Floor, Maybrook House, Queensway, Halesowen B63 4AH. Please mention where you picked up your copy of Tradex News.