

tradex news

Tel: 0121 550 5445
www.tradexnews.co.uk
Issue 228



A diverse range of CAD packages from **Innova Systems**



The Innova Systems team has many years of experience with a diverse range of CAD packages. Today, we specialise in the supply, consultancy and training of SolidWorks and this year we're celebrating its 20th release.

- In SolidWorks, you can create 2D drawings fast that update automatically with changes to the 3D model.
- Application specific tools for sheet metal, weldments, surfacing, mould design, and routed systems speed up design.
- Simulation and validation tools ensure that you have the best design before you build it – reduce weight, eliminate unneeded materials and optimise costs.
- Sustainability tools help you make informed design decisions in real-time about materials, sourcing, manufacturing, use and disposal to help protect the environment.

SolidWorks 2012 brings to the table over 200 enhancements, 90% of which were requested by the design community. New to SolidWorks 2012 is design costing, allowing you to carry out multivariate testing to reduce costs, and command search makes SolidWorks even more intuitive than before

Get in touch if you're stuck in 2D. We'll do our best to make the transition seamless.

Call Innova Systems on 01223 200690, or visit: www.innova-systems.co.uk

Tribal Steel Bracelets for the boys...and the girls!

Tradex News is delighted to dedicate the 'Company of the Month' feature to Midhaven Ltd who is a leader in Leather and Stainless Steel jewellery which is tipped to be one of the fastest growing trends in 2012.

Midhaven Ltd designs and imports a range of stunning, unisex bracelets for everyday and occasion wear, and is currently enjoying tremendous success with its 'Tribal Steel' range which is no small feat in a recession. Directors Alison Hargreaves and Allison Smethurst believe that the simple hard-edged designs – coupled with the very affordable price – are being bought by



customers who have had their fill of ornate and expensive charm bracelets.

The unisex bracelets and necklets are in simple, braided bolo leather designs – finished with a choice of magnetic, mechanical or rocker clasps – are perfect for the current 'Girl does Boy', masculine fashion trends seen across catwalks and High Streets up and down the country.

Comprising over 100 styles and 20 diverse and eye-catching colours, Midhaven's 'Tribal Steel' range is proving to be their fastest selling range and has attracted some of the biggest customer interest the company has seen in its 28 year history.

The bracelets are available in men's, women's, petites and XL sizes. Necklets are available in 12 styles and 3 lengths.

A free point of sale stand, complete with image boards and very appealing hessian drawstring pouches, are supplied with orders of £200 or over. This would buy you a good selection of approximately 24 assorted men's, women's and unisex bracelets. The company is so confident in the universal appeal of its Tribal Steel range, it offers a 60 day exchange period.



now introducing 'Tribal Silver', a leather and sterling silver range of necklets and bracelets. 2012 will see the launch of 100% Stainless steel pendants and bracelets.

Tribal Steel is the most comprehensive range of its kind on the market and is the perfect choice for an exciting, high quality, high fashion accessory.

For more information on the Tribal Steel and all of Midhaven's other ranges, contact Midhaven on 01299 851513, via email: info@midhaven.co.uk or by visiting the website at: www.midhavensilver.co.uk



Already well known for the 'Lavish Silver' range of textured silver pendants, earrings and rings, Midhaven is



Cambridge Circuit Company



As the name suggests, industry leading printed circuit board manufacturer Cambridge Circuit is based on the outskirts of Cambridge in Milton, adjacent to the world renowned Cambridge Science Park. This central location allows the company to supply to, and work closely with many leading technology companies in the area; as well as supplying to a wide range of local, and regional clients.

Cambridge Circuit's main business is in the manufacture of prototype and small batch printed circuit boards of all shapes and sizes. From single sided to multilayer, Cambridge Circuit specialise in very fast turnarounds, from same day to five working day standard delivery. Having supplied the prototypes locally, to help customers develop their designs, the company also provides a seamless transition into larger volumes via its partners in the Far-East, proving a cost effective production service.

All of Cambridge Circuit's manufacturing operations are carried out in-house, right from



the CAM and Photoplotting through to bare board tests, something which sets the company apart from its competitors. One of the benefits of Cambridge Circuit's methods of manufacture is the complete control it has over the entire operation; meaning the company is able to offer an extremely responsive and reliable service to each and every one of its customers.

A further addition to this impeccable level of customer service is the dedication of the company's staff. The team has been with the company for many years, allowing Cambridge Circuit to form long lasting working relationships with its clients. The company knows all to well the importance of customer relationships, and put strong emphasis on letting its clients deal with staff on a one-to-one basis, for the duration of their time with the company; meaning any queries and technical questions are solved efficiently and quickly.

A testament to this strong customer focused ethic is the clientele that return to Cambridge Circuit time and time again. The company's varied client list ranges from household name multinational firms like Toshiba and Phillips, through to lone operator and start up companies.

No matter how big or small, the same level of



exceptional service is offered to all clients; Cambridge Circuit regularly see the start-up companies they work for expand into large, profitable businesses. Cambridge Circuit's industry leading standard of service sees the company's retention rate blossom; the company is still doing work for its very first customer.

Cambridge Circuit is constantly striving for product innovation, searching for the latest ground-breaking products to offer its customers. The

company is rapidly growing and expanding its product portfolio and is looking to develop in a wide spectrum of new markets. The company recently experienced successes at NEW UK Electronics Show at the NEC. Cambridge Circuit is delighted to have turned many of the visitors at the show, into customers.

For more information on Cambridge Circuit:
Tel: 01223 423100
Email: sales@cambridge-circuit.co.uk
Web: www.cambridge-circuit.co.uk



Megger's rugged & portable oil test sets

Megger's new OTS80PB 80 kV and OTS60PB 60 kV portable oil test sets make accurately measuring the breakdown voltage of insulating oils. These lightweight and rugged sets are suitable for use with the mineral, silicon, high molecular weight hydrocarbon (HMWH) and ester insulating liquids.

The product comes complete with a number of useful features including; the choice of fully automatic operation with preloaded international test standards or user-configured test sequences to suit individual requirements; an intuitive user interface; a bright colour display to show results; and a precision adjusting system for electrode spacing which has a locking facility to ensure the spacing cannot be accidentally altered during testing.

Also included is an ultra-fast strip detection circuit with direct measurement of both voltage and current, and facilities for measuring the temperature of the last taken sample. The lid of the test chamber is transparent, enabling the progress of the test and the colour of the oil to be monitored.

For safety, the sets have dual-redundant, high-voltage cut-off circuitry that instantly switches off the HV supply if the lift to



the test cell is opened. Users can also terminate a test by pressing any of the buttons on the keypad. Extra features include three USB interfaces and a copy of the company's PowerDB Lite asset and data management software.

Tel: 01304 502100

British Measurement & Testing Association



Promoting measurement and testing - speaking with one voice to Government, UKAS and the European Laboratory Community

BMTA (British Measurement & Testing Association) is the UK trade and technology association for laboratory-based organisations. Most, but not all, of our member companies operate UKAS accredited laboratories and we represent the interests of over 300 laboratories. BMTA offers its members a range of information, standards and tenders alerting services and organises technical events across a wide range of subjects. The next event is to be held on 23 November 2011 at BRE, Watford, and is entitled 'Contaminated Land - Novel

techniques for measuring harmful substances.' Full details may be obtained from the contact points below.

BMTA represents its members' interests to national bodies such as UKAS, BSI and Government Departments. Member companies vary from one-man bands to large multinationals and cover a wide range of subject areas. BMTA also manages UK membership of EUROLAB a body which is concerned with laboratory and accreditation codes of practice and legislation across Europe. The cost of BMTA membership depends on company size and is not expensive. Members enjoy many benefits including half-price attendance at BMTA events.

Please use the contacts below to enquire about BMTA membership now.

Tel (National): 0845 644 4603
(International): +44 (0)1732 897452
Fax: 01732 897453
Email: enquiries@bmta.co.uk

Do you run a Laboratory or Test House? If so, why not join BMTA today?



Photo kindly provided by BMTA member company, ALcontrol Ltd

- We are the British Measurement & Testing Association – **BMTA**.
- Membership is open to all laboratory-based organisations.
- We represent the interests of over 300 UKAS accredited laboratories.
- Membership fees are very reasonable and depend on organisation size.
 - **BMTA** provides technical seminars and networking opportunities.
 - Members attend **BMTA** events at half price.
 - **BMTA** manages the UK membership of EUROLAB.
 - Members can represent **BMTA** on BSI Standards Committees.
 - Members obtain free reports from UK National Laboratories.
- **BMTA** represents its members' interests to UKAS, BSI & Government Departments.
 - Members receive a quarterly newsletter and other information services.
 - Reduced cost subscription to a weekly tenders alerting service.
- Advice on and access to Interlaboratory Comparison exercises across Europe.



Promoting measurement and testing - speaking with one voice to Government, UKAS and the European Laboratory Community

For more information on BMTA membership and events, please visit www.bmta.co.uk or email: enquiries@bmta.co.uk or call the BMTA office on 0845 644 4603.

Jo Stockdale's 'life in the country' images

It is with great pleasure that Tradex News present Jo Stockdale with the prestigious and highly impressive 'Company of the Month' feature. This is presented to the company that consistently delivers a vast array of innovative products coupled with a quality customer orientated service.

Jo Stockdale is a woman who is extremely passionate about animals, their natural beauty and character, and this is why, two years ago, she decided to pursue her dream of becoming a



greeting card designer. Jo has no formal tuition in the painting industry, which is astonishing to think when you see the quality of her work.

Over the years her technique has established itself using varied forms of trial and error, and her work has become gradually defined and noticed for her use of light, movement and emotion.

The Yorkshire-Dales based business provides a range of limited edition greeting cards, prints and canvases for lovers of animals and the countryside's natural splendour. The paintings include the always popular dogs, horses and birds to deer, ducks & geese and much more. Jo said, "I paint a wide variety of images, inspiration comes by the array of the personalities amongst animals and birds. Alongside these images I am willing to accommodate my clients' ideas. I welcome clients' calls and requests for specific images."

"My main aim is to reach out to someone. If I make a difference to someones day, then I have achieved my goal."



All of Jo's products are made in Britain, Jo said, "I think that this is a big selling point of my business, clients appreciate the quality of British made products." Her products are now selling in a wide variety of sectors, such as

Garden Centres, Post Offices and Independents within towns and cities here and in Ireland. Jo has also recently begun working with a distribution centre in Essex which has, as she points out, "taken some of the pressure off her shoulders", having originally taken on all aspects of the company herself, allowed the business to "begin moving forward."

The next big step is the launch of her new Christmas range. The range comes in ten different designs all without any text. Jo added, "I feel there is a distinct lack of flexibility in cards. I have been constantly frustrated at trying to find a card that matches the specific occasion or sentiment, blank cards enable the customer to use their imagination and put across their exact emotions and feelings. This also enables the retailers to sell the cards all year round whatever the season."



Looking forward, Jo is expanding her range of cards as well as looking to developing a range of Gift Wrap, licensing her images to broaden the product range is a new and exciting prospect. Jo is showing at the NEC's Spring Fair early next year and sees that opportunity as one to launch into the overseas market, another exciting venture.

For more information about Jo Stockdale or to view a full product catalogue please call 01748 821172 or visit www.jostockdale.com

Sensory Products Company of the Month

SpaceKraft: Interaction for Special Needs

Parents, teachers and carers of children with Special Needs know all too well how important social and sensory interaction is in their growth and development. One company striving to provide products that make this easy, accessible and most importantly fun is SpaceKraft Ltd.

representatives who visit customers to assess their individual needs, before designing a bespoke sensory room built with these requirements in mind. It is this immense hard work and dedication in creating the perfect environment for these children that has led SpaceKraft to be honoured with Tradex News' highly respected Company of the Month accolade.

SpaceKraft is committed to providing only the most innovative, effective and entirely unique sensory products.

One example of this is the LED Musical Touch Wall. With nine different programmes to explore this fabulous magical wall panel lights up with an ever changing spectrum of LED coloured light. The slightest of touches will illuminate the panel accompanied by an auditory reward, brushing your hand over the panel area creates a rainbow wash of colour and electric sounds. A calming visual sequence of coloured waves, with the sound of the ocean, creates ripples in the surface; the perfect sensory experience. The Musical Touch Wall is ideal for tracking and colour recognition, while encouraging communication. The Wall is fully adjustable in terms of speed, colour and volume depending on the needs of the user. The Wall, and all of SpaceKraft's innovative products aid carers and teachers of Special Needs children and adults to achieve their maximum potential through development which ultimately enhances life chances.

SpaceKraft's specially manufactured sensory products have already received critical acclaim from both Special Needs and mainstream Schools, Occupational Therapists, Respite Centres, Charities and parents. The company's success is down to the innovative nature of the products and the devotion of the team to provide bespoke solutions that meet customers' requirements.

SpaceKraft regularly showcases its innovative products and services at Shows across the UK. SpaceKraft's unique and innovative products can be experienced first hand at Naidex.

Contact details:
Tel: 01274 581007
Email: info@spacekraft.co.uk
Web: www.spacekraft.co.uk



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

SpaceKraft have a dedicated team of



Alphabet: Design with character

Tradex News is extremely pleased to dedicate the widely contested and highly recognised 'Company of the Month' feature to Alphabet. This honour is widely respected within the industry and is bestowed upon businesses in recognition of continued hard work and commitment in providing both commercial and private clients with innovative products, designed with them in mind.

Alphabet provides unique, design led gifts; perfect as a gift for a loved one, or a decorative piece in the home. Consisting of stunning screen printed items – ranging from home interior accessories to children's clothing – all of Alphabet's product range is hand-made using organic and eco-friendly materials, with eco-friendly water based dyes and inks.

Established by Fee Storey in late 2010, Alphabet began trading in April 2011 to more success than the company could ever have predicted.



Created to offer a contemporary lifestyle brand, Alphabet is committed to producing quality, design lead products with strong eco credentials, offered at a competitive price point. These aspirational yet accessible products are designed to



complement one another; confident in the belief that once you own one piece you'll want to own the whole collection.

Despite only being a fledgling company, Alphabet is continuously looking for new, innovative ways to add to the

already colourful collection. The company is delighted to announce that, in the coming months, there are some exciting new additions to the thriving home ware range. Large patchwork blankets, bed spreads, framed prints, all boasting bold designs, are just



some of the new inclusions set to brighten up any home. Alphabet's extremely successful children's t-shirt range is also getting an update; with a more mature colour pallet, adults can snap up one of these ever popular tops.

The Alphabet collection appeals to a wide range of customers; whether it is a fun and educational product for babies and children, personal and trendy accessories for young professionals or even a practical help for new parents. The appealing combination of decorative and functional products and gift items, couples with the unique design ethic, ensures the whole range translates over every season – perfect for even the most trend conscious of consumers.

Alphabet's rapid growth is attracting a lot of attention for the company; since being featured in a number of European magazines, the Scottish company's collection is now stocked in boutiques in Europe, Australia and the US. Delighted with this success, the whole team at Alphabet is looking to increase the number of stockists to make Alphabet a household name.

One way in which the company has been attracting new clients is via the trade show circuit, as Fee



Storey explains; "Alphabet recently showed at Harrogate Home and Gift Trade Fair. It was the first show we took part in, it was successful for increasing our stockists and generating interest. We are looking into the possibility of exhibiting at Top Drawer next year, as the quality of the design lead gifts is far stronger at this event and London pulls a real mix of visitors from all over Europe."

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Babbacombe Pottery Collection

String dispenser



Tradex News is extremely proud to feature Babbacombe Pottery as our selected 'Company of the Month' for their outstanding work and dedication in the Pottery Industry.

This year sees the Torquay based Lownds-Pateman family celebrating their 90th year of trading in the 'Giftware' manufacturing business. It all started in 1921 shortly after the First World War, when Mr Maurice Lownds-Pateman began his business venture as a photographer developing and printing service in Babbacombe. He used to hand tint local landscapes for souvenirs along with hand-stitching organza sachets of Lavender and Pot Pourri, until it quickly emerged that his locally made Devon violet perfume filled red pottery jars were the best seller. But soon after in 1942, Maurice was forced to close down his business.

10 years later in 1952 Babbacombe Pottery was founded and in 1997 the third generation, Brian Lownds-Pateman acquired the business and since then has become the sole proprietor of the B.L.P Collection. Over the years the business has gained a valuable and widespread reputation for the manufacturing of traditional hand-blended Pot Pourri (containing no wood shavings or colour additives) using only natural botanicals. Brian has continued to create the famous Devon Violets, Lavender and Floral Charm perfumes that he helped his father Leslie to produce back in the 1970's.

Along with the range of perfumes sold, they now produce a fine array of 'English Ceramics' that are made and hand-painted in Torquay. The most renowned items are in the 'Babbacombe Cats' collection. Back in 1997, Brian bought the old blocks, cases and working moulds of the 'Babbacombe Cats' and other animals including foxes, squirrels, cockerels, horses etc, and has never looked back.

To help expand the already successful business, Brian has recently set up a wonderful partnership with well-known Mail Order Catalogue Company the Cat Gallery, where his Babbacombe Cats Collection is displayed and



sold online. The Cat Gallery was set up by Peter & Alison Hanson in 2001 due to their struggle to find quality cat collectables and gifts, but since their formation 10 years ago have broken their cat collectable voodoo and found a huge range of cat items that they are extremely proud to bring to their customers. So if you are a cat lover please visit www.thecatgallery.co.uk to view a full product range.

Brian and Babbacombe Pottery are also due to exhibit at the 2012 Giving & Living show at Westpoint, Exeter in January.

So if you are interested don't hesitate to visit stand A739 from the 15th to 18th January 2012. Otherwise, visit www.babbacombspotterycollection.co.uk or call 01803 215008 for more information.



Pie funnel

Autumn Fair puts future trends centre stage

The essential September buying season got off to a flying start when the 21st edition of Autumn Fair International (AFI) opened at The NEC Birmingham from 4th to 7th September 2011.

AFI offered the season's most comprehensive selection of general, design-led gifts, housewares, greetings cards, fashion accessories and more across nine show sectors. It was the first opportunity of the season to view and secure new product launches and previews for spring 2012.

This represented the largest offering of general giftware and design-led gifts at any show this season, including 290 suppliers launching their latest products in the Design-led sector alone, 50 of them brand

new to AFI in 2011. Autumn Fair also offered Europe's largest seasonal Volume Gift sector showcase.

1,600 exhibitors from 29 countries – including 900 companies exclusive to Autumn Fair this season – showcased 60,000 brand new products at the event, making it the perfect opportunity for buyers to replenish their stock ahead of Christmas trading and preview new ranges ahead of spring 2012.

As the largest showcase of new products taking place in Europe in the coming season, AFI 2011 was a treasure trove for retailers. The New Product Showcase in Hall 4 featured an eclectic selection of the most exciting new products launched at the show, a must-see part of the



show for buyers on the search for what's hot.

The Autumn Fair returns next year at The NEC Birmingham from 2nd to 5th September 2012.

Web: www.autumnfair.com

Distinctive hand crafted products, made from noble natural materials



These are the products which Truly Minka prides itself in bringing to the home interiors and fashion accessories markets.

The skilled artisans and designers behind Truly Minka build on Mother Nature's natural art/individual designs by leveraging natural materials such as Shells, Banana Silk,

Raffia, and Woods, to produce pieces unlike any others, a far cry from the world of increasing mass production.

Truly Minka products are designed for both aesthetics and function:

- The home accents collection includes vases, display bowls, trays, a range of elegant sea shell napkin rings, serving utensils, candle light holders, picture frames as well as extraordinary shell curtain tie backs and furniture "jewellery".
- The vases/bowls/trays and some picture frames are covered in Capiz shells painstakingly cut and bonded to the surface to achieve either a smooth Capiz shell layer or a refined mosaic pattern.



- The lighting collection brings together a range of truly exclusive and striking floor and desk lamps, subtly bringing echoes of marine life and peace into your home thanks to shell carvings, corals, and flowing silk tassels.

Contact details:
Web: www.trulyminka.com

Bagitali: Let colours work their magic!



Our bags are high street fashion led, with the most attractive price. Minimum order is only £100, with minimal delivery charge to UK mainland. Each style comes with the main colours like black, grey, navy blue, etc, although a lot of styles have more colours like purple, silver, red, tan, etc. Our principle is to get the best price with good quality.

Contact: Jessica Wong on 07403 096296.



Inject some Indian charm into your home

Family run, Indra Importer Ltd is one of the UK's largest manufacturers, wholesalers, importers and exporters of Bedspreads, Throws, Tablecloths, Rugs, Cushion Covers, Curtains, Placemats and Napkins. Producers of excellent quality, handloomed items; the company's skilled weavers use only natural fibres, cottons and jute wool to create stunning pieces, perfect for any home.

The competitively priced, hand made furnishings are manufactured in India and can be made to any unique specification. The striking pieces are perfect for injecting some of the colours, flavours and charms of India into your living room, bedroom, dining room and even bathroom.

Indra Importer Ltd, which supplies solely to the trade, is committed to providing outstanding value for money, without compromising on the quality of the products and the personal service it has become renowned for. Being 'green' is also something important to the business, which strives to waste as little as possible. Great emphasis is laid on using recycled yarn, which is re-spun, re-dyed and



re-used to make a stunning new rug or throw.

For more information call Indra on 0121 426 4433 or email: indrainporter@hotmail.com

Azeti Ltd

This year we have launched with more new products and colours than ever before, offering you a greater choice and variety. We are also diversifying by using other materials, such as stainless steel

Our highly polished, recycled aluminium and resin enamel; each item is simple, stylish and durable, and represents an intelligent yet uncompromising marriage between pragmatism and aesthetics.

Complementing this range we are launching a stainless steel range with our hallmark colours, something not to be missed I assure you, as well as a few other



surprises.

There are bowls and dishes for every occasion, tealight holders, coasters, vases and more elaborate

party pieces, all of which are practical and functional but things of great beauty in their own right.

We are continuing with our philosophy of meeting the 10 standards of fair trade as stipulated by WFTO, The World Fair Trade Organisation. Although we are not members of WFTO, it is our philosophy to work in a cooperative fashion with our suppliers to achieve a well-balanced business for both the suppliers and their workforce, and for ourselves.

Tel: +44 (0)1249 783585
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You don't really want to read another company profile do you?

Surely what you want to read about is a new brand name product that puts a smile on peoples' faces, doesn't knock a big dent in the old pay packet and will fly off your shelves. Beer Buddies tick all those boxes and more. Everybody needs a handy bottle opener for those birthday parties, Christmas parties, barbecues, you name it. So why not have one that screws to the wall inside or out that's always ready for action. No more searching through the kitchen drawer or breaking your teeth and



with 16 different designs there is a Beer Buddie for everybuddie.

It was exhausting work to make sure each design opened every type of beer bottle but we left nothing to chance. Beer Buddies come individually boxed in eye-catching and informative packaging complete with screws and raw plugs ready to go on a wall near you.

If you would like further enticement into the world of Beer Buddies then why not



take a few minutes to visit our website at: www.beerbuddies.uk.com or phone us on 01736 762813 or 07790 948093.

Vendula London: Fashion forward

Vendula London offers fashion forward customers with trendy, vibrant and funky fashion accessories. Our products deliver versatility and provide women with an endless choice of handbags, wallets and purses.

Since 2003 we have strived to separate our style and designs from the rest. With our creativity and eye catching assortment of contrasting colours, our accessories push the boundaries and make our collections limitless as to our capabilities!



We constantly aim to keep our designs fresh and modern keeping in with the latest trends but adding a unique Vendula twist to distinguish the brand – we offer fashion sense with a difference!

Why not indulge? Every woman deserves a treat! If you're planning a holiday or a mini break away, we have something to offer from weekender bags to wash bags and make-up bags, ideal for those everyday essentials.

Why not visit our collection online at: www.vendula.co.uk

Your roofing & waterproofing partner

The Soprema Group was established over 100 years ago and has gained a wide reputation for providing innovative, high quality and cost effective waterproofing solutions within the industry. In this time, they have become one of the world leaders in the industry and their long standing track record is proof of their performance and quality.

Flag-Soprema's success is evident with its endless list of undertaken worldwide projects. It has installed roofing and waterproofing systems in over

50 countries, spanning across five continents, from Portugal to Australia, Saudi Arabia to Siberia and Egypt to Sweden.

Over the years it has pioneered some of the most technologically advanced and sophisticated developments in today's market. Its brand new range of environmental solutions gives clients the opportunity to reduce the impact of construction and materials on the environment and improve project sustainability.

Flag-Soprema holds great pride in the thorough evaluation of all their materials and manufacturing processes. All evaluations are conducted using the newest of modern technology and testing methods. Every aspect is examined to the highest standard and is also tested for environmental impact. Where possible they replace unsustainable fossil fuel resources with sustainable natural resources or recycled materials.



- PNT containers use 75% recycled plastic bottles
- 70% of its fibreglass containers use recycled glass
- 2,500 tons of recycled oil are used in its bitumen membranes
- Self-adhesive products are made from a by-product of colza oil and pine resin
- Its eco-friendly plants significantly reduce waste through innovations such as the recycling of waste and using rainwater to cool machinery.

Its TPO and PVC membranes have been developed and tested to guarantee that they are completely safe to use and suitable for disposal, whether it be incineration, monitored landfill or recycled.

The third generation family run business has recently launched a brand new range of environmental solutions. These include:

- **Soprasolar** – a revolutionary PV system. It is a unique range of waterproofing systems with integrated photovoltaic cell technology.
- **Proclimate** – CO₂ absorbing roof membrane. Proclimate is a long lasting, tough, fireproof

and environmentally friendly waterproofing membrane.

- **Optigreen Façade Greening** – This is a façade mounted greening system that uses a high grade, substrate filled aluminium cassette system.

As customer service is high on the agenda of Flag-Soprema, there have been several new additions to the team. This has enabled it to continually provide its clients with outstanding customer service and account management. It gives comprehensive technical support including technical drawings and written specifications, along with offering industry leading product and installation training.

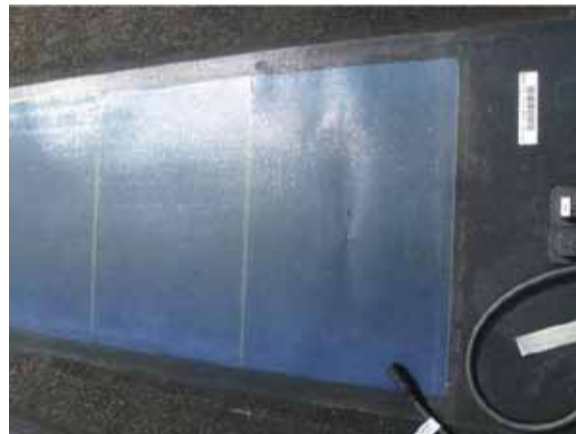
For more information about Flag-Soprema and its products please call 0845 194 8727 or visit www.flag-soprema.co.uk



Flexible photovoltaic membrane

Soprasolar Duo from roofing specialist Flag Soprema is a lightweight, flexible water proofing membrane containing interconnected photovoltaic cells. Soprasolar is designed to enable flat roofs which cannot support the weight of PV frames to be used for solar power generation. The system which includes inverters, monitoring software and optional weather station and can be used up to a 5° pitch. Soprasolar Fix uses rigid photovoltaic modules, but frames do not penetrate the waterproofing layer. With no moving parts, energy creation is a silent and optimum generation is guaranteed, it is claimed, even in diffused sunlight or where panels are not fully clean. Both options are supported by a fully underwritten 20 year warranty.

Tel: 0845 194 8727
Web: www.flag-soprema.co.uk



Welcome to Vulcaseal

With so many cleaners and sealers on the market to choose from now, it's a major job trying to decide which one to use. Do you go for the cheapest? It might not work so do you go for the best known name, maybe, but that's probably the most expensive and why pay for the name when you should be paying for the contents. How about something that is kind to the environment. That could be a problem, they aren't that good are they... are they...?

Welcome to Vulcaseal, a range of cleaners, sealers and non-slip products that are kind to the environment, kind on the purse, and, can you believe this... they actually work!

For more information about these outstanding products call 020 8778 9000 for your free information pack, and because we are so confident about how good it is you can have a free sample, if you ask.



VULCASEAL RANGE

INTRODUCING THE NEW VULCASEAL RANGE

A RANGE OF 15 HIGH QUALITY PRODUCTS DESIGNED TO PROTECT, MAINTAIN, DECORATE & CLEAN STONEWARE

For further information call Trimline on 020 8778 9000

Joosten B&L Environmental



Joosten Kunststoffen, the Dutch partners of this business, has been trading in Holland for over 15 years, with Joosten B&L Environmental launching in the UK in 2009. Based in Midhurst, West Sussex, with a large stocking depot in Bedford, Joosten B&L Environmental is able to deploy its fleet of delivery vehicles all over the UK with ease.

Joosten B&L Environmental is a company with green initiatives at heart. Conscious that businesses up and down the country are looking to reduce their carbon footprint in a cost effective way; Joosten B&L Environmental offers the perfect solution for everyone. The company is an industry leading manufacturer of recycled plastic products – these are manufactured in the Netherlands and distributed throughout the UK.

Joosten B&L Environmental is also the leading UK distributor for Tencate Geosynthetics UK Ltd; adding another string to the company's proverbial bow. All of the products on offer from the company are accompanied by expert design advice and comprehensive technical support.

The company is focused on extremely high quality products, supported by quick and efficient delivery and only the best customer support.



Joosten GS Plates in use on a residential development in South West England

Joosten B&L Environmental also offers an environmentally attractive package which assists in satisfying the strict environmental guidelines set by many companies.

Joosten B&L



Joosten GS Plates in use on car park at Kingdom Hall in Southampton

Environmental may only be a young company, but it has already made a huge impact on the market, securing a number of high profile and important clients. Some of these clients include main contractors, builders merchants, local authorities, commercial customers, landscaping and sports contractors, ground workers and of course the general public.

Joosten B&L Environmental is currently witnessing great success across a spectrum of markets with its range of artificial grass. The company's recent collaboration with Tencate has also put Joosten B&L Environmental in an extremely strong position in the Geotechnical area; the synergy between its ground stabilisation products and the Tencate range offers a range of bespoke solutions for all clients.

Joosten B&L Environmental has experienced rapid growth over the



A project in Farnham, Surrey, shows the use of Joosten Firmagravel

last three years, and is planning to continue to grow in all areas. Particular areas of interest lie with the company's Dutch colleagues and products; some of which Joosten B&L Environmental is looking to introduce in the UK.

Joosten B&L Environmental regularly features at Trade Shows across the UK, notably Infrastructure at the NEC in October. This proved to be a huge success in 2010 with the company securing over 72 new direct leads. This success has led to plans for Joosten B&L Environmental to attend a number of new shows in the future.

For more information on Joosten B&L Environmental and all the products:

Tel: 01730 812390

Email: graham@joostenmail.com

Web: www.joostenbl.co.uk

North Staffs Irrigation
IRRIGATION & DRAINAGE OF FOOTBALL PITCHES

*"If you are choosing a quality irrigation system...
...make sure you choose a quality irrigation company"*

North Staffs Irrigation
Ivy Mill, Longton Road, Stone,
Staffs ST15 8TB
Tel: 01785 812706 Fax: 01785 811747

Hunter
The Irrigation Innovators

TORO

www.northstaffsirrigation.co.uk
Email: nsirrigation@aol.com

Green-Tech's guide to good soils out now!

The Green-tree range of soils is one of the most comprehensive in the UK. Developed with landscapers and architects in mind, the Green-tree range is unrivalled for quality, consistency, nutrient value and its environmental sustainability.

Green-Tech, the manufacturer and founder of the Green-tree range of soils, maintains that Green-tree topsoil is one of its flagship products. Manufactured using organic compost and overburdened sand from quarries, the topsoil is certified to BS3882:2007 standards,

ensuring a high quality topsoil in every load.

The topsoil is perfect for landscaping and construction projects that are focused on environmental sustainability and maintaining green credentials.

For 2011, Green-Tech has developed a soil product selector, including topsoils, growing media, amenity tree soils and roof garden substrates. The catalogue aims to provide essential information on soil-types for use in landscape projects.



To request a copy of the new Green-tree soils catalogue, email: marketing@green-tech.co.uk

Celebrate better salt spreading with **Magnum**

With winter approaching and a hard season forecast, successful importer of essential equipment DMMP Limited is delighted to announce that it has become the exclusive importer and dealer for the Magnum salt-spreaders. This hardy, no-nonsense range can be fitted to vehicles, trailers, forklift or even quad bikes; with prices from just £799 for the spreaders and £150 for accessories no contractor need be left in the cold this winter.

Designed and manufactured in the US in Ohio where the lowest recorded temperature was -29°C (1994) and one third of the year is below freezing, the Magnum range has been honed to cope with tough winters but it was trialled in England last winter when we experienced our coldest winter for 31 years.

Well known in the US as a high quality spreader designed for professionals, the brand was taken over by the Louis Berkman Work Product Company in 2007. Louis Berkman's impressive industrial portfolio spans the steel industry, through to pumps and spreaders so it has brought unrivalled experience and expertise



to the Magnum brand as well as start-of-the-art manufacturing facilities and a specialist workforce. By distributing Magnum in the UK, DMMP is tapping into a considerable resource of experience and product development.

For more information about the range, please contact Colin Hood at DMMP Limited on 0845 643 9776 or visit www.dmmp.co.uk

Were you ready for LIW?

Leisure Industry Week returned to the Birmingham NEC this month for an inspirational and innovative leisure industry showcase. A key highlight at the show this year was the launch of a dedicated Youth Engagement Zone in partnership with Fit for Sport and COMPASS, putting the leisure industry at the forefront of youth sports innovation.

LIW 2011 also saw the introduction of the CPD Masterclass Arena, powered by SkillsActive and sponsored by MYZONE and Quick Energy, along with the CPD Seminar Theatre also supported by SkillsActive. These exciting features gave visitors from the fitness industry the opportunity to collect CPD points by booking onto training sessions and seminars for a taster of the industry's latest training programmes and products. The whole LIW Education Village offered an engaging and comprehensive education programme, with more than 150 hours of free seminar content.

LIW also showcased the industry's leading health and fitness suppliers, demonstrating their products side by side. These exhibitors



included: Technogym, Precor, Life Fitness, Cybex International, Escape Fitness, Pulse Fitness and Keiser. With so many varied highlights at LIW this year, the events team at UBM Live created the new and eagerly anticipated LIW phone app to help visitors get the best out of the show.

Web: www.liw.co.uk

GMT Spas International

Established, in Chester, in 2009, GMT Spas is a young, vibrant, and dynamic manufacturing company that has pulled together a team with over 25 years of experience and a wealth of knowledge in every sector from across the spa and pool industry. This experience spans portable spas, hot tubs, swim spas, hydrotherapy pools/spas, plunge pools, aqua features, Mosaic Tiled Spas, and is constantly evolving.

It is a designer and builder of bespoke, innovative, mosaic tiled spas and vitality spas, as well as designer baths using our patented "Cultured Slate".

Following a recent expansion, doubling the capacity of our previous production facility, we are currently operating from our new 10,000ft² factory. In the Olympic year 2012 a number of new designer products are planned, with the addition of a range of Freeboard and Deck Level Pools.



GMT Spas is fast emerging as one of the largest and most Innovative Bespoke Mosaic Tiles Spa shell manufacturers in the World. Company services include initial concept design, pattern and mould making, followed by shell manufacturing.

Standard finishes to our products are Mosaic tiles from the "Feeling of Well Being" Range from Original Style, as well as specialist tiles from SICIS Designer Glass Mosaics and Stonegres.

Tel: +44 (0)1244 629252
Email: info@gmtspas.com
Web: www.gmtspas.com

Eagle Vending/Kerry Foods

The exciting chilled food vendor from Kerry Foods the 'Fridge Raider' generated a lot of interest at LIW, not only as a cost saving exercise, but a 24/7 food service solution with a 'Grab & Go' menu ideally suited to the leisure industry. Our show deals and Red Letter day competition were warmly received, with the first machine already installed at the University of East Anglia. Our wide range of chilled foods supported by a daily delivery created immense interest and attracted visitors to our stand.

For an unrivalled service, call the Kerry Foods Team on 0800 121 4688.

Eagle Vending displayed a range of healthy vending machines and products. Our healthy snacks and drinks attracted a lot of visitors, many of whom sampled the drinks and snacks and were amazed at the taste and flavour – no fat, sugar, salt and artificial flavouring and sweeteners, just natural. With several new customers already buying stock we still have a lot of leads to follow. More importantly we were very pleased that the leisure industry is keen to adopt a healthy approach and promote healthier lifestyles within their centres by using our products.

Call Eagle Vending on 01634 722999.



Real Meals

The 'Fridge Raider' the Ultimate 24/7 fresh chilled food service, a perfect cost saving solution for the busy leisure industry



Chilled food delivered direct to your door 6 days per week – all for less than £3.50 per day

For more information call Mike on 01634 722999

Healthy Vending

Snak&Go – our low budget wall mounted vendor at just £9.95 per week for 100% healthy snacks

Call Amie on 01634 722999



Or email: info@eaglevending.co.uk
www.eaglevending.co.uk
www.fairtradevending.co.uk

Sovereign, bringing imagination into play

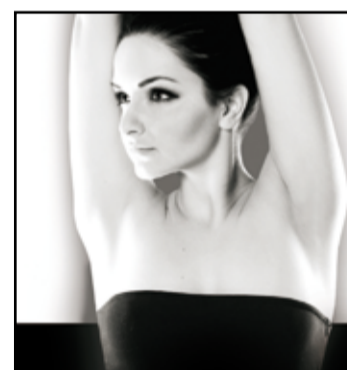
A family-run business established in 1992, Sovereign Design Play Systems Ltd is now firmly established as the major supplier of children's

play equipment to the education sector with over 10,000 successfully completed projects to its name throughout the UK.

On the back of this success Sovereign expanded into the residential market 5 years ago and began to exhibit at a wide variety of nationwide shows.

This year Sovereign exhibited at in excess of 40 shows and due to the overwhelming demand we have received from our clients we were pleased to add to our calendar for the first time The National Outdoor Boat and Caravan Show. Over the last few years we have installed our Adventure Play Towers at Caravan and Holiday Parks all over the UK and the positive response we have received has enticed us to diversify our products in order to meet each individual's needs.

Tel: 01702 291129
Fax: 01702 290092
Email: info@sovereign.gb.com
Web: www.sovereignplayequipment.co.uk



Perkins Health Fitness, slimming and weight loss machines achieves results within an accelerated timescales, allowing clients to see incredible results in as little as 10 sessions.

For immediate, natural and noticeable results, our machines unquestionably offers a simple and effective way to target, reduce and eliminate unwanted fat and cellulite to help boost body confidence.

Our machine can provide an excellent opportunity to offer customers something new and innovative and further can be used to generate extra income.



WHAT MAKES OUR MACHINES UNIQUE:

NASA TECHNOLOGY

The technology was first developed by NASA using Differential Air Pressure (DAP) technology. This was used in space to mimic the Earth's gravity and prevent bone loss and muscle deterioration. The technology has been adapted by a German scientist and German doctor to aid weight loss and reduce cellulite

IMPROVES BLOOD AND LYMPH CIRCULATION

Using DAP technology whilst undertaking a mild walk improves blood circulation; guarantees the burning of fatty acids and improves the appearance of cellulite. Blood circulation is boosted in troublesome body parts i.e. waist, thigh, and abdomen.

ACCELERATED BURNING OF FATTY ACIDS

Gentle walking while using the DAP technology allows the blood to reach the muscles, and then fatty acids are burnt as the energy source. This achieves an accelerated and faster pace of burning fat from key areas where conventional exercise sometimes fails. Noticeable results can be achieved in just 10 sessions.

RESTORES SKIN SMOOTHNESS AND FIRMNESS

On average a person can lose 1-2 (dress/trouser) sizes per month. Each session brings lasting improvement and, in most cases, the skin in these areas starts to look up to 10 years younger.

ELIMINATES THE ORANGE PEEL EFFECT OF CELLULITE

After the treatment the appearance of cellulite is reduced or disappears, while the hips, thighs and buttocks are reshaped giving amazing results and renewed body confidence.

REHABILITATION

The device also has rehabilitation benefits. The low-gravity chamber lessens the impact on the back, knees, and joints, allowing a more intensive work out without the fear of re-injuring the body part.



If you are interested in purchasing or trialling a machine please contact us on:
Tel: 020 8898 3016 07956 998 168 Web: www.perkinshealth.com Email: sales@perkinshealth.com

CPS Playgrounds



CPS Playgrounds enters the outdoor play market with a comprehensive collection of the freshest and robust play equipment. Our equipment range is made from the most durable of natural and man-made materials.

CPS Playgrounds' ranges include:

- **Houtplezier** – expansive range of Bangkiria hardwood equipment that combines traditional play equipment and challenging activities for children of all ages.
- **Rudeco "NaturePlay"** – using nature's own raw

materials, naturally debarked Robinia tree trunks, this equipment blends harmoniously with the landscape, encouraging children to explore their natural surroundings.

- **Ledon "Adventure"** – using mandioquiera, cedar wood and maintenance free polyethylene Ledon has created a quirky range of equipment for all age groups. Unconventional play houses, hanging huts, innovative climbing nets and all the other activities within these units, offer plenty of possibilities for motor and social challenges, while the funky design prompts children to fire their imagination.

As well as supplying and installing play equipment, CPS Playgrounds specialises in safety surfacing, landscaping and play area design. Our full "turnkey" service will help you from the very beginning of your play project right through to maintenance and upkeep.

Contact us for a brochure or to arrange a site visit:
Tel: 0845 6255 709
Email: info@cpsplaygrounds.co.uk
Web: www.cpsplaygrounds.co.uk



Leisure Lines

Leisure Lines has been designing and manufacturing an extensive range of robust commercial strength hardware since 1996 in Hinckley, Leicestershire and proudly flies the flag for British manufacturing, seeing year on year growth in all of its sectors – military, uniformed services, elite and university sport – along with the private sector. International sales in Europe and the Emirates have also developed by over 20%.

At LIW 2011 Leisure Lines launched its new performance equipment range HALO® onto the market along with its new

brand identity across all other solutions.

Services also now include 3D concept design and space visualisation along with a bespoke equipment service reflecting the trend for alternative products and a flexible gym environment whether for elite sport, military or the health club sectors.

Recent installations have included a new lifting area and indoor sprint track for Manchester United and a supply of HALO® products for Cardiff University Sport.



Tel: 01455 890100
Fax: 01455 890009
Web: www.leisurelinesgb.co.uk
www.powerbag.com
www.leisurelinesperformance.com

Extreme Wheels

With the growing popularity of the urban/extreme sports market, clothing, sports equipment and gaming have all seen dramatic increases in demand. It appears that more and more people want to take up these activities in search of an adrenaline rush.

Since 2001, Extreme Wheels and Action Sports Roadshows have delivered activities to satisfy this growing thirst for extreme sports. Initially, with the introduction of a mobile skatepark, and since then matching the demand and development of extreme sports, not only with young people but also with adults, we have introduced more mobile activities including BMX racing, Power kiting, KMX karting, mountain biking, body zorbing, Master Blaster Laser Tag system, mobile climbing wall, cycle maintenance roadshows and more.

Today, Extreme Wheels and Action Sports Roadshows



offers organisations an opportunity to hire their very own grass roots, participatory extreme sports roadshow aimed at all age groups. This product is an ideal activity to compliment events, holiday provision, festivals and shows on your patch.

If you are planning to involve extreme/action sports as part of your programme, then do not hesitate to contact Jonathan Tipton on 01246 593059 or email: jonathan.tipton@bolsover.gov.uk or see our website at: www.bolsover.gov.uk/extreme-wheels

Epsan Pool Sports & Technics

Epsan Pool Sports & Technics is a leading supplier and manufacturer of swimming pool equipment in the UK and throughout Europe.

Managing Director Philip Delaviet, who is based in Holland, has over 30 years' experience in the industry, and deals mainly with all of the overseas projects, while Libby Tunley is the UK manager based in Stourport on Severn. They are both more than happy to take a hands-on approach to advise and assist with any requirements and after sales service.

We can offer everything for in and around the pool including: swimming equipment, timing equipment, stainless steel stairs, balustrades, pool ladders, pool cleaners, swim lifts, changing room lockers, baby



changing products, anti-wave lanes and training lanes, all to FINA regulations. We also supply a wide range of water polo equipment, plus a variety of storage reels and trolleys in stainless steel, aluminium or synthetic materials.

Epsan has distributors throughout Europe including Germany, Spain, Cyprus, Russia & Italy to name but a few.

We pride ourselves in taking on large projects such as new builds and refurbishments, whilst ensuring your everyday needs will be handled efficiently.



Please call our Stourport office on 01299 829213 or email: epsanuk@btconnect.com for further information or to request a catalogue.

Club Diet Plate®
portion control made easy

www.clubdietplate.com

Club Diet Plate offers an actual and on-line slimming club designed for users of the Diet Plate®. Customers will be able to access twelve months on-line support, in addition to the health clubs offer of an 8 week "turnkey" weight management solution. Clubs will be able to offer CDP to the general public not just members, therefore increasing membership opportunities for their own business.

- Looking for a way to gain new members?
- Enquire about our "turnkey" joint brand, weight management solution today!
- A completely new and fresh approach to a slimming club.
- Sell the Diet Plate over the counter.
- Great GPM's on OTC sales.
- Boost your bottom line profits
- Great commissions on CDP, with minimal outlay.

Contact us now for more information
www.thedietplate.com
Tel: 0800 644 0166 Email: info@thedietplate.com

ITM Leisure adds brands

2011 has seen another difficult year for the Amusement and Leisure industry but, despite this, we have been able to maintain steady growth. 2012 will see us taking greater steps to improve and expand our already extensive product range. Uppermost in our plans will be value for money. Having the right products at the right price has, and will continue to be, our main focus.

We are delighted to have added Looney Tunes to our licensed portfolio alongside our existing Disney, Nickelodeon and the ever popular Me To You, to which we will be adding new, and exclusive, products in 2012. Our redemption range continues to evolve and now includes

some of the best known and popular brands covering all price points.

We will be offering promotional opportunities to our customers at various times throughout the season, adding to the value of the products available. It is vital that we offer our customers the best possible product and service and to this end we are embarking on a major restructure of our processes. We are determined to make 2012 a successful year for both our customers and ourselves

We will be showcasing our 2012 range at January's EAG Expo in London and invite customers, old and new, to join us.



Tel: 01772 683311
Web: www.itmleisure.com

New service & products for health clubs & gyms

Club Diet Plate® is due to launch this year! Consider like many others have, the advantage of having a turnkey weight management solution to offer your members which will put £000's pa onto your bottom line and increase gym membership by opening your doors to a new market. You know you can help your clients with exercise, helping them with their diet has never been that easy until now. Club Diet Plate aims to take all of the hard work out of providing a weight loss club for your members and people in your area.

We support through www.clubdietplate.com, attracting



members, supplying PR and referrals directly to you. Club Diet Plate is not a pay and weigh club, it is much more than that. **If this has sparked an interest then contact us using: info@thedietplate.com**

Or sell The Diet Plate over the counter,

there is a 44% GPM to be made and initial outlay is just £61.20 plus VAT on just the products alone.

The Diet Plate has published clinical trials for the control of Type 2 Diabetes and the results are quoted by the health profession as "ground-breaking and outstanding." Our biggest 'loser' is a man who lost 17 stones in 2 years, the Diet Plate is this year's hottest product for weight loss and we are taking orders for the New Year now!

For more information about the products, visit: www.thedietplate.com or call us direct on 0800 644 0166.

Scandia from Sauna & Steam

Sauna & Steam Distributors is launching the Scandia range of products in Europe. Scandia has a proven range of long life, low maintenance Gas and Electric Sauna Heaters.



sauna experience.

The Scandia heaters come with an industry leading 10 year warranty. North American based Scandia has been manufacturing and installing Sauna and Steam products since 1964 and is the manufacturer of choice for commercial installations in the US because of its no nonsense products.

UK: Lo-call 0044 5447083
ROI: +353 68 30056
Email: info@ssdl.eu
Web: www.scandiamfg.co.uk

Given that many leisure facilities have gas operated plant, the revolutionary Scandia Ultra Sauna Gas Heater offers up to 70% savings on running costs. This is the first time that a Gas Operated Sauna Heater is available in Europe.

the combustion process taking place outside the Sauna Cabin. The units have a solid pan design that protects elements and other working parts from excess water and sauna rocks. This means that facility owners no longer have to worry about how much water members pour on the sauna heaters. It also means that members enjoy a full

Scandia's Gas and Electric Sauna Heaters have been built to withstand the harsh commercial leisure environment. The units are constructed of heavy grade stainless steel with

Beat Concepts

Beat Concepts is the leading uniform, bag and accessories supplier to the fitness industry in the UK. We source and manufacture our production in China, Bangladesh or Turkey (depending on styles, products, quantities and lead times). In addition to clothing, we also produce a wide range of promotional items. We specialise in designing and producing bespoke items, and source directly from factories to ensure we can get the most competitive prices. We can also source stock items for small quantities and items that are needed for quick delivery.

Beat Concepts has just launched

the Fit & Dry retail towel product. These towels will be sold at £1.67, with a RRP of £4.00 – giving you a 100% profit mark up and a great and easy way to bring in secondary income to your club. These white, mid-sized towels are 100% cotton, pre-washed, individually packed and are perfect for use in the gym and changing rooms. Orders of 100 or more will also receive a free of charge point of sale unit, a marketing pack, as well as free delivery.

Please visit our easy, online ordering system at: www.fitanddry.com, or call us on 0208 206 2299 for further information.



Viva Beverages

Quick Energy is a fully functional sports supplement that also has a mainstream usage. Intended to be used 15 minutes before exercise, its blend of B-Vitamins and amino acids works without sugar, and has only the same amount of caffeine as a small cup of coffee to provide hours of lasting energy.



a free wire rack and a case of lime to sample, really getting your listing kicked off with the right communication to your consumers.

Find out more about Quick Energy at: www.quickenergy.co.uk

In 2011, a series of studies completed at Coventry University proved that Quick Energy reduces the perception of exercise induced muscle pain. Used by top athletes across the world, including Aston Martin Racing, Quick Energy works with no sugar to deliver hours of sugar-free energy. The product comes in a 59ml "shot", available from Muscle Finesse (www.musclefinesse.co.uk) as a starter kit with two cases of orange flavour,

Pocketfit Training

Pocketfit Training is a unique and innovative training provider that not only offers nationally recognised qualifications within the active leisure sector, but is the only training provider that offers dynamic resources allowing trainers and instructors to generate revenue as well as gaining CPD points.



Some of our workshops include:

- Kids Animal Fun Workout Programme – targeting ages 4-11
- 12 Week Nutrition and Healthy Lifestyle Programme
- X-Training 52 Ultimate Exercise Programme

Each one day workshop carries 8 CPD points.

Pocketfit Training not only offers qualifications and workshops to Health and Fitness Clubs and Leisure Centres but also offers PE resources and twilight sessions to schools and local authorities all over the UK for curriculum-based PE lessons, after-school activities and holiday camps. Pocketfit Training is currently working with universities and PGCE



students and has developed the 52 programme with the support of Sport Imperial London.

Due to a successful launch at LIW, Pocketfit Training is looking to recruit more tutors to deliver its workshops.

For more information on recruitment or to book a course/workshop, visit our website at: www.pocketfit-training.com or call our booking line on: 020 8953 1495.

Retail Packaging News

Aetna Group



Aetnagroup SpA is one of the largest manufacturers and suppliers of semi and fully automatic pallet wrapping machines in the world, with sales exceeding 100,000. The Rotoplat range includes many models and has become the benchmark for stretch wrapping end of line packaging. The technology and quality of the whole range, is the culmination of 25 years' experience in the manufacture of stretch wrapping machines. All machines come with full support, for both spares and services from the offices and showroom of Aetnagroup UK based in Bedfordshire. Aetna, in most cases, can offer an off the shelf delivery and installation.

Tel: 01234 825050

Refresh your brand

28mm Easy Flip

Ergonomic - Safe - Convenient

- Single action, one handed opening
- No twisting or turning, no removal of tabs
- Wide opening dust cover
- Long drinking spout
- Controlled flow geometry
- Dual TE & Dual Seal

Global solutions for global brands

Portola's international presence enables us to capture the wishes and needs of global markets

For more information visit www.portola.eu.com

Or contact: sales@portola.eu.com
 T: +44(0)1302 552400

For anybody improving their home

The National Home Improvement Show, held at Earls Court, London, from 30th September to 2nd October 2011, was the UK's leading event for anybody improving their home. Bringing together all the leading suppliers, designers and experts in one place, this was the perfect opportunity for anyone planning a project to get everything they needed, and find out all they needed to know.

At the show visitors were able to:

- Speak directly to over 300 leading home improvement companies.
- Dispel the myths in The Eco Home Zone
- Get expert advice at The Advice Centre
- Uncover home improvement secrets from trusted experts in the Real Homes Live! Theatres.
- Come along to the Masterclass sessions and hear from the professionals who make and install the products.
- Visit the Period Property Pavillion
- Discover divine design inspiration in the Julia Kendell Interiors Pavilion.



- Visit the NEW Home Entertainment & Technology Zone, sponsored by CEDIA.
- Visit the Kitchen & Bathroom Inspiration Zone.
- Do your own DIY when you learn the Tricks of the Trade with the DIY Doctor.
- Spruce up your home with the Landscaping & Gardens feature.

Next year, the show moves to Olympia, London, from 28th to 30th September 2012.

Web: www.improveyourhomeshow.co.uk

Carbon Legacy

Carbon Legacy is a specialist in installing a wide variety of renewable energy systems. We can also provide independent consultancy advice so you can choose the most appropriate solution for your building. Our accreditations from both MCS and REAL provide customers with reassurance that they will receive approved high-quality products, tailored design and professional installation.



We also provide free advice on insulating your property, building and construction advice for renovations and self-builds, and energy strategies for new and existing buildings to help save energy and reduce running costs.

Carbon Legacy was formed in 2009 however the members of its management team have been working together since 2002. We have over 45 years' combined experience working on domestic and commercial schemes in both the public and private sectors. This has proved to be invaluable when designing successful renewable energy systems.

Financial incentive schemes from the Government have now made



renewable energy installations more attractive and more accessible to many customers. If you would like to see how you or your school could benefit from the installation of a renewable energy system, then please contact us for free advice and quotations. Harness nature's energy now and reap the benefits for years to come!

Contact details:
Tel: 01509 608008
Email: aimee@carbonlegacy.co.uk
Web: www.carbonlegacy.co.uk

Britelite Windows sets new standards

Britelite Windows exhibited at the Home Improvement Show 2011 at Earls Court, London and was inundated with enquires for its high quality home improvement products.



forward to exhibiting next year."

As a triple A-rated company, Britelite Windows holds the coveted Kitemark award, which applies to the installation of windows and doors. Furthermore, we guarantee the quality of the products we install by ensuring that they too carry the relevant Kitemarks, proving that Britelite products are manufactured to the highest specification.

To find out how Britelite can help you make the most of your home, feel free to call on the freephone number 0800 50 50 70.

Britelite offered customers a relaxing environment including a garden and home area with a plasma TV screen showing its high quality of work.

Ashley Tong, Direct Sales Group Manager, commented, "I was really happy that the show went so well and that we made it in to the Top 20 companies at the show."

Furthermore he added, "We have exhibited at many large shows this year but were so impressed with the Home Improvement Show this year as it was a really well organised and exciting exhibition for anyone interested in Home Improvements and we look

Bespoke Balustrades

Here at Bespoke Balustrades we are continuously moving with the ever-changing world of designer stairs and balustrades. Whether you are starting a new build project, or just looking to renovate your existing staircase, we can offer a complete range of different styles.



The exhibition went very well for us and we are so proud that out of more than 300 exhibitors Bespoke Balustrades was picked to be in the top 20 best stands. We are very much looking forward to our next exhibition at The Home Show in Manchester in February 2012.

Tel: 0151 228 8207
Email: bespokebalustrades@hotmail.com
Web: www.bespokebalustrades.co.uk

Spine beam stairs are becoming a more and more popular choice of staircase due to their minimalist look that gives any hallway more light and a more spacious feel. It consists of a steel spine beam that runs down the centre of the staircase with uprights on which the treads sit. The spine can be made in any colour or can be clad to match the wood finish.

Bespoke Balustrades manufactures and supplies stunning solid oak staircases from natural light oak to a beautiful modern look in black. Our small, family-owned business recently exhibited for the first time at this year's National Home Improvement Show at Earls Court.

Retrotouch

Retrotouch, the lighting solution and home automation company, offers a range of innovative electrical products for both commercial and interior design use. The range includes remote control lighting, audio, thermostats, air conditioning and hotel communication solutions.

Retrotouch lighting solutions include "Touch and Remote" light switches, which are easily installed within minutes without the need for expensive electrical rewiring. Simply replace old light



switches with new Retrotouch glass-plate units and operate up to 3 lights with a single remote control. New for November is the LED lighting range, which offers savings of up to 80% on energy. Also new are the wire-free switches for positioning anywhere with no wires.

For the ultimate home automation experience, Retrotouch has also just launched the hidden audio system the T2000. This enables you to control your audio system remotely via a wall-mounted microline panel, linked to a 2x25w amplifier which can be placed out-of-sight up to 25m away. A built-in FM tuner has 40 pre-set channels and the infra-red remote control unit enables you to change your sound levels or set the bass and treble of your speakers without having to move from your seat. You can also connect your iPod, TV or CD player to the three auxiliary inputs. All products are designed



with safety and convenience top-of-mind, and are all backed by a 1 year guarantee.

Web: www.retrotouch.co.uk



Alec White Garden and Landscape Design at Dingley Dell

We are a small, independent family business offering a comprehensive and professional garden design and landscaping service. We offer traditional values and personal service to our clients which, when coupled with our forward-thinking, innovative and practical approach places us in a unique position. We believe that gardens should be about functionality, structure and aesthetic beauty – and plants must be the heart of any design.



We will therefore produce a design that meets your requirements and advise you on plants that are suitable in terms of the agreed design but always ensuring that the plants are appropriate for your garden aspect, soil conditions and your long-term maintenance specification. Our production nursery produces most of the plants that we use and enables us to grow specific plants for customers where a design demands it.

We are pleased to accept commissions from the smallest courtyard gardens to parkland landscapes, from modern and contemporary gardens to classic, country or formal, low maintenance or wildlife gardens and with over

30 years' experience in construction you can be assured that you will get the very highest standards of craftsmanship, ensuring that we provide exactly what you are looking for, on time and within budget.

Contact details:
Tel: 01525 874989
Fax: 01525 876557
Email: tracy.gibbon@dingleydellnursery.co.uk
Web: www.dingleydellnursery.co.uk

Grant Westfield's first time

Grant Westfield Ltd made its first appearance at the National Home Improvement Show this year, and what an entry it was! There were constant queues of visitors waiting to find out more about the stunning feature shower panels. multiPANEL is a 2,400x1,200mm WBP plywood core wall panel, bonded with a choice of 30 laminate finishes. The 'Twilight' laminate used in the feature shower contains embedded metallic foils which throw off a stunning spectrum of colours when the light catches them.



Having been drawn in by the spectacular finish, the vast majority of visitors left the stand ready to purchase. Why? Because the benefits over fitting tiles are plain to see; installation is quick and simple, saving considerable time and money. What's more, with multiPANEL, you can wave goodbye to weekends spent cleaning tile grout, as multiPANEL is simply wiped clean, and remains in the same pristine condition it was fitted in well beyond its 10 year warranty.

with multiPANEL, with an embossed tile effect panel, a revolutionary floating vinyl floor, vanity tops and a tongue and groove PVC ceiling system. All products in the collection are quick and simple to install, and easier to maintain than comparable products, providing excellent value for money and stunning results.

Contact details:
Tel: 0131 337 6262
Email: sales@grantwestfield.co.uk
Web: www.multipanel.co.uk

Grant Westfield's bathroom solutions do not end

Boiler Buoy



The Boiler Buoy Condensate Bypass Valve has been designed to signal, via a red ball, a blockage in the boiler condensate pipe caused by external freezing. After the extreme weather conditions recently seen in the UK, it is noticeable that occurrence of pipes freezing to the boiler have become more frequent.

The Boiler Buoy is Pump House's solution, allowing the engineer or householder to drain off the condensate in a controlled way using the valve connection and the hose. This easy to fit, low cost solution can be fitted during first install, emergency call outs or whilst performing annual service visits.

For more information on installation, or for a list of stockists please contact Pump House Sales on 0115 900 5858 or Paul Greengrass on 07912 380468.

Calorex delivers energy-efficient drying at a lifeboat station



Dehumidification equipment made by Calorex Heat Pumps is providing energy-efficient drying of kit and equipment for the crew of two lifeboats at the Trearddur Bay Lifeboat Station on the isle of Anglesey. Established in the 1960's, this season has received four awards for gallantry and responds to up to four call-outs every day.

Compared with drying equipment by continuously supplying heated outdoor air at the rate of eight air changes an hour, dehumidification uses much less energy.

The Calorex DH30 humidifier draws moist air from the room and condenses out the water vapour. Before the air is returned to the drying room it is reheated by passing it over the hot coil of the refrigeration circuit.

The efficiency of the system derives from utilising the latent heat released by condensation.

The unit at Trearddur Bay was installed by electrical contractors Gilks of Nantwich.

Tel: 01621 856611

A revolution in electric heating

Introducing a new generation of systems designed to keep your home warm

Energy efficiency and running costs are both major considerations when you are buying a new or replacement heating system. Fortunately, there are now a number of electrical alternatives to traditional gas and oil fired systems.

Modern electrical radiators have one major advantage for the consumer – they only use energy at the point of use. With these systems you don't need an expensive boiler to pump wasteful amounts of hot water around areas where it's not needed, and if you're on a budget, you can buy your system one radiator at a time.

Electrical systems also have no need for costly annual servicing or inspections – a major consideration if you are letting properties. And installation costs are considerably reduced compared to traditional central heating systems.

Of course, with any heating system, thermal efficiency is an important consideration, so you should look for as many energy-saving features as possible.

Maintenance-free heating
New from Italy comes ONICE, a slim aluminium radiator which combines state-of-the-art heating technology with high-pressure aluminium die-casting for the latest in energy-saving heating.

ONICE uses exclusive patented technology, which involves the insertion of a series of special electrical elements in the casting of each radiator. This die-casting process means that the elements become the heart of the radiator, ensuring heat is distributed uniformly across all the surfaces. As a consequence ONICE is different from all similar radiators because it functions

without any internal oils or fluids, ensuring a long and maintenance-free life supported by a 15 year radiator warranty.

Because of the method of construction, the radiators achieve their required temperature very quickly – an important energy-saving consideration by itself. However, a sophisticated thermostat then automatically adjusts the number of elements needed to maintain the temperature, therefore optimising energy resources and offering consistently reduced consumption – up to 20% less than some similar systems.

This feature also eliminates those annoying fluctuations in room temperature, often experienced with traditional systems as they cycle between hot and cold to achieve a remote or wall thermostat setting.

Flexible to fit your lifestyle
An in-built programmer allows the user to set the comfort temperature of each radiator over a 24 hour or seven day period, and also provides for lower 'set-back' temperatures and frost protection when individual rooms are unoccupied.

Three radiator sizes are available – 1000w, 1600w and 2000w – the largest size covering rooms up to approximately 32m².

So whether you require a single radiator to extend or supplement an existing heating system, or a complete new system to heat your home, ONICE has to be worth consideration.

Further information from www.onice-radiators.co.uk and www.dealec.com or telephone 01304 215575.



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- Experienced scheme managers, inspectors and technical experts to support your business

For more information and prices visit our site www.qmsa.biz, give the team a ring on 08000 342777 or email info@qmsa.biz




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Underfloor heating is the future of home heating and **HOT FLOORS** offers top quality Rifeng products at very low competitive prices!



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- Temperature controller and Grundfos pump
- Top quality Pex b Al b Rifeng pipe
- Pipe Clips
- Connector Cores
- Pipe Reamer

A standard pack

NB. Each manifold contains 2 x isolating valves, 2 x temperature gauges, lock shields with flow meters on each port, 2 x drain fill valves with blank caps, 2 x automatic air vents, metal fixing brackets

PACK SIZE M ²	PRICE + VAT
15 (room extension pack)	£212.77
20	£387.23
40	£468.09
60	£570.21
80	£646.81
100	£765.96
120	£889.36

Free UK delivery on all packs
25 year warranty on pipe, manifolds and fittings




www.hotfloorsunderfloorheating.co.uk

Innovation hots up for Sheffield manufacturer



Anchor Magnets continues to blaze an innovation trail with the launch of a pioneering insulation product that will stem heat loss from radiators and reduce domestic heating bills. Anchor Magnets' Managing Director, Peter Holmes, said, "Warmroom has undergone rigorous testing to guarantee effectiveness. With everyone seeking to reduce their heating bills, we're confident the product, which is extremely user friendly, will be a big hit." Founded in 1984, Anchor Magnets provides bespoke solutions to a range of customers in the retail, design, bathroom, exhibition and visual communication industries in the UK and Europe.

Tel: 01142 441171

Care Home Management News

Reliable live-in care for continued independence at home



Christies Care is one of the UK's largest specialist providers of live-in care throughout the country. Our service introduces capable, trained care assistants who live with you in your own home.

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

Top Drawer Review – Top 20 Companies

Attendance at **Top Drawer** soars!

Clarion Events is delighted to announce retailer attendance at the September edition of Top Drawer London increased by a significant 12% from the previous autumn show in 2010. Visitors flocked in their thousands to view and buy the latest design-led gifts, lifestyle and fashion accessories due to hit the high street for the festive season.

From large department stores to quirky independent retailers, Top Drawer attracted a large number of key buyers to Olympia, London. Top names in attendance included: Harrods, the Saatchi Gallery, Fenwick, John Lewis, Anthropologie and the Conran Shop. In addition, international visitors increased by an impressive 40%.

Leading designers chose Top Drawer

London as the platform to launch new ranges and collaborations.

Highlights from the show included celebrity appearances by British fashion icon Zandra Rhodes, who launched her directional new jewellery collaboration with Adele Marie. Interior design guru, Laurence Llewelyn-Bowen also launched and attended Top Drawer London to promote his stunning new fragrances and make up purses with exhibitor Danielle Creations.

Visitors searching for the new and exciting design talent were catered for in abundance with 'Spotted' by Charlotte Abrahams. Located at the heart of the show, 'Spotted' showcased 12 handpicked design-based businesses who had never before been seen at a major UK

**top
drawer
London**

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

11-13 September 2011. Olympia, London

trade fair; exhibitors included Emmeline Simpson, Goodwin + Goodwin Design and Nikki McWilliams.

The next Spring/Summer show is held at Earls Court from 15th to 17th January 2012.

Web: www.topdrawer.co.uk

Green & Co: Interior accessories

Green & Co was set up in 2009 with the intention of producing beautiful, well-made interior accessories that offered both great style and functionality.

Our initial range was our magnetic notice boards, with bold imagery such as our "Forget Me Not" magnetic board. This year we have added other products, all keeping in mind our statement wording theme and our key colours which cross over from the classic country home to the more contemporary. Our tea towel and poster ranges, have both been proving very successful since we launched them this autumn.

A number of new ideas are currently in development to extend our range further, and we look forward to launching those in Spring 2012.



From day one our aim has always been to produce goods within the United Kingdom. Initially, our magnetic noticeboards were produced

in Yorkshire, however, as we have added new products, we are now working with a range of partners across a broader geography, but still within the UK.

For more information, please contact **Lindsey Green on 07951 544893/01904 744975** or email: lindseygreen@tiscali.co.uk



Bringing something **new** to the table

GiGi Designs, one of our top 20 companies, specialises in the creation and manufacture of a range of innovative and modern table mats with colour, originality and most importantly high quality being at the forefront of its work.

Julia of GiGi Designs said, "I have always had a real passion for interior design and after spending a long time searching for unusual and curious table mats without any luck, I decided that there was a gap in the market.

"It was decided that we would develop something different from the standard hunting scene and cheap looking melamine. The aim was to create a collection to knock your socks off." The finished collections of mats are fully heat resistant and have a classy glass appearance. "They are a far cry from the traditional and will complement any table," she added.



They are sure to add colour, vibrancy and drama to any dinner party. Each collection is sold in boxed sets of 4 rather than the standard six or 12, to allow the consumer to buy in multiples that they require.

Tel: 01903 866470
Web: www.gigi-designs.co.uk

The extensive ranges at GiGi are all in-house designed and guaranteed to have a set of mats to suit any home.

Imaginasia

A big hit at Top Drawer and no wonder. As visitors approached the Imaginasia stand they immediately saw something very different and extremely saleable. Dynamic creations that shouted "Buy me!" and which also had the right price-tag. That's why Imaginasia sales advisor Huw Morgan has been on the road constantly since the show closed, delivering many first orders to new customers all around the country and chatting over the exciting new collections.

Dream Beasts are shipping out well, especially the purple and black Jaguars, while the stainless steel finishes continue to cause a stir at the high end, along with the new Galactic Collection and the Qiao Qian signature range. Retailers loved not just the verve and variation in the shapes, but also the choice of size, material and surface finish. Those helping their customers achieve an all-round feel are getting a real boost from this winning mix. New leading edge customers in Chelsea and Surrey – just signed up – show which way the wind is blowing for these Cheshire-based innovators.

As a taster, have a look at the website – www.imaginasia.co.uk – and then get all the extra info you need from Huw at: huw@imaginasia.co.uk
Tel: 01782 752363



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WWW.GIGI-DESIGNS.CO.UK

Crafty creations from **Natasha Rose**

Turning a childhood dream into a thriving career is something many of us will have long since turned our backs on – be it wanting to be a fireman, nurse or even princess, not everyone is lucky enough to have a career that was once nothing more than a dream.

One woman who has turned her dreams into a reality, and created a thriving business, is Natasha Parker. From sitting

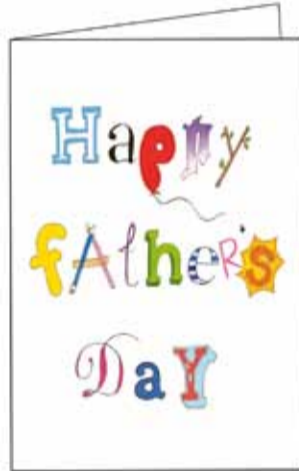


in on art classes hosted by her Grandma as a child, to spending her school years doodling and sketching in her text books; Natasha's passion for art has

lead her to creating and running Natasha Rose. Natasha Rose creates contemporary, hand drawn, watercolour illustrations for greetings cards, wrapping paper and gift tags. These multi-purpose present essentials are perfect for children and adults alike thanks to the stunning, yet simple, designs. Natasha strives to use eco friendly values, creating her products in accordance with fair trade and ethical practices – making for a 'green' and great, unique card for a loved one's special day.

With wrapping paper, gift tags and cards perfect for welcoming a new baby, celebrating a little ones birthday or spreading some festive cheer; Natasha Rose is the perfect choice for affordable, unique designs for all the family.

Tel: 0207 792 0198
Email: Natasha.r.parker@gmail.com
Web: www.natasharose.co.uk



Natasha Rose Greeting Cards & Gifts



Natasha Rose is an emerging new gift and stationary designer. Specialising in beautiful hand drawn illustrations presented on quality rich materials. Perfect greeting cards for every occasion with illustrative designs capturing the innocence of youth with hints of charming nostalgia. Greeting cards, art prints, wrapping paper are among the list of enchanting products available online and also for wholesale. We also offer bespoke products. Please visit us at www.natasharose.co.uk

Wholesale card prices start at 80p RRP £2.50

Contact: Natasha at natasha.r.parker@gmail.com or through the website www.natasharose.co.uk



Doochy

Restricted by the red tape and lack of creativity a career in architecture offered, two girls from 'The Big Smoke' decided to up sticks to the coast and flex those creative muscles in a way they'd never been able to before. Dynamic duo Alia and Jess began by selling hand crafted cards to local businesses; Doochy was born and the pair has never looked back.

Doochy creates unique, eye catching contemporary stationery and greetings cards – All stationery and cards are designed in-house by Alia and Jess, The duo's passion for design is clear



in everything they do, each collection is unique in itself.

Doochy, whose name comes from 'lots of lovely mumbo jumbo', follows the ethos that 'less is more'. The pair designs with this in mind, so every piece of stationery is style conscious and of the moment, without



being over priced. It was this ethos, coupled with eye-catching pieces that led Tradex News to name Doochy as one of the Top 20 Exhibitors at this years' Top Drawer trade show.

Tel: 01273 722363
Email: doochyart@ntlworld.com
Web: www.doochy.co.uk

OrganicZOO: Style up for winter!



Modern parents are always on the hunt for unique clothes for their little ones. OrganicZOO's baby wear definitely stands out from the crowd since showcasing the striking collection at the Top Drawer trade show. OrganicZOO has been named by Tradex News as one of the top exhibitors at the event.

This young company proposes a very unusual concept to all little fashionistas. Their fabrics, created only from 100% organic cotton are super soft and the colour choice entirely reflects the contemporary spirit of the brand. The refreshing combination of greys, creams and browns is a great alternative to colourful, bright

patterns. The minimalistic graphics and designs also set OrganicZOO apart from other brands. We love the latest Arctic collection with 4 friendly animals, including Russell the Penguin and Izabella The Owl, as well as the funky Little Mods range with Little Rocker and New Born designs.

A nice addition to the Autumn/Winter collection is sheepskin booties and mittens launched by OrganicZOO at Top Drawer. Extremely cosy and cute, these handmade booties are a superb choice for a Christmas gift, especially as they come beautifully packaged in a reusable, 100% cotton shoe bag.



For more information and to view these collections for yourself visit www.organiczoo.co.uk

Tel: 0800 068 1437
Email: info@organiczoo.co.uk

Emma's Soap

A blend of natural oils to make nothing but Soap

Driven by necessity to protect her daughter's skin and wanting to avoid harsh chemicals, Emma decided to develop her own soap. Taking eight months to complete her recipe, adding and deducting oils, adjusting percentages, until she perfected and designed a soap, happy the family could use.

Once the product had been tested and certified by a chemist, Emma gave friends and family the soap to try; they kept asking for more! It was at this point Emma decide to go into production. Soon she was evicted from the family kitchen and now operates from her own soap shed.

Emma does not add any preservative, foaming agents, artificial colours or fragrances. Wanting to know the exact source of all the ingredients Emma only uses the highest grade quality oils, first pressing, organic, unrefined and her own Beeswax and from local beekeepers. Most importantly Emma's Soap does not contain Palm Oil.

Selling her products at Totnes pannier market from a basket, Emma now distributes to over 100 stockists whilst attending various events from Top Drawer Spring 2012 stand number R20 to the Ideal Home Show at Christmas stand number 2L23, with either her mobile barrow or her mobile shed/shop.

emmassoap.co.uk * 01803 770109



www.organiczoo.co.uk



Creating a buzz



Filberts Bees brought natural, handmade, British beeswax balms, salves and polishes from Dorset to town, with an authentic story and some fantastic, quirky artwork to link it back to the land where it all came from.

This friendly, family-run business finds its roots in British farming through beekeeper Mark Rogers. From a love for honey and a reluctance to get stung quite so much (bees hate alcohol and synthetic perfumes), Mark created a moisturising hand salve with nothing but natural ingredients. This product remains one of Filberts' best sellers. All products use Dorset beeswax and are free from artificial preservatives, synthetic perfumes and mineral oils.

Visitors at Top Drawer loved the fresh new range of lip balms, skin salves and butters, along with more traditional beeswax polishes and candles. Make it yourself kits for lip balm and candle rolling were right on trend for homemade presents! Cute little gift tins had something for everyone – for pampering, for buying British, for gardeners and for outdoor types.

For catalogue, price list and free samples, call 01305 264927, email: sales@filbertsbees.co.uk or take a look at www.filbertsbees.co.uk

Top Drawer Review – Top 20 Companies

Handmade, Blown and Contemporary Glass Art & Corporate Gifts in the UK



While you may think glassmaking is a dying art, one man is looking to transform this, and reignite peoples love for this retro art for. Resident Glass Artist at Broadfield House Glass Museum, Allister Malcolm performs daily glassmaking demonstrations to show members of the public just how fabulous this art form is. There is also the opportunity to purchase studio ranges, 'one off' pieces and experimental work from the gallery in the studio. The Museum houses an outstanding collection of British Glass and is well worth the visit.

Allister has become a renowned craftsman within his field; continuously expanding upon his portfolio of handmade,

blown and contemporary glass artwork. Welcoming all manner of commissioned work from corporate and private clients; his strong design sense has created a dedicated collector base.

"Acquiring the skills to produce handcrafted glass to a professional standard has been a long battle. This journey has taken me over ten years. I am now just beginning to feel the confidence to push this medium of glass and explore the versatility that it offers. Hopefully when you view the glass gallery it will convey the enjoyment it has given me to create these works!" says Allister Malcolm.

Mob: 07961 867206
Email: info@allistermalcom.com



Lisa Ryder Designs

Lisa Ryder Designs started business in 2010, located on the West coast of Ireland. It is a textile-based label with an invasion of colour and pattern. Lisa is inspired by the urban landscape, textures and people in motion. Through photography and line drawing, she develops very busy, graphical prints. Each print from Lisa's collection of "Scarves" is designed by her and is printed on 100% silk to enhance her colours and give the

wearer a luxurious, high quality product at an affordable price. She has recently showcased her work at Top Drawer, London. She also exhibited in Showcase at the RDS last January where she received a recommendation as one to watch in the New Product Award. All designs are conceived and designed in Ireland.

Tel: +353(0)87 1375065
Web: www.lisaryderdesigns.com

Medley Jewellery

Medley Jewellery is a family run business that focuses on handcrafted, beautifully designed bracelets and watches. Our jewellery is a medley of genuine leather, charms, beads, semi-precious stones, coloured glass and shell. With over 150 exceptionally stunning designs, we are always updating and refining our designs to keep up with market trends. Since we also run a team who make the

jewellery for us, you can be assured that our prices are with the lowest in the industry to offer unbeatable profit margins for you. We have a passion for designing beautiful jewellery and our mission for the future is to make more people aware of our stunning designs.

Tel: 0845 700 019
Web: www.medleyjewellery.com



Milk Two Bunnies

London based Milk Two Bunnies, named as one of the Top Twenty Exhibitors at this years' Top Drawer trade show, specializes in the design of beautiful, handcrafted children's wear. Made from limited edition, Liberty Art Fabric printed cotton, organic jersey and trimmed with vintage lace and buttons; keeping your baby comfy and stylish has never been so easy!

love by ex-lingerie designer Joanna. With over 15 years' design experience, Joanna's creativity and flair transcends beautifully into the cute and kitsch designs. Adorned with shoes, letters and even Reindeers for the festive season; your child will be the best dressed baby around.

Milk Two Bunnies is famed for its super cute tutu baby knickers, t-shirts and bodysuits; all made with



Joanna's range, which also includes organic t-shirts, bodysuits, bibs, tops, dresses and accessories, is made from 100% cotton and is available in sizes 0-24 months, with dresses going up to 3-4 years.

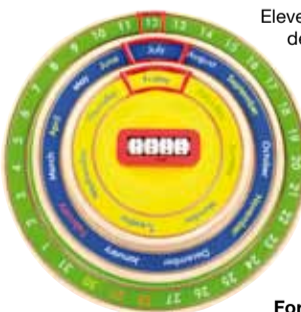


For more information on Milk Two Bunnies and to view this super cute range for yourself;
Mob: 07786 355237
Email: info@milktwobunnies.com
Web: www.milktwobunnies.com
www.milktwobunnies.bigcartel.com

Explore the calendar with this simple and timeless design

"When can I go swimming again? When is Tuesday? Am I going to school today?" If you are familiar with these types of questions, then Circa is for you. Circa is a wooden educational toy calendar that encourages parent-child interaction and is designed to help children understand the cycles of the calendar.

calendar, Circa's design is based on ease of learning for children in a gradual progression at their individual paces. Children can explore each different component individually and fit them together as their knowledge increases. Fully assembled, Circa makes a beautiful perpetual desk calendar for children, fit to be passed down generations. Available before Christmas.



Eleventyone Limited develops and manufactures useful and practical products for the children's market. Circa is the first of the company's products to launch, marketing to the family, gift and educational markets.

For more info, please email: trade@circacalendar.com or call 020 8291 6804.
Web: www.circacalendar.com
Circa – The Circular Calendar. Designed for play. Designed for learning. Designed for children.



Divided into four pieces that represent a major cyclical event in the

Dolls and Dirt

Dolls and Dirt is a new luxury brand of designer t-shirts for kids, consisting of two labels:

- **Doll face** – kooky, girly, sparkly – dance in me, dream in me – love me – I am special but I want to be worn all the time
- **Dirt boy** – edgy, fresh, rocky – jump in me, play in me, get me muddy – I rock – wear me all the time

Made from 100% cotton which has been enzyme washed and laundered then uniquely embellished using multi techniques to create individual graphics.

After working within the industry



for many years – my designs were not coming through the other end as originally envisioned – due to price constraints within the high street market. Diamante and other techniques would be removed in order to create a cost-effective t-shirt for peoples' ranges – Dolls and Dirt are visionary t-shirts without the middle man – with all of the

embellishment and quality that should be on a special t-shirt. Sold in high end independent children's stores and gifting shops, Dolls and Dirt is a special and unique edition to your current range. Available in 5 dual sizes: 2/3, 4/5, 6/7, 8/9, 10/11.



Contact details:
Tel: 0208 883 4647
Mob: 07941 071540
Email: kathy@dollsanddirt.co.uk
steve@dollsanddirt.co.uk
Web: www.dollsanddirt.co.uk

Cycling smart: Crazy Stuff

The on-going micro-scooter trend for families with young children and the increase in parents wanting to encourage their children to cycle to school has led to the need to find ways to protect children when out and about and make sure they are seen by car drivers.



European safety standard BS EN 1078:1997 and can be used for cycling, scooters, skateboarding and inline skating. They are size-adjustable by a dial and can be worn by children aged 3 to 8 years old, with plans to produce 3 designs in larger sizes (pre-teen to adult).



New to the UK this season, children's cycle safety brand Crazy Stuff from Denmark showed at Top Drawer for the first time – its lightweight, fully-moulded, adjustable children's helmets are designed by animator and design creative Zdenko Santini and made using the latest plastic moulding techniques. The helmets are fully tested and certified to meet British and

Crazy Stuff is a cycle safety equipment brand that makes responsible products with strong feel-good benefits. Its aim is to provide a high-quality, design-led way for parents to protect their pre-school and school-age children while they are active and help make sure they are seen by car drivers – children love wearing the helmet and using the lights, padlocks and bells

because they see fun and personality in the design.

Crazy Stuff is distributed in the UK by Cherry Pick for Kids, specialised in representing new, high-quality brands for the contemporary family.

Mob: +44 (0)7849 852851
Email: info@cherrypickforkids.co.uk
Web: www.crazy-stuff.biz

Successful launch for Inspire Me Papers

Inspire Me Papers achieved phenomenal success at this years Top Drawer trade show. Not only did the company launch its inspirational Colour Stories collection to an excellent reception; Inspire Me Papers was named as one of the Top 20 Exhibitors at the show.



Colour Stories is the ultimate collection of beautifully co-ordinated stationery products including writing papers, note cards, flat note cards all with the highest quality matching envelopes. Perfectly presented in retail friendly, point of sale (POS) stands, there are 7 Colour Stories spanning 14 stands. This extensive collection is the perfect accompaniment to Inspire Me Papers' already affluent product portfolio.

Brand Manager Debbie Wigglesworth comments; "The launch of our Colour Stories is a wonderful celebration of both 'colour' and 'quality product' offering instant inspiration and encouraging written communication to all ages. Retailers can now select their own



Colour stories offering a tantalising display within their own stores."

In addition to the Colour Stories collection, Inspire Me Papers is also looking forward to the launch of its new prestigious stationery boxed collections, displaying the attention to detail in its presentation and quality product. The Double Dots Stationery Boxed collection and Contemporary Twist Writing Papers and envelopes display eye catching colour combinations and a much needed playful twist to stationery.

Tel: 0845 120 0155
Email: info@inspirepapers.co.uk

Lovely new concept in children's gifting from **Pixie and Punk**

Pixie and Punk is a new children's brand launched in January 2011 by Tagore Ramoutar, the brand's driving force.

Pixie and Punk is a premium children's gift brand centred on gorgeous high quality cotton t-shirts with pocket accessories and all in a cotton bag for the two to seven year old. The t-shirt gift sets are available with matching photo story books featuring the same characters from "Eric and Rufus Children's Books" (the books fit in the cotton bag). The collections feature bold bright cheerful colours used in contrast, with either short sleeve or long sleeve t-shirts available. The products are conceived in the UK and are produced in Turkey.



The concept, designs and books have been inspired by Tagore's own children, their friends and cousins. The main inspiration was travelling to Japan and not being able to find great presents at airports; and instead going to Japanese department stores to buy wonderful t-shirts as presents. He has sought to create clothing that makes children smile and is more than just a bit of clothing.

The t-shirts generate a great reaction with customers. The t-shirts are a great gift product, targeting retailer's core

Mob: 07799 582203
Email: tagore@longshotventures.com
Web: www.pixieandpunk.com

Collectively Artisan

Collectively Artisan Ltd is a company purveying beautifully handmade, functional home and gift ware ceramics from around the globe.

Established in 2008, the latest collection launched at Top Drawer September 2011 is very characteristic, bringing tremendous colour and vibrancy to many must have home and giftware items.

The range consists of tableware items too such as Large and Small Mugs, Espresso Cups and Saucers, Place Settings, Bowls in many different sizes

including the ever popular Tapas Bowls, Oil Dispensers, and Tagines – the list goes on. With large stocks and a service second to none, Collectively Artisan Ltd prides itself on both efficiency and the ability to



satisfy customers' needs in an ever-changing market.

Collectively Artisan Ltd will also be exhibiting at Top Drawer again in January 2012 and The Home and Gift Show in Harrogate 2012.

Mob: 07540 840929
Please visit
www.collectivelyartisan.com
and enjoy the colourful array of this beautiful handmade collection.

Ceramics by **George Ormerod**

For over 18 years, George Ormerod has been producing stunning, hand made domestic and decorative porcelain and stoneware. The Newcastle based craftsman combines rich glazes and vibrant patterns to produce beautiful and contemporary ceramic pieces.

From the most humble of beginnings – selling only in the local area – George's business has grown from strength to strength and now sees him trading fruitfully direct through mail orders, at pottery festivals and at UK trade fairs.

It was one such trade fair, Top Drawer, that Tradex News discovered the true beauty of these ceramics. In recognition of this hard work, the business has been named as one of the top 20 exhibitors at the show.



George's pottery is available in colourful stoneware and delicate porcelain making a number of ranges of beautiful ceramic bowls, jugs, vases, teapots, figures and much more.

His ceramics are in pinks or bright yellow or greens showing through a black glaze, in retro



designs. The new work is more minimal with a strong Japanese influence, in matt black with a delicious runny green glaze, or pink with an equally beautiful tonal glaze.

For more information, his website is www.go-ceramics.co.uk his email is george@go-ceramics.co.uk or George can be contacted on 0191 275 0727.

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



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.

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

It can't be done



So here it is
Printing on leather from
www.whitehide.com

Cards that add **colour** to the moments of life

Strange Fruit may sound like a lot to chew but it is, as strange as it may seem, a kitsch card company. The 'small but mighty' greetings card publisher, run by Denise Rawls and her husband Cory, is run successfully from the couple's East London home. Denise is the self confessed 'mess maker', in charge of all things kitsch and creative, while Cory deals with the financial – and cleaning up – side of proceedings.

With a name taken from a 1936 poem, and civil rights anthem, Strange Fruit is as unique as its name. The company's eye catching card designs were recently showcased at the Top Drawer trade show, where Tradex News named Strange Fruit as one of the Top 20 Exhibitors at



the event.

Strange Fruit specialises in greetings cards for a whole host of special occasions, such as weddings, births, new jobs and birthdays, and note-lets. Priced at £2.50, including P&P, these cards are a real competitor for the high street and other similar online retailers. All orders placed by 6.00pm are sent out the next working day ensuring that your card is always there for the big day. With kitsch designs including vintage-esque images, cheeky messages and striking colours, you will love Strange Fruit from the first bite.

Mob: 07952 817874
Email: denise@ilovestrangefruit.com
Web: www.ilovestrangefruit.com



"Printing on leather...never been possible. Don't waste your time, mate!"

This was the standard answer given to David Carr-Gomm, Whitehide's founder, when he asked various tanneries this simple question. Never being able to resist a locked door, he persevered and now six years later he is running a vibrant company based just off the Kings Road in Fulham that specialises in producing beautiful printed leather stationery and accessories. Its products range from journals, notebooks, address books and photograph albums to key rings, bookmarks and credit card holders. And all of them are printed onto the most beautifully soft and subtle Italian sheep skin. Amongst its clients are Buckingham Palace, The British Museum, Liberties, The Globe Theatre, The National Gallery and innumerable houses belonging to English Heritage.

The company is going from strength to strength and plans to develop its



website as well as broadening its range of products to include wallets, purses, belts and possibly bags. It will be showing at Top Drawer in January.

Mob: 07847 190556
Web: www.whitehide.com

One stop shop for all sporting events



Steve Surridge, founder and owner said, "Our fundamental aim is to help people live their dreams, make them smile, all at an affordable price. We do this by offering clients something unique in the sporting events market and as part of the package are able to deliver a bespoke event made up of their own personal aspirations and tailor it to suit their needs."

seen some major changes in the company and as a result they have increased in event size but more importantly, have acquired a higher profile of sporting superstar. Recently they carried out their first charity dinner, hosting more than 250+ people, for Arsenal and Wales football legend John Hartson in aid of testicular cancer awareness and welcomed ex-World Champion boxer Ricky Hatton as his special guest.

The unique selling point of Eclipse Sports Promotions is that they offer normal people the opportunity to have a close and personal encounter with their 'own' sporting legend on their side, whether this be playing football, cricket, golf or simply sitting on their dining table at one of our many dinner and lunches.

Due to their recent acquisition of high profile stars, their World Cup Football Event has been entered into the Best Sports Event category at the 2011 UK Event Awards. Eclipse Sports has made it to the final stage of this prestigious event, which is set to be held on 30th November this year. They were also losing finalists in

The Barnet, Hertfordshire based company, Eclipse Sports Promotions, provide a range of unique sporting experiences, including;

- Playing football with or against a football legend at a Premier League stadium
- Batting and bowling with or against their cricket legend at Lords
- Private dining experiences

The recent months have



the same category last year (2010). Steve said, "Fingers crossed we can take the title this year. It is such a high profile award in our industry. I would love to win it."

For more information about Eclipse Sport Promotions' vast portfolio of events, don't hesitate to call 0208 441 2714 or visit www.eclipsesports.co.uk

Pure London Review – Top 10 Companies

Pure London wraps up its 30th season

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

footwear and accessories. The show was a perfect platform for buyers and visitors to find the most suitable, unrivalled and diverse products.

Pure London is the most famous and popular fashion show of UK. This fashion show deals with all the latest trends and upcoming innovative designs of womens wear. Over 800 designs were showcased during the event. This three day event comprised of young creative labels,

Exhibitors included Fenwick, Harrods, Selfridges, House of Fraser, John Lewis, Debenhams, Urban Outfitters and Hoopers; as well as key independent retailers such as American Pie, Choice, Sarah Coggles, Sunday Best and Village Bicycle. Online stores included Amazon, ASOS, Figleaves, My Wardrobe, Net A Porter, Play and Very.



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

Web: www.purelondon.com

Step out in style with 1921 Shoes



away; 1921 Shoes really do have a pair for every woman, and every day.

The unique and stylish designs, available in UK sizes 3 to 9, are made with top quality materials of leather uppers and inners, with man made soles. With process starting at £30, why visit the high street when you can step out in style with your new, favourite shoe brand?

Contact details:
Mob: 07815 795981
Email: misskewell@aol.co.uk
Web: www.1921shoes.co.uk



It is no great secret that nearly all women share one, great vice – shoes. Whether they are a chic ballet flat, a sensible court, or a towering platform; the right shoe can make or break an outfit – and lets face it, women can never have 'too many' shoes. If you're on the look out for some fancy new footwear to brighten up your winter wardrobe, look no further than 1921 Shoes.

One of the country's fashion leaders, 1921 Shoes offer a stunning range of designer shoe collections for all occasions; from timeless fashions, to comfort and style, you can remain on trend with a unique and exquisite pair of shoes. Featuring a range of cute and kitsch ballet pumps for a laidback feel, smart court shoes to inject some life into your work wear, and towering stilettos that will have you dancing the night

CONTACT DETAILS
 BABYMODO
www.babymodo.com
info@babymodo.com

For press enquiries:
info@poppr.co.uk

ANGEL SALT
 Founder & Managing Director
angel.salt@babymodo.com

VICTOR PAO
 Creative Director
victor.pao@babymodo.com

BABYMODO

Grip & dexterity from **Globus**

Globus has added the Best 4540 Zorb-IT Black Lite glove to its Best Zorb-IT. Featuring a sponge nitrile palm coating, the lightweight, lint-free glove is said to offer outstanding protection against mechanical hazards encountered by hands in the workplace. The Zorb-IT Black Lite gives a comfortable grip – in the wet or dry – and dexterity, particularly for working wearing gloves for long periods in oily and contaminated environments.

Black colouring makes the glove particularly suitable for use in dirty environments such as manufacturing, engineering, petrochemical and highway maintenance. The exceptional level of grip ensures secure handling in mechanical maintenance, aerospace and automotive tests.

Tel: 0161 877 4747



Material world



Blaklader and Praybourne.

Invista's Cordura brand team will be at A+A to debut the new range of Cordura Nyco fabrics available from Penfabric and showcase the latest collections from leading workwear brands such as F.Engel,



The new range of Cordura Nyco fabrics from Malaysian based Penfabric, part of the Japanese Toray Group of companies, will be introduced to the European workwear market.



Another Cordura Nyco fabric technology – Vantage fabric by leading workwear fabric manufacturer Klopman International – will be highlighted in Danish garment marker, F.Engel's new Tech Zone range.

Tel: 01452 633789



Don't let **racking** wreck your business!



At A-Safe we are proud to announce our fabulous new system for the Warehouse and Logistics markets. Introducing: RackGuard and, the latest product within its range: Leg Protecta, a simple yet innovative protection device for safeguarding pallet racks. This upright protector is highly versatile, manufactured from high impact grade polymer with sizes from 80mm up to 125mm. We can protect rack leg width from 75mm to 128mm. So, don't neglect your racking protection needs. Don't let a reckless FLT wreck your racking and knock your profits over; RackGuard is your answer. Major Blue Chip companies like DHL recognise the A-Safe expertise with Stephen Fletcher, Facilities Department Team Leader for DHL, declaring: "...protecting all our racking is essential. This is why we have worked closely with A-Safe to develop the model best suited

to our needs." Also in the range are the End Protecta and Beam Protecta.

Continuous developments have been a hallmark as A-Safe continues to evolve and grows in order to encompass its rapidly expanding international markets. James Smith and Luke Smith, Directors at A-Safe, are committed to driving A-Safe to the pinnacle of worldwide success, of which James enthused: "At A-Safe we aim to be the best we can ever be. We do this by offering the most complete customer service from end to end; from initiating innovative design in meeting our client's exact needs, including products like RackGuard, to ensuring existing customers have the best after care."

Tel: 01422 344402
Web: www.asafe.co.uk

Industrial News

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 1,200 x 1,000mm pallet, with the depth being varied to suit individual requirements. Where appropriate the units are available from stock, with a depth of 1,600mm.

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 251400

New innovative testing machine operating system from **Zwick Roell**

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

The entire test can be performed via the hand-held remote control, independently of the PC. It is also possible to control the machine directly through the electronics or via the software interface. The core of the Zwick Allround-Line is the new testControl II control electronics, the new benchmark in digital measurement and



control electronics.

As standard, 8 conditioning card 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.

The new machine range offers force capacities from 5kN to 250kN.

For further information regarding this product range, please contact:
Tel: +44 (0)1568 615201
Email: alan.thomas@zwick.co.uk

Lineside parts vending

Although previously designed around an engineering footprint for handling mainly tools and parts, the latest generation of industrial vending technology is configured to be genuinely usable by a whole range of industry sectors – from



aviation, automotive and energy, to food processing and pharmaceuticals – and to accommodate all manner, shapes and sizes of stock items, says Tony Goodwin of Propeller, British manufacturer of the Pro-Vyda.

Semi-automated parts vending offers a secure environment in which to store and dispose a whole range of items and an effective way of driving down inventory spend. As well as reducing inventory holding by weeding out low turnover items and eliminating duplication, using vending equipment frees up floor-space and improves productivity as less time is wasted



collecting spares from a central storeroom.

The company says that by restricting access to inventory and ensuring only authorised users can remove items, inventory spend is driven down.

Tel: 0191 569 1690

Operational principle

As optical level switch works by emitting a beam of infrared light within a prism and measuring the amount of light received. When the measured fluid reaches the sensor, the amount of emitted light received drops thus triggering the contacts. As the sensor is detecting the state between the material covering, or not covering,

the prism it can be used to detect the presence or absence of fluid thus preventing damage to the pumps.

The contact unit houses the infrared transmitter, the prism, the receiver and the electronics; there is also an external LED indicator to show the condition of the switch.

The sensor requires a power supply of between 10-28 Volts DC. The benefit of the modern optical sensor is that there are no moving parts that can retain material and get clogged up or damaged, simply fit and forget.

Tel: 01255 862236
Web: www.assemtech.co.uk



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- Roller Coaster wheels

QW utilise their experience of processing and knowledge of material performance to offer customers a professional service from material specification through product and tooling design to the finished item.

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

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E-mail Enquiries: sales@qwheels.co.uk
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GUARANTEED SAVINGS

Are you shocked by the continuing dramatic rise in the cost of stretch wrap film?

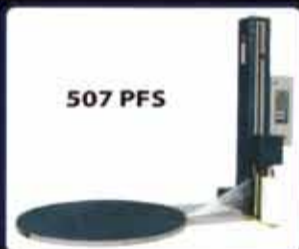
Here are 6 ways to reduce the impact this is having on your Business.

1. Using the specific machine to suit your needs - up to 75% savings in the cost of Stretch Wrap!
2. On-site demonstrations to show how you can save costs and improve bottom line performance.
3. Discover how you can meet not only your responsibilities under the present regulations for the disposal of packaging materials (Packaging Waste Regulations), but those of your customers too.
4. By calculating the volume of stretch wrap film you currently use per pallet, find out how much you can reduce this without compromising load stability.
5. Take advantage of an assessment of your stretch wrapping needs and identify the cost saving you can achieve - and confirm the minimum pay-back period you can enjoy by way of cost justification.
6. Our engineers are able to assess the condition of existing machines and their performance and at the same time train or update any new operators in the safe use of your equipment and make them fully aware of the new Health & Safety guidelines.

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E-mail colin.barker@aetna.co.uk



Dust monitor from Land Instruments

The model 4500 Mk III opacity measurement and dust compliance system from Land Instruments, a unit of Ametek, has been independently verified by TÜV Rheinland, Germany, to meet the demanding EN 15267 standard for measuring stack emissions and ambient air quality and can now be used for compliance monitoring applications, worldwide.

emissions measurements are required. It carries a wide range of compliance and performance approvals, including TÜV and the US Environmental Protection Agency. With its highly homogeneous LED light source and flood LED, model 4500 Mk III achieves high levels of stability and accuracy. Its no-moving-parts optical system boots reliability.

Model 4500 Mk III is suitable for a range of industrial applications where opacity compliance and dust

Contact details:
Tel: 01246 417691



Need to reassure and **protect** your personnel?



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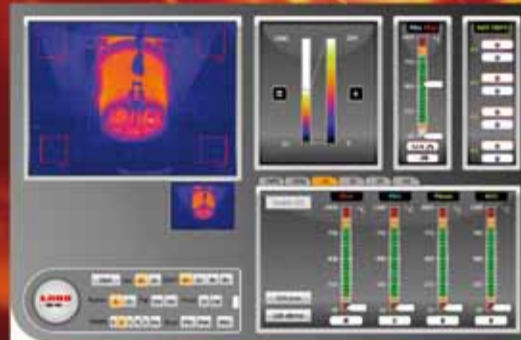
- Police and nurse call systems, providing the means to support the welfare of the public and to ensure that custody officers can call for assistance in the event of an affray.
- Disable toilet distress alarm call, no reason for the cord to be tied up out of the way.
- Emergency stop protection in automation and conveyor systems

Installation of Strike-Point is simple, secure to wall, cutting to length and terminate, using the range of propose pre-wired fittings.

If you wish to learn more, go to: www.strike-point.co.uk or email: info@strike-point.co.uk

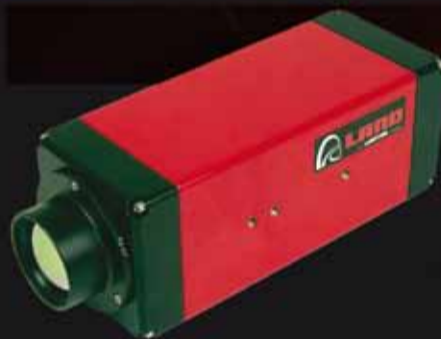
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New **quality** accreditation



SPP Pumps has now gained full accreditation by the British Standards Institution (BSI) for the new TS290001 quality standard.

Based on ISO 9001:2000, the new standard defines the quality management system requirements for the design, development, production, installation and service of products for the petroleum, petrochemical and natural gas industries. Throughout 2010, SPP was subject to a total of six audits by the BSI and the final assessments were carried out in January 2011.

This approval makes SPP only the fifth company in the UK to receive accreditation – but, more importantly, SPP is the first pump company in the UK to be approved to the new standard.

Tel: 0118 932 3123
Email: brian-watkins@sppumps.com
Web: www.sppumps.com

Key fashion trends at our core



It is with great pleasure that Tradex News dedicates their prestigious and highly sought after 'Company of the Month' feature to Access Wholesale. This is due to their enthusiasm and commitment in delivering customers with a vast array of high quality clothing products at very reasonable prices.

It is said that fashion trends are often cyclical, with classic and retro styles making reappearances decades later. It seems particularly true when it comes to wholesale fashion accessories, as more and more people seem to be purchasing items that evoke memories from the past. For example, sunglasses are an accessory where the retro look is in at this moment. It has been noted by many that oversized shades, popular in the 70's, have re-emerged and are bigger than ever. This is similar to many of the fashion products sold by Access Wholesale.

Access Wholesale is a UK based importer, wholesaler and manufacturer of fashion bags, evening bags and scarves along with stylish watches and sunglasses. They are the proud owners of a conveniently situated 20,000 sq ft warehouse and showroom in Birmingham, West Midlands, which holds the majority of

their goods and has ample parking space for budding buyers.

The fashion goods sold by Access include shoulder bags, handbags, casual bags, clutch bags, and purses for all occasions, sunglasses, scarves, belts and a range of ladies apparels. Access Wholesale also stock and sell a range of affordable alternatives to high street favourites such as Paul Boutique, all starting at around £10 including charms and accessories, just like the major fashion labels. As well as the previous, they sell a variety of bags in the styles of major fashion and celebrity icons including Kim Kardashian and Kate Middleton.

One major advantage of Access Wholesale is their brilliant free UK next business day mainland delivery on orders over £120 and discounted EU shipping, with the cut-off time being 3pm Monday to Friday.

To cope with the growth of the business, Access is currently looking for a series of sales representatives to cover the UK, Ireland and Northern Ireland. As a sales representative you will enjoy high commission on sales and provided with images and advertising material needed to complete the sales. You will be a

solo agent in your personal area and you can expect to earn 10%-20% of each sale.

For more information please call 0121 666 6695 or visit www.access.co.uk



Handling & Storage News

George Utz: Quality packaging solutions

George Utz understands that the top priority for any logistics company is to ensure that their customers' goods get where they need to go securely, on time and on budget.

This means they need quality packaging solutions at the right price.

With years of experience partnering with logistics companies here in the UK and across Europe, providing cost effective materials handling solutions for their customers, George Utz is in a strong position to meet these needs.

The company offers good quality products at competitive prices. With a wide range of standard tooling and large raw material storage facilities the company is well placed to meet tight lead times and tight budgets. A large range of standard stack and nest totes, trays and pallets ready for delivery in days is complemented by bespoke solutions, which can be custom-designed to interface effectively with automated equipment.

The company can also provide barcoding, RFID tags and is said to be the only UK manufacturer to offer



in-mould labelling.

Tel: 01773 543170

Next generation on-board weighing



New from RDS Technology, is the Loadmaster iX range of on-board weighing instruments for wheeled loaders.

Loadmaster iX features temperature compensation,

which enhances system performance particularly on machines with a wide variation in operating temperature and angle compensation proving an additional level of precision, beneficial on most sites and not only those with obvious slopes.

In addition, the Loadmaster iX range offers effective management of weighing data. The Loadmaster 8000iX has an integral SD card port for the fast and efficient transfer



of data between loader and weighbridge or office PC and enables pre-registered customer reference data to be uploaded directly to the instrument.

Tel: 01453 733300



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British Ceramic Tile: Larger format tiles provide greater choice

The new range of ceramic wall tiles from British Ceramic Tile not only increases the choice of designs available but also the choice of size.

The Dorchester collection is available in a large



30x60cm format and includes six soft glossy marbles as well as a new satin stone effect. The tiles can be used in a variety of retail or contract environments and work well in either a horizontal or vertical layout.

The subtle grey veining of the Carrara White brings



a touch of classical marble to the bathroom, whilst the beige hues of the Calacatta help to provide a soothing, restful feel.

The warm tones of the Onyx Beige envelop your senses and create a spa like feel, whereas the cooling feel of the Onyx White & Grey can enhance a contemporary living environment.

Sandstone and Travertine are both popular designs but the colours and details have been updated to reflect the latest styles. The natural textures have been inspired by the rugged landscape that surrounds British Ceramic Tile. The light natural colour palette and soft detail have a relaxing effect and are good for all over tiling schemes, bringing elegance to the bathroom environment.

The smooth, clean finish of the Gloss White can

be enhanced with a splash of almost any colour to create a fresh palette suitable for traditional or contemporary environments.

Web: www.britishceramictile.com



Doors & Windows News

Holding out for a hero?

Conservatory Outlet has unreservedly entered the triple glazed market with the launch of a new concept; the Triple Glazing Superheroes.

Flash Carbon, Solar Lola and Weatherman make up the trio of superheroes who have been sent to Earth to help humans 'save energy, save money and save the planet before it's too late'.

A dedicated retail website outlines the benefits of triple glazed windows and aims to raise awareness of such products in a UK market so accustomed to double glazing.

Conservatory Outlet's investment in the Triple Glazing Superheroes is, the company claims, indicative of managing director Matthew Glover's, and sales director Greg Kane's wholehearted belief that triple glazing represents a huge opportunity

for installers – one that Conservatory Outlet dealers can now capitalise on thanks to their supplier's efforts.

The quirky website is designed to live long in the memory of those looking for replacement windows and doors, and generate retail leads for triple glazing. Although light-hearted in some respects, the main sales messages are taken from the Conservatory Outlet's own research, and that of its main suppliers, which provides justification for the extra pane.

The Synseal Synergy profile, used by Conservatory Outlet accommodates a 36mm sealed unit, thanks to a specially designed bead, allowing the fabricator to manufacture triple glazed casement and Georgian windows with a 'U' value of just 1.0W/m²K.



Commenting on the Triple Glazing Superheroes, Matthew Glover said: "We wanted to enter the triple glazed market in spectacular fashion and enable our dealers to benefit from both early-

mover advantage and a bold marketing campaign. I think we've certainly done this with the Triple Glazing Superheroes.

"Even when compared to A-rated double glazed windows, triple glazing offers considerable advantages. What's more, we're able to manufacture triple glazing very cost effectively which means that Conservatory Outlet dealers can offer the end-user real value for money."

Conservatory Outlet's Triple Glazing Superheroes website went live at the beginning of August. As always, the leads generated by this site will be distributed free of charge to the fabricator's network of installers. Dealers will also be provided with complementary literature to further promote triple glazing.

Contact details:
Tel: 0808 149 9674
Web: www.tripleglazingsuperheroes.com

MECAL MC309-Nike 3+1 axis CNC Machining Centre

Virtually all of the benefits of full 4-axis at a fraction of the cost

The all new MC309 has been specifically designed to offer small to medium producers a cnc that is not compromised by the use of angle drive heads. It is widely accepted that the best investment is a true 4 axis machine, but for many companies this is out of their financial scope. The MC309 tackles this problem head on, and delivers unbeatable performance at a benchmark price.



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5 tool automatic magazine
Automatic clamp positioning

Open ends allow machining of bars up to 6980mm

X axis 3490mm

Rotating table to machine three sides through 180deg and intermediate angles

Mecal CAM3D software

Standard PC driven for low maintenance costs and reduced downtime

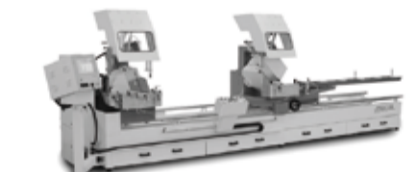
Very latest fibre optic PLC technology

Over 60 CNC machines installed in the UK

Addison Saws Ltd Aluminium Machines



- ✓ 3-2+1-4-5 axis CNC machining centres
- ✓ Integrated sawing & machining
- ✓ Double mitres saws for alu & steel
- ✓ Crimpers - End Millers - Copy Routers



Safe and stylish door

Distinction Doors has launched a new range of fire doors in response to what it claims is a 'growing demand for stylish, decorative doors in locations that are subject to fire regulations'. It is reported that the doors can withstand the ferocity of a building fire for up to 60 minutes, giving occupants plenty of time to reach safety and fire-fighters the opportunity to bring the blaze under control.



The Nan Ya door blanks come in 30-minute and 60-minute fire ratings; the 30-minute rated FD30 can be bought in three different styles – New England, Blank Top and 6-Panel – and four colours, in addition to white and in a choice of three widths; 762mm, 838mm and 914mm. The FD60 60-minute rated version is available in a single style, the 6-Panel, and in three widths and five colours of the FD30.

Fire doors are different to normal GRP doors in that they have a timber sub-frame and are filled with phenolic foam, as opposed to normal GRP which have polymer rails and are filled with polyurethane foam.

Tel: 0845 200 0816
Web: www.distinctiondoors.co.uk

www.addisonsaws.co.uk - 01384 264950 - sales@addisonsaws.co.uk

MARTOR UK: The safer cutting specialist



The award winning MARTego with the patented fully automatic retracting blade system

MARTOR in Solingen, Germany, 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. Second only to the USA in the league table of partner sales, MARTOR UK has played a key role in developing the programme of safety 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 can be achieved either by site visits and demonstrations by dedicated safer cutting advisors and/or through telephone discussions supported by electronic media. Further opportunities for practical demonstrations and face to face discussions on specific issues are made through MARTOR UK's presence at several national and regional exhibitions.

This focus on customer contact and the practice of safer cutting was the basic strategy of MARTOR UK Ltd when it was founded in 1995. And despite the subsequent emergence of internet marketing and growing competition, this continues to be the way forward. In fact the company's current objective is to increase service levels even further. Peter Ingram, founder and Chairman of MARTOR UK Ltd, explains

why: "Over the 35 years since Martor patented the first retractable safety knives, the company has developed a range of over 200 products with some 350 blade combinations. So choosing the most appropriate knife/blade match for any application is best achieved by testing various possibilities in the actual work place environment." But there are some further practical reasons why MARTOR UK believes it important to make these visits, Peter Ingram again: "We recognise that the choice can be influenced by several people and typically the knives users, their managers, and safety officer. Meeting all of them can be most easily achieved during site visits."

You can run, but you can no longer hide!

It has been MARTOR's experience that Health and safety has been on the industrial agenda for a very long time, and although it is dangerous to generalise, it has been this past 10 years that has seen the issue seriously embraced at the executive board level across all industries. The subject now often features in the annual report and accounts and, for example at the local level, increasingly we see sign boards announce the number of days a particular site has been clear of accidents. With this managerial emphasis on health and safety so the more transparent has become the way we operate in the work place. This transparency can take the form of risk assessments as well as accident history. The spotlight today is on the correct tools for the job and



the way in which they are used, and for MARTOR UK that means the promotion of safer cutting.

The MARTOR UK offer

Through the hundreds of site visits made each year, MARTOR UK has developed a unique knowledge and experience of safety cutting across all industries. As a result, not only can it recommend the most appropriate safety knife/blade combination for most cutting applications, the MARTOR UK safety advisors can also demonstrate and train the operator(s) on how best to use these safety knives in a given application. But the MARTOR support offer is more than this. Many of the smaller companies do not have the administrative resources to develop their own safer cutting policy or the experience to prepare risk assessments for their cutting applications, MARTOR has developed generic literature that helps them to meet these administrative obligations. The company is also well aware that in certain industries turnover of staff is high and for a variety of reasons, seasonal demand in distribution centres being but one example. John Watson, MARTOR UK's managing director, takes up the story. "We recognise the fact and have three ways of supporting this constant demand to train new recruits. Firstly we developed many years ago CD and website clips on knife-model-specific blade change and safety knife use. More recently we developed the 'Train the Trainers' programme whereby we train to a certificated level an individual or individuals who become competent to train new recruits in the application of safer cutting. And now we are offering a new service, we will produce an on-site training video on safer cutting specific to the customer's safer cutting application."

The industry tool kit

There are those cutting requirements that are familiar across all industries, cutting shrink film, cutting pallet strapping or opening boxes for example.

However resulting from the many site surveys over the years MARTOR has identified specific applications unique to individual industries, and from this experience has devised industry specific tool kits which detail a number of appropriate safety knives but as important include supporting H&S documentation such as Training (competency) forms, Knife issue forms, knife risk assessments, and Safety posters.

Try 'em out

Printed literature or the website are useful sources for information, but there is no substitute for actually handling the real thing. MARTOR UK attend a number of regional and national exhibitions throughout the year so they can demonstrate the safety elements as well as illustrating the robustness of their safety knives. Why not pay a visit to their stand at: Health & Safety 11 – Dublin 17th and 18th November

The future

MARTOR in Germany has a constant research and development programme running. So far this year alone we have seen the general purpose very lightweight Profi Light and the improved metal-detectable range come to market. Some very exciting innovations are on test now which we will launch in the UK in early 2012 – watch this space!

More immediate enquiries can be made to:

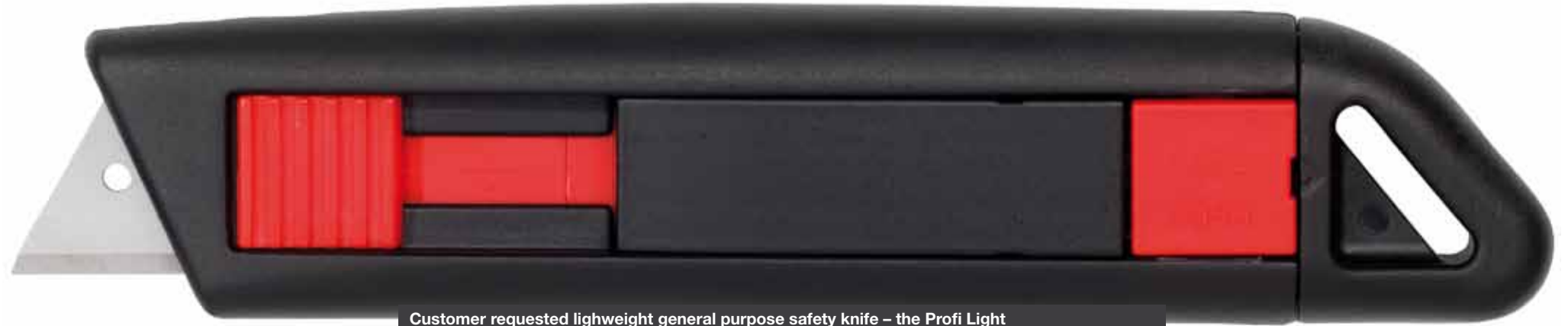
Tel: 01924 281333

Email: Sales@martor.co.uk

Web: www.martor.co.uk

MARTOR[®]
The Safer Cutting Specialists UK

MARTOR's manufacturing plant in Solingen, Germany



Customer requested lightweight general purpose safety knife – the Profi Light