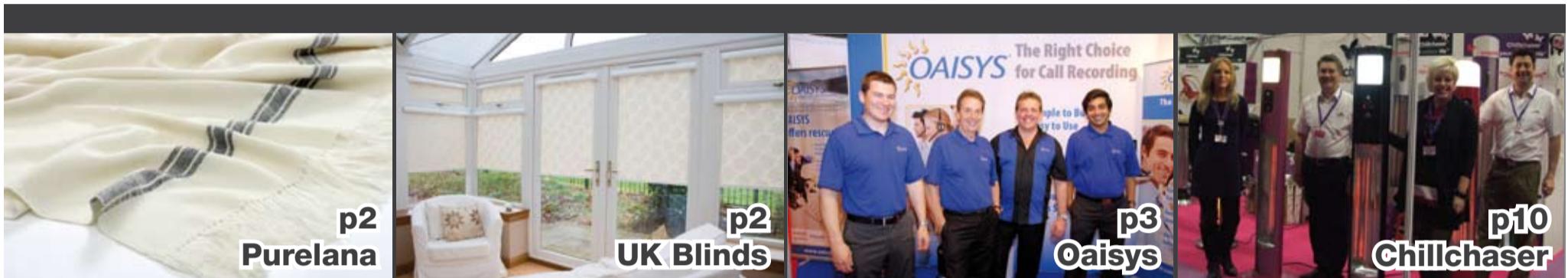


tradex news

Tel: 0121 501 3961
www.tradexnews.co.uk
 Issue 230



p2
Purelana

p2
UK Blinds

p3
Oaisys

p10
Chillchaser

Company of the Month - Skin Care Products

Jamie Oliver visits Verdi's



Wright's Fine Furniture of Shrewsbury are proud to be the furniture suppliers to Verdi's. In his TV "Great Britain" series (still available on 4oD), Jamie visited the famous Verdi's ice cream parlour on the Gower Peninsula on the beautiful South Wales coast. Verdi's is owned and run by The Maruzzi family, who have been making ice cream for generations and are famous for their wonderful variety of flavours. The recipes are a closely guarded secret, (not even available to Jamie Oliver). You can enjoy these fantastic ice creams on the terrace overlooking the sea, sitting on Wright's chairs of course.

Wright's Fine Furniture also specialise in canteen furniture and American Diners. Why not check out their website www.wrightsfinefurniture.com

For more information:
 Tel: +44 (0)1743 821800/821333
 Fax: +44 (0)1743 291826
 Email: sales-team@wrightsfinefurniture.com



Nothing but Soap...

Tradex News is delighted to dedicate the widely respected and industry recognised 'Company of the Month' feature to Emma's Soap. We have chosen to celebrate this company's entrepreneurial drive and customer-first service ethic; the company strives to take good care of each and every clients' skin, and do its bit to help the planet too. For a company that began life in the midst of an economic downturn, it is inspiring and impressive that Emma's Soap has grown in the way it has.

With more and more people, men and women alike, taking better care of their skin, it is important to start with the basics – a good soap. In 2008, Emma developed a series of soaps that she would be happy to use on her young daughter; most commercial soaps contain harsh chemicals, such as Methyl, Propyl, Butyl and Ethyl Parabens which can be harmful for all skin types.

Emma began selling her handmade soaps at local markets and was amazed at the response, even people with the most sensitive of skin have praised her natural blends of oils;

"My customers that suffer with eczema have raved about my Avocado based soap. The completely natural ingredients and all of their qualities have been proven to rejuvenate the skin cells, really easing the symptoms. I encourage all my customers to try my soaps – first you choose the oil that is best suited to your skin, then your chosen scent. Once you have the right soap, you need never buy any other."

Emma's Soap only contains hand selected oils, based on their unique properties and the benefits they have on all skin types. Unlike even the 'Organic' brands of soap, Emma does

Emma's Soap



not use environmentally harmful Palm Oil; instead using only three basic ingredients: Olive Oil, Coconut Oil, and Sweet Almond Oil. Emma can then make 5 different soaps by adding either Jojoba Oil, Rosehip Oil, Avocado Oil, Organic Shea Butter or Cocoa Butter.

All oils are from a cold press process avoiding chemical base solvents for extraction purposes. Where possible oils and butters are organic and or unrefined, ensuring only the best grade is used in the manufacturing of the soap, giving the end user a high grade product. Emma who also keeps bees uses their wax and that of a local bee keeper. The 'feel' of soap is not compromised, each Emma's Soap product is nourishing, beautifully creamy foamy – everything you would want from the perfect soap.



In the last six months, Emma has begun producing an ecological, kind-to-skin range of Shaving Soap, something which has proven to be a runaway success with many repeat orders already. These soaps are based on Avocado, Cocoa Butter and Shea Butter. Visit Emma's online shop at <http://www.emmassoap.co.uk/shopxd.asp?id=184> for more information on this new range.

As well as producing soaps that are good for the environment, all Emma's Soap products are beautifully wrapped in Fair Trade Cotton packaging; Emma encourages all customers to re-use these as she causes no landfill in her production and hopes her clients follow suit.

Emma has been astounded by the success of her soap brand, especially given the economic climate and abundance of cosmetic soaps on the market, she says;

"My weekly production has trebled since I began making soap – I now produce 15kg batches, equal to over 60kgs of oil, worth of soap instead of just 5kg batches. My business is growing and I hope we can continue to move on to be bigger and better in 2012."

You can visit Emma's Soap at the upcoming Top Drawer Spring Fair on 15th – 17th January at stand R20.

For more information:
 Tel: 01803 770 109
 Email: emmassoap@onetel.net
 Web: www.emmassoap.co.uk

Satisfaction leads to loyalty

Tradex News is extremely pleased to devote the widely respected and highly contested 'Company of the Month' feature to UK Blinds. This industry acknowledged celebration of excellence is recognising the company's commitment to ethical, affordable and innovative collections; suitable for families and houses of all sizes, the complete UK Blinds range is designed with the customer in mind.



UK Blinds offers the complete range of window blinds and shutters all of which are available in attractive designs, styles, patterns and colours; every product is made to customers' exact requirements using only top quality systems and fabrics. Through the company's retailers consumers can purchase every style of window coverings, ranging from rollers, venetian, pleated and romans. Not satisfied with stocking just the traditional coverings, UK Blinds also offers speciality blinds such as INTU and Perfect Fit; ideal for conservatories, there is no need for drilling and screw-fixing with these blinds.

Adding to the company's already extensive product portfolio, UK Blinds

has recently launched a pioneering new line, designed for the modern homeowner. Internal Vinyl Shutters combine elegance and durability; the Polyresin 3-rigid vinyl construction makes them inherently fire retardant and therefore equally suitable for both commercial and domestic installations.

Their composition also ensures colour consistency and UV stability, making them ideal for the extreme demands of kitchen, bathrooms, wetrooms and more especially conservatories, where the benefit of controlling solar heat and light without compromising visibility is a genuine plus. It is hardly surprising therefore, that UK Blinds offers a 25 year guarantee with this product.

With health and safety always a key issue, whether in a domestic or commercial building, UK Blinds works continuously to ensure its customers are always safe. The UV is stabilised, meaning that the shutters are completely hypoallergenic and resistant to the build up of



mould, mildew and other bacteria. The shutters are also free from operating cords and chains, making them completely child safe.

Originally founded in 1990, the UK Blinds brand was purchased in 2010 by Luxaflex; this acquisition has since seen the company grow from strength to strength, impressive considering the tough economic climate. With a head office in Stockport, factories in Birmingham and Manchester and a national network of retailers, UK Blinds is perfectly suited to serve the whole of Britain.



The company's programme of new product innovation and launches combine perfectly with the extensive range of Hunter Douglas products to ensure consumers have the widest choice of quality window coverings. UK Blinds retailers also have the opportunity of regular product training, frequent sales promotions and can develop their own individual profile as part of the many national advertising campaigns.

UK Blinds has already introduced a number of exciting plans for 2012. The company has many product promotions lined up for the Springtime including, national media campaigns as well as a concentrated recruitment programme which is hoped to expand the retailer network. If you are one of those more forward thinking individuals with a positive approach and recognise the benefits of running your own business or experienced within the blind industry and recognise the value of your skills, you should be knocking at the door of UK Blinds.

For more information:
Tel: 07590 777395
Email: marian.byrne@ukblinds.com

Company of the Month - Homeware Products

Naturally luxurious

Tradex News takes huge pride in dedicating the prestigious and industry recognised 'Company of the Month' feature to Pure Lana. This is due to their consistent delivery of a vast array of quality homeware products coupled with a brilliant customer orientated service.

Pure Lana Ltd is a family run business that was established in April 2011. The Oxfordshire based company was born when two simple ideas came

together and inspirations began to flow. The desire to keep warm whilst remaining in comfort and style was the main spearhead behind the creation of Pure Lana and since then they have created a range of stunning and luxurious homeware collections that match this philosophy.

All of Pure Lana's products are manufactured using only 100% natural fibres and are hand crafted exclusively from organic wool. They also only work

with farmers, designers & weavers who adhere closely to the code of practice promoted by the International Fair Trade Association.

The collection encompasses various cushions and pillows with matching throws and comfortable footstools, all of which are woven from high quality Corriedale, Merino, Alpaca and Llama Wool. No dyes or chemicals are used and each product is characterised by the different weaves and thickness of yarn. A combination of weave style and thickness of yarn produce an array of stunning colour variations and unique patterns that cannot be found anywhere else and compliment virtually all interiors from urban chic environments to eclectic country living rooms.



Jo and Richard Walker, owners and co-founders, have recently launched a bespoke personal home visit and design service. This unique complimentary free service means customers have the capability to see what looks good in their home before making a purchasing decision, whilst remaining under no obligation to buy at any time.

Jo Walker said, "Customers can feel the difference between a 100% natural product and a synthetic machine manufactured product, and appreciate the fact that they are investing in something luxurious and durable that will look great in any home."

2012 is a huge year for Pure Lana as they look set to increase their product range by including a stunning range of hand woven Llama throws and matching pillows; brushed Llama Blankets with hand wipe stitching and hand knitted, organic wool Full Moon Pillow. This spring they will add a unique range of tableware, 100% organic cotton napkins and raw silk place mats. This upcoming year will also see Pure Lana increase their customer reach via attending selected shows and connecting with a variety of interior designers who also want to promote the benefits of natural, handmade and distinctive interior furnishings.

For more information please:
Tel: 01491 526206
Web: www.purelana.com



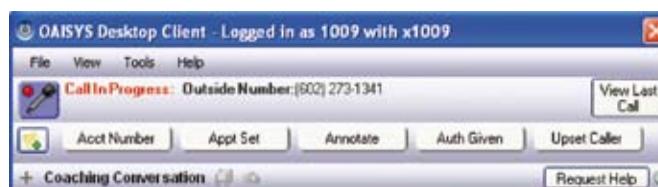
Company of the Month - Telecommunication Solutions

OAISYS

Tradex News is extremely proud to devote the widely contested and industry recognised 'Company of the Month' profile to OAISYS. Committed to incorporating end-user feedback and functionality in all of its telecommunication solutions, OAISYS has long since been recognised as the industry leader in its field. This highly respected celebration of excellence further cements OAISYS' enviable reputation for brilliance.



Founded in 1996, OAISYS entered the market as a third-party custom software provider for business communications platforms. Lead founder and current Chief Technology Officer Skip Welch established the company to address a perceived gap in the availability of affordably priced advanced computer telephony applications. Headquartered in Arizona, USA with a UK head office in Cambridge; OAISYS' diverse custom solutions are now bundled into software suites, addressing different communication needs.



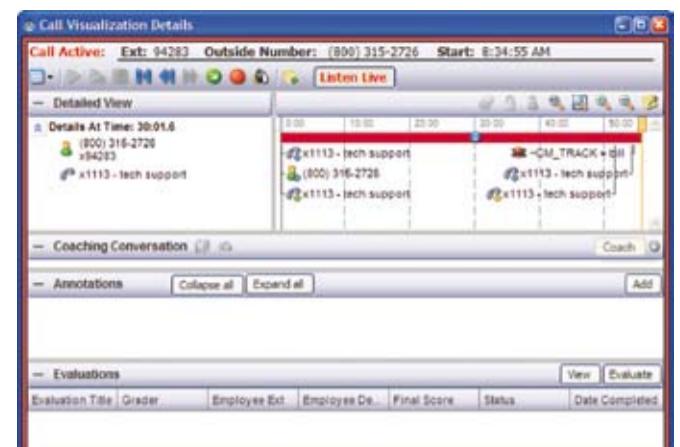
OAISYS is a leading developer of call recording and contact centre management solutions. The Talkument and Tracer software applications help companies within a variety of industries—including healthcare, motor trade, financial services, and the public sector—attract and retain customers by digitally capturing phone-based interactions for simple retrieval, playback and management.

Talkument utilises patent-pending OAISYS Portable Voice Document (PVD™) technology to create digital media documents from business telephone calls and associated contextual data, which are then centrally stored on a secure network repository. Users have the ability to organise, retrieve, play back, annotate and share these voice documents.

Tracer builds upon Talkument with advanced capabilities for quality assurance, real-time coaching and personnel development. This includes robust live and automatic call monitoring with pause, rewind, fast forward and IM-based coaching functionality, synchronised desktop video recording and live monitoring and employee evaluations and quality reporting for proactively developing personnel and monitoring service.

OAISYS is strongly committed to incorporating end-user feedback and functionality requests and monitoring overall industry trends to formulate its product roadmap. Most recent releases have introduced product advancements such as a cloud licensing service, functionality geared toward the public safety and government sectors and numerous quality monitoring enhancements.

The company is strategically partnered with the industry's leading business communications technology vendors, including Mitel, ShoreTel, Toshiba and Avaya. OAISYS has invested substantial



resources toward ensuring we can deliver the tightest levels of integration with the communications solutions these vendors offer. This benefits this mutual clientele by enabling streamlined solution deployment and on-going administration, lower total cost of ownership and more robust levels of overall feature functionality.

After an incredibly successful 2011, the company has already set plans in place for new product launches and company growth in the next twelve months, as Kevin Burns explains;

"In 2012, we will continue to build upon these efforts. Version 7.2 of the OAISYS solutions, targeted for GA release in February, will introduce new features to support data privacy and confidentiality concerns as well as more effective interaction management, playback and review. We'll also be focusing our research and development activities toward advancing our cloud/hosted services capabilities."

For more information:
Tel: 0844 736 6152
Email: Kevin_burns@oaisys.com
Web: www.oaisys.com

Company of the Month - Decorative Glass Panels

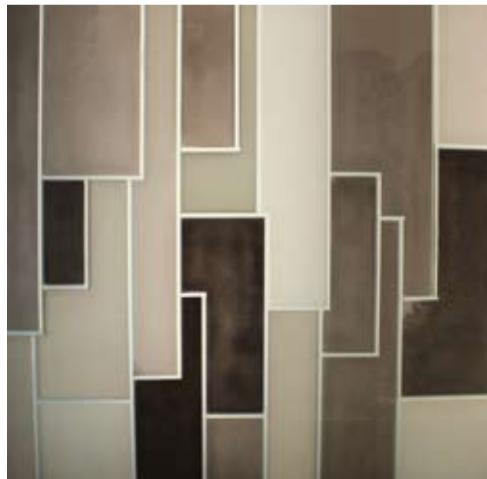
Objects in class

Tradex News is pleased to award their highly prestigious and much coveted 'Company of the Month' profile to Objects in Glass Ltd. This is in honour and recognition of their new and innovative approach to design.

Launched at 100% design in September, where it was chosen by the Discovery Channel to be featured in one of their forthcoming documentary programme to be televised in the Spring, Objects in Glass Ltd is a young company with a totally new concept in the manufacture of decorative glass panels. Objects in Glass was Founded by Ross Curtis and Paul White, after two years of extensive R&D, the company supplies truly unique decorative glass to architects and interior designers. Based in Harlow, Essex, the company produces goods that are totally different from any other glass panels on the market.

two proven materials, toughened glass and glass safety resin, anything is possible, from steel to feathers and even smashed glass inside glass. This means that Objects in Glass are able to offer some of the most exciting and groundbreaking designs for interior and exterior products ever seen in decorative glass. The effect is stunning 3D yet the outside surfaces are as smooth and as easy to clean as a normal window or shower screen.

The main clients of Objects in Glass are Architects and Interior Designers, wishing to utilise their unique, striking designs for hotels, offices, homes, nightclubs, restaurants, and bars etc. The company can also offer a lot for the domestic market as well with their new range of shower screens recently coming to market. Whilst Objects in Glass offer standard products they also work closely with clients to develop



Doing essentially what it says 'on the tin', or in this instance 'in the glass', Objects in Glass are able to put virtually anything inside glass using their own patent pending process. This process allows them to push the boundaries in what were, up until now, impossible directions. By combining



bespoke products. And following the extensive Research and Design period in their own in-house climate/humidity chamber Objects in Glass are happy to offer full technical back up and product guarantees.

Besides the documentary programme, Objects in Glass have a lot to look forward to in their future. Still in its infancy, the company is obtaining a



good feel of what their clients want, and through their feedback are evolving with new designs and ideas. There are bigger dreams further along as well, with hopes to continue their rapid growth and to even export their products to other countries, possibly with the creation of new factories abroad.

For more information:
Call: 01279 418 643
Web: www.objectsinglass.com

g
OBJECTS IN
glass
BY CURTIS WHITE

Sponsoring this issue of **Tradex News** is **Landmark Instruments** on page 32

The Country Living Show Review - Top Twenty Exhibitors

Another bumper Country Living Christmas Fair

The Country Living Magazine Fair was launched in London in 1992 to bring the pages of Country Living magazine to life. There are now three Fairs held each year, the Spring and Christmas Fairs at The Business Design Centre in Islington, London, and the Christmas Fair in Scotland held at the SECC in Glasgow.



Combined the Fairs attract over 70,000 visitors annually.

At last year's Christmas Fair, there were 431 designers, small producers, independent retailers and

craftspeople from across Britain taking stands, and all of the businesses that exhibit are hand picked by the Country Living magazine team to ensure only the highest quality products will be for sale.

The Christmas Fair is stunning five day showcase for Britain's most creative and original small businesses. Unique and far from the reach of the high street.

Soaked up the magic of the festive season at the Country Living Magazine Christmas Fair, an enjoyed great day's shopping and with a hoard of heavenly gifts. The Fairs brought together hundreds of exhibitors from all over the UK in a festive extravaganza of quality and craftsmanship.

With a choice from a dazzling array of original gifts for everyone on your Christmas list, find inspired home decorating ideas and indulged in tasty traditional treats from the food hall.

www.countrylivingfair.com

Sheila Fleet

Sheila Fleet designs sophisticated silver, enamel, gold, palladium, diamond and platinum jewellery collections. Her impressive showcase reflects times past and present, which are often inspired by Orkney's rich history, folklore and beautiful landscapes. Her distinctive enamelling style has been developed over her many years of experience in the business.



Following her graduation in 1967, Sheila worked for 26 years in the trade before setting up her own business in 1993. This allowed her to expand on her wealth of knowledge and experience.

In her country workshop, a small vibrant team work hard to produce Orkney's premier jewellery. Each design carries Sheila's origination makers punch mark, SD (Sheila Dearness being her maiden name) and each piece of jewellery comes boxed with a design provenance card which includes documentation of the

research which inspired the collection.

Wild Grasses, the latest collection, is inspired by the natural grasses of the windswept northern landscape in Caithness and the Orkney islands. Visit our new website to view all of the latest collections and find out more about the company.

www.sheilafleet.com
info@sheila-fleet.co.uk
Orkney Workshop Tel: 01856 861 203



Squisitezza, means exquisiteness and refinement

Squisitezza by La Sagra are delighted to have been chosen as one of the best top 20 stands at this year's Country Living Xmas show for 2011. Squisitezza are exquisite dessert chocolates created with seasonal flavours. Squisitezza (skwee-zee-tet-zah) are created by La Sagra, a company influenced by the very best of Italy, including the many celebrations throughout the year as they embrace the changing flavours of the seasons. These celebrations are called Sagra, our chocolates are Squisitezza, simply exquisite. The current menu includes the Christmas Pye, Cardamom and Pistachio and the ever popular, Creme



Brulee. Squisitezza can be served as an exquisite after dinner luxury with coffee, or give as a deliciously decadent box of unique chocolates, or serve warm for an intense shot of pure indulgence to pour over desserts or simply to sip and dream. La Sagra seeks out the very best ingredients for each seasons menu, promising high quality, unique ingredients, and a taste of chocolate which is simply exquisite.

La Sagra presents Squisitezza at quality food and craft shows, and are available to buy online at www.la-sagra.com or contact info@la-sagra.com



La Sagra Proudly Presents

SQUISITEZZA
exquisite dessert chocolates with a deliciously decadent choice of flavours influenced by the changing seasons.
After a busy winter and Christmas, La Sagra will celebrate with a romantic range of **SQUISITEZZA** for Valentines Day including Dark Raspberry Ripple and Lemon Tart **SQUISITEZZA**, with more vibrant flavours to follow, created especially for International Womens day on March 8th

Register your interest for details of how we plan to celebrate inspirational women everywhere at: info@la-sagra.com

Visit www.la-sagra.com to be tempted by our creations. **SQUISITEZZA**, simply exquisite dessert chocolates.

SQUISITEZZA™

Show off you Straps!

"Fed up with tired old bra straps showing and not wanting to buy a zillion new bras. We wanted some cute fabric straps that would fit one bra and look great with everything we wear. Not finding any, we designed and made our own."

It was really that simple!

Founders, Suzanne and Anna, had been busy re-styling peoples' wardrobes when they realised that what women really needed were some stylish bra straps to accessorise their outfits because they were always on show.



MiluMe interchangeable bra straps are all designed and made in the UK using specially dyed lingerie elastic, Liberty print fabrics and ribbons imported from Italy and France. They are fully adjustable, extremely comfortable and easy to wear - simply hook your chosen pair of MiluMe bra straps onto any multiway or strapless bra. What's more, to avoid your bra straps getting separated in

your lingerie drawer, each pair comes in its own individual pot for safe keeping.

MiluMe now has a range of over 50 Interchangeable bra straps which is kept fresh and up-to-date by the introduction of limited edition seasonal ranges twice a year.

To see the full range and for more information, visit www.milume.co.uk, email enquiries@milume.co.uk or 07852 783997

Jo Verity Designs

An inspired blend of the traditional with a modern twist creating items to be cherished is the passion at Jo Verity Designs.

An indulgence in the Victorian crafts of decoupage and paper bead rolling create a unique range of individually handcrafted gifts, home accessories and jewellery pieces.



magazines being used in the recycled '2nd time around' jewellery range. Each piece is individually handcrafted and is a unique 'one off' piece of art.

'We are a generation away from losing so many of our cultural skills; by bringing them to life we can help to preserve some of our rich historical past.'

Enquiries: 01886 880197
www.joveritydesigns.com



Paper beads are combined with various media to create an eclectic mix for gifts and jewellery.

The beads are hand rolled from a variety of different paper including beautiful oriental hand printed papers, with vintage wall paper, used greetings cards, comics and magazines being used in the recycled '2nd time around' jewellery range.

Each piece is individually handcrafted and is a unique 'one off' piece of art.



jo verity designs

At long last we have moved into the new workshop and can now start our exciting range of courses.

We are starting with a Recycled Jewellery day. So dig out your old cards, favourite magazines, old love letters and broken bits/ pieces of old jewellery and go home with a beautiful piece created by you.

Please see the website for information about our handrolled paper beads and their history, shows and events that we are exhibiting.

Now arrived our new range of traditionally decoupage homeware and gifts.

www.joveritydesigns.com
01886 880197



Sandie Blue

Sandie Blue cards and gifts feature Sandie's fresh and vibrant watercolours. Her range includes paintings of beach huts, birdhouses and illustrates the simple pleasures in life.

In the three years of trading, Sandie Blue has gone from strength to strength, with designs featured by The National Trust and Country Living magazine.

Sandie lives in the New Forest, where her countryside garden is her inspiration and the nearby beach at Mudeford is the family's favourite escape.

To bring this contemporary freshness into your collection, contact Sandie to discuss all her latest offers.

Email: info@sandieblue.com
www.sandieblue.com
 Tel: 01425 674737



Classic Aran with a Modern Twist

Sweateronline is a collection of British Manufacturers and Designers selling their lovely collections around the world. We ensure all items are Made in Great Britain and all factories follow strict British Ethical Standards. We want to protect Britains' Textile Heritage by selling beautiful knitted goods.

"We are continuously widening our scope when it comes to providing affordable, quality knitwear, with every single item incorporating the warmth of English design from outstanding knitwear brands such as Cherry Lewis and Paul James. By working with such talented individuals and ensuring all our garments are produced to the highest standard, we can ensure real quality knitwear, with no outside interference, meaning we provide simple British design at its best."

The Sweateronline Knitting Team



LUCAS GIFT SET - LIMITED EDITION
ARM-WARMERS, SCARF AND BEANIE HAT
£55 INCLUDES GIFT BOX & WRAPPING
100% MERINO WOOL





www.SWEATERONLINE.com
Made with care in Great Britain

Tel: 0116 283 7300
www.sweateronline.com

Romney Marsh Wools

Romney Marsh Wools is part of a sixth generation of family farmers, farming across part of the Romney Marsh, and we have raised Romney sheep to the size of the current flock of around 1,000 Pedigree ewes.

We select our highest quality and carefully hand-picked fleeces from our own flock to use to make our beautiful range, and this natural semi-lustrous wool which is so soft and durable means that these products can become heirlooms.

Our fleeces are hand processed and woven in the United Kingdom by experienced weavers working in the traditional way using only the natural colours occurring in the wool. This results in a unique British premium range.



Romney Marsh Wools uses this beneficial product and we have a lovely range of soaps, hand and body lotion and shampoos; lightly fragranced and creamy. Only the highest quality ingredients, not tested on animals, create gently soothing and smoothing lotions and soaps, all of which are long lasting and hydrating.

Proud Winners of 'Best Product' at the Country Living Magazine Christmas Fair 2011

For further information please contact us on 01233 721800 or visit us on www.romneymarshwools.co.uk



ROMNEY MARSH WOOLS
MADE FROM 100% BRITISH WOOL

Throws and Cushions
Scarves
Well Being range
Baby and Nursery range
Soaps, H&B lotion
& Shampoo
Handpicked Gift Baskets
& Hampers

Tel: 01233 721800
Email: romneymarshwools@hotmail.com
www.romneymarshwools.co.uk

Romney Marsh Wools, Rushfield, Giggles Green Road, Uckington, Kent TN25 7BT

Erdé Ceramica

Welcome to Erdé Ceramica! We offer beautiful yet practical Mediterranean pottery, kitchen and tableware, many of which are available in the UK for the first time. Our products come from small family run potteries in France and Spain.

Created in 2010, Erdé Ceramica strives to provide a taste of the Mediterranean through kitchen and tableware to brighten up any home. Most of the products are hand-made, hand-painted table and cookware that bring fun, sun and colour to every room.

Our ranges are beautifully designed and look fantastic in any room. Our pottery is meant to be used every day, some of it is proof and most is safe for use in the microwave - our ceramics are extremely durable and should last for years.

All our products are individual in colour and design. Whether one prefers a deep red or sunflower yellow or a warm Provencal design, Erdé Ceramica offers the ideal gift(s) for any friend or family member!

Tel: 01273 684714
www.erdeceramica.com



ERDÉ
CERAMICA
WWW.ERDECERAMICA.COM

Halinka's Fairies

These exquisite fairies and characters are all designed and handmade by Halinka in her Brighton studio. She is now moving into her third year of production and will be designing and making new collections as well as making new batches of the old favourites such as the Nutcracker Collection and the ever popular tree top fairies. All the characters are carefully packaged in their own little gift box.

The majority of these enchanting little people come in pairs - to complement each other. The mice and rabbits are available individually as are the tree top fairies. Last year Halinka designed some charming and romantic wedding couples on stands, intended to top a cake or as a memento of that special day. There are plans to extend the collection this year with more couples based on dance. The current designs include Waltz, Foxtrot and American Smooth!



Each little figure is based on a wire armature wrapped with cotton yarn. They are then clothed with carefully selected fabrics, many of which are vintage evening dresses or recycled clothing along side carefully chosen modern fabrics and trimmings. Each little person is finished off with a wonderfully expressive face. They are all absolutely unique, are animated and have a fluid sense of movement. Halinka's original eye for detail with her implicit understanding of movement breathes life into her fairy characters!

Halinka's business has grown from its initial beginnings for her friends and family with longed for appearances at her daughters School Fair to the highly successful business it is today - with delighted customers all over the country!



01273 727642
www.halinkasfairies.com

ICOM Appointment Awarded

Paul Hardy, managing director of Baxi Commercial Division, was appointed a council member of ICOM Energy Association as its AGM. Mr Hardy, an apprentice-trained H&V engineer with an HND in Building Services Engineering, has worked for 10 years as an installer, four years as a design engineer and the last 17 years in manufacturing/sales of HVCA products. This wide experience means that he is able to bring extensive industry and management expertise to the table, which will help to guide the association forward in the coming years.

ICOM was initially formed in 1933 and since then its

remit has widened to encompass all aspects of energy-related business activities, working more closely with government, non-governmental offices, research establishments and industry trade associations towards a greener future.

Tel: 0845 070 1055



English Heritage Lead the Way

A Memorandum of Understanding (MOU) on maintaining standards and best practice in the built heritage sector in England was developed and promoted by ConstructionSkills, English Heritage (EH) and the National Heritage Training Group (NHTG) in consultation with the All-Party Parliamentary Arts and Heritage Group and signed on 31 March 2009.

The MOU applied to all clients, property managers, planners, contractors, craftspeople and professionals in the built heritage sector of the construction industry. This was a significant step in prioritising getting the job done the right way by the right people versus getting the job done for the cheapest price.

The MOU included a commitment to working towards a CSCS Heritage Skills' carded workforce, with heritage funding agencies encouraged to insist on appropriately carded contractors to carry out work on grant aided properties.

EH first to publicly endorse

A landmark decision by the English Heritage Executive Board has now sent a clear message of support and endorsement for CSCS Heritage Skills' carded contractors.

The board have modified their procurement rules and launched a pilot programme to run until 2015, whereby only contractors holding the CSCS Heritage Skills Specialist Leadworker card will now be engaged to work on significant English Heritage projects involving lead sheet. This marks a successful conclusion to a long-running campaign by the Lead Contractors Association (LCA), supported by the National Heritage Training Group and UNITE the Union.

Lead Contractors Association

More than 80 per cent of the CSCS Heritage Skills Specialist Leadworker cards are held by members of the Lead Contractors Association, an organisation formed in 1984 which now has almost 90 member companies that specialise in lead sheet design and installation.

Vetting and grading

The LCA has an ongoing commitment to quality standards, and members are required to work to the current code of practice, BS6915. They have their work inspected on a regular basis through an annual vetting programme. Any non-conformance with the CoP must be addressed immediately at no further cost to the client or LCA membership is withdrawn. During vetting the work will be graded ('Satisfactory', 'Good' or 'Excellent') and the grades published on the LCA website and in the annual directory.

25-year guarantee

LCA members are required to offer a 25-year guarantee of workmanship for all projects over £2,500. The guarantee is insurance backed and independently underwritten through Lloyds to provide cover of £250,000.

A unique feature of the scheme is if a problem occurs within the guarantee period and the original contractor is unable (or unwilling) to return to site, another LCA member is designated to investigate the problem and, if appropriate, carry out remedial works at no further cost to the client.

Others must follow

This positive result for leadworkers now challenges other craft trades to follow suit and achieve the required 'critical mass' of heritage skills card holders for their sector. More significantly, other heritage organisations — National Trust, CADW, Historic Scotland, SPAB etc — must be encouraged to follow the English Heritage initiative.

For more information

Tel: 01342 317 888
Email: info@lca.gb.com
Visit: www.lca.gb.com

ALL LEADWORKERS ARE NOT THE SAME



Properly formed crown capping, a complicated detail, neatly bossed and correctly clipped to prevent wind lift, with expansion gaps to allow natural thermal movement. Carried out by an LCA member, vetted and approved



Similar but less complex detail; neatly bossed and looks OK to the untrained eye, however...



...closer inspection shows the capping soldered to the rolls, probably intended to prevent wind lift but only succeeding in restricting the natural thermal movement of the sheet, which will ultimately cause failure and water penetration.

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Plasterboard Faster With Clip And Fix

Clip and Fix will speed up and make easier the process of boarding out, especially on ceilings. Two of these small, plastic, inexpensive clips are used per board. Work from the first installed half board, when inserted between the joist and the half board a lip will be created which will take the weight and support the far edge of the next sheet of board being installed. When finished boarding and have tacked in along joists (clips act as markers), tap the protruding section of clip to the side with a hammer and it will cleanly break away. The clips also give a slight expansion gap between the boards. Orange clips are designed for 12.5mm board but can also take 15mm tapered edge board; yellow clips are for 10mm board.



Tel: 01279 506 270

Five Centuries Of Life Under One Roof

With its Tudor banqueting hall, Georgian drawing room and Victorian kitchens, Southampton's oldest museum, Tudor House & Garden Museum, has five centuries of life under one roof and that roof is tiled with Michelmersh



Handmade Light Vintage Tiles. The Grade I listed building in Bugle Street, at the heart of Southampton's Old Town has re-opened after nine years of restoration work. The works incorporated traditional techniques together with current technology, with efforts made to replicate the materials used in medieval times. It has been returned to its former glory with the help of the handmade clay tiles.

Tel: 01794 368 506



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'A' Rated Doorset Is Announced

Following air leakage tests and simulations carried out by Build Check, Distinction Doors says that a doorset featuring its Nan Ya door blank and glazing cassette, hung in a standard PVC-U outerframe and fitted with an aluminium low threshold, has achieved an 'A' rating in a BFRC simulation report.

"This has been achieved with both a solid door and a half glazed door and is indicative of what can be achieved across the Nan Ya range," said Build Check's Richard Bate. "All tests have been conducted in accordance with the BFRC's DER simulation criteria."

Working with Certass, which recently announced its energy rated door scheme, Distinction Doors submitted doorsets for air leakage testing with test house Build Check. A variety of outerframe configurations were tested and doorsets featuring both PVC-U thresholds and aluminium low thresholds, achieved negligible air leakage and a subsequent 'A' rating.

"Although aluminium low thresholds have an adverse effect on 'U'

values, due to their high thermal conductivity, the ability to gain an 'A' rating was impressive," commented Dave Walker, Distinction's technical director. "All the data from these tests has been valuable in collating our data library and will be significant in guiding our customers towards achieving the best possible energy ratings for their doorsets."

Tel: 0845 2000 816



Easifold doors help get homeowners out of a hole

Buckinghamshire-based Origin has become the first manufacturer to remove lead times, typically four to 12 weeks in the industry, on a selection of its Easifold door systems, which feature a unique free-glide running system. The new delivery standards, "Your lead time, not ours," are effective immediately, enabling Origin's nationwide network of approved installers to order Easifold folding sliding door systems in any configuration and from a choice of their most popular standard colours, if required. In addition to the "Your lead time not ours," capability there is also a new "Awaiting dimensions," facility that will allow orders for special colours to be placed but sizes to be confirmed at a later date.

Tel: 0845 450 6662



Helping to differentiate Domino's

Fernhill Stone has been chosen by Domino's Pizza Group to play a key role in a major programme to refresh its 600 plus outlets through-out the UK and Ireland. It could eventually be used in more than 1,000 outlets if the group reaches the ambitious expansion targets it has set for itself over the coming years. "We have a policy of refreshing and refitting our stores every five years or so", explains Phillip Young, project and development manager for Domino's Pizza Group UK & Ireland.

Fernhill Stone was chosen following a selection process that culminated in a product demonstration in a pilot store. "We had a meeting with senior management in a pilot store and Meredith Jackson from Fernhill Stone came to that with three samples on boards and the decision was made straight away to use them. Our people just had to take one look. We have done five or six stores using Fernhill Stone products so far and we are very

pleased."

**For information
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Web: www.flowtechnik.co.uk

Complex cranes

To optimise material flow at its new Leeds manufacturing site, the Mechanical Drives division of Siemens Industry Automation and Drive Technologies turned to Street Crane Company for crane systems to meet its complex handling needs.

For assembly operations in the high volume manufacturing cells, six Street Crane one-tonne light crane systems, with up to 6m span, have been



installed. Complete with Street Crane LX chain hoists and independent gantry support, these light crane systems provide flexible and adaptable lifting for lighter loads and ensure safe handling.

For heavier lifts in the adjoining projects and service heavy assembly bay, Street Crane has installed a system of three semi goliath cranes without rails. All these cranes have a safe working load of 12.5t.

Tel: 01298 812456



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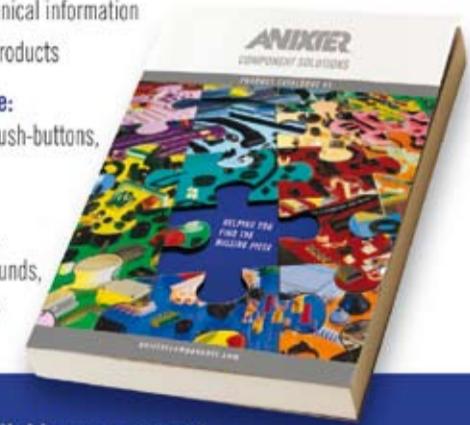
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Customised Composite Repair Products

With more than 30 years experience in aerospace, Sil-Mid is a specialist supplier of adhesives, sealants, lubricants, silicones, cleaning agents, and surface treatments.



The company launched a new range of composite repair products, including adhesives, pre-preg, dry fabrics, resins and sealants, at Aero Engineering 2011. Materials from leading global manufacturers including 3M, Hexcel, Cytec and Hankel will be added to its portfolio of 14,000 products from 400 suppliers offering an extensive range of consumables for maintenance, manufacture, production and repair.

Customised quantities that fit each repair application will be available.

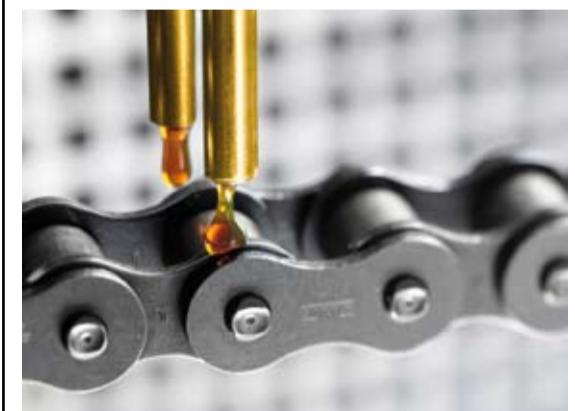
Tel: 01675 432850

New lubricant is top for the food chain

With the help of Klüber Lubrication, a major bakery group has changed its lubricants and application method, resulting in reduced operating costs on a crumpet production line.

KLÜBER
LUBRICATION

Adoption of an automatic lubricating system combined with a high-performance chain oil has reduced maintenance and lowered energy and lubricant consumption.



Chains running in automatic baking lines are exposed to regular high temperatures - oil unable to withstand these temperatures evaporates rapidly and leaves hard residues on the chain. This means the chain must be frequently cleaned and re-lubricated. The oil used should therefore not only offer very good wear protection but also have a low evaporation rate and leave minimum residues. It also has to meet stringent food law regulations. The high-temperature chain oil, Klüberfood MH1 CH 2-220, fulfills all these needs.

The automatic lubricating system applies oil for 15 minutes each day, eliminating the manual lubrication that previously took 48 man-hours per year - reducing maintenance costs and providing more reliable lubrication. Lubricant consumption has been reduced by almost 90%.

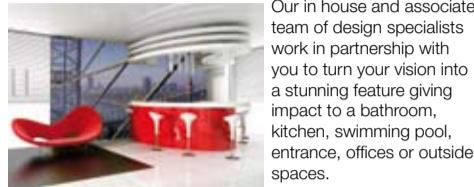
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Grand Designs Show Review - Top Twenty Companies



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Arctic Cabins

Arctic Cabins pride themselves on high quality timber buildings and a high quality of customer service and satisfaction. This means from start to finish they can offer you the full service of a site visit to establish your particular requirements, base preparation and laying, cabin supply and build service, weather proofing and a top quality after care service leaving you only the tricky decisions of which building to choose and where in the garden to put it.

With four sizes to choose from the Arctic Cabins Barbecue range has something to suit any size garden. They are the perfect



garden getaway / entertaining space 365 days a year. Garden Rooms/Offices have become more and more popular over the last 12-18 months or so due to the housing market slowing and more self employed start ups.

Arctic's range of larger buildings are made from high quality Scandinavian timber and assembled on site. Houses, studio units, and large buildings from 15m² up to 150m².

Arctic Cabins provide the most beautiful open-sided thatched gazebos on the market. With three different sizes and a proper thatch they have something to fit in almost any garden.

The Arctic Camping Cabins are just as good for a bit of extra sleeping space in the back garden as they are for Caravan and Camp sites to expand. Low cost and high quality, just what every business wants.

For more information;
Call: 0115 972 7789
Web: www.articcabins.co.uk



SureSet Permeable Paving

SureSet are the market leading specialists in quality permeable resin bound paving solutions. Offering a full supply and installation service, SureSet has led the market with high quality and innovative paving solutions ideal for a host of applications



from large scale commercial projects such as town centres to smaller scale domestic projects such as driveways. SureSet resin bound paving is durable, UV stable, smooth with no loose stone, and little to no maintenance is required. It also comes with a comprehensive 15 year guarantee and has a virtually unlimited range of colours and materials which enables customers to make the most of their unrivalled design capabilities.

In 2012 SureSet continue to lead the marketplace with the launch of the all new internal surfacing range which is set for launch at the Surface Design Show. InBound is perfect for any application where a durable, long lasting and stunning surface is required such as showrooms, offices, foyers, hallways, corridors etc. SureSet will also be showcasing the Fusion range which was launched at the Grand Designs Show in October. Fusion gives customers the power to design their own perfect colour combination like never before for fully customisable and truly unique designs.

Tel: 01985 841873
www.sureset.co.uk

Authentic Paella equipment imported from Valencia



eatPaella is an Oxfordshire based company that take huge pride in offering a specialist service that is guaranteed to cater for your paella needs.

The company, who was voted in the Top 20 exhibitors at Grand Designs, offer a variety of high quality authentic products, all coupled with a fast reliable help and advice service. As the company only supply paella pans and various accessories, they assure that each customer receives an expert and professional service.

eatPaella stock hundreds of products, all of which will suit each individual requirement. Their mission is



to treat each customer like they would like to be treated and deliver a fast and efficient service to every customer, every time. All pans and ingredients are imported especially for eatPaella from Valencia, Spain.

Co-Director Jose Lluna is originally from the beautiful Valencia, Spain and has been cooking paella all his life. His recipes derive from many previous generations and you can find these on the website.

For information
Tel: 01869815033
Web: info@eatpaella.co.uk

Warmth with a Difference

We all yearn for those long, warm, relaxing evenings in our gardens. Unfortunately the weather in Europe does not always allow us to do this. Chillchaser® has developed the perfect solution with their Stylish Carbon Fibre heaters which will keep everyone warm, even after the sun has gone down. These incredible heaters provide far-infra-red heat, the only form of heat which does not blow away, enabling you to enjoy the tranquillity of your conservatory, caravan, boat, patio or garden throughout the entire year.

The Chillchaser® story began in 2006 when Scottish Entrepreneur Eddie Middleton designed his first Outdoor Infra-red Heater to replace gas heaters in pubs and club's alfresco dining and smoking areas. But the real excitement started in 2009 with his riveting BBC Television Show "Dragon's Den" appearance.

On the show Eddie demonstrated his wonderful new invention, attracting Global interest in the process and was offered a £255,000 investment (a record offer for the TV show). Despite the obvious attraction of bagging Two Dragons, Eddie rejected the offer from the Telecoms Giant Peter Jones and Recruitment Magnate James Caan

because he felt the shareholding demanded was too high and believed that his company had more to offer. Moreover, he felt the timing was just not right. Taking on board the Dragons advice, Eddie restructured his company by taking ownership of his supply chain and eliminating the unnecessary layers of middle men prior to taking on new stake holding partners. This turned out to be the correct decision as the company has expanded rapidly and is currently looking for investment to take the products to the USA.

Since then the Electric Carbon Fibre Far-Infrared heaters have been developed to produce radiant heat like the sun, warming people and not the air in between. These special carbon elements make this form of heating a very efficient and useful form of energy available, at a fraction of the cost of bottled gas. These heaters are ideal for cold draughty areas both inside and out.

Other features & benefits include:

- Slim Aerodynamic Construction – doesn't blow over like gas heaters!
- 3.5mm Extruded Aluminium Construction – never rusts!

- Commercial quality design and build – Suitable for all premises!
- Carbon fibre tubes – Far-Infra-Red heating – The light of Life!
- Energy Saving lights – no need for Power-Hungry floodlights!
- Low Running Costs 33p/hour - compare £4.50/hour for gas heaters
- RadarSense™ PIR economy feature – Reducing energy costs even further!
- Silent Running – Unlike Gas our heaters have No Noise!!
- Odourless – Unlike Gas our heaters have Zero emissions!!
- Masterlock™ Safety feature – No tampering by Children or public!



- Weather-proofed – IPX5 rating means "OK to leave outside"!
- EasyFit™ Base – Simple 1-Nut assembly to a one piece base!
- Safest Heater of its type on the market, for children, pets and the environment.
- Roller Base – Easy to move into the desired area or position!
- Low Carbon Emission Heating - Certificate and Logo
- Warranty and Certifications – Trust the quality!

Chillchaser® Heaters are also guaranteed for 2 years and the company has recently sold into 23 countries worldwide,



"This is the future of patio heaters"
 Peter Jones

receiving a variety of testimonials from their customers for superb performance and first class after-sales care.

Chillchaser® products can be seen on their website www.chillchaser.co.uk or contact their Sales Team below on 01358 721103 or email sales@chillchaser.co.uk



Wagner W687 E 'WallPerfect'

"WallPerfect" by Wagner is synonym of easy, quick and clean indoor painting.

The "WallPerfect" systems are so simple to use and make painting indoor walls and ceilings a bit more fun. With just a little practice (a few trial runs on the provided test poster will suffice), everyone will be able to decorate a room to a perfect finish.



can be achieved with a roller or a brush.



And the additional, included "PerfectSpray" accessory will handle all the trim products such as eggshells, lacquers, stains and varnishes for all those outdoor jobs that would be so time consuming when using a brush.

The electronic variable airflow control is a feature usually found on high end machines that ensures you will have total control on the spray patterns no matter the job or material!

The new Wagner WallPerfect W687 E is therefore the ALL IN ONE solution for all projects inside and outside the home and perfect results are guaranteed!

Tel: 07760 763110 **or** 01295 714 200
www.wagnerwallperfect.co.uk



Tudor Kitchens - results as individual as you

Tudor Kitchens are a well established and successful retailer of kitchens, bathrooms, bedrooms and accessories. A family business, established 24 years ago, Tudors continued success is based on the core values of passion, commitment and partnership, keeping their customers at the heart of all decisions they make. Their strengths lie in the high calibre of their people, a sophisticated infrastructure, excellent service and a comprehensive product range.

Tudors Kitchen collection has something to suit everyone, whether you're looking for country classic or urban chic you'll find an exceptional choice of materials and styles and an equally impressive array of special features and accessories. The Bathroom collection suites feature both traditional and contemporary designs and offer a complete comprehensive range of design led bathrooms, showers, bathroom furniture,



towel radiators, taps and accessories. The Bedroom collection features stylish design and ingenious storage solutions.



Tudors co-ordinate all installations from start to finish as a "One Stop Shop" with all key contractors carrying out building, electrics to part P regulations, all gas and water, plastering and tiling to complete the commissioning. They are able to offer design and supply only or the complete installation. They also offer a fully refurbished showroom facility with working displays showing the variety of products available. The furniture is fully assembled and rigid built but with one of the largest door variations to suit everyone's budget.



For any further information please call 0121 354 7979
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Grand Designs Show Review - Top Twenty Companies

"LightwaveRF is the beginning of a new revolution in home automation technology. It is a breakthrough in design that, for the first time, has allowed a range of sophisticated and stylishly crafted devices to be assembled that are affordable and accessible to everyone."

LightwaveRF.... connect

www: www.jsjsdesigns.com
Tel: +44 (0) 1902 500 562

The Double Award Winning 'S-Box'

Additional Storage at the Push of a Finger

'S- Box' is one of the most innovative, kitchen storage inventions of the 21st century! So much so, it's won two awards.

The 'S-Box' is electric free and easy to install with a 'pop up' mechanism that's operated by a clever counter balance system, allowing it to be simply pushed back down, out of sight, when not in use.

It makes use of what would otherwise be wasted space; the gap between the back of the base cabinet and the wall.



Within the 'S-Box' range are the 'TV Box' (19" HD ready / DVD / Freeview), 'Knife Box', 'i-Doc Box', 'Spice Box', 'Key Box' and a choice of two 'Power Boxes' (3 x 3 pin plugs or 2x3pin plug and USB).

The S-Box is available through leading kitchen design studios.

For further information Email sales@the-sbox.com or call 0845 486 8000 www.the-sbox.com

Porter's Preserves

Porter's Preserves is a home-based business in Knaresborough, North Yorkshire who take great pride in their work and products. Their handmade preserves contain all natural ingredients and a large proportion of their apples and pears are home-grown. All their preserves contain only fresh fruit, fresh vegetables, sugar, herbs and spices with absolutely NO artificial additives, colours, flavourings or preservatives.



Porter's Preserves' discerning customers are always looking for something different and a bit special and not just traditional jams, preserves and chutneys which is why we developed a range of unique and unusual recipes to tantalise and titillate your tastebuds! They are proud of their flavours such as Eccentric Lime Curd with Vanilla, Lime & Basil and Fiery Butternut & Cracked with Black Pepper which have become best sellers. Indeed, the Eccentric Lime Curd won a 'Highly Commended' award. Even more recently, they fended off major commercial competition and over 450 other entries to become runner-up in deliciouslyyorkshire's sweet preserve of the year award with their amazing Blue Poppy Seed and Rhubarb Relish - something they are justifiably proud of.

To find out more about their products and new flavours please get in touch:
Tel: +44 (0) 7986 731 291
Email : enquiries@porterspreserves.co.uk
www.porterspreserves.co.uk

White Bookshelf wallpaper

The truly iconic 'White Bookshelf' wallpaper designed by Young and Battaglia is a contemporary interpretation of trompe l'oeil featuring white books on white shelves, creating a light, minimalist look. Perfect for feature walls or a whole room.

The White Bookshelf wallpaper is part of Mineheart's 'lovable design' collection, this product proves that 'designed and made in England' is still both desirable and viable.

The wallpaper is printed on to finest quality 300gram fabric backed textured paper and is suitable for both domestic and commercial use. Each roll is 50cm wide x 250cm long

Please contact us at info@mineheart.com or 0845 4674580 for more information.



Pegasus Whirlpool Baths™

Pegasus Whirlpool Baths™ is the UK's leading manufacturer of whirlpool baths with extensive experience within the industry. Through thorough development the Pegasus brand of whirlpool systems is among the most user-friendly, hygienic and sophisticated on the market. Pegasus Whirlpool Baths™ prides itself on having the ability to convert virtually any bath into a whirlpool bath including Steel baths!

With the health benefits of hydrotherapy becoming widely recognised, the demand for affordable and versatile whirlpool baths has risen in recent years. Where many producers still use the traditional technology that saw the Jacuzzi rise to popularity, Pegasus has evolved its whirlpools to meet the needs of today's bather. The new range of luxury whirlpool systems includes features never seen before on British manufactured whirlpool baths: water level sensing and pop-up-wastes systems as standard, with optional extras such as a pulsating massager, FM radio, chromotherapy colour lights, in-bath disinfection and even remote control units.



Systems range from the Mercury whirlpool for the more budget conscious to the luxurious Venus Hydro-pool, featuring whirlpool and spa combinations with electronic controls. With a list of over 700 different baths which can be converted into whirlpool baths, customers benefit from selecting a bath which suits their budget and taste.

Tel: 01633 244555
Web: www.pegasuswhirlpoolbaths.co.uk



Pegasus Whirlpool Baths Ltd

Call on:
01633 244 555
0845 130 2000



www.whirlpoolexpress.co.uk

Smarthouse at Grand Designs Show

Smarthouse Technology Ltd, a market leader in the Home Automation industry, are delighted with the response from the recent Grand Designs Show. "The quality and quantity of enquiries generated at the show was very impressive" said Graham Cummings – MD. "Our design team have been very busy processing and completing drawing designs for projects both large and small".



Smarthouse Technology Ltd have two separate facets to their business. The Consultancy, Installation and

Commissioning of Bespoke Home Automation systems incorporating lighting control, multi-room A/V, home cinema, cctv, blind/curtain control etc. "There is a great interest in the integration of home automation products and in particular with the directive to reduce energy consumption without compromising lifestyle". "Our service and product offering together with years of experience within the industry have promoted Smarthouse to be 'the' company to call on".

Secondly, their website store, www.smarthousestore.co.uk where customers can purchase home automation product components or complete "home package" kits for keen DIY enthusiasts. "Each week we promote a 'Deal of the Week' where customers can purchase products at discounted rates. This is an ideal way to install and grow home systems at an affordable rate"

T: 0845 862 2134



Snowdonia Cheese Co Limited

Snowdonia Cheese started with a 21 year business model, in order to become a regional champion of food and build their reputation across the industry. Now a third of the way through the plan, they have brought a range of contemporary cheeses into the market and have also recently advanced into the pickles and preserves categories.

The business is extremely committed to the region and being a good employer. Their main aim is to manufacture and sell a globally recognised food brand; on each continent of the world; promoting the true values of Wales. Snowdonia also promote excellence in all their practices and have previously won an award for 'Business Innovation'.

Snowdonia, who were voted in the Top 20 exhibitors at Grand Designs, has a strict set of values & beliefs, all of which underline a development plan that will assist in the enhancement and growth of the business. They also contribute to a regional charitable fund annually. These monies are distributed across a various number of charities.

For more information please:
Tel: 01745 360246
Visit: www.snowdoniacheese.co.uk

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Holdsworth Windows

Holdsworth Windows was established in 1967 and has over the years become one of the UK's specialists in the manufacture and design of purpose built hot dip galvanised, powder coated steel windows and leaded lights.

They have the ability to create windows for a variety of sectors and are able to work to most individual requirements. The windows are supplied pre-hot dipped and powder coated eliminating the need for on-site painting and can be fitted with neoprene weather-stripping. There is also a wide array of different fittings, from modern brass and satin chrome to period brass



and wrought iron, made in their own forge.

Holdsworth Windows also produce all types of leaded lights for churches, colleges and private houses. These leaded lights can be made either from scratch or to match an existing style of a building. They are usually manufactured from clear sheet glass but can include hand-made antique or patterned glass if desired.

For more information about Holdsworth Windows please call 01608661883 or visit www.holdsworthwindows.co.uk



Limited only by your imagination!

Cleverhome Automation Ltd is one of the UK's leading company's in the design, integration and installation of all varieties of home technology. This includes home cinema, intelligent lighting and security systems, all of which are controlled through one user-friendly interface.

Imagine being able to control any appliance or device in your home from the comfort of your seat, well now this is possible. Cleverhome Automation, one of 2011 Top 20 Grand Designs businesses, use three simple steps to offer a vast array of quality solutions; Integration, affordability and simplicity.



By using these three key factors they are able to create the perfect living experience for their customers by conjoining audio, video, lighting, data communication and security together with an easy-to-use interface and all at an extremely competitive price.

All solutions are scalable and modular to remain within the confines of any budget, so clients can 'dream big but start small'. They can start with a simple one room TV + surround sound control system and as time progresses have the ability to add lighting and heating controls, security cctv etc.

For more information please call 01163183808 or 07545 894495

Dolman Cobra



Safety

- The bare socket cannot be switched on without a plug inserted
- The Socket switches itself off when the plug is removed
- If you catch a trailing cable with your foot, the plug pulls out
- Transformers and other accessories hold in very firmly
- Simple to use
- Plugging in. Point the plug into the socket and the pins are automatically aligned, allowing the plug to be pushed in.
- A slight pull on the handle and the plug comes out easily.
- Aesthetic & Ergonomic
- The Cobra has a nice shape and looks good with modern finishes.

**Tel: 01366 347 842,
Mob: 07979 323 803,
E-mail: [williamdolman@btinternet.com](mailto:wiliamdolman@btinternet.com),
www.dolmancobra.com**

The Dolman Cobra

A new plug and socket for the 21st Century



- The plug is very easy to locate - it guides itself in
- It takes only a limited push to engage the plug - less than 1/3 of that for a normal plug.
- Taking the plug out is also very easy and can be done with one finger.
- The plug is inherently very safe - a strong pull on the cord disengages it, and the socket switches itself off when the plug is taken out - it is not possible to push things into a live contact.



**Tel: 01366 347 842, Mob: 07979 323 803,
www.dolmancobra.com**

Think Green, Go Green, Feel Green

World of LED's is a young and innovative led light company that is fully committed to delivering a vast array of pioneering technology and high quality lighting products whilst working to meet the highest possible technical standards, keeping in mind safety, reliability, and value for money for every user.

To make sure this happens, World of LED's relies on the commitment, experience, and skills of everyone involved in bringing these products to the market. The company abides by a strict mission which they believe will achieve their vision. Their mission is to deliver high quality, energy saving, low carbon products and services to every one of their customers, which in essence will assist in their reaching vision of creating a green life for the world and make our earth as clean as before.

They have developed a selection of fittings that are suitable for almost every kind of environment, including architectural, landscape and decorative.

**For more information please don't hesitate to:
Tel: 0116 268 2288
Email: sales@worldofleds.co.uk
Visit: www.worldofleds.co.uk**



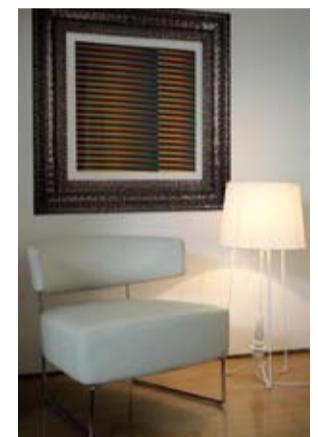
Style with a Conscience

Tread create original interior products made from recycled tyres, our aim is to show that being eco conscious can be eco stylish too.

Each contemporary styled Tread Product is creatively handmade, transforming old tyres into stylish eco designs. The varying tyre tread patterns make each piece unique. The incredibly detailed surface designs are remarkable given the nature of the material. Imagine the dark lustre of leather, the intricate decorative detail of carved wood, yet with the durability of rubber. These original pieces have a distinctly north African aesthetic and display genuine eco innovation.

Our best selling storage boxes are available in various sizes the large trunk size 100x50x55 offers style and functionality when used as a coffee table while providing practical storage to hide away all sorts of household clutter. Picture and mirror frames start from just £18 and make the perfect eco gift.

Our larger decorative frames make a truly stunning feature for any room and are certain to be a great talking point, who would have believed this stylish frame has made its way from the road to your wall.



So versatile is this material we offer bespoke commissions for commercial projects and have installed furniture and tyre panels into bar and retail environments

All pieces from our interiors collection can also be made to bespoke sizes.

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Our purpose is simply to bring you the best value beautifully crafted tiles and stoneware online. Just browse through the web-site and note the tastefully presented tiles and fantastic prices. With dedicated product managers, with over 20 years of experience in the tile business, OriginTile.co.uk is constantly adding great new and original tile designs to its product range, to ensure you can keep your rooms looking great without breaking the bank.

Our unique web technology checks prices daily against our competitors to ensure we offer our products to you at the lowest prices around. By doing this for you OriginTiles.co.uk has expanded from a small company to a large specialist online retailer of Porcelain, Ceramic and Stoneware tiles in the UK.

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Grand Designs Show Review - Top Twenty Companies

Heart of Stone

Fabulous stone, marble and granite from a local family company Located in rural Shropshire between Telford, Wolverhampton and Bridgnorth are the showrooms and workshop of Heart of Stone Ltd. The company is owned and managed by Henryk Gromadzki, who has over 30 years experience with stone and top end construction. Henryk has carried out work for Royalty, diplomats, the aristocracy and celebrities.

The range and application of natural stone is vast. Henryk has put together a company that covers as many aspects as possible into one business. The core business is stone tiles and flags. Slates, limestones and travertines are the most popular, with prices starting at £14.00/m². To compliment the tiles are skirtings, mosaics and mouldings made from the same materials. Fireplaces, vanity tops, worktops and window sills are made in the workshop.

The workshop is busy producing hearths and fireplaces this time of year. Most of the fireplaces are bespoke and made to the clients design briefs. Granite worktops are always in demand. Natural granites are unrivalled in their beauty and function.

Heart of Stone also use quartzite, which is a man made substance similar to granite. It is about 90% quartz and 10% resin. Quartzites do not have the natural look of stone, but do offer an alternative range of colours and textures where a contemporary look is required.

The showroom is a montage of colour and texture. Sample areas of floor and wall tiling can be viewed. The plan is to show little bits of everything, so that his clients can see what is possible, both ordinary and extraordinary. He is currently involved with a Welsh slate quarry to promote locally produced stone. The purple slate in particular makes for some stunning landscaping. A visit to the showroom is an eye-opening experience that may change your views on natural stone forever.

Tel: 07779 727283 or 01952 730231



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Handmade Treats

Handmade Treats specialises in handmade foods and quality products. A privately-owned company based in Buckinghamshire, who strive above all else to provide excellent quality foods and a good service to their customers. Their range includes marinades, dips and drizzles, luxury biscuits and ginger products, and feature a variety of much-loved brands including Pudding Lane, Galloway Lodge, Buderim Ginger, Adesso,



Jethro's and Irvings Biscuits. You can rely on all of their brands to deliver superior quality and flavour.

Throughout the year Handmade Treats will be selling the speciality foods featured on their webpage at many shows. Customers are invited to go along to any of these shows and see and taste for themselves the quality of the range. Full details of shows can be found on www.handmade-treats.co.uk

For more information:
Tel: 01525 270 631
Web: www.handmade-treats.co.uk



Health and Safety News

JSP® – The Evolution Series

JSP® introduces its new Evolution® (EVO™) series, the newest generation of industrial head protection in the market offering the widest range available for high, medium and low risk environments – from the toughest 5 Star EN14052 high performance/side impact standard helmets, through a range of 3/4 Star EN397 helmets to 2 Star EN812 A1 bump caps.



- EVO8™ is the world's first and only high performance/side impact industrial safety helmet designed for extreme high risk environments that meets and exceeds the new EN14052 head protection standard
- EVO3™ Comfort Plus helmet combines strength and comfort and is also available in a CR2 reflective version
- EVLITE™, at only 285g, is the strongest and lightest EN397 safety helmet on the market. Its unique 3D Adjustment™ with 1-2-3 point harness depth adjustment

- offers unrivalled comfort and retention
- EVLITE™ CR2 safety helmet comes fitted with strips of material over 50% more reflective than those used on high-visibility clothing

- Hardcap A1+, the highest performing bump cap in the market offers greater side impact protection than that required by the EN812:A1 standard

More information is available from:
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Quality Quadrille

It is with great delight that Tradex News wishes to present the prestigious 'Company of the Month' profile to Quadrille Publishing. This is in recognition of their developing position at the forefront of quality and innovation in illustrated publishing.

Established in 1994 by four directors and a group of outside investors, Quadrille is a publisher of outstanding illustrated books and stationery for the UK and the international market. The company was started with the aim of creating a very small list of books to be sold really well, over many years and in many territories. Each book also had to feature something special or unique about it in terms of editorial, design and production.



It is an approach that paid off and is now expanding. With their exciting list of prestigious and successful books, Quadrille still aim to surprise and delight, to inform and enhance, and to be at the forefront of trends. This is achieved in part by their strong commitment to seek something new in everything

they do: whether it is new ideas, new approaches, new talent, new materials, or new marketing initiatives.



Quadrille is very proud to have attracted market leaders in each of their chosen subject areas of publishing, and to be recognised internationally as creators of quality books that succeed all over the world. They genuinely do have something for everyone, with subject areas include cookery, interior decoration, craft, art, health and fitness, MBS and gardening, and with bestselling names such as Cath Kidston, Liberty of London, Celia Birtwell and Michel Roux. As a small company, Quadrille is able to take very special care of their authors, and to focus on making each aspect of their books special. They can look after their authors and brands in creating ongoing programmes for them, and have the ability and



experience to build platforms for authors, bringing them to as wide an audience as possible all over the world.

This year Quadrille are excited to be launching new ranges from Lisa Stickley, which showcase London's finest designs for the Olympics in a range called Lisa London, publishing some new stationery from bestselling designer Tricia Guild, as well as having the license for the Great British Bake off stationery to run alongside the third series in July.

Quadrille mostly deal in the UK with Amazon, book shops, the main high street chains and the supermarkets. Around the world they work with distributors and publishers, selling their product as extensively as they can. They are keenly investigating



the possibility in future digital distribution. Quadrille also attend stationery trade shows and book fairs in the UK, Europe, and the US. These shows present a great, and very valuable, opportunity for Quadrille to meet their customers, discuss their requirements, trends and changing priorities, and to sell their lines. They can next be seen at the London Book Fair, Earls Court on the 16-18 April.

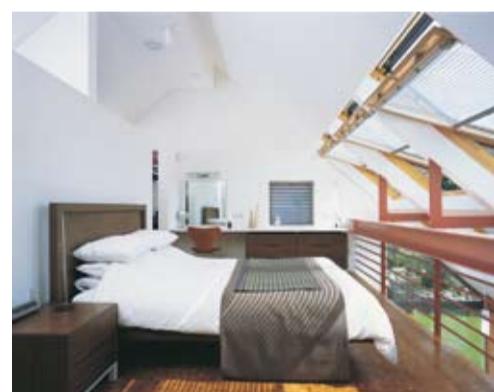
For more information on Quadrille Publishing and their full range of book and stationary;
Call: 0207 839 7117
Web: www.quadrille.co.uk

Quadrille +

Company of the Month - Ventilation and Lighting

Bringing light to life

Tradex News is delighted to devote the highly prestigious, industry respected 'Company of the Month' feature to The VELUX Company Ltd. This profile is to recognise the product innovation and hard work that has seen the company cement its position as market leader. The household name has spent decades building up this enviable reputation for excellence and has, in recent years, added 'green' agendas and energy saving initiatives to its already impressive portfolio.



money roof window for any pocket; the company distributes its large range through builders' merchants to installers, architects and every day homeowners, remaining in regular contact as all times.

VELUX is currently enjoying phenomenal successes with its Flat Roof ranges. Suitable for all room types, these windows combine practicality and aesthetics wherever



you install them. From superb design, keeping the elements at bay or remote controlled functions, VELUX Flat Roof products enable daylight and fresh air to fill your home. For more information on the best Flat Roof for your home visit: <http://www.velux.co.uk/flatroof>

VELUX is committed to helping its customers save money and save energy, as demonstrated by its Model Home 2020 project. The project looks at ways in which we can not only live comfortably and practically, but with a high level of energy efficiency. Six buildings have now been completed across Europe, in Denmark, Germany, France, Austria and now the UK.

The British arm of company is delighted to be taking part the VELUX Model Home 2020 initiative,

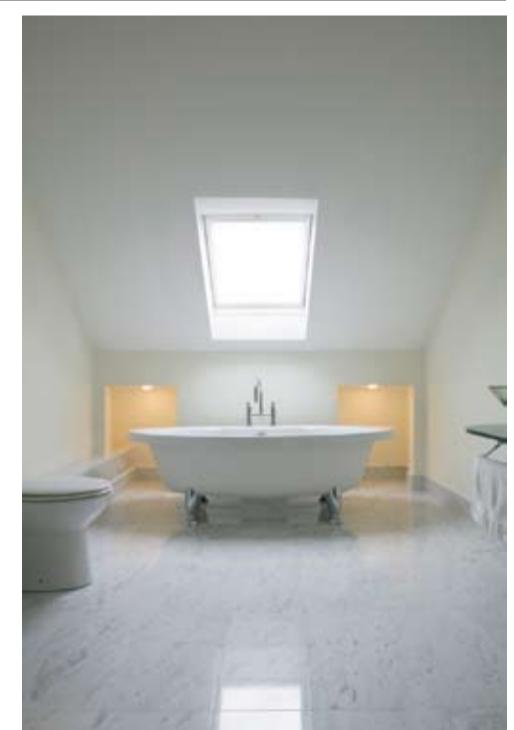
with the construction of the CarbonLight Homes. Following a different ethos to traditional home construction, the Carbon Light Homes will hopefully form the new model upon which houses will be built. The low energy homes meet the future demands for sustainable buildings and have been developed with focus on health and comfort for the people living and working in it. It has been designed to interact with local conditions and will to a wide extent use natural resources to make the building CO2 neutral.



The two semi-detached homes in Kettering, Northants, are proof that it is possible to build energy efficient, sustainable housing that is practical, comfortable and appealing to the consumer, while being easy and affordable to replicate by the volume housebuilder. VELUX and the Model Home 2020 team are currently looking for two families – one of three, and one of four – to live in these houses for 12 months to help with the research and see just how 'green' they can be.

VELUX recently showcased both its windows and the Model Home 2020 initiative at the Grand Designs trade show in Birmingham. Richard McArthur said;

"Shows such as these are a great way to keep



in touch with our end users and research new and exciting product ideas. As always, the Grand Designs show proved to be extremely successful for VELUX and we are looking forward to future appearances."

For more information on VELUX and The Model Home 2020 Project;
Tel: 01592 778 225
Email: comms@velux.co.uk

VELUX®

Sponsoring this issue of **Tradex News** is **Landmark Instruments** on page 32

Reply offers a high quality consulting, system integration, business process outsourcing and application management service. They specifically specialise in the design and development of solutions for new communications channels and digital media. Reply combine vertical market expertise with innovative technologies including social networking and cloud computing, for the optimisation and integration processes, applications and devices.

Based on a network of companies specialised by service offering, Reply merges the planning and organisational capacity of a large corporation with the flexibility and dynamism typical of specialist companies.

2012 CALENDAR

JANUARY						
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a n n a n o v a
FASHION ACCESSORIES

Anna Nova started up in the UK in the middle of the recession but that didn't stop them from being a fast selling, quality designer fashion accessory company for women.

Anna Nova sells cutting edge styles of Scarves, Wallets, Journals, Coin purses and Jewellery.

Launching into the UK was a very much needed boost for boutiques, independent stores and departments stores due to

being dramatically different from the mundane styles that crammed shops. They brought colour and freshness to customer outfits and with some gorgeous cute wallets and coin purses, the average handbag was jazzed up and got tongues wagging.

With much success Anna Nova Launched into Europe in July this year and saw Europe love what the UK have been privileged with for the past few years.

With fantastic customer service and next day delivery this is a product and company you must check out!

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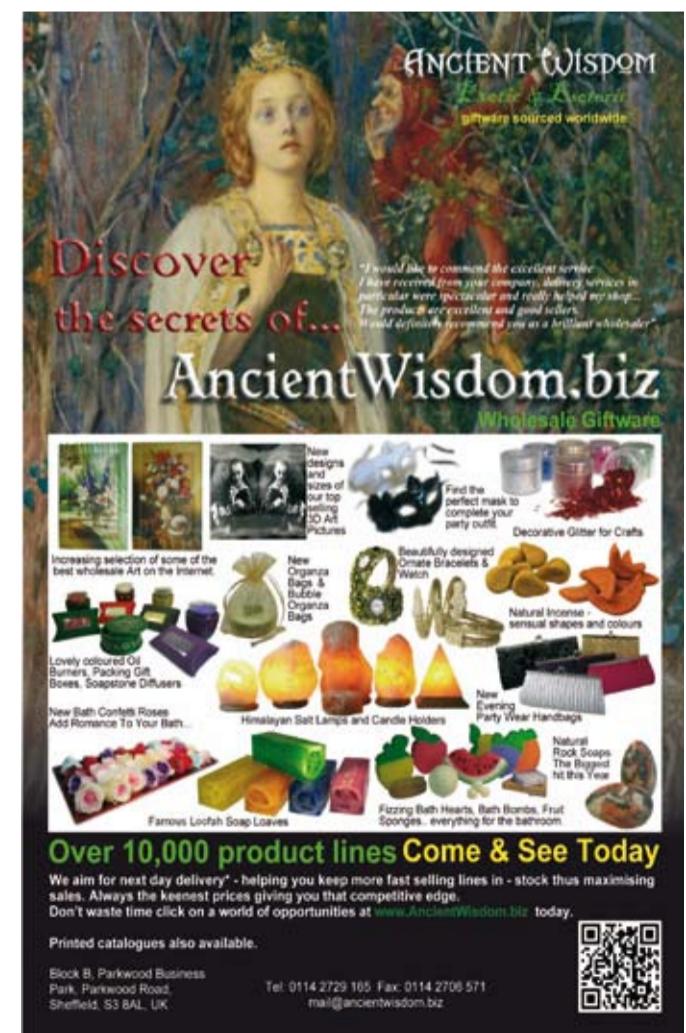
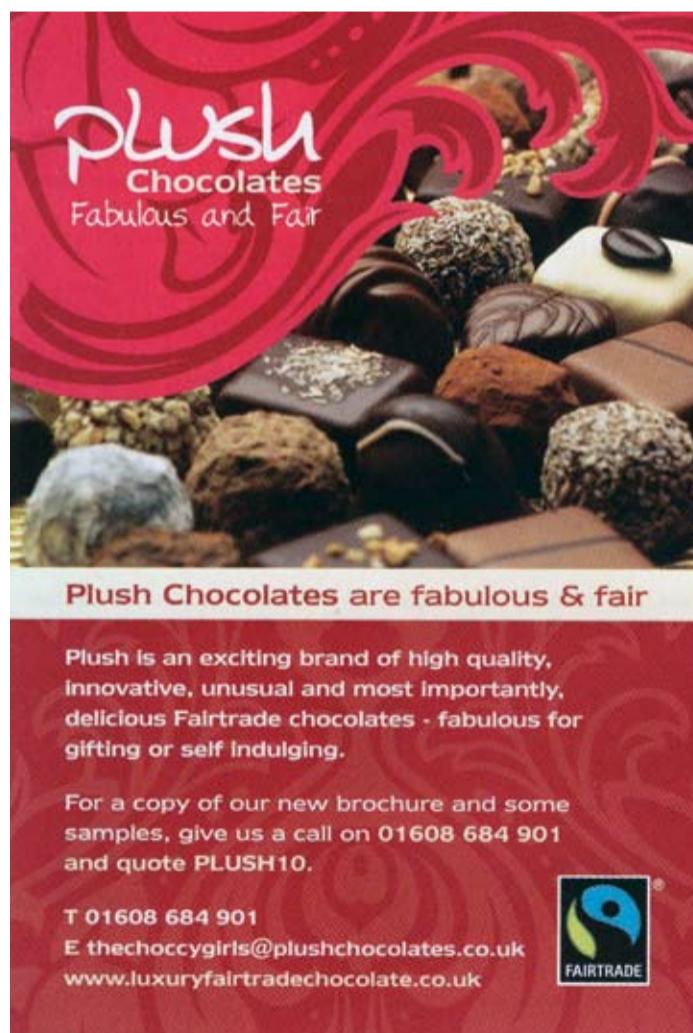


The logo for Midland Displays features a classical architectural design. It consists of a triangular pediment resting on four fluted columns. The letters 'M', 'D', and 'L' are integrated into the structure: 'M' is positioned in the center of the pediment, 'D' is on the left column, and 'L' is on the right column. To the right of the building, the word 'DISPLAYS' is written vertically in capital letters.

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www.midlanddisplays.co.uk
E-mail: patrickkelly1@btconnect.com



Ulster Weavers

It is with great delight that Ulster Weavers presents its uniquely crafted 2012 collection.

What sets Ulster Weavers apart from the crowd is the wide variety of product lines and frequent introduction of fresh new designs, offering their customers superbly designed high quality products to ensure they can maximise each and every potential sale.

After what could be described as a challenging year for the UK retail market the promise of 2012 offers retailers several key selling opportunities. Extremely proud to have been appointed as a Licensee to supply kitchen textiles and bags

for the London 2012 Olympic and Paralympic Games, Ulster Weavers have produced a diverse range of products using both the bright and playful colours of the London 2012 palette and the more mature colourways of the International Olympic Committee Historic Collection. As well as the games next year Britain also celebrates the Diamond Jubilee of Queen Elizabeth II and as Royal warrant holders Ulster Weavers have again committed to offering customers both a stunning contemporary design and a beautiful traditional design.

In addition, Ulster Weavers is proud to announce a wonderful new design partner in Jan Constantine. Offering full product ranges in four stunning designs as well as three stylish bags.

Website: www.ulsterweavers.com/trade

Tel: +44 (0)2890 329494

Email: sales@ulsterweavers.com




ULSTER WEAVERS
GIFTWARE | HOMEWARE | TEXTILES



Uniquely crafted 2012 collection

Ulster Weavers offers high quality products in a range of new and inspiring designs. In addition to being appointed an official licensee for the London 2012 Olympic and Paralympic Games, Ulster Weavers are thrilled to announce Jan Constantine as their latest design partner.

Hall 1 Stand A04

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Konesar Gifts & Decorations
Handmade in the UK from Dried Fruit & Flowers

Konesar began as a family run business back in 2001, effectively as a cottage industry. We became a limited company in March of 2011, and relocated to a purpose built factory with offices - as a result of the company's growth.



Konesar supply the finest handcrafted door wreaths and swags, utilising natural ingredients, both dried fruit and flowers. In addition we craft beautiful candles, pomanders, potpourri and hearts. It is our aim to provide you with a constantly changing selection of exciting new floral home decorating products and gifts; incorporating the latest trends and colour fashions in our designs.

With our Design Centre we are able to offer our clients bespoke designs, tailored to any event or theme. All utilising natural quality ingredients, handmade in the UK with care. Our range has been extended to include hand made items for Weddings and Valentine's Day, and with our design centre we are able to craft bespoke items for corporate clients and events, private households, restaurants and the hospitality industry.

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Watertight flood defences to protect your property

Revolutionary Non-Return Valve
Worthy of particular note is the Watertight International Non-Return Valve. Easy-to-fit, this valve has been designed to prevent properties from being flooded by backflow, which is the cause of up to 50% of all property floods. Furthermore, it also eliminates unpleasant odours from coming into the property from sewers and stops rodents, particularly rats, from entering the property via outlet pipes. It is estimated that there is a rat population in the UK of c.65 million, many of which reside in the sewage system and may swim up waste pipes to enter a property via a toilet. It is a problem that increases considerably in winter months.

The high rate of flooding from backflow is not just caused by downpours of rain, but also from blocked drains due to inappropriate material, such as cotton wool and disposable nappies, being thrown into a toilet. Because the waste water cannot flow away, it flows back into the occupant's property and/or that of a number of neighbouring properties, with all the associated detritus.

A significant attribute of this valve is that it can be fitted in minutes by simply pushing it into the end of an outlet pipe,



accessible via an existing manhole or inspection chamber. Before this product was launched last year, it was necessary to do extensive remedial work to existing pipes in order to fit the traditional type of non-return valve. The ease with which the Watertight International Non-Return Valve is fitted, combined with its low cost, means that it can be installed with no disruption to the property owner and at a fraction of the cost of the older style of valve.

Once fitted, the Watertight International Non-Return Valve enables the outlet pipes to continue to operate as normal with water flowing freely from the property, but with the problem of backflow eliminated and with rodents being unable to enter. The effectiveness of this non-return valve has also been recognised by the Water Research Centre (WRC), which has given its approval: PT/314/0211 to the product following rigorous testing.

Total Flood Protection System
Watertight International's non-return valve is part of the company's range of innovative flood defence products that make up the Watertight International Total Flood Protection System that is designed to make a property totally watertight. The quality and benefits of the whole system is also recognised in awarding the company the Industry Excellence Award, which is bestowed upon those



companies that strive for excellence in both their products and their service.

The total Watertight International flood protection system was launched 18 months ago, following 10 years of development. It came to market with a catalogue of innovative features that ensured that it created a new generation of flood protection products. It is one of few products to have attained the latest British Standard accreditation: PAS 1188 2009.

Leicestershire based, Watertight International's product portfolio consists of flood barriers and a wall sealant as well as the afore-mentioned non-return valve.

The flood barriers fit over windows, doors and air vents to protect these particularly vulnerable parts of a property. These barriers are tailored to fit each property and are pneumatically sealed to ensure a totally watertight fit. When not in place they leave almost no visible sign. The range of available barriers also includes an emergency door to enable entrance or exit from a property once the barriers are in place.

The sealant stops water seeping through the walls, yet still allows them to breathe. The treatment leaves no visible sign of having been applied so it is suitable for all buildings, including those with a conservation order on them.

The products are backed up by a range of top quality services which includes a property survey to assess what is required, the measurement of each aperture in order to tailor the barriers to the correct size and an inspection to locate any surface punctures that need filling before the application of the sealant. Training is also given to ensure that the property owner knows how to fit the system when it is needed.

All of these affordable products are manufactured in the UK using as much recycled material as possible (95%), demonstrating the commitment that Watertight



International has to the environment.

Insurance

Recent reports have suggested that in England alone 5.5 million properties are at risk of flooding. Those living in areas prone to flooding will be all too familiar with how difficult it can be to obtain insurance for their property. However with the Watertight International Total Flood Protection System installed this problem is removed and insurance is available. The system is so effective it blocks every means by which water can enter the property.

Watertight International provides the most effective flood defence systems available on the market based on leading, innovative products. This is backed by support from the Watertight International staff that is second to none, with every member of staff striving for excellence all the time. This commitment to perfection demonstrates all too well why Watertight International Ltd has been awarded our Industry Excellence Award.

For more information on Watertight International and all its products;
Tel: 01858 546810
Email: enquiries@watertightinternational.com
Web: www.watertightinternational.com

Resource, Efficiency & Waste Management Solutions

With recycling and waste management being an integral part of how every business operates, you will find ways to be more efficient, be more effective and save money at RWM in partnership with CIWM.

Here's a taster of what you could find:

- 72 free CPD accredited seminars in six subject-led seminar theatres – view timetables
- 600+ companies including around 120 international exhibitors and specialist pavilions from Korea, Austria, Belgium and Switzerland – see exhibitors
- First class networking opportunities with formal and informal events from CIWM plus two networking lounges from Viridor and Stobart Biomass on the show floor.

Plus:

- Top keynote speaker programme in the Leader's Forum including Lord Digby Jones, Johnathan Porritt OBE, Steve Lee and Lucy Siegle
- Dedicated energy from waste zone
- Innovation Trail – find new, innovative products quickly
- Tailored content for local authorities in the Local Authority Theatre supported by LARAC

- Daily catwalk shows demonstrating the latest in recycled fashion
- Concrete crushing demonstrations from Red Rhino
- Communications Hub featuring debates, seminars and media help from Sauce Consultancy

...and much more! The exhibition also features an outdoor exhibition arena so that visitors could see the latest plant, machinery and equipment in action.

For more information
www.rwmexhibition.com



Reimer Engineering

Having built a solid reputation for the quality of its concrete mixers, Reimer Engineering showcased its latest skills at the RWM Show. At the specific request of a customer, the company fitted one of its Canadian built volumetric concrete mixer batch plant units to a Renault Kerax 8 wheel tipper chassis.



The big advantage of the mobile batching plant is that all the materials are carried separately and not mixed until they reach the site, and then only in the exact quantities that are needed. The various aggregates are therefore kept dry until the water is added once they have been 'conveyed' to the chute where the screw mixer and folder finish the job off.

This makes cleaning the vehicle after each job much less of a chore, allowing for quicker turnaround times.

However, Reimer Engineering does more than build and design the mixers; the firm is constantly working on 'recycling challenges'. For instance, at the request of a customer, the company came up with a mix for a specific application requiring the disposal of 80 tonnes of crushed glass. They are also currently experimenting with the use of incinerator waste. It's no wonder the company motto is – 'Mixing the Past with the Present to Cement the Future'.

Next year the company will celebrate 30 years in the business and already has some novel plans to mark the occasion including the build of a special 30th anniversary mobile batch plant built on a Scania chassis.

Contact details:
Tel: 0208 890 1491
Email: info@mixwiththebest.com
Web: www.mixwiththebest.com

Reimer - for accurate on-site concrete mixing technology



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Highly versatile with large capacity.

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Larger capacity aggregate bins.

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The Home of Christmas Shopping

Indulge in an exceptional Christmas-shopping experience at this boutique event. Whether you're looking for a fabulous interior decoration, a sumptuous gift or a fashion accessory to complete your festive ensemble, you'll be spoilt for choice. With so many pieces you'll rarely find on the high street, the Fair is quite simply the home of Christmas shopping. Gourmet Food and Wine

Discover the most delectable Christmas essentials, from award-winning luxury Christmas pudding, truffles and caviar to



fine wines and Champagne. Meet artisan producers and discover delicious, seasonal delicacies to taste and take home in The Great Taste Awards Theatre.

Fair Features

Whether you are looking for festive inspiration or simply to relax with friends and dine in style, you can do all this and more at the Fair. Enjoy an exceptional dining experience in Mosimann's Winter Restaurant, or pick up invaluable festive tips in the House & Garden Workshop.

For more information
www.spiritofchristmasfair.co.uk

RJB Stone

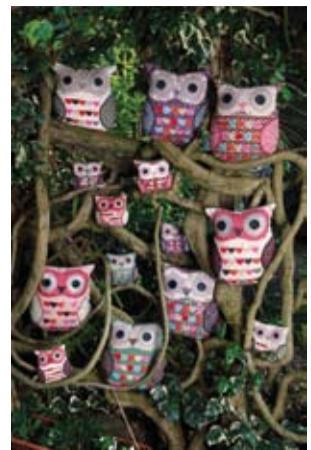
RJB Stone is a wholesale giftware and interiors company based in London offering a wide selection of reasonably priced gifts and decorative products under the trademark Sass and Belle. With in-house specialist designers and a dedicated team, they remain constantly inspired by new ideas. Specialities include children's room decorations, soft furnishings, vintage wirework, lighting, and a huge array of flower and butterfly garlands, very popular as wedding and party decorations.

Their vintage range epitomises tradition and elegance for the modern house and includes wire, ceramics and floral designs to create chic sophistication. This range includes a collection of jewellery holders and hooks, as well as decorations for the home. Their owl collection which uses compliments the vintage range spectacularly and have been a storming success. These

continue to be a best seller with the selection continuing to grow.

Sass and Belle produces a large range of vibrant, colourful items for kids, many of which can be used to brighten any adult space. These items are consistently popular and, with the introduction of the new items every season, will no doubt carry on excelling.

Tel: 0207 346 0100
www.rjbstone.com



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Willow Beauty

With the stresses and fast paced life of the modern age we are all looking for the perfect lotions and potions to treat our skin. Willow Beauty Products specialises in organic beauty products, face care, men's skin care, baby lotions, gifts and presents. With prices ranging from £10 to over £100, there really is a product for everyone.

Willow Beauty Products has recently launched an exciting 'English, Ethical and Effective' range of luxury Organic Rose and Manuka Honey skin care range. The enriching, nourishing, hydrating and gentle cream is everything you want in skin care products. Every day our skin is buffeted by the weather, pollution, stress and aging; boost your skin with these radiant, organic products and give it the detox it desperately needs.

Willow believes that investing in your skin and using highly organic products will leave your skin brighter and softer. This investment will give you long term youthful results, without having to break the bank. Even Men can choose from Willow's comprehensive selection of skin care products, with a line designed especially for male skin.



For more information on all of Willow Beauty Products' lines, and the benefits they will have on your skin contact Tammy on;

Tel: 01590 670483
Email: sales@willowbeautyproducts.co.uk
Web: www.willowbeautyproducts.co.uk

Love Drinks

Love Drinks represents only craft distilled or family owned brands. Just before the Spirit of Christmas we launched two new and exciting products from Hayman's Distillers, the longest serving Gin Distilling family in England. The 1850 Hayman's Reserve Gin, distilled to a recipe from the 1850s, which is then cask rested for 3 to 4 weeks following the tradition of Gin Palace style Gin. Hayman's Miniature Gin Collection was also launched as a perfect gifting option for Christmas or any other occasion for all Gin and cocktail lovers.

We also represent two rums within the portfolio, Goslings Rums, established in Bermuda over 200 years ago is now produced by the 7th generation of the Gosling family, making award winning Rums according to the original family recipe. Ron Barceló is a premium rum from Dominican Republic, the range is award winning and the Imperial was voted Best rum in the world in 2000.



Einstök, our brand new Icelandic craft beer made its debut and included their limited edition Doppelbock ale a delicious toast for the holiday season. Einstök starts its process with the perfect foundation for brewing craft ales: the purest water on earth.

Abelha Cachaça is our delicious organic and ethical cachaça, made with all natural, organic ingredients and created using the most traditional artisan methods; it makes a super tasty Caipirinha which was enjoyed by many at the show.

All products are available from www.lovedrinks.co.uk
Tel/Fax: +44(0)207 501 9630
Mobile: +44(0)7799387052



Spirit of Phoenix

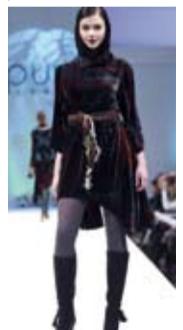
Founded by the eloquently named Ms Bamboo Gardener, Spirit of Phoenix is more than a clothing range; it is a philosophy and way of life. It embraces the mystic culture of silk which cares for you as good as a second skin for your health needs. Their original, timeless, elegant, and unique style of pure, organic, silk garments are designed to offer a specific kind of organic silk culture and frame of mind, and are mostly influenced by natural beauty with an edge; embracing unusual, colourful elegance.



Originating from SuZhou, Silk city, in mainland China, Ms Gardener gained full knowledge of silk by working for the family business before combining her creativity, love of silk, and fashion at University through Design studies. Bamboo Silk Company was created in 2007, followed by Spirit of Phoenix by Bamboo Silk Company Ltd in 2009. In March 2011 a new showroom was opened in Richmond, London.

The true beauty of Silk as a material is its versatility and its healing power. Due to its anti-allergy characteristics it keeps you in good health throughout all seasons. It is also able to simultaneously regulate body heat therefore keeping you cool in summer and warm in winter.

All the garments labelled made by Spirit of Phoenix are handmade, hand dyed with organic colours, hand beaded, hand sewn and hand painted or printed. Each item usually takes 4-6 weeks to complete, and all the elements for pieces are sourced, and the final product made, ethically.



For more information:
Call: 0208 948 6394 / 89402347 **m:** 0044 [0]7969073983
Web: www.silkspiritofphoenix.com
Email: bamboospiritofphoenix@hotmail.com
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Knot Only

Knot Only is an exciting online collection of branded and designer scarves. Scarves are everywhere, and we are passionate about the transformation they make to an otherwise ordinary outfit, regardless of the shape or height of the wearer or the outfit being accessorised a scarf can be found that accentuates anyone, making every ensemble look just that bit more put together.

We have scarves for all tastes and budgets, from basics at just £20.00 to

designer silks at £85.00. Our brand names include favourites such as Avoca, Becksondergaard, Somerville and Earth Squared to up and coming designers Craig Fellows and Charlotte Taylor. Our brand names and styles change with the seasons and trends, and our offer is constantly evolving.

Anne Twist set up Knot Only in 2010 having seen that there was no similar online shop offering this incredibly versatile



product. Many sites feature scarves but often just as an after-thought rather than the main focus, and many at over £100, beyond the reach of most people's budget, others specialising in very cheap scarves for £5 and under. So far we have had a great reaction at events such as Spirit of Christmas and at local charity events, and online sales are growing steadily.

Tel: 01252 716440
www.knotonly.com



Call Centre Expo Review

Call Centre & Customer Management Expo

As Europe's no.1 exhibition and conference for customer contact and customer management solutions, Call Centre & Customer Management Expo is a must attend event for any individual or organisation within the contact centre and customer management industry that is looking to work smarter and operate more efficiently.

With a fantastic range of features to give you a great event experience, this year's Call Centre & Customer Management Expo will help you; source new products and services, learn about new and innovative best practice, all whilst having access to unrivalled networking opportunities.

www.callcentre.co.uk/callcentrexpo



Your WellKom

Positioning itself as the next generation of people management for the new world, designed to meet the challenges of increasing pressure, faster pace, rapid change and growing uncertainty, WellKom is a pioneer of the Wellness Management Community. The WellKom team provides a diverse mix of skills across the Wellness Management formula and has developed strong links over the years and an extensive network with professional associations, and is growing rapidly in both the UK and around the world. A main virtue of WellKom people is that they display their values in the way that they act. Additionally to this, their core strength is their diversity, and they pride themselves in displaying a constant commitment to delivering only the very best.



Wellness Management is designed for a world of work and life which is getting ever faster in pace; growing pressures and higher levels of uncertainty. The goals of Wellness Management are to enable organisations, teams and individuals to sustain higher levels of performance as well as for individuals to enjoy life even more. The benefits of Wellness Management can begin within hours and be sustainable for years, and are attainable for all types and sizes of organisations. The principles of Wellness Management are about balancing employer and employee responsibilities with positive language; a proactive not reactive approach; self enablement and employee, not expert led



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Web: www.wellkom.co.uk

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Syntec provides integrated, network & cloud-based telephony solutions and leading-edge software development, backed by personal service.

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Sales contact: Danny Cresswell, 020 7741 2007 or dc@syntec.co.uk

Company of the Month - Education

The English Team

It is with great pleasure that Tradex News dedicates its prestigious and highly sought after 'Company of the Month' feature to The English Team. This is due to their enthusiasm and commitment in delivering a vast array of educational resources that enhance learning capabilities across the Primary English curriculum.

The core belief of The English Team is that children need exciting learning opportunities in order to attain and raise standards, and wish to help enhance teachers' development of primary school children's literacy and language skills. They also aim to extend teachers' understanding and knowledge of how to engage children in reading, writing, speaking and listening to add to their skill set. They do this by offering the following services plus many more:



committed to improving children's literacy skills. Our main clients are primary schools, although in the past we have been approached by some secondary special schools. We may be commissioned by a school or cluster that has had particular issues with reading, comprehension, spelling, grammar or an aspect with children's writing."



One of the main drawing points of The English Team is the bespoke service that is offered. They engage very specifically with the required bespoke needs of the school(s) involved, rather than simply providing a standard package of ready made options for all schools. They will work to any brief that is essential to each school and will ensure that an appropriate learning package is put together that will assist in enhancing the learning experience for every child/teacher concerned on an individual basis.



The most innovative learning platform by The English Team is the Play-talk-think-write® (PTTW) approach to story writing. Each box contains a variety of figures, a story outline and character cards, all of which provide personality traits for each character. The PTTW boxes are



based on research into story, thinking, listening and talking skills and are aimed at ages ranging between 4-11 years of age.

The packages and accompanying Play-plans have been created as part of an initiative to improve creative, play-based approaches to learning which can, and do, raise standards. This has become apparent within children's discussions and indications of clear improvement in quality and motivation is evident across the board.

Georgina added, "Schools have been using our packages for several years and all report greater enthusiasm and commitment from their children. The schools have even produced examples of the children's work that illustrates the improvements, all produced independently by children as young as five years old."

"We are now keen to expand our services across the UK and are taking a serious look into the possibility of providing bespoke learning platforms for English-speaking countries further afield."

For more information about The English Team and their products please call 0151 327 8650 or simply visit www.theenglishteam.com

The possibilities are endless with high quality resin bound paving



SureSet was established in March 1997 and since then has become one of the UK's leaders in the manufacture, supply and installation of permeable resin bound paving. Their company ethic is simple. "We aim to deliver the finest quality solutions to our customers by providing the highest quality products combined with an exceptional service", Joe Berkem explains.



The Sutton Veny, Wiltshire based company offer a vast selection of materials including natural aggregates, marbles and recycled glass that is available in virtually any colour. The materials sourced and used by SureSet can be used for a host of applications including standard driveways to complex projects that incorporate intricate designs.



The company, that works closely with landscape architects, specifiers and surfacing contractors, have recently launched their new product Fusion. This is the all-new innovative paving product that gives the customer limitless freedom when selecting an ideal colour combination. Fusion enables the client to choose any mixture of products to be blended together to give the design a truly unique dimension. It has been labelled as being 'perfect for architects and designers' as they can bring even the most complex designs to life.

SureSet also supply a variety of DIY



kits which are ideal for several applications such as pathways and patios, to pond surrounds and roof terraces. They are supplied in convenient 1/2m² packs which contain full instructions and are available in a wide range of aggregates, sizes and colours.

As there has been a recent rise in inferior resin bound aggregate systems, SureSet would like to raise awareness to this. An increasing number of companies in the market seem to be supplying low quality systems in order to cut costs and make installation easier. They are then able to provide these systems for a much lower price, operating at tiny margins. The result of this is a short term, undesirable finish. But with SureSet it's completely the opposite, Joe Berkem said, "We offer a range of benefits. Firstly, unlike many of our competitors our main focus is in resin bound paving alone. This means we focus all of our attention and specialist knowledge



to provide the highest quality product and service. This enables us to provide excellent technical advice and gives us the ability to work closely with the customer to deliver a fully customisable product design service. This is demonstrated by our product guarantee of 15 years, which is five years longer than fellow competitors."

For more information about SureSet please call 01985 841180 or visit www.sureset.co.uk



Attendance at Top Drawer soars!

Clarion Events is delighted to announce retailer attendance at the October 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

top drawer
London

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

before been seen at a major UK 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

Sara Page Design

A passion for painting and sewing, cooking and socialising and all the fabulous textures around the home has long since inspired the work of freelance designer Sara Page. After 5 years of working for herself, and lecturing at Midlands universities such as Birmingham City and De Montford, Sara took her creativity to another level and launched her own design company.



Sara Page design, named as one of the Top Twenty Exhibitors at the recent Top Drawer trade show, showcases the best of her talents. Combining hand drawn and hand sewn pieces with CAD; Sara's unique creations

are perfect for livening up any kitchen table, shelves and living room.

You can choose from three collections - 'mugs', 'table', 'shelf' - all featuring stunning, watercolour designs; the perfect combination of brush stroke designs, bright colours, and intricate patterns make Sara's creations the perfect gift for a loved one, or payday treat to spruce up your home.

With Sara Page design you can make tea time more interesting with cute teapots and mugs; jazz up your fruit bowl with some brightly coloured dishes; and keep your beloved books in order with unique bookends. With Sara Page there really is a treat for everyone.

Tel: 07709 219 133
Email: enquiries@sarapagedesign.co.uk
Web: www.sarapagedesign.co.uk



Krukker Ceramics

Raku fired ceramics by Rob Whelpton. These are decorated using inscribed images of people, fish, boats and animals. These are then coloured using slips and biscuit fired.

After the initial firing areas to turn black are waxed out and other colours applied in layers using metallic salts and underglazes. When the glaze has melted the pots are taken out of the kiln and immersed in sawdust which produces the blackened areas and



lustrous glaze effects. Once the pots are cleaned gold leaf is applied.

Vicky Whelpton makes brightly coloured earthenware jugs, cups and bowls. These are finely thrown and decorated with coloured glazes applied using sponges .

Tel: 01985219577



Monica Boxley

Monica Boxley is a well renowned London-based jewellery and leather designer. Monica's introduction into the industry came via a combination of her mother Marianne and her love for the style of the 1950s and 60s.

After years of training as a jeweller, she brought her passion for 50s colour and graphics into her collections. All of the jewellery collections are designed and manufactured by Monica herself from the comfort of her studio in Twickenham. Monica has a specific way of portraying her ideas; the pieces begin and end in a 3D format. She physically pulls, pushes and reworks the materials, by hand, until the master design is completed.



The leather accessories are also created in a similar way, working with the material directly from the outset and never drawing out detailed designs. One of Monica's most popular and influential ranges is the Marianne Collection, inspired by her mother. Whilst reminiscing over an old photograph Monica was hit by a nostalgic urge to recreate the stunning trend of what she saw in the picture, and that is when this modern and colourful take on the 50s and 60s was reborn.

Beyond her inspirations and design methods, lies a wonderful energy and passion that Monica passes onto her work. She is extremely enthusiastic about the art and style of her childhood era and is excited to bring it to her customers.

For more information:
Tel: 0208 744 0042
Mobile: 07887677332
Web: www.monicaboxley.co.uk

The Sleep Event - Top Five Exhibitors



europe

Business Design Centre, London
23-24 November 2011

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The Sleep Event Europe fuses inspiration, innovation and opportunities for the design, development and architecture of hotels across the globe.

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over 150 exhibitors on all levels of the Business Design Centre. The hand-picked exhibitors showcased luxury bathrooms, creative lighting, bespoke furniture and innovative technology that met the high-end designs of your hotel projects.

www.thesleepevent.com

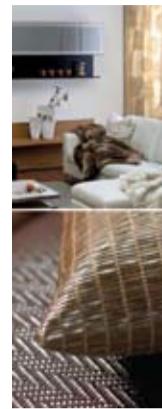
Bancroft Soft Furnishings

As a long standing and well respected supplier to the soft furnishings trade, Bancroft Soft Furnishings has developed an extensive network of trusted partners, enabling us to offer our customers consistently high levels of quality service and product innovation.

Quality products are of paramount importance and our Quality Control department ensures technical requirements are constantly achieved.

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Our contract fabrics consist of a wide selection of inherently flame retardant jacquards, decorative blackouts, dim-outs, velvets, real and faux leathers, linings, and our exclusive transfer prints suitable for drapery, bedding and upholstery applications.

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Faucets

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Alexander James International

The Alexander James group was formed in 1995, specialising in the designing and out-fitting of luxury residential marketing suites for individual developers in and around London.

Over the last 15 years the group has grown to include a private residential division, providing high net worth clients with a bespoke interior design service for both new build and refurbished properties in some of the UK's most sought after locations.



Along the way the group has built up a large purchasing and warehousing operation which alongside close relations with manufacturers and suppliers allows them to provide their clients with an efficient and well organised service.

In 2010 Alexander James International was formed as a foil to

the residential and mainly UK centred works historically carried out by the group.

The idea behind the new venture was to take an established group of experienced designers with an international hospitality pedigree and combined with the well honed skills of the luxury residential studio offer clients the best of both worlds internationally.

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How Lane Farm, White Waltham, Berkshire SL6 3JP
T: +44(0)1189320828 F: +44(0)1189320886

Robinson Packaging

The famous Dutch brand, Honig, now owned by H J Heinz, has selected Robinson Packaging Innovation to design, develop and manufacture, its new Foodservice Pack for powered soup and stocks.

The new 1.5 litre bespoke container and lid, both injection moulded in PP, were launched in the Continental European market in October, Heinz Marketing and Packaging Development

Teams worked closely with Robinson's Designers to produce a concept that was aesthetically pleasing, providing something different to 'point-of-sale', and gave an added value to the consumer.

The new pack incorporates Honig branding; a special grip for additional strength and improved handling and a custom-design tamper evident closure. A key requirement from Honig was that the pack should be robust enough, with a good reseal, so that it could have a secondary use as a storage container in busy commercial kitchens.



The new Foodservice pack is manufactured at Robinson Packaging's BRC Approved site in Kirkby in Ashfield, near Nottingham. Commenting on the pack, Marcel Keunehof, Packaging Technologist for Heinz BV said, "Honig are delighted with the look of the new pack, and I have been particularly impressed by Robinson's concept design and model making capabilities, all of which have been applied to great effect on this project."

**For information call
07825892296**

Revolutionary New S.U.P. Design from Arlington Packaging

Liquids handling specialist Arlington Packaging introduces the first ever twin gusset 1000 – 6,000ml Stand Up Pouch range. The 'Eco-Flex 5000', 5ltr product has been designed specifically as an eco friendly alternative to traditional rigid 5ltr containers. Eco-Flex is available with a wide range of closures making it suitable for many liquid food and industrial products including emulsions, syrups, gels, coatings etc. achieving exceptional product yield rates both with

free pour and airless dosing applications. Unlike other SUP's, Eco-Flex is made from tough product specific films, whose filled form gives good stability, stacking and pouring capabilities. Available either pre-printed or over-labelled the Arlington Eco-Flex provides a good bill-boarding platform when used as a retail package. Containing over 65% less plastic than a traditional jerry can the Eco-Flex has a lower total lifecycle cost than its competitors and represents a significant reduction in packaging waste.

Eco-Flex is also ideal for retail distribution of concentrated products where they can be mixed, and used from the packaging pouch without the danger of cross container contamination. This reduction in weight and volume represents the potential for significant savings throughout the supply chain.

**Tel: 01672 563723
Email: info@arlingtonpackaging.com
www.eco-flex.co.uk**



Printers focus on cost control

Markem-Imaje presents its latest liquid inkjet and thermal transfer coders. These include the 9232 inkjet printer, which delivers quality date codes, logos, alphanumeric text, 1D and 2D barcodes, and other product and traceability information at speeds up to 6.6 metres a second.

A maximum font height of 32 dots 'means

excellent print quality', and an optional ultra-rapid print mode is available for extremely high-speed applications. A new, patented user interface 'makes the operator's life much easier'. There's a colour touch screen to speed and facilitate set-up, 'clearly displaying real-time data about machine status, ink usage, and maintenance procedures'. Designed for market-leading reliability and



uptime, the 9232 – made from 80% recyclable materials – also claims impressive environmental credentials.

Also new is Markem-Imaje's SmartDate X40

thermal transfer coder. This 'delivers more customer value through tangible, measurable reductions in the cost of ownership, and improved sustainability'. The SmartDate X40 is reported 'ideal for printing large amounts of complex information on flexible packaging films at high speeds'.

**Tel: 0161 333 8555
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Web: www.markem-imaje.co.uk**

Care News

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**Mob: 07947111001
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The Care Show

The Care Show Birmingham is the largest display of care home products and services in the UK.

The Care Shows are designed to provide education, products and services for those owning, or running any organisation responsible for the care of older people.



This includes proprietors, directors and managers of care homes, nursing homes, domiciliary care agencies, sheltered accommodation, learning disability homes, local authorities, specialist care units and private hospitals.

Students are not allowed entry to the care show. Children under 16 are permitted entry to care show 2012 by prior arrangement from UBM only.

"This show hits the nail on the head in covering vital strategic issues that impact directly on the care home sector - issues that make your business succeed. There were some excellent topical seminars taking place covering the Government Green Paper and the Care Quality Commission. We have made a strategic decision to open a dementia unit within our homes and this show has provided important fundamental groundwork in setting this up. It enables you to meet key people and find out about centres of excellence."

I've come down from Jersey and been very impressed with what I've seen...I've found the seminars and panel debates good for establishing contacts."

www.careshow.co.uk

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And The Winner Is Activeion Europe

Activeion Europe has scooped yet another European award for its chemical-free cleaning technology. Since the ionator EXP, Europe's first handheld tap-ioniser was launched, it has won ten significant awards, and has gained an HACCP certificate as a tool recommended for use in food facilities, as part of a food hygiene programme. Most recently, the Activeion technology has emerged as the clear winner in the Building and Facilities News Excellence Award for 2011 in the Cleaning Products category.



"Activeion is pleased and proud to have gained this award," said Andre G. Krell, general manager of Activeion Europe. "The UK facilities management and building services contractor market is one of our fastest growing areas of business. This recognition reinforces our position as a company supplying value-added solutions for cleaning in the UK commercial market."

Tel: 004122 5330030

WRAS approved UV system



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

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

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

Tel: 01787 370187

Life is too short for matching socks

It is with great delight that Tradex News dedicates the exclusive 'Company of the Month' profile to Solmate Socks UK.

No matter how hard you try to keep track of them, some socks just have a mysterious way of going missing, leaving you with a pile of dispirited, sorry looking, 'odd' socks. Solmate Socks saves you that hassle and heartache of losing the treasured half of a pair by supplying socks that are already mismatched, and just as importantly, are as fun to look at as they are comfortable to wear.



Solmate Socks designs and supervises the manufacturing of mismatched socks, knitted with recycled cotton yarn. Their range of multi-patterned and colourful mismatched socks is suitable for children, adults, and now babies. Providing a little something fun for your feet whether you wear them all day at work, save them for snuggling up on the couch at the end of the day or use them to help keep feet warm at night, a pair of Solmate Socks is a unique gift that brings a cheerful smile to the wearer. They also carry hats and scarves.

Solmate Socks was started in 2000 in Vermont, America by Marianne Wakerlin. In 2010, she founded the UK Company, Solmate Socks UK,

which has grown impressively in the short time it has been in England. Having a fulfilment centre near Portsmouth ensures Solmate Socks is now able to warehouse and ship socks to customers in the UK as well as all over Europe. All shipments originate in England meaning easy ordering options, fast dispatch, cheaper postal options, the ability to pay in pounds, as well as the expected quality guarantee.

Solmate Socks is incredibly passionate about recycling; it is not only incorporated in their products but is also a big part of their ethical way of working. All the socks are made using recycled and repurposed cotton, making them both eco-friendly and energy efficient. Solmate Socks also operates a zero waste policy, meaning all the scraps from manufacturing are used for producing other products, for instance the hats are made from sock overages, and outside companies take any excess waste to reuse. This is a direction that comes all the way from the top- the office in the USA is powered by solar panels.



Whilst Solmate Socks are available to purchase from a number of small outlets all over the country, the majority of their sales are



generated through the various trade shows they do each year. At each show they debut new product colour and designs. Orders can also be made, either at the show itself or by contacting a sales person who will advise, arrange payment, and contact the warehouse with the order. All orders are sent via FedEx with only 2-3 days turnaround. Afterwards, orders are followed up, and any concerns dealt with promptly. Customers receive regular information and updates regarding new styles and upcoming show information.

Integral to the success of Solmate Socks UK is head of sales, Sally Hallowell Carew. Marianne describes Sally as the "key person who has made it possible to do business here." Adding, "She is able to speak directly to the customers, help them with their orders and follow up on whatever they need".

Solmate Socks are designing and adding new colour sequences and products to the collection all the time. With the plan for the upcoming year being to continue growth and expansion in the UK and in Europe, members of Solmate Socks UK will be too busy to co-ordinate their own sock wear, but as they say, "life is too short for matching socks". That's certainly no concern when you have the option of these fun and beautiful designs.

For more information on Solmate Socks or to place an order please don't hesitate to contact Sally yourself on 0777 143 8288 or at sally@socklady.co.uk

Company of the Month - Food and Drink

Farmhouse cheese truckles

Tradex News is particularly proud to dedicate the prestigious and highly impressive 'Company of the Month' profile to The Trickle Cheese Company. Since their establishment in 2007, they have become one of the UK's leaders in the supply and manufacture of a selection of wonderfully crafted cheeses, marmalades and terrines.



The Cambridge based company produce an assortment of stunning cheeses in truckle form, which

include the ever popular Vintage Mature Cheddar, creamy Blue Stilton and the award winning Oak Smoked Cheddar. The main role of the company is attending various exhibitions across the country, where they sell and, more importantly, promote their products. Sally Callum-Holman commented, "We feel that our service is second to none and believe that attending exhibitions to showcase our products is a real strength of our business."

2011 saw the launch and the widely anticipated and revolutionary Revelation Cheddar, this is a very old fashioned way of eating Cheddar with dark chocolate and we have blended our mature cheddar and dark chocolate curls. Sally said, "This eccentric and innovative cheese has been a huge hit with our customers, not only in the UK but with export also around the world, we have shipped to Australia and Switzerland (where our chocolate curls are produced) to name but a few. We are so confident with this product that we have even produced it in a 2kg and 4kg size."

More recently, the Trickle Cheese Company has added a tri-pack of traditional Bretagne pate terrines and an original Onion Marmalade. Both items have

been big sellers amongst customers but the Onion Marmalade in particular has grabbed all the plaudits and gained its second Gold Great Taste Award – You must try it, it really speaks for itself!

2012 is set to be a massive year for The Trickle Cheese Company as they look to set to hit the market with a new selection of magnificent cheeses. They are continually experimenting and creating new lines which they feel are exclusive and would benefit the industry. Sally added, "We are very positive that we can keep the business on the front-foot and have Richard in the process of creating two new products, which we plan to release this year, so watch this



space."

The Trickle Cheese Company attend up to 80 exhibitions each year, so if you are interested and want to know more please don't hesitate to contact us:

Tel: 01223 234 740
Visit: www.tricklecheese.co.uk
Email: sally@tricklecheese.co.uk



Company of the Month - Air Technologies

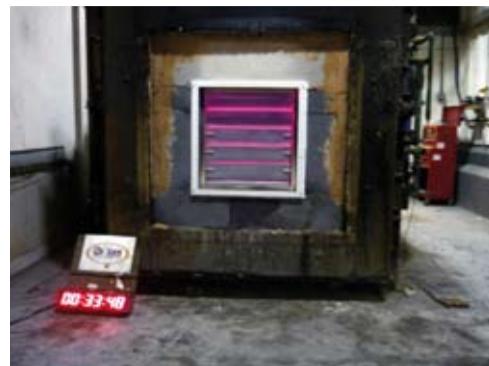
Protect your business with a helping hand from AFP Air Technologies

Tradex News is thrilled to dedicate the widely respected and industry recognised 'Company of the Month' feature to AFP Air Technologies. We have chosen to celebrate AFP's industry leading approach to business; providing its clients with tested, high quality solutions, next day service at extremely competitive prices.

AFP Air Technologies is the UK's leading designer and manufacturer of Pressure and Blast Venting Systems. The company also supplies fire dampers, gas and smoke extract systems through the fire protection market, for use in commercial premises worldwide. Renowned for its expert levels of technical support and innovative designs, AFP ensures its customers receive only the most technically sound products and knowledge to install them correctly.

With over 20 years' experience within the fire protection market,

company founder Paul Coxon is the authority on fire protection systems; his knowledge has ensured that AFP's products are the most efficient, and cost effective, on the market. With the help of the UK Building Research Establishment (BRE), AFP is the only company to



have carried out comprehensive third party testing, giving the company a massive market advantage. Since its inception in 2003, AFP has remained true to its philosophy of providing high quality products at a competitive price with a first class customer service.

AFP Air Technologies is delighted to announce the launch of a brand new range of acoustic louvers, for use with their products which reduce the noise level between protected risks and other parts of a building or environment. Such areas include Business critical, high value risks, for example Computer Rooms, Hosting Centres Archive stores and museums.

These new innovations are just a further of its already comprehensive product portfolio. In recent time, AFP, at the request of some of their customers has set up an installations division offering full design and installation of its product. This is developing well and has been received with enthusiasm. The Kent based company



Olympic Projects and many more high profile locations. The ISO9001 accredited company also provides seminars on Pressure Venting and is working with the industry on developing new testing protocols and standards for our products and markets illustrating our commitment to the safe development of this market.



AFP works closely with businesses in the fire protection market, with market leading companies and has provided products to Buckingham Palace, The Palace of Westminster, The Shard Project, The



is committed to being proactively in developing products and services within its specialist field, as Paul Coxon explains; "We are always looking at our market and developing new products and services for our customers. We are working hard on our export markets and will be bringing to market some innovative environmental products over the next 12 to 18 months."

In 2011 alone, AFP has exhibited at numerous trade shows, both in the UK and abroad. The company showcased its innovative products at the International FireX show at the NEC, Megabuild in Turkey and two small local shows in France and Australia. The company was delighted with the phenomenal response received at all these shows, and made excellent market progress in these locations.

Tel: 01732 746611

Email: paul@afpairtech.co.uk

Web: www.afpairtech.co.uk



Company of the Month - Designer Shoe Collection

1921 Shoes

It is with great honour that Tradex News would like to dedicate one of our highly prestigious and industry renowned 'Company of the Month' profiles to 1921 Shoes. Founded and owned by Pam Sparrow, this is in recognition of their quality range of ultra-fashionable, contemporary-styled shoes.

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 let's face it, women can never have 'too many' shoes. If you're on the look out for some fancy new footwear, you need 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 away; 1921 Shoes really do have a pair for every woman, and every day.

The stylish designs are made with top quality materials of leather uppers and inners, with man made soles. All the designs are unique to 1921 and are available in all sizes from 3 to 9 UK size. All 1921 shoes have no minimum order on sales. And with prices starting at £30, there really is no excuse to forgo the plod of the high street, log onto 1921 Shoes, and step out in style with your new, favourite shoe brand.

New shoes are being added to the label all the time and followers on Twitter can be informed of new designs in

advance as well as be able to see the season's forthcoming fashion trends. In addition to the new lines, Pam is designing all the time and can do bespoke one off designs to the clients' specifications. She welcomes new ideas from customers and is always looking to push the brand and the fashion as far as she can. Future plans for the brand include plans to grow the sizes available from 9 upwards.

**For more information and sales enquiries please call
07815 795 981
Email: pam@1921shoes.co.uk
Web: www.1921shoes.co.uk**



The complete, professional, competitive and pro-active service

It is with great pleasure that we at Tradex News dedicate our prestigious and highly sought after 'Company of the Month' feature to Beat Concepts Ltd, for their hard work and determination in providing a range of innovative products coupled with an excellent customer orientated service.

Beat Concepts was established in 2008 and since then has become one of the UK's leading specialists in the design, manufacture, import and distribution of clothing, uniforms, bags, chefs clothing, hats and trousers along with fitness accessories including water bottles, towels and padlocks.

The extensive list of equipment also includes: High visibility jackets, track pants & t-shirts, training gloves, headphones, men's work trousers & shirts, women's t-shirts & 3/4 trousers and their all new Fit&Dry Towel. This innovative product is the latest 100% pre-washed cotton towel available in the fitness industry and is accessible in a variety of gyms/clubs across the country for a bargain retail price of £24.

One element that separates them from other competitors on



the market is their ability to offer a tailored personal service which matches and enhances the quality of their products. The Beat in-house design team will produce a variety of sketches and design boards showcasing their initial concepts, which will then be amended to reflect the clients' bespoke idea and brand. Once the client has approved the design the consultant will present a range of suitable fabrics, colours and trims before proceeding to production.

The service offered by Beat Concepts comes fully equipped with full management from original drawings through to sampling and production, therefore building close relationships with their clients and this is something they take huge pride in. Kate Feldman said, "Our Company is pro-active, creative, highly experienced and remarkably competitive, and we aim to building long lasting relationships with our customers in order to give them the best possible service available."

Kate added, "At the moment we are probably the most experienced and design led uniform supplier, as well as the largest fitness uniform supplier in the whole of the UK, but we are always looking to improve."

"We are continually increasing our client base and strive to offer the best service possible. We currently supply some of the country's top fitness clubs including Fitness First, LA Fitness and Nuffield Health, as well as other high profile clients such as Ocado, Giraffe, PGL, Mark Warner amongst many, and are looking to add to our already existing high-end portfolio of products and clients."



Beat Concepts would love the opportunity to discuss your company's requirements, so if you are interested please call 0208 206 2299 or visit www.beatconcepts.co.uk or www.fitanddry.com

Company of the Month - Unique Tableware

Table mats with a difference

Tradex News is extremely pleased to dedicate the widely respected and industry recognised 'Company of the Month' feature to GiGi Designs. A truly family run business, GiGi Designs may only be a fledgling company but is already displaying entrepreneurial spirit and drive coupled with creativity and flair.



that protects the image is 2mm thick and has such a shine and depth it looks unlike anything you will have seen before. With truly inspirational designs - they are a far cry from traditional mats and will complement any table.

A table mat from GiGi Designs is guaranteed to add colour, vibrancy and drama to any dinner table or dinner party. You will find a design to suit any and every taste. The products, all designed in-house, are not only beautiful and durable, but affordable too; your home has no excuse to be without. In addition to this GiGi Designs boasts an extensive, and ever growing, array of kitsch and quirky designs ranging from colourful patterns to slogan pieces.

Originally established fifteen years ago by Julia Powell and her mother, GiGi Designs was put on hold for a few years while Julia helped her father run his business. In July 2011, Julia picked up GiGi Designs where she left it. With over 30 year's experience in the plastics industry, you know that the table mats and coasters are only the highest quality, as well as being eye catching and unique. Julia commented;



"After spending a long time searching for table mats that were different to the usual hunting scenes and the cheap looking melamine, we decided that original, fun & colourful table mats clearly did not exist! If you go to a lot of trouble creating a beautiful home as so many of us do these days, why settle for such a limited table mat in terms of appeal & quality? We have always had a passion for interiors & design so we decided that with there being a gap in the market, we would develop something to knock your socks off."

Sold in boxed sets of 4, each GiGi Designs product is packaged beautifully, making for a perfect gift. The products are



easily stored too – simply pop them in to your bookcase or drawer to keep them safe.

Julia is delighted to announce that February 2012 sees the launch of not only a brand new website, but also a collection of new products including beautifully designed trays & tea towels. These provide the perfect accompaniment to the current selection of products and are a must have for any home.

For more information and to view these beautiful designs for yourself contact Julia Powell on 01903866470 or email info@gigi-designs.co.uk. You can also visit the website www.gigi-designs.co.uk.

You can now follow GiGi Designs on Facebook & Twitter for the latest news & updates.

Company of the Month

You can have your cake, and smell it too!

Tradex News is extremely proud to dedicate the industry recognised and widely respected 'Company of the Month' feature to Bake Boutique Candles. The family run business has displayed an entrepreneurial drive and commitment to a new and exciting idea; unlike anything else on the market, Bake Boutique Candles will fill your home with scents that taste good enough to eat. Prepare to break all those New Years Resolutions...

After a trip to New York sparked a business idea, Leanne Jones searched high and low for an exciting and unique twist on the infamous cupcake shop. Working with her uncle and her boyfriend, Leanne was inspired by an article in Vogue magazine on the revival of the cupcake. This now trendy treat was filling high streets and the trio wanted to develop a business combining gifts and cakes. After discovering that, on average, people spend £1million a day on home fragrance, Bake Boutique Candles was born.



This classic bakery with a modern twist brings the scents and flavours of a traditional American style bakery into your home – without the calorie count. With five taste-bud tingling scents to choose from, there's a candle for every home. The traditional Vanilla Cupcake with Sprinkles candle contains sweet vanilla top notes with soft



powdery jasmine in the heart and creamy woody musky notes in the soul. Almond Coffee Cake fills your home with top notes of coconut and chocolate smoothly dry to a coffee and almond heart with sweet rum and vanilla creamy notes in the soul.

If you have more of a sweet tooth, the Chocolate Honeycomb Brownie candle will really whet your appetite, with a top note of golden caramel with powdery rose and heliotrope in the heart blending to warm soul notes of rich coco beans and creamy vanilla. The delicious-sounding Red Velvet Slice contains top fruity notes of juicy cherries and raspberries with a heart filled blend of almonds, marzipan and floral notes; the soul is musky sweet vanilla.

Finally, festive favourite Cinnamon Gingerbread Man contains top notes of spicy warm cinnamon and nutmeg cool to a hint of clove and sweet floral notes within the heart, subtle blending to the woody warm balsamic creamy notes of soul. And if you feel yourself getting peckish, the website has the recipes so you can make the cakes for yourself.

With seasonal scents, Bake Boutique Candles is loved by everyone; both women and men buying for the ladies in their lives have snapped up these candles that are good enough to eat. Despite only starting life in 2011, Bake Boutique Candles has grown from strength to strength and is already cementing growth and development plans for 2012 and beyond. Leanne says;



"With never ending scent opportunities, Bake Boutique can only go onwards and upwards. Myself and my team have plenty of ideas and are looking forward to growing and expanding."

For more information contact Leanne on 07931233257, visit www.bakeboutiquecandles.com or email info@bakeboutiquecandles.com

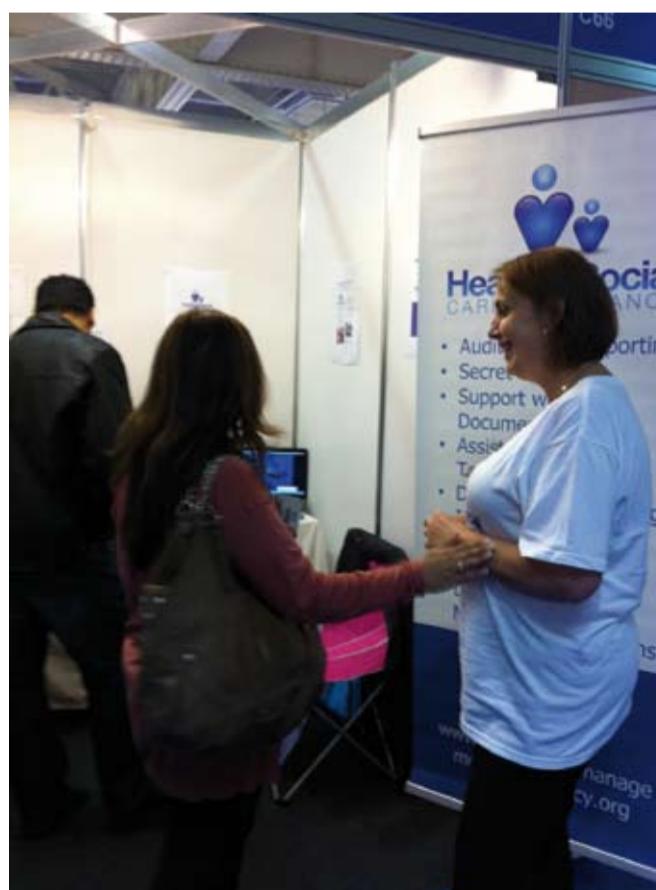
Company of the Month - Health and Social Care

Compliance Management Consultancy-informed choices

Tradex News is extremely pleased to dedicate the prestigious and widely recognised 'Company of the Month' profile to Compliance Management Consultancy Ltd. This accolade, highly respected within the industry, is a celebration of the team's hard work and dedication to providing its clients in the Health and Social Care sector with the greatest level of support for any occasion and situation.

Compliance Management Consultancy has its registered offices in Chelmsford, but the flexibility of its staff ensures they provide services throughout the whole of the UK. The company was established last year, although the directors have been working together as consultants since 2009. Compliance Management Consultancy Ltd, trading as Health and Social Care Compliance, was borne from a desire of the directors to provide excellent quality information and support for providers and staff of regulated health and care facilities who may struggle for one reason or another with the regulatory system or the day to day running of their organisations. They are able to support companies in all processes and structures, all the way from short-term one-off activities to complete long-term projects, from small and medium-sized businesses right up to large corporations.

Compliance Management Consultancy Ltd has a reputation for quality, integrity and innovation resulting from many years of building relationships with their clients based on trust and mutual respect. Their collaborative, fresh and determined approach enables them to provide valuable strategic insights and direction to find the best solutions to even the most complex problems. The company's mission is "to help providers find solutions to providing care and support, ensuring that people are enabled to make informed choices to improve and enhance their lives".



Added to this all the foundations of their support and advice for their clients are built on the principles of independence, objectivity, expertise and confidentiality.

The services that Compliance Management Consultancy provide are wide-ranging and comprehensive. Services they offer include, support during change and crisis management, support working with local authorities, support with provider compliance assessments, auditing, investigating complaints, review of reports, supporting the process of Sponsorship abroad, amongst many others. They also have a wealth of experience in all matters relating to the Care Quality Commission.

Compliance Management Consultancy has recently implemented new audit tools in line with the essential standards of quality and safety. This is indicative of the direction the company wishes to maintain in the future, wherein they are currently working on developing new satisfaction survey tools to assist providers in measuring quality assurance, hence evidencing how they are meeting the essential standards of quality and safety, further enhancing the service they provide

Compliance Management Consultancy recently attended the Care Show 2011 in Olympia, the first show of its kind it had attended. After being overwhelmed with the feedback received, the company are looking forward to having a stand at the next Care Show in Bournemouth, occurring in March this year.

For more information, and to find out what Compliance Management Consultancy can do to assist your company, please call 07707038230 Web: www.compliancemanagementconsultancy.org

Simplicity . Durability . Reliability

It is with great pleasure that Tradex News dedicate the prestigious and highly impressive 'Company of the Month' feature to Leisure Lines. This is due to their outstanding range of high quality gym equipment coupled with an excellent customer orientated service.

Leisure Lines was established in 1996 and since then has become well recognised within the commercial gym industry. Their main role lies within the design & manufacture of gym equipment which includes multi-gyms, cardio vascular, free weights, strength stations and many other gym requirements.



The Hinckley, Leicestershire based company's latest available product is the Powerbag® range. The Powerbags soft weight system is one of the most pioneering and adaptable fitness tools on the market. They are used by top athletes and sports personalities all over the world.

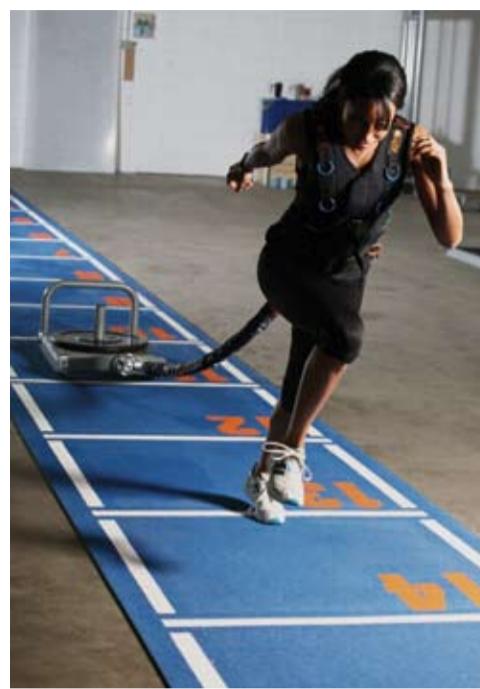
Co-Founder Rob Coleman said, "As well as world athletes using this amazing training product, it is also



extensively used throughout the tri-services and we have recently managed to secure a new contract with them."

The three-year contract with the Army Recruiting & Training Division is to supply and maintain PSSR bespoke Powerbags® and test/lifting platforms that are suitable storage for Powerbags®. The equipment is set to be installed across 17 national testing sites.

Rob added, "The main change to the PSSR process



is to remove the number of predictive tests and replace them with specific Representative Military Tasks which will involve lifting specially designed Powerbags® of six different weights onto a platform of 1.45m high."

"We designed all the equipment solutions to meet these requirements and combined with our integrity, loyalty and fair negotiation we successfully landed this prestigious contract."

Another aspect of Leisure Lines is their 3D space design and visualisation service. Over the years they have created 100's of specially designed floor plans and equipment specifications for a range of clubs, hotels, military, police & fire stations along with several professional sports facilities.

"We have recently designed a top quality bespoke weight lifting area and indoor sprint track for world football Giants Manchester United. This involved us taking everything into account."

"Before committing to purchase, equipment space consideration is essential in order to create a successful workout space", said Rob.



Leisure Lines take huge pride in offering short lead times and are extremely flexible in their approach to all jobs, something that cannot be said of larger companies in the industry. They are hoping to expand their already extensive product range and are also taking a serious look into the possibly of developing a specialist training academy sometime in the near future.

For more information about Leisure Lines please call 01455638691 or visit www.leisurelinesgb.co.uk

Company of the Month - Extreme Roadshows

GO extreme!

Tradex News is particularly proud to present the prestigious and highly impressive 'Company of the Month' feature to Extreme Wheels Roadshows. This notable accolade is awarded to the business that has shown the most dedication and enthusiasm when delivering a variety of grass roots extreme and action sports activities.

Extreme Wheels Roadshows was established in 2000 and over the years has developed a strong reputation in delivering bespoke grass root extreme and action sports activities throughout the country, for a vast array of both commercial and local authorities. These activities include body zorbs, master-blaster laser tag, whacky Olympics, mobile climbing wall, power kiting, BMX racing, KMX karting, trail riding and mobile skate parks.

The organisation provides a tailored hire service that is guaranteed to be a show stopping event. Extreme Wheels is a self financing project owned by Bolsover District Council and is willing to travel anywhere across the country in order to supply a range of events, working in partnerships with other organisations or simply a one-off.



Extreme Wheels Roadshows also have the capability to deliver expert advice and assistance when deciding on what event/activity to hold at each occasion along with help on health and safety, risk assessment and event management. The highly dedicated team at Extreme Wheels have a personal interest in each activity, from competing to instructing, and are appropriately qualified instructors to run each



activity. They also have full enhanced CRB clearance and hold first aid qualifications.

Now in their 12th year of operation, the Derbyshire based organisation are looking to expand their already impressive portfolio of activities. Jonathan Tipton of Extreme Wheels commented, "We are looking to move more into the commercial sector and are currently in the process of creating some branding opportunities with major brands that appeal to young people. Our overall aim is to push Extreme Wheels into a brand name and bring our fun activities to young people."

**For more information please don't hesitate to:
Tel: 01246 593 059
Visit: www.bolsover.gov.uk/extreme-wheels**

Company of the Year 2011/2012

LAND - Supporting the UK industrial community for over 60 years with innovative and reliable products and solutions.

It is with great pleasure that Tradex News dedicate the prestigious, highly impressive and industry recognized 'Company of the Month' feature to Land Instruments. Since their formation LAND has become a world specialist in the design and manufacture of monitors and analysers for industrial infrared non-contact temperature measurement, combustion efficiency and environmental pollutant emissions.



Again in 2001 LAND were the first to meet the requirements of ISO 17025 - and remains one of the world's leading calibration laboratories today.

Infrared Temperature Measurement

Infrared Temperature Measurement is the world leader in the design and application of infrared temperature measurement for industry. Land is known as both innovators and manufacturers of high quality precision radiation thermometers and thermometer systems; Land's position is unrivalled with 60 years experience in temperature measurement. Land products are used extensively in applications as diverse as steel, glass, electronics, mineral processing, power generation, utility and aircraft gas turbines, and a wide range of other industries. Ongoing development creates products for new applications and the continuous improvement of an expanding product range.



Infrared temperature measurement product range includes:

- Fixed, on-line thermometers and systems – for process control and product quality
- Portable infrared thermometers – for spot measurements
- Process thermal imagers – for asset management and process control
- High Resolution, infrared scanners for fast moving materials
- Calibration Furnaces

Combustion and environmental monitoring product range includes:

COMBUSTION & ENVIRONMENTAL

Our Combustion & Environmental section specialises in the design, manufacture and marketing of combustion and environmental monitoring instrumentation. Pioneered by an initial interest in the efficiency of coal fired combustion processes, serious development of CO monitors soon established Land Instruments International as world leaders in this field.

Additional expertise was gained with the development of sophisticated plant safety equipment in the form of mill fire detection systems. With the recent increase in environmental concerns, the company has continued to develop and produce a range of high quality environmental gas analysers for monitoring and complying with worldwide legislation.

Land are true specialists in their field, constantly innovating to provide instruments and systems with the highest performance and reliability. Most LAND products for environmental emissions applications carry both European certifications in the form of MCerts and TÜV approval. Our products are designed to meet the requirements of the latest European standards such as EN-12567 parts 1, 2 and 3 plus QAL-1 compliance.



Customer support and sales are handled by LAND offices throughout the world. LAND Distributors and Representatives offer sales and support advice in most countries of the world. Visit our website www.landinst.com for details.

LAND has an extensive sales and support service in the UK. We offer bespoke service and calibration services to all our customers to ensure your equipment operates continuously, reliably and accurately.

LAND is part of the Process & Analytical Instruments Division of AMETEK, Inc., a global supplier of high-end analytical instrumentation, with headquarters in Berwyn, Pennsylvania, USA. www.ametek.com

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