

Tel: 0121 550 4593 www.tradexnews.co.uk June 2019 • Issue 702







The UK's largest heating element manufacturer

he business, which is based The business, which is a funded in Cardiff, was founded in 1949 by Franz Skalitzky and Cyril Hodges and as a familyrun organisation it is now managed by their two sons, John Skalitzky and Alun Hodges. Over the course of its existence Elmatic has become a leading manufacturer specialising

predominantly in the provision of heating elements for industrial and electrical applications.

From its fully equipped 45,000ft² factory in South Wales the group can efficiently provide customers with high quality Mica Band & Plate Heaters, Nozzle Heaters, Cartridge Heaters, Ceramic knuckle heaters, Tubular rod Heaters, Immersion/Flange heaters. Air Duct Heaters. Ceramic Core heaters, Strip

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fB

Heaters and Roller/Disc Heaters. The inventory also includes a range of Load Banks for the testing of generators and all forms of Fabrication & Sheet Metalwork.

The country's leading heating element manufacturer and industrial & electric heater supplier boasts the largest array of equipment on the market and its quest for innovation has led to the obtainment of many exciting industrial

> developments (such as Mica Band & Plate Heaters, Nozzle Heaters, Cartridge Heaters and Ceramic knuckle heaters). Its latest addition is

a line of square section heaters which can be used in situations involving injection/blow moulding, rubber moulding, mould & tool dies, manifolds, plastic process machinery and more.

For a free quotation or further information on any of the aforementioned functional and costeffective systems then please contact Elmatic today. Whether you require a single unit or a large quantity of equipment, an enthusiastic and knowledgeable company representative is only an email or phone call away, so what are vou waiting for? Find out how the company's

advanced CAD/CAM technology and contemporary production processes can better your proceedings by enquiring about a specific solution at your earliest convenience.

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Wastewater engineers tackle whale-sized 'concreteberg'

Wastewater from Lanes Group plc are supporting Thames Water in the removal of a 'concreteberg as heavy as a blue whale plugging three London sewers.



The giant mass of solidified cement and ballast, thought to be at least 100 metres long and weighing 105 tonnes, has been discovered at the junction of Gosling Street and Hall Street, in Islington.

A team of Lanes wastewater operatives are preparing to work with Thames Water colleagues to remove the giant blockage.

They will use a range of cutting tools to remove the rock-hard concrete, including high-pressure water jets from a specialist concrete-busting jet vac tanker and pneumatic drills.

Tankers will be on standby 24 hours a day, ready to pump out local sewers to protect local properties against the risk of sewer flooding caused by the blockage.

Thames Water says the concreteberg is the biggest they have ever seen, will cost hundreds of thousands of pounds to remove, and is likely to cause traffic disruption during the two months the operation is expected to last.

Lanes is Thames Water's wastewater network services maintenance partner, so delivers drain and sewer unblocking services for the water company.

View video footage recorded by Lanes CCTV drainage survey engineer which revealed the concreteberg for the first time: https://play.buto.tv/s8866

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Lighting & Electrical News

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TÜV Rheinland Group, of which TÜV Rheinland UK Limited is the wholly owned subsidiary, is the leading international body for the certification of safety and quality for products, services and management systems. For over 140 years, TÜV Rheinland Group has been dedicated to supporting innovative technology, promoting the further development of products, services and systems.

TÜV Rheinland Group is a global presence, with multiple locations spread out across Europe, North America, the Asia Pacific and more, boasting over sixty locations around the world. The company tests technical systems, products and services, supports projects, and tests processes for companies and organisations. What's more, TÜV Rheinland Group uses its unrivalled expertise to train people in an extensive range of careers.

Some of its services include its world renowned and reliable tests for commodities and consumer goods. household goods, laboratory equipment, lighting products, wheelchair and mobility scooters, and many more. Furthermore, TÜV Rheinland Group checks and

PA Show Review Top 10

TÜVRheinland[®]

Precisely Right.

certifies manufacturer's claims, determining which technological products comply with the EMC directive 2014/30/EU, as well as applying certification marks for various products, for example ENEC & ENEC+ for lighting

As an independent, privately operated inspection and testing body, customers can be assured that TÜV Rheinland's sole interest is in making technical equipment and products safer. For more information, see the contact details below.

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THREEDY Printing BRITISH STANDARD PIPE screw threads

British company THREEDY Printers Ltd supplies printers, filament, design work & support. An example: One of our customers is THREEDY printing parts with British Standard ¾ Pipe connectors. It is keeping its production in house, and it only THREEDYs what it needs.

THREEDY Printers Ltd has designed and prototyped the parts. It is making them for itself, and we are always on hand for support and further development. THREEDY Printers offers extra capacity for unexpected large orders. British standard pipe thread - now this is something to get you excited!

If you are connecting to BSP (British Standard Pipe 34 inch) thread, then buying specialised components can be expensive. You either work around existing components or you can THREEDY print them with benefits such as: bespoke design, part numbers, version and date IDs and unique with your COMPANY BRAND.



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Office* rebrands as The PA Show

Mash Media has announced that Office* has been relaunched as The PA Show. The show took place at Olympia London from 26-27 February 2019 and was co-located with International Confex and Event Production Show. The two day event was dedicated to the development and education of PAs, EAs and of employees in Executive Support roles along with fostering the growing market of Virtual Assistants.

Liz Agostini, newly re-appointed Event Director, comments, "Office* has been a tremendous success for many years and has cultivated a strong support group within the market that has enjoyed key training, education, networking and new business opportunities. The role of the PA and those in executive support roles has



changed immensely over recent years to position these staff into essential roles in every business. The PA of today plays an active role in significant company decisions on purchasing, office environment,

events and helping shape the future of the business, while also providing valuable support to senior management. We feel, and the market has spoken as well, that as the only two-day exhibition dedicated to this market in the UK, the time is right for the name of the show is dedicated to them directly."

The PA Show will return to London's Olympia in 2020, but before then it also travels to Manchester's Victoria Warehouse from 3-4 July 2019. This is our pick of the best exhibitors from this year's London show. listed here in alphabetical order: Crowne Plaza London Docklands, Face for Business, first4venues, The Office Management Portal & One Avenue Details can be found on this page.

www.thepashow.com

Crowne Plaza London Docklands

rowne Plaza London Docklands offers Contemporary 4-star accommodation in one of London's fastest growing districts and the heart of the 2012 iconic sporting victories. We are just minutes from the ExCeL Exhibition Centre, Canary Wharf, The O₂ Arena for ICON at the O₂ and Stratford City.

We are also 5 minutes walking distance from the new Crossrail station at Custom House that is due to open. We also have a dedicated shuttle going to and from Canary Wharf for our residential hotel guests

The hotel consists of 210 newly refurbished contemporary bedrooms, which is made up of 4 different categories; we have the Quad Health Club & Spa facilities exclusive for hotel residents.

We also have 7 meeting spaces with natural daylight, state-of-the-art audio-visual technology and an in-room buzzer. All our meeting spaces were fully



refurbished from February 2017, equipped with either HDTVs and Integrated sound bars or LCD projectors and screen. We can hold meetings from 1 on 1 board meetings to 3 day conferences of 250 people

For more information, please call +44 (0)207 055 2000 or email: sales@cpdocklands.co.uk

The Secret Receptionists

The role of VAs and PAs is ever changing and while your working life might be more interesting as projects become more diverse, the added responsibility can lead to higher stress levels. The phone will always ring (and you need it to for new business) and will always need to be answered, but, is it you who needs to do that? The secret to a more efficient balance for you could be our telephone answering service...

Focus on client work with no interruptions. All your calls are answered. You can attend meetings, events or training days without worrying about missing calls.

At Face for Business, we work with a number of VAs and PAs who need back up when things are busy and the pressure is on. Our role is to

step in and ensure that you are supported and your calls are

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THE OFFICE MANAGEMENT PORTAL

unning an office of any size requires time and **N**organisation: The Office Management Portal simplifies the process by providing downloadable templates, industry advice, contacts and much more

It's typical for small to medium sized businesses to have an Office Manager or PA who will run the office; or perhaps a number of staff in varying roles for a start-up company. Running an office requires exquisite efficiency and structure, which is fundamental to ensure you have an environment that works well for your staff, to keep them happy and motivated.

Finding resources to help with this can be challenging & also time-consuming, so we created The Office Management Portal to support you.

In addition to this, we've developed a virtual and physical network for Office Management and PA professionals to further support them; as such we hold well-attended networking events in London for individuals in these roles. Farlier this year, we had over 100 people visit us at the PA Show and now with more than 500 members registered, the OMP is one of the top tools in this professionalism.

To find out how this platform can support you & your office, register for your free membership at: www.theofficemanagementportal.com/ packages or get in touch with us at: contact@theofficemanagementportal.com

Looking for the perfect venue? First4venues is a free venue finding service with

over 20 years of experience within our industry. If you need help sourcing a venue for a meeting, conference, Christmas party, themed event, or anything out of the ordinary. WE CAN HELP.

We work with a wide range of venues ranging from small conference centres, hotels, boutique venues, large exhibition centres to castles and monasteries packed with beauty and history. We can source venues suitable for any occasion!

Our events have consisted of conferences, training, drink receptions, Christmas parties, product launches and many more. We can find you any type of venue whilst taking into account vour budget and location needs.



To show our appreciation to new clients, we are offering a £20.00 shopping voucher for your first confirmed booking with us - please quote code: BUSIND1.

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Feel free to contact our Office Solutions Team any time on: T 0203 751 9400 info@oneavenuegroup.com

Sponsoring this issue of **Tradex News** is **Datamark** on page 1

International Confex to move to **ExCeL**

n complete contrast to 2018, with glorious sun filling the exhibition halls at Olympia, Mash Media welcomed the largest gathering of UK event organisers (26-27 February 2019), across three stand out shows: International Confex, Event Production Show (EPS) & The PA Show.

International Confex welcomed just shy of 8,000 unique visitors. The Event Production Show offered inspiration to more than 6,000 delegates and The PA Show delivered an incredible training programme to more than 4,000 support professionals.

Liz Agostini, event director, International Confex, was thrilled with the overall results and feedback from customers. "Within five minutes of doors opening meaningful conversations were taking place and deals were being instigated. The team at Mash Media were determined to deliver for our customers and put on a show that our industry could again be proud of. The feedback we have received has been overwhelmingly positive and has seen the highest level of rebooks we have experienced since we purchased the show in 2013. This puts us in a fantastic position as we start the exciting planning phase to take our events to ExCeL



London in 2020 '

International Confex, the Event Production Show and PA Show all proved a resounding success this year, providing industry experts and newcomers alike with all the ground-breaking ideas and unique exhibitors needed to deliver incredible events, & push the industry forward.

International Confex, The Event Production Show and The PA Show will take place on Tuesday 25 & Wednesday 26 February 2020 at ExCeL London. This is our second pick of the best exhibitors from this year's show. Details can be found on this page & the next two.

www.international-confex.com

Maximise engagement with **Silent Seminars**

Silent Seminars is revolutionising the Conference and exhibition industry with their innovative wireless audio headsets, helping to reshape the way audio is presented in presentations, seminars, breakouts, exhibition stand demos, panel sessions, Q&A sessions and translation, to name a few.

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offer the very best for its customers. What's more, the company has a team of qualified audio technicians and they are proud to have close relationships with leading AV suppliers.

If you would like to find out more information about how Silent Seminars can vastly improve your next conference, seminar or presentation, head to their website or get in touch using the contact details below.

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ombining local expertise with global presence, GHS Global Hospitality Ltd (GHS) offers a diverse & extensive portfolio representing some of the most outstanding properties & event venues in the world. Reaching every corner of the globe, GHS' collection includes over 200 hotel partners in key city locations such as London, Portugal, Germany, Croatia, Paris, Dubai and New York.

Boasting over 1.000 spaces across more than 100 locations, from indoor exquisite spaces to outdoor gardens and rooftops, the portfolio is ideal for any type of event from small gatherings to large conferences. GHS provides you with truly unique spaces in distinctive locations.

Comprised of hospitality specialists collectively providing over 250 years of experience, GHS supports the industry with unparalleled skills and insight to assist the most discerning event planners and destination managers.

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Conferences with balls

t is the

outrageous fun of Ping Pong, combined with state of the art facilities and a reputation for hosting the most talked about



events, that sets Bounce apart as the ultimate social conference destination.

Each Bounce venue has been purpose built with conferences in mind, but it's their distinctive venue design & of course Ping Pong that sparks your guest's imagination, creating an experience worth remembering.

Located just a three minute walk from Farringdon and Old Street Stations, the luxurious and exclusive private rooms or the vast 12.000ft² main spaces offer flexible layout options ranging from 15 boardroom up to 200 capacity theatre set up.

Key features include a 10ft wide cinematic screen with HD projector and a state of the art wireless presentation system. Day Delegate Packages start at just £49+VAT.

Bounce, The Home of Ping Pong, is an all-inclusive social entertainment experience, which combines a high energy. fun activity with a high guality night out. Both our Farringdon and Old Street venues offer a truly unique experience; taking the humble Ping Pong table from the back corner of a bar to become the main offering, while creating an intricately thought out hospitality experience that rivals any in London.

For more information, please contact a member of our events team on 020 3657 6525 or email: events@bouncepingpong.com

bouncepingpong.com/conferences

Euro Presentations

Euro Presentations has been providing quality driven audio visual services to the corporate live event market for the past 21 years. We have a strong background in all sectors of the industry.

We are the preferred audio-visual supplier to over 25 exhibitions each year, the largest being Learning Technologies and Professional Beauty at ExCeL as well as GEO at the Business Design Centre

We are currently the preferred partner to 35 London hotels and venues. We service around 400 conferences a year within those venues. We are the preferred supplier to Reed Business Information.



Our partner hotels and venues include the Novotel London West, Pullman London St Pancras and DeVere Holborn Bars. We also look after a number of Livery Halls through our partnership with

CH&Co



We run 40 awards and gala shows in London's largest rooms throughout the year. In the past four years, we have partnered Mash Media on four of its award shows including the last two Exhibition News Awards at Battersea Evolution.

We are a family orientated, highly experienced close-knit business that has increased its turnover seven fold in the past 10 years and we now employ 25 colleagues.

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portable printers throughout the

Smart Group's impressive venue portfolio is formed of museums, palaces, blank canvases and venues 500ft in the sky. These London venues can accommodate a range of events, from small bespoke dinners to large-scale conferences and award ceremonies.

The Smart Venues team works with a combination of purpose-built venues and new, unique event spaces, including the flagship venue, Battersea Evolution, a 5,550m² blank canvas in Battersea Park with capacity for 5,000, and Here East, the former Olympic Press and Broadcast Centre

Moving Venue, part of Smart Group, has provided exceptional catering for 35 years at over 50 beautiful and iconic venues. Smart Christmas Parties hosts industry-leading festive parties at 12 venues across London and St Albans, including the newly-built Magazine London in North Greenwich. It guarantees the perfect location for your event, whether that's an exclusive party for 150-4,000 guests or a shared party for a minimum of 8 people.

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During the warmer months, Smart Group offers a collection of summer venues across London. including Inner Temple Garden, available July 2019 and 2020 and, in summer 2020, Magazine London, which will include a 7,000 capacity outdoor showground. So, make a Smart choice and get in contact to discover more about the impressive year-round venue portfolio.

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or the fifth year running, Freeman was a proud partner of MashMedia for the VIP area at Confex 2019. At Freeman, we help our clients design and deliver immersive live experiences for their most important audiences - and it was just as important for us to deliver the same for our audiences. Being the world's leading brand experience company which can offer end to end strategy and event services. Freeman wanted to ensure a world class VIP brand experience for our world class clients.

Chris Preston says, "Confex is a great show with a great atmosphere. It really works for us at Freeman as all our clients are here which makes for



great networking and great social business opportunity.

Taking a walk through our stand would immerse you into three different experiences - all of which help you relax, recharge and revitalise. Our relaxation experience included a 4D experience including a guiet zone with aromatherapy, soothing music and a massage

Our recharge space enabled the ever busy business person to plug in any and all devices all the while clearing the to-do list. Finally, our revitalise area included a dynamic networking space with live entertainment, coffee bar, light snacks and a happy hour.

Why not take a walk through our stand for yourself - click here

For more information on Freeman and the products and services we provide, visit: www.freeman.com/emea or stop by one of our many social media hubs: www.twitter.com/freeman emea www.linkedin.com/company/the-freemancompany www.instagram.com/freeman_emea

FREEMAN

Lillibrooke Manor & Barns

illibrooke Manor is delighted to have been chosen as one of the Tradex Top 20 exhibitors at this year's Confex, second year running!

Lillibrooke has also garnered two wedding awards this year, winning Wedding Venue of the Year in the Thames Valley Hospitality Awards and as a finalist in the Guides for Brides Customer Service Awards.

Confex is ideal for us to meet new corporate clients and to talk about their requirements for summer and Christmas parties, team building days, conferences and product launches.

Many of the Lillibrooke team come from a corporate background and understand the need for packages that fit within clients' budgets. Our



of the venue ensurina confidentiality, all syndicate spaces. ample parking, in-house

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Dock Street Events Ltd is a Production and Event Management company offering clients a range of services, from consultancy to full turnkey event delivery. Its core team works closely with clients to fully understand the scope, ambitions and desired outcomes for an event before working with its extensive network of freelancers, contractors and suppliers to devise a tailored package of

This approach means clients can invest in its support with the confidence it has the skills.



Gastro Pub Awards hosted by Tom Kerridge at Lillibrooke Manor

kitchen team, tea & coffee and water, flip charts if required, Lillibrooke branded notepads and pens, high quality AV, secure wireless connectivity and an Event Manager for the day.

Most of all, Lillibrooke offers a stunning and inspirational environment, excellent transport links 20 minutes from London and Heathrow, great service and fantastic food, with the flexibility to use and dress the venue to suit any occasion.

To find out more, please contact us at: info@ lillibrookemanor.co.uk or call 01628 906040.

> Paralympic Opening & Closing Ceremonies, The Tour de France Grand Depart 2014. English National Opera, The National Theatre and the BBC.

Dock Street Events clients and events delivered to date include: Greenwich + Docklands Festival, The **Birmingham Commonwealth** Games 2022 Handover, Gumball 3000, Waltham Forest London Borough of Culture, Ipswich Borough Council, University of Hull and Manchester International Festival.

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services.

knowledge and experience to deliver.

Prior to establishing Dock

Street Events in January 2018, Co-Directors Jenny Hutt & Chris Clav have a track record of working on some of the largest events in the UK and with some of the most prominent organisations including: Hull UK City of Culture 2017, the London 2012 Olympic &



Business Travel Show Review Top 5

Business Travel Show maintains record visitor numbers

Pure visitor numbers for 2019 were just 1% off those from the previous year, despite the event falling across the UK half term holiday. Total attendee numbers, which include exhibitor staff and visitors entering the show from the co-located Travel Technology Europe, reached 8,804.

425 hosted buyers from all over Europe attended the show and the average number of arranged meetings per buyer rose from 8.39 to 8.55. 232 exhibitors were at the show this year, occupying increased floor space (from 9,860m² to 10,600m²), resulting in the average stand size increasing by 22%. 20 exhibitors were brand new for 2019, including Eurostar International and mytaxi.

"We knew from the get-go it was a big ask to replicate the record rise in visitor numbers we achieved in 2018, especially as we were unlucky enough to fall over half term," commented group portfolio director, David Chapple. "So, we are delighted with the final numbers and humbled by the feedback from our visitors and exhibitors, which has been really positive. Our exhibitors were particularly pleased with the number and quality of hosted buyer meetings they had at the show, as well as the number of quality walk-ons they experienced."



Business Travel Show returns to Olympia London in 2020, occupying a new date line of 26-27 February and, therefore, avoiding a successive half-term clash. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Fair Jungle. Further details can be found on the right.

Contact www.businesstravelshow.com



airjungle is a modern, tech-enabled travel management solution that saves companies hassle, time and money! We empower business travellers and reward them for making costconscious decisions.

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If you want to instantaneously reduce your company's travel spend, call us at +44 (0)7785 976158 for a demo. Check us out at: www.fairjungle.com

International Confex Review Top 20

Royal Holloway, University of London

Royal Holloway is a stunning conference and event venue. Immaculately preserved, the iconic Grade 1 listed historic Founder's Building, built around two quadrangles, is a unique retreat for conferences, meetings and events as well as providing the perfect setting for weddings and celebrations.

Royal Holloway has a portfolio of versatile state-of-the-art conference spaces, from small meeting rooms to the modern 400 capacity Windsor Building auditorium, which has recently been shortlisted for a CHS Award in the Best Auditorium category. These facilities, combined with great value rates, make Royal Holloway a fantastic option for a whole range of events.

The venue also offers stunning dining and banqueting facilities. The venue's superb collection of Victorian Art in the Picture Gallery provides a truly spectacular backdrop to silver service gala dinners while the elegant original Dining Hall with its high, blue and white ornate ceilings, provides a vast space in which to create a unique sense of occasion.

The venue has an excellent selection of over 2,500 bedrooms, including premium en-suite

screens, projectors and LED

disco ball making the space

branding, images and videos.

State of the art lighting and

F1 sound systems create an

atmospheric backdrop while

confetti and CO₂ cannons add

that wow factor you would

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easy to personalise with



standard single and twin rooms, which are all within easy reach of both meeting, dining and sports facilities.

double and single

rooms, as well as

Royal Holloway is ideally located in Egham, Surrey, close to the M25, M3 and M4, a 15 minute drive from Heathrow Airport and a short train journey from London Waterloo.

T 01784 443045 sales-office@royalholloway.ac.uk www.venue.royalholloway.ac.uk

Hiscox Event Insurance

No matter how prepared or well organised you are, circumstances can change rapidly and you can be hit with unexpected challenges. At Hiscox we have over 35 years' experience insuring UK and international events of all shapes and sizes. We are constantly shaping our cover to ensure it remains adaptable and protects you if things don't go to plan.

Having the right cover in place as early as possible, from when you start to incur costs like venue deposits, can help to protect your event from unforeseen circumstances that could leave your reputation tarnished or impact your business revenue. HISCOX EVENT INSURANCE

Hiscox Event Insurance can provide peace of mind before and during your event, leaving you to concentrate on delivering memorable experiences.

Hiscox can help protect: • Your Budget – any costs and

- expenses, as well as your profit
- Your Property protecting

both your own and any hired equipment

- Your People any staff, and volunteers, as well as speakers and attendees
- Your Reputation making sure your reputation remains untarnished should things not go to plan

Please contact us or your insurance advisor for more information. We will be very happy to talk through your individual requirements and can tailor a package to suit you.

T +44 (0)1206 773940 eventinsurance@hiscox.com www.hiscox.co.uk/eventinsurance

Chinawhite

Chinawhite, the international luxury nightlife brand, has long been considered the centre of the exclusive club and event scene and is still as popular as ever with a new venue in Manchester. Both venues have everything you need to make your event a success. Whether you are organising a corporate function for 500 guests or a private party for 50, our expert team are on hand to assist with all areas of event planning to ensure you and your guests enjoy an unforgettable occasion.

Our flagship London venue is comprised of four distinctive and versatile spaces accommodating a total of 575 guests, while the Manchester club can hold 375 in one large space, both with LED video



Swansea University

Exhibiting at International Confex was a great opportunity to showcase all that Swansea University has to offer meeting and event organisers from a range of professional industries. Over the course of the two days, hundreds of prospective event bookers visited the stand, interested in finding out more about bringing events to beautiful South Wales.

Swansea University is an ideal conference venue in Swansea, offering an extensive range of meeting and event spaces spread across two beautiful campuses, one set in a parkland and another with its own private beach and nature reserve.

Housed within each campus are a plethora of versatile meeting rooms, lecture theatres and flat floor spaces, perfect for meetings, conferences, training days and events of all sizes, all fully equipped with first class AV technology.



events.

Swansea University also offers excellent event catering and a range of on-site amenities for event delegates to enjoy, including on-site accommodation from July to September, ideally situated in walking distance of all meeting spaces, international standard sporting facilities and a team of dedicated event services staff with decades of experience in event management and support.

To find out more about bringing an event to Swansea University, please get in touch today: T 01792 295665 events@swansea.ac.uk

Music HQ: The headquarters for high quality event music

At Music HQ, we offer the best live music and entertainment solutions for businesses looking to host a corporate event that they want to get just right. We all know that some corporate events can be dull and boring if they're not planned properly, and a big part of avoiding that kind of scenario comes down to the entertainment you choose for the big night. We offer you the ultimate corporate party entertainment experience, so your event will be one that all in attendance will remember for years to come!

When you book a Music HQ act, you are guaranteed the highest level of professionalism and reliability, a high-end look and sound, and, most importantly, an electrifying performance. Our expert team is based at our dedicated offices in South Wales and Bristol and on hand at all times to guide you and ensure that booking your live entertainment is a simple and enjoyable process.



We pride ourselves on our personal approach and work closely with you to make sure your special event is everything you imagined and more.

Contact www.musichq.co.uk





Caravan Camping & Motorhome Show 2019 hailed a success

91,383 visitors attended this year's Caravan, Camping and Motorhome Show at the NEC from 19-24 February 2019, an increase of 1.4% on last year. Exhibitors have reported strong business during the six days of the show, which offered the UK's largest display of caravans, campervans, motorhomes, caravan holiday homes & lodges, tents, awnings and accessories, all at one venue

As well as five halls full of exhibitors, the show saw a packed programme of celebrity guests, activities for children such as the brand-new Bear Grylls Adventure space, a skating area and a climbing wall, plus features areas such as the Freedom to Go Theatre and the Top Dog Arena with amazing agility demonstrations by fourlegged stars.

Celebrities who appeared at the show this year included Julia Bradbury (Camping and Caravanning Club President), Matt Allwright and Martin Dorey (Caravan and Motorhome Club Ambassadors), adventurer and author Alastair Humphreys, stars of 'SAS: Who Dares Wins' Matthew 'Ollie' Ollerton and Jason Fox, Great British Bake-off contestant Karen Wright, Paralympic athlete and Strictly Come Dancing

Light up your holidays

angdon European Ltd, established in 1990, has a range of super lighting products ideal for campers, caravan and mobile home owners.

We have both practical and decorative lighting in the form of our pull cord lights at great prices all as seen on shopping TV.

The most popular sets are a set of 4 indooroutdoor weather resistant pull cord lights. These come with a colour-coded cord just over a meter long and simply pull on or off. Powered by AAA batteries (supplied).

These give a great practical and decorative light with no need for mains power and simply tie up on awnings, tents, motor homes or indeed anywhere you like.

In mixed colours of red, blue, green and white at a super price of £10.00 plus £2.60 P&P (2 sets and the postage still £2.60).

Motorstep

Motorstep is a UK family business. Designed & manufactured in England since 2013, Motorstep is a portable motorised lifting platform specifically designed to help the user negotiate a step up or down with ease and confidence, giving independence back to them and their families.

Motorstep was designed specifically for those with disabilities to safely enter and exit their caravan or motorhome

It is a self-supporting lifting platform requiring no installation and being a 12v machine it connects to the leisure battery on a vehicle.

Motorstep is easily wheeled into position and set up in minutes.



To order, simply visit our website at: www. langdoneuropean.com and look in the pull cord light section or call either Paul or Jon on 02476 672744. We will also be in the awnings hall at the Autumn Motorhome & Caravan Show at the NEC (15-20 October 2019).

> from a floor level height of just 1.5 inches to a maximum of 24 inches/600mm. Motorstep can lift a person of 20st/125kg in weight.

The Motorstep replaces bulky steps and ramps and is the ideal solution to help a person with disabilities to safely enter and exit their vehicle

Since 2013. Motorstep has had hundreds of satisfied customers across the globe, commenting on its ease, manoeuvrability, joy and the independence it has given back to them by overcoming previously difficult situations and allowing them a stress free holiday.

Contact: Daniel Bennett T +44 (0)1296 706630 info@motorstep.net www.motorstep.net



max-paddy-and-harrystar Lauren Steadman, TV gardener David Domoney, the Chef Campers, award-winning travel blogger Claire Hall & fourlegged sensations, spaniels Max, Paddy & Harry.

The Motorhome & Caravan Show 2019 runs at Birmingham's NEC from 15-20 October 2019. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Alpine, Euro Food Brands, Groupe Pilote, Langdon European Ltd, Motorstep & Windward Engineering. Further details can be found below.

www.ccmshow.co.uk

Giga Turbines from Windward Engineering

Giga Turbines are a new and innovative renewable energy source. A patented power generating system is incorporated into each turbine allowing it to start producing electrical



power at very low (2-3 mph) wind speeds. The single SG275 model produces 30w of power at 24mph. While the double DG275 model produces twice that at similar wind speeds.

The primary usage for these models is to keep 12v/24v battery systems charged up and ready for use. This is particularly useful for the caravanning and boating communities. However, many other applications for the Giga have become apparent through customer feedback. Gigas are being used by farmers for electric fencing and bird scaring devices, fish farmers, for monitoring stock and feeding systems; by home owners for garden and security lighting, running pond pumps, etc; and by pubs for illuminating play and outdoor eating areas. We have also installed the turbines at the entrances of country parks, on glamping tents/pods and other remote areas where the cost of running mains power is prohibitive.

PILOTE!

here's only one name to consider when it comes to style, innovation and quality – PILOTE!

Pilote has been producing motorhomes for over 56 years. With this pedigree it's reassuring to have confidence in a brand and its products that provide the knowledge and experience to produce a motorhome to pursue your lifestyle. Whatever your preference, small camper to luxury liner, Pilote has the motorhome to suit you.

Within Groupe-Pilote, Danbury provides camper van models designed on VW, Ford & Fiat chassis. From simple and effective floorplans to high level premium designed layouts with separate shower, toilet facilities and spacious lounge areas.

The Pilote brand offers Pacific profile & Galaxy A/ class range from 6m to 7.9m; the floorplans have twin or central beds, plus generous lounge areas which can accommodate four people to travel as standard.

All models offer the opportunity to personalise with your preference of additional options and

makes it very easy to see and control navigation

Designed with Motorhomes in mind the X902D-

DU allows you to enter your vehicle parameters

to stop you getting stuck down roads that aren't

suitable for your vehicle. As you come to expect

with all Alpine equipment the X902D-DU is

packed full of useful features to make the long

journeys more enjoyable; the list includes DAB

radio, Apple CarPlay, Android Auto, USB and

HDMI which means when you stop for a snack

The Alpine system integrates into your vehicle

and drink you can catch up on some media.

meaning you can still control the system's functions via the steering wheel controls.

maps and other functions.



SG/DG turbines are our first production models. A larger and more powerful unit (G650) will be available in 2020. These will help reduce energy costs for homes and business

Contact

T +44 (0)1983 632330 sales@windwardengineering.co.uk www.windwardengineering.co.uk www.gigaturbines.co.uk



specification that will satisfy your desire.

Le Voyageur Classic, Signature & Liner offer the ultimate in luxury and design; a model range from 6.8m to 9.3m, with additional opportunities of expanding deluxe lounge areas and even the possibility of carrying the car.

Everything you could ever wish for is



mstoreypilote.uk.fr@gmail.com

The Idahoan story

dahoan is a grower-owned company in Eastern Idaho which began over 50 years ago. Idahoan uses 100% Idaho potatoes in all of its products. The rich, volcanic soil, warm days, cool nights and mountain water from the area offer the perfect conditions for arowing high-quality potatoes.

Idahoan uses a proprietary onepass process in dehydrating these potatoes which allows them to retain the authentic. homemade taste and texture without the hassle of washing,



peeling, boiling and mashing. In fact, families can enjoy our mashed potatoes in as little as one minute once the kettle as boiled. Simply put, Idahoan is in the business of making lives easier.

It has push button controls to

safely raise or lower the user

Today, Idahoan offers a full range of flavoured mashed potato and these are available in most supermarkets in the tinned vegetables section. Why not try just how good these are, traditional tastes such as Buttery or Cheddar Cheese to more adventuresome varieties such as Bacon and Cheese.

The Idahoan Perfect Mash range is ideal for a quick midweek meal or family get together, perfect for caravanning or camping. So why not join the 800,000 households in the UK



that now enjoy the great tasting Idahoan Perfect Mash?

Contact T +44 (0)1604 821200 sales@eurofoodbrands.co.uk www.idahoan.co.uk



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available with Pilote. T+44 (0)1902 256990



www.alpine.co.uk



Alpine systems don't just stop at the Ducato platform; they also offer a wide range of specific solutions for Mercedes Sprinter/Vito, VW Transporter/Crafter, and soon to be added to the list will be the Ford Transit.

Affordable production monitoring software

ondon Electronics Ltd is a well established UK designer and manufacturer of factory monitoring systems

Its systems are tailored for each application perfectly, so if you need to monitor any particular

part of your manufacturing process, it will configure its system for you, so that the information it gives you is exactly what you need to help you improve your efficiency. Clear, to the point, in near real time and accurate

Being Cloud-based, its systems let you share performance data in real time with colleagues. Everything is logged to a secure database so you can analyse trends whenever you need to, using PC, laptop or smartphone. Being web-based, you don't need to download any software, just log in to the system to see what's happening.



You can capture data from most manufacturing lines, from the simplest manual assembly line, to high volume automated systems. Downtime analysis, engineering response speeds, quality, OEE and other useful KPIs are all available to you.

You can add features such as automated email alerts, real-time graphs, audible alarms and large format overhead displays to further help ensure that everyone knows the status of your plant at all times.

T 01767 626444 www.london-electronics.com

Looking for UK | UK-based made digital panel meters?



ondon Electronics Ltd designs and manufactures a wide range of high performance yet affordable digital panel meters and controllers.

Its intuitive range has evolved over 18 years to offer easy setup, loads of useful features and a 3 year warranty. Digit sizes from 14mm to 400mm mean they can be clearly seen in all environments.

Ideal for any process monitoring or control application. See the website for more information.

Contact T 01767 626444 www.london-electronics.com

electromechanical assembly services from **NSF** Controls

aking the pressure off a fluctuating order flow. manufacturing capacity or engineering

resource challenges **NSF** Controls provides a range of assembly services and solutions currently

producing over a million assemblies annually, exporting to over 30 countries across five continents

The company is BSI Quality Management Systems ISO 9001:2015 and BSI Environmental Management ISO 14001:2015 certified ensuring consistently high quality manufacturing standards.

NSF Controls has the flexibility and the multi-skilled operators able to deliver precision-produced products with scalable capacity from single workstations to dedicated production line assembly for high volume orders.

T +44 (0)1535 661144 info@nsfcontrols.co.uk www.nsfcontrols.co.uk

Handling & Storage News

driven, customer demand, for a more cost

our customer's needs, we found that these

effective pallet pooling service. by understanding

customers were willing to have more involvement in terms of pallet management and inspection.

"We launched the service in 2016 and it has been

a huge success for us. This shows the demand

identified has been fulfilled and repeat business

Direct Service feeds fresh produce sector

Pallet pooling company LPR has been providing its direct service offering alongside its full service pallet system for two years.

Direct service sees the pallets move from retailer to customer rather than returning to an LPR inspection depot after each use. With Direct Service, the pallets are returned only when deemed necessary, either by LPR or the next

The pallets are sourced and built in exactly the same way for both services but pallets in the



Direct Service pool have less LPR intervention, inspection and repair. This results in LPR being able to pass on significant cost savings to clients.

For LPR, this has opened up new channels such as the fresh produce sector. A cap on the volumes of pallets being offered as Direct Service ensures that the Direct Service offering has no negative impact on the quality of the remainder of the pool

Simon Wood, operations director at LPR, says, "We launched this service in response to sector

STEPS and Stillages Standards from stock - custom built to your design STILLAGES POST PALLETS TIPPING SKIPS The Goupil G4 FOLDING WIRE CAGES MOBILE STEPS 100% Electric, Zero Emissions Zero Restrictions The Goupil G4 is ideally suited to improve access into low emission zones, city and town centres. With 11 different body configurations there is Goupil to suit a vast array of applications. Discover the Goupil range and visit www.bradshawev.com call 01780 782 621 or email sales@bradshawev.com Tel: 01536 417440 • sales@stepsandstillages.co.uk Bradshaw . www.stepsandstillages.co.uk



Meachers Global Logistics, one of the UK's leading independent providers of transport and logistics services, has announced that it has acquired

is secure.

Contact T 01527 523311



the business trade of local Freight Forwarder, Kepair and Sea Ltd, with effect from 30th April 2019. This move by Meachers clearly demonstrates the strategic thinking behind its growth model to help bolster key markets and the wide range of services it currently provides.

Gary Whittle, Commercial Director at Meachers Global Logistics, said, "We are delighted to be making the business trade acquisition of Kepair. It will allow us to expand our customer base with the transfer of clients and staff while still ensuring we maintain the continued level of good service and support they are currently receiving. This will also enhance the services offered to our existing customers and provide additional avenues for future expansion, while adding a number of experienced operators to our current team

Ian Keppie, Managing Director at Kepair, added, "As a former managerial employee at Meachers. I am delighted that I have had the opportunity to hand over the reins, now that I will be retiring, to a company which will provide a continued wide range of services in a highly effective manner and that all the staff will continue to provide their personal touch to existing customers.

T 023 8073 9999 sales@meachersglobal.com www.meachersglobal.com

PestEx(cellence) showcased

PestEx 2019 saw an incredible 29% increase in total visitors as over 100 pest management product and service suppliers descended on ExCeL London in March.

Thousands of people committed to public health pest management explored the 2,860m² exhibitor hall of the British Pest Control Association's show on 20-21 March 2019, meeting suppliers from around the world.

Phil Halpin, BPCA President, said, "It's important that everyone in our industry gets the opportunity to connect and learn from each other. Between the exhibitors, seminars and networking opportunities at the show, I think the pest management show managed to bring together a lot of passion under one roof. Thank you to all the exhibitors, speakers and the BPCA Staff team for making the show happen."

The initial numbers suggest we've had at least an 11% increase versus PestEx 2017. Full figures are due to be published in PPC magazine in May. This was helped, at least in part, by PestEx partnering with the Cleaning Show. Visitors from each show could move freely



between exhibition halls, exploring exhibitors and talks from both complementary sectors.

PestEx returns to London's ExCeL in 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Cliverton, Metex & PGH Pest Control & Prevention[®]. Further details can be found on this page.

Bird control has been a recent

Scotland were linked to illness

causing bacteria from birds. Since these deaths the ability

to control birds has been

complicated by the recent

change in laws. PGH Pest

control solutions from bird

wire, spikes, Avishock[™] and

from entering or landing on

netting which discourage birds

Control & Prevention® offers a

wide range of non-lethal bird

focus after two deaths in

Cliverton: Pest Control insurance

Cliverton was proud to be part of PestEx once again this year and thoroughly enjoyed making new connections, meeting with old acquaintances and answering questions relating to Pest Control insurance.

While running your own pest control business can be incredibly satisfying, it can also be stressful at times. Knowing that if things do go wrong there is someone there to help, can be a real weight off your mind.

Cliverton has been supporting its clients during times of crisis for over 50 years and only insures those working in animal-related businesses. We have a single focus and a genuine, deep understanding of the risks you are exposed to and how to protect you from them. Not all risks are insurable, but where they are you can be sure we have a policy tailored to your needs.



We pride ourselves on providing a personal service and our team of insurance experts will discuss your needs and concerns with you personally to ensure we arrange the cover you require that is best suited to your needs.

So give us a call on 01328 857921 or email us at: info@cliverton.co.uk and take the first step to obtaining the cover you deserve.

Rat Blockers from Metex

PestEX 2019 proved to be a huge success for Metex which was exhibiting its range of Rat Blockers.

Rats thrive alongside humans, posing a health risk & causing damage to property. They use drains to travel un-noticed as they search out warmth & food in homes and buildings. Rat Blockers from Metex are the effective way to prevent rats from entering property by way of the drains, while allowing them to pass freely downstream and the drain to function as normal. They are widely used by Drain Contractors, Water Authorities & Pest Controllers.

Metex offers the most comprehensive range of stainless steel Rat Blockers in the UK including its own Ratwall unit which is made in the UK.

Rat Blockers from Metex are suitable for plastic, clay and cast iron drains and can be installed from street level with a unique low force fitment; in many cases the installer can keep their hands clean!



The industrial grade Rat Blocker from Nordisk is the most advanced and dependable unit available. Rigorously tested and with more than 100,000 units installed, it is the global market leader.

Further details, technical information and videos can be found at: www.ratwall.co.uk

 PGH Pest Control & Prevention®

 on protecting the environment. We deliver this through proactive
 which includes deer fencing and fox and badger proofing.



PGH Pest Control & Prevention[®] is not your ordinary pest company because we offer a wide range of services, many of which focus on protecting the environment. We deliver this through proactive prevention and proofing so pests are prohibited from entering a property in the first place. Prevention is favoured over extermination which can be carried out in some cases.

www.pestex.org

At PGH Pest Control & Prevention[®] we work with our sister company Beegone[®] to carry out LIVE removal and rehoming of honeybees. Honeybees are extracted from trees, chimneys, roofs and walls and rehomed in beekeepers' hives.

Large animal management is another speciality PGH Pest Control & Prevention[®] offer

Air Purification Technology Company of the Month

T 01483 273478 sales@pghpestcontrol.co.uk www.pghpestcontrol.co.uk

properties.

Prolonging shelf life and revolutionising the food industry

n this issue of Tradex News we have chosen to recognise White Air Solutions for their new breakthrough technology, giving them the profile of Air Purification Technology Company of the Month.

Revolutionary new company White Air Solutions has developed an advanced solution for the food industry. Through their innovative technology, White Air Solutions developed an air purification machine which has the capabilities of prolonging the shelf life of fresh produce, fruit and flowers.

Established in 2015 by Managing Director, Gary White, White Air Solutions developed their new Photo Catalytic Oxidisation (PCO) machine which removes Ethylene and other VOC gases from the atmosphere as well as viruses, pathogens and fungal spores creating a clean environment. Versatile and diverse, the technology is adaptable for a variety of different environments. White Air Solutions boasts an unparalleled service able to increase fresh produce storage life and therefore reducing waste and increasing food safety.

Speaking to Sales Director, Karl Shackleton, about how the company has been received



since its inception, he stated that they have been received, "very well, we have this new technology and the industry is beginning to notice the impact that our technology can have on the food chain industries. Our technology extends the shelf life of fresh produce, fruit and flowers than in normal storage capabilities."

Able to be implemented within fresh produce stores that maintain products such as flowers, plants, vegetables and fruit, the PCO controls all aspects of the ageing, decay and quality process. Adaptable for a variety of sectors, the PCO machine is not only useful within fresh produce storage but also within livestock housing. Helping to control fungus, mould and bacteria





development, the use of PCO machines within livestock storage displays a wealth of advantages. Reducing odour and ammonia gas, the PCO machine is a great tool for pig and cow farmers.

Within the poultry sector and game bird rearing, the PCO machine protects against viral and bacterial pathogens which are renowned for rapidly spreading within closely housed birds.

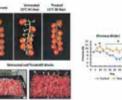
Another beneficial factor of their technology, the PCO machines are better for the environment, reducing the carbon footprint and reducing harmful pathogens being released into the environment.

This ground-breaking technology is hoping to be influential within the food industry. Notably, even Nottingham and Lincoln University have conducted investigations into the use of the





technology and fresh produce. Lincoln University have conducted research into storage environments which used the



PCO machine and have proved the air cleaning properties. A feat within their investigation also found that an ordinary tomato (with the usual shelf life of seven to ten days when stored in normal conditions), shelf life was prolonged by a period of eight weeks.

In terms of future plans, Karl told us that, "we plan to expand our market industry, by reaching platforms such as supermarkets. We plan to develop a smaller PCO machine able to fit within supermarket fridges and eventually into home fridges too, which would create a plethora of advantages for the supermarket and food industries."

Contact T 01205 480822 www.whiteairsolutions.co.uk

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energy | water | waste | recycling | sustainability

Sime's integrated heat pump and boiler brings Revolution to renewables sector!

he Murelle Revolution 30 is the first completely integrated boiler and heat pump in a single cased product. Using an ErP A++ 30 kW Murelle boiler and completely sealed 4kW output heat pump, the Murelle Revolution 30 is a single compact unit that can be installed by any registered Gas Safe installer in a single installation process, without requiring an additional F-gas-registered installer to be present.

The unique Murelle Revolution 30 should be installed inside and hung on the wall like a conventional boiler. The Revolution provides heat and hot water, achieving an average seasonal heating performance of 134%, granting A++ energy efficiency, according to the ErP Ecodesign Regulation.

The boiler and heat pump work in tandem, with the heat pump operating first, as this makes the largest contribution to the Murelle Revolution's energy efficiency. When the external temperature is higher than its minimum set value (default -7°C) the heat pump and the boiler will be activated in quick succession.

When the set point is reached, the boiler

HYDRAULIC BREAKERS



will start to adjust power until the heat requirement is attained and then both of the generators will be extinguished. If the external temperature is higher than 7°C (value can be reset). only the heat pump will be activated. The boiler will be activated only when the desired temperature is not achieved by the heat pump on its own.

Contact T +44 (0)345 901 1114 enquiries@sime.co.uk www.sime.co.uk

WEBSITE

mtkbreaker

OINDECO KINSHOFER JANER OITALMEK ALLIED Commerce

ales@mtk-breakers.co.uk w.mtk-breakers.co.uk

Air Monitors

Based in the UK, Air Monitors is an independent, privately owned company representing some of the world's leading environmental monitoring technology manufacturers. Providing monitoring solutions which encompass the very best products, technology and services, Air Monitors offers technical support, maintenance, calibration, operation, analysis and reporting services in addition to the sale or hire of monitoring equipment. Typical applications include the monitoring of particulate matter and gaseous pollutants in both workplace and ambient air.

With decades of experience and high levels of expertise, including a UK-wide network of highly trained and equipped service engineers, Air Monitors is able to select the best instruments from leading global manufacturers.

The company's products include gas, particulate and meteorological monitoring instruments for personal, portable and fixed installations in applications such as occupational safety, toxic gas detection, leak detection, process



Quality - Service - Innovation

monitoring, fenceline monitoring, environmental monitoring and ambient air quality monitoring.

We are currently involved in the 'Breathe London' project, which will use a range of cutting-edge fixed and mobile sensors to build up a real-time, hyperlocal image of London's air quality. We have designed and installed the network of AQMesh air quality monitoring pods, as well as the air quality analysers that were specially adapted to operate inside 2 Google Street View cars. We will also be responsible for the ongoing service and maintenance of all of the project's air quality monitoring equipment.

T 01684 857530 www.airmonitors.co.uk



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2G Energy Ltd. Phone +44 (0) 1928 718533 info.uk@2-g.com | www.2-g.com

Pulsar provides a perfect open channel measurement for a Malaysian master plan

he large-scale River of Life project based on Kuala Lumpur, Malaysia, has as part of its objectives



to reduce the number of small treatment plants, concentrating wastewater treatment in a smaller number of modern, high quality operations. Pulsar Process Measurement has supplied, via its Malaysian distributor HSA a FlowCERT system for open channel flow measurement to Ekovest KL Bund Sdn Bhd (EKLB), main contractors for the Bunus Sewage Treatment Plant (STP), which is being expanded from its current 750,000PE (population equivalent) capacity to as much as 3,000,000PE, without requiring additional land.

It would have been prohibitively expensive to have installed a Parshall flume for the expanded capacity of the treatment works. so HSA proposed a Pulsar measurement system to operate effectively within a concrete inlet pipe was required. For open channels without a primary measurement device (PMD), Pulsar Process Measurement's FlowCERT system makes a velocity x area calculation of flow rate by combining measurements made by a pair of non-contacting sensors – Pulsar's MicroFlow RADAR velocity sensor and dBMACH3 ultrasonic level.

MicroFlow uses RADAR a spread spectrum analysis technique to measure flow velocity across the width of the flow, while the dBMACH3 uses the familiar time-of-flight ultrasonic principle, its high frequency 125kHz operation contributing to a high accuracy measurement. Both MicroFlow and dBMACH3 perform initial signal processing within the transducer, before the measurements are integrated within the FlowCERT controller to calculate the flow rate, which can then be communicated to the Bunus STP control system. FlowCERT is pre-configured with the equations necessary to calculate the flow rate as the level and velocity changes within a round section pipe and is also pre-loaded with the necessary equations for other channel shapes.

The Pulsar equipment is compact and easily installed and configured, and Pulsar supported the installation from its Sales Office in Kuala Lumpur.

T +44 (0)1684 891371 info@pulsar-pm.com www.pulsar-pm.com



Virtual reality first creates new world of training possibilities

Wastewater engineers working for Lanes Group plc have become the first employees in the world to experience team training using virtual reality in a 360-degree video theatre.

The company's staff can now use virtual reality (VR) to train together in an immersive digital world where they can test their skills in a safe yet challenging environment.

It is believed to the first time in the world where VR has been combined with a 360-degree video theatre to allow groups of people to train together in an interactive space without having to wear headsets

Lanes Group Director, Andy Brierley, said, "This is a game changer in the way we can train our colleagues, including wastewater



engineers who often have to work in potentially-hazardous environments.

"Combining VR with 360-degree video allows us to use cutting-edge gamification techniques to train groups of people, which is both powerful and essential because of the way we work in teams.

"We are already calling the VR modules we're creating training games, reflecting their interactivity and the way they draw on digital gaming techniques to increase engagement and enhance learning.

In 2017, it invested jointly with Thames Water in the Igloo video theatre, to introduce a new, more immersive, approach to training. It was the first time an Igloo had been used for training.

VR now adds a powerful extra dimension. Lanes challenged VR agency Myriad to find a way to integrate an Oculus Rift VR headset with software controlling the Igloo's projection system.

Contact T 0800 525 488 www.lanesfordrains.co.uk

New contract for Bluewater Bio

urther to recent contract wins in its three strategic global locations, Bluewater Bio Limited, a leading provider of treatment solutions to the water industry, has been awarded a US \$36.5 million contract with the Ministry of Works of the Kingdom of Bahrain to further upgrade and expand the Tubli wastewater treatment plant, which is the largest in the country, serving a population equivalent of c.1.4 million. Bluewater Bio will be responsible for all aspects of engineering, acting as EPC contractor and technology supplier.

Contract duration will be 22 months. Following completion Bluewater Bio will operate and maintain this new plant alongside another HYBACS plant installed 5 years earlier. This new project marks the company's second contract with the Ministry of Works at Tubli Bay which will deliver a further 120 MLD uplift in treatment capacity, bringing the total treated to 230 MLD. The project is being funded by UK Export & Finance ('UKEF').

This follows the earlier installation of the company's HYBACS technology, which has exceeded the Ministry of Works' expectations for quality, reliability and performance

Now that Bluewater Bio's technologies are referenced and other installations are under way in Saudi Arabia, it is the ambition of the company to continue its growth



strategy and thus use Bahrain as an important base and hub for the region.

HYBACS augments the widely-implemented activated sludge process, with the core benefit being that it enables an existing activated sludge plant to be rapidly upgraded for increased capacity and performance, by simple offline installation of SMART Units.

Contact: Curtis Calliva T +44 (0)20 7908 9500 curtis.calliva@bluewaterbio.com www.bluewaterbio.com

Alternative Energy & Power News

Jason relies

on the heat

produced by

the on-site AD

plant to run his

farm and feed

biogas

generated

anaerobic

through the

digestion of

slurry, dairy

energy crops.

Each time his engines went

waste and

cost

mill, converting

and power

Gen-C helps AD operators take back control of their engines

as engine support expert Gen-C has assisted AD operator Green Circle Renewables to address engine downtime at their 1 MW on-farm anaerobic digestion (AD) plant in Northern Ireland. By upgrading their engines and providing open access to the engines' control panels, Gen-C has resolved a longstanding frustration for Green Circle's Jason Rolston, who for eight years has lost valuable heat, power and revenue while waiting more than 24 hours each time for qualified service engineers to restart regularly failing engines.



The engine control panel was inaccessible, resulting in considerable downtime each time an engine stalled

Although he had access to remote monitoring for one of the plant's three gas engines (an MWM model), for the two eightyear-old Cogenco/MAN engines, a Cogenco engineer had to be called and dispatched every time the engines went down. Unfortunately, this was becoming a regular occurrence due to the composition of the biogas.

Jason explains, "Biogas is more variable than natural gas, due to the varied feedstocks supplied to the digester. When the methane levels increase due to a slight change in feedstock, the engines can't handle it and the system shuts down. As the system had a closed control panel, I couldn't access it myself to restart it, and neither could my service provider.

Seeking an open access control panel, Gen-C came highly recommended. Initially, the company, which has plenty of AD plant experience, introduced Jason to a new Motortech control panel featuring ComAp technology. This enabled Jason to dial in remotely at any time via phone or tablet to see instantly how the engine was performing, receive an alert whenever



Jason Rolston of Green Circle Renewables



James Thompson, Managing Director, Gen-C

there was a fault, diagnose the fault, rectify it and even remotely restart the engine.

Gen-C's Managing Director, James Thompson, also suggested upgrading the two eight-year-old engines. Their original ignition systems and fuel mixers were designed for natural gas and were therefore not compatible with biogas applications. Gen-C provided a solution that would improve performance in the ignition. the fuel mixer, the throttle and the detonation control.

Gen-Calso supplied Jason with higher quality HT leads and spark plugs. "We didn't just give Jason control over his own engine – the new components transformed an old, tired engine into a modern and efficient piece

of equipment,

notes James.

The control panels are now Because the overhauled open access, allowing the engines are operator to restart his own now fitted with engines remotely within components minutes suitable for biogas, they cut

out far less than before – Jason estimates 90% less frequently. Thanks to the open access control panels, he can monitor the engines from anywhere and is instantly aware if an engine stalls.

As a result of better machine availability and reliability, increased electrical output & increased income, a return on investment was produced in just a few months.

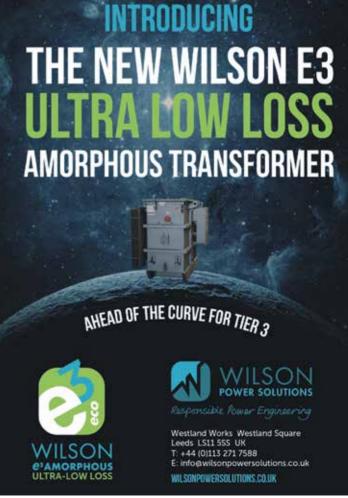
Acknowledging the multiple benefits of upgrading both the control panel and engine, Gen C's James says, "Engine downtime is a major source of frustration for anyone operating an AD plant. But it's doubly frustrating when the operator knows he could easily restart the engine himself, if only he had the ability to access it. Two of Jason's three engines were not even accessible to the service provider that had supplied them, let alone Jason himself, so we knew that unlocking them was essential."

The new Gen-C components have made the engines easier to start, as well as resulting in lower emissions, more efficient fuel use and better engine protection, thereby extending their service life. In addition to onsite fault finding, the remote dial-in facility also makes it easier for the engines to be supported by external third parties, if necessary.

T 01709 718000 www.gen-c.co.uk

down, he was forced to import electricity at a





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Poor knowledge equals risk to your business

oorly specified cooling technology can result in erratic climate control, increased operating expenditure, and costly disruption to IT operation. With emerging trends including 5G, IoT, automated vehicles and digitisation in the industrial sector, there will be a dramatic increase in remote edge data centres and small, localised server rooms – reliability will be crucial.

A lack of awareness of the differences between comfort cooling and precision cooling is impacting the reliability of IT infrastructure, resulting in serious consequences for businesses.

Around half of businesses currently install comfort cooling in small server rooms instead of the correct precision cooling. This is a common mistake; there is a need for education on the importance of precision cooling in delivering resilient IT operations.

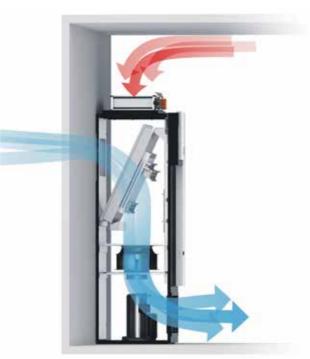
Comfort cooling units are designed for cooling people in offices and retail environments. This type of cooling technology is intended to operate for short periods of time (of around five hours per day, five days per week) and its typical life expectancy is around five years. Precision cooling however, is designed for use in technical environments and the typical life span is 10-15 years.

Comfort cooling units as part of their design are designed to cater for 'latent heat.' Environments that are populated by people (as opposed to technical equipment) produce this type of heat, which contains moisture, while technical spaces (such as server rooms) radiate pure heat – referred to in the industry as 'sensible heat'.

A comfort cooling unit will have a typical 'sensible heating ratio' of 0.5-0.6, while a precision unit will have a sensible heat of ratio of 1.

Comfort cooling units, which are designed to remove the moisture produced in retail and office spaces, can use up to 50% of their





energy for dehumidification. This is an important difference – precision air conditioning units convert more than 95% of the energy used exclusively into cooling capacity. Therefore, the technology required to achieve this pays off quickly in terms of lower operating costs.

A comfort cooling unit rated at 10kW, with a sensible heat ratio of 0.5, will only deliver 5kW of sensible cooling. A precision cooling unit, with a heat ratio of 1, on the other hand, will deliver the full 10kW. This means you may need to specify two comfort cooling units to deliver the same capacity as one precision cooling unit.

Unlike comfort air conditioning units, precision units feature strictly controlled and accurate dehumidification (tolerance ±5% relative humidity), as too much humidity can lead to condensation and corrosion, while too little can cause static charges, data loss and damage to hardware.

Precision cooling units with EC fan technology can also offer further savings in running costs.

It is a 'false economy' to prioritise capital outlay when specifying air-conditioning units: if you install a solution that isn't appropriate for the technical environment, you will have issues. Effectiveness must be the primary consideration, along with long-term operating costs. Furthermore, comfort cooling systems also perform 'oil return cycles', which override the set temperature controls and can lead to intermittent falls in temperature.

While this is less of a problem in server rooms, this can present issues in environments such as laboratories, where precise temperatures are critical to the integrity of the testing process. Precision cooling units do not need this operating feature and therefore present no operational risk in this way.

Other important differences include that for comfort cooling applications, it is less important for the filter to be highly effective in removing small particles; dust circulation has no detrimental effect in a

non-technical environment.

In server rooms and technical spaces, it is crucial to prevent particles being blown or sucked into technical equipment, as this can shorten the lifespan of IT assets.

Ultimately, rooms subject to high thermal loads need constant climatic conditions in order to work reliably.

Precision cooling technology is specifically designed for server rooms and technical environments where reliable thermal optimisation and high availability are crucial business imperatives.

Contact www.stulz.co.uk



From waste heat to hot water

ndustrial refrigeration systems with air-cooled condensers waste energy by emitting energy to the ambient air, according to SWEP, a supplier of



compact brazed plate heat exchangers. By installing a desuperheater, much of this waste energy can be converted to hot water, with a wide range of applications, believes the company.

Brazed plate heat exchangers (BPHEs) are an integral tool that allow extra heat to be extracted from the refrigeration system. A BPHE, called a desuperheater, is inserted between the compressor and the condenser. This enables the BPHE to extract the heat from the gases or liquids before it goes into the condenser to be condensate (the liquid collected by condensation).

Installing a BPHE helps to increase efficiency levels to achieve the demanding recent EU Ecodesign Directives that cover high temperature process chillers. Evaporators can operate at a range of temperature levels to meet the required demands for a variety of refrigerants.

BPHEs offer copper brazing as standard but also stainless steel & nickel as alternative brazing materials to meet the demands for various corrosive fluids.

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Sustainability Today is sponsored by White Air Solutions – see them on page 8

Sensing a way forward with Alphasense

stablished in 1997 by Paul Gotley, Great Notley based Alphasense is a leading supplier of sensors for safety, industrial and environmental markets. Alphasense designs and develops, manufactures and supplies a colourful range of sensors, including electrochemical, catalytic, metal oxide, infra-red, photo-ionisation and particulate.

Leading in the safety and environmental sectors, Alphasense offers the lowest warranty returns in the industry, as well as boasting the best after sales support and a constant dedication to the continual improvement and development of its



α Iphasense Ltd

THE SENSOR TECHNOLOGY COMPANY

products and services. Alphasense approaches its respective industry with a customer minded attitude, maintaining that itis the needs of the client that fuels its movement.

Alphasense is revolutionising the development and performance of Metal Oxide Gas Sensors, introducing technology that frees units from suffering from baseline drift and humidity sensitivity with its P-type sensors. With the





P-type, sensory operation can now be achieved in a diversified spectrum of environments, broadening the possibilities Metal Oxide Gas Sensors are capable of achieving. The P-type has been channelled into three variants which are as follows: H₂S detection at up to 120°C for oil and gas applications, Volatile Organic Compounds (VOCs) for low cost IAQ applications and CO detection environments at extreme temperatures and or humidity. The range of

environments that the P-type can function in is nothing short of a testimony to its industry brilliance.

Another notable technology Alphasense is shaping is PID. Through PID, sample gas is exposed to deep ultraviolet light, which in turn ionises

targeted gases then detected by the PID system's electronics and reported as a concentration (ppb or ppm). PID's are regarded as the global standard for VOC measurement. Alphasenses' PIDs boast a lower power than competitors, with a longer lamp life and improved electronics, the Alphasense PIDs now capacitate greater BTEX and chlorinated VOC detection. The device is offered in two models; A12 and AH2. The pair is almost entirely insensitive to humidity changes

and subsequently offers a near unchallengeable performance across a broad landscape of application. The A12 hosts a linear dynamic range of 50 ppb to 6,000 ppm (Isobutylene), whilst the AH2 works with a linear dynamic range of one ppb to 50 ppm (Isobutylene). The sensors come with a detector lamp with driver, amplifier circuitry and user replaceable



electrode stack, 10.6 eV lamp and particulate filter.

The company has a client base made up of all major gas detection and environmental OEMs, a fact indicative of the company's reliability and persistent attention to customer satisfaction. The company operates from a purpose designed factory, with state of the art furnishings and manufacturing facilities leading to Alphasense's manufacturing

and development being equal to its flawless product delivery. Its team have a historic and well versed relationship with all aspects of the Gas Detection industry and subsequently fully understands the varied issues affecting its customers, and as a result can provide an unrivalled range of products and services. With its heavy investment in the most up to date automation process equipment, Kanban





and Cellular manufacturing techniques and independence, Alphasense can cater for both high and low volume customers securing the reception of punctual and high quality delivery, with all manufacturing and design operations complying with ISO9001:2015.

Contact T 01376 556700 awb@alphasense.com



Recycling & Waste Management News

New 43 litre Enviropod

eafield Environmental has launched a new range of stylish, slim Enviropods that

it claims are ideal for use



where available floor space is restricted.

With a small footprint and flat back that enables it to be sited against a wall, the new bin has a substantial capacity of 43 litres.

The Enviropod 43L comes with a choice of WRAP colour coded lid options to suit a wide range of waste streams, each with a relevant aperture and high visibility graphics that actually encourage recycling. An optional A4 signage kit is also available for those wishing to reinforce the recycling message.

Designed for internal use, as a stand-alone unit or in a group, the bin is suitable for use with or without a sack liner. For those wishing to use a sack liner, an internal sack retention feature ensures that the sack skirt is hidden from view at all times.

Rotationally moulded from resilient, self-coloured MDPE, Enviropods are highly durable and not to be confused with lightweight injection moulded alternatives that are easily damaged through rough handling and have a far shorter service life.

Contact

T 01225 816541 comms@leafield-environmental.com www.leafieldrecycle.com

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Clean green with EcoGreen





Sustainability Today is pleased to announce as its Construction Cleaning Company of the Month, EcoGreen Plant Hire Ltd.

Abolish water waste and reduce diesel emissions when cleaning wheels with EcoGreen Plant Hire. Established in 2009, the Cheshire based company offers a waterless wheel cleaning system designed to speedily and efficiently clean mud and contaminants from rubber tired construction vehicles.

British weather inevitably involves rain, which inevitably means that the wheels of vehicles operating on construction sites create mud – and steps have to be taken to prevent that mud being carried off the sites and onto the roads.

There is a variety of so-called solutions on offer, each being more often than not as ineffective and counterproductive as the next. One often preferred option is the Road Sweeper, which is often expensive, environmentally unfriendly, a traffic nuisance and can potentially achieve nothing more than smearing an existing mess across a broader landscape, as opposed to taking it off that landscape altogether.

People often opt for wheel washes, whether they're bath or spray systems, however shooting pressurised water onto muddy surfaces that are themselves resting on muddy surfaces, commonly does little more than produce an even muddier surface, as well as wasting water, and incurring the cost of extra hires such as bowsers, lances, generators and of course, fuel.

'Rumble Strips' are also available, but grow increasingly outdated and noticeably more inconvenient. The design of the 'Rumble Strip' itself often just facilitates new areas for mud to dirty the surface of, and can recontaminate following wheels until



they have buried themselves. Understandably, these problems can leave someone looking for a wheel cleaning solution to the conclusion that there simply isn't one, or could have done until recently.

EcoGreen Plant Hire have developed a system that doesn't have the failings of the aforementioned wheel cleaning solutions, and provides a more effective, ecofriendly alternative to pre-existing systems. It uses no water or power, reduces the need for road sweeper hire, no down time, no pump, no generator, no fuel, no bowser, no lance or individual required to operate a lance.

The system refered to is the DriveOn V-Tech waterless wheel cleaning system. The unique, patented system uses transverse bars just 30mm wide and 200mm apart, producing greater vibration and tyre flex, ridding the wheel of larger amounts of mud, which incidentally doesn't remain on surface but falls into a void beneath the bars. The lack of mess thus achievable makes the DriveOn V-Tech system vastly superior to its far less innovative and far more time consuming competitors.

The simple, unique design eliminates the potential for freezing or breaking down, comes with no additional costs such as water or fuel, produces no emissions whatsoever, reduces road sweeper requirement and subsequently does not burden its user with additional costs.

The construction industry is one of the UK's biggest producers of carbon emissions, and in recent years water waste has also been under the spotlight. This system can only help you illustrate to your clients that you are doing your best to minimise the impact of your operations on the environment and that you are a responsible organisation that recognises the importance of these issues.

James Richardson of infrastructure solution company Costain Ltd says that, "After complaints by local residents we installed the waterless wheel wash system from EcoGreen and found them to







drastically reduce the muck being transferred off site onto the highway. I'll definitely be looking to use these again on future projects." While Skanska GF's Geoff Sutton testifies that, "We're one of three sites at Addenbrookes Hospital. The other two are both using wheel washed and we chose a DriveOn V-Tech system from EcoGreen. The others are also using road sweepers, but we don't have to."

Customer satisfaction is of course a driving force behind any business, regardless of the product or service that business provides, and the customer satisfaction created as a result of the innovative technology adopted by EcoGreen comes as no surprise given the inconveniences eradicated with its cleverly simplistic design.

EcoGreen plans to dedicate its future to both maintaining and expanding its already notable customer base, in doing so offering its uniquely brilliant wheel cleaning solution to a wider audience. The company also plans on providing more units to the construction teams working on HS2, a worthy recipient of EcoGreen's future driven technology.

Other customers include Balfour Beatty, Skanska, BAM, Galliford Try, Aggregate Industries and Redrow Homes as well as many more, a client base indicative of nothing less than the reliability of EcoGreen and the customer based positivity of its outlook. The network that EcoGreen is currently capable of claiming ownership of, is also one that the

company hopes to enlarge, diversify and sustain, with paramount importance being placed on growth, and maintaining the quality of product and service that the company is built on.



T 0800 130 3437 david.crick@ecogreenplanthire.co.uk www.ecogreenplanthire.co.uk



V

Sustainable water and energy solutions

ustainability Today is proud to announce that Carbon Zero **Consulting has been** selected as our Renewable Heating & Cooling Company of the Month. Offering a single point of expertise in all areas of water and environmental management and renewable technology design, Carbon Zero Consulting is an independent consultancy committed to increasing sustainable energy usage across the country.

Established in 2007 by John Findlay, Carbon Zero

Consulting is based in Rutland and Cornwall and offers its services all over the UK. John has over 20 years' experience in sustainable energy provision, with Carbon Zero Consulting boasting combined experience of nearly 40 years in water, energy, environment, and water treatment technology issues. The company has a core team of hydrogeologists, thermogeologists





and engineers, making them true specialists in all aspects of their services. What's more, because they are an independent consultancy, Carbon Zero Consulting can offer advice with no ties to any equipment provider or manufacturer.

One of their main specialisms is in ground source heating and cooling systems, and they are a Council member of the Ground Source Heat Pump Association. "The Ground Source Heat Pump is a great example of renewable heating technology," John tells us. "For every unit of

electricity it uses, it produces a minimum of three units of heat, with the balance taken from the ground which, ultimately derives from the sun." Carbon Zero Consulting is of the firm belief that ground source heat pumps provide the most efficient means to heat and/or cool your building. "Heat pumps have no on-site CO2 emissions and are cheaper to run than oil and most gas systems. The heat exchange pipework in the ground is 'infrastructure' in the same manner as gas supply pipework is today - although

much longer lived! What's	
more, heat	
pumps are far	
safer, because	
there is no	Concession of the local division of the loca
requirement	
for a chimney	
or flue, like a	
fossil fuel or	
biomass boiler.	

"Our objective as a country must be to get as many people as possible using heat pumps. We offer systems sized from individual dwellings all the way up to the largest commercial and public buildings, schools, and universities; It is completely scalable." Furthermore, with the Government's Renewable Heat Incentive (RHI), the affordability of such technology is greatly increased. The RHI is a financial incentive to promote uptake of renewable heating, and consequently reduce the country's carbon emissions. It is open to new applications until March 2021, and with Carbon Zero Consulting's help, domestic and non-domestic customers can apply to join the scheme.

"Public understanding of the need to reduce carbon emissions is ever-increasing, but still





has a way to go" John explains. "We work hard to offer the best site-specific advice and consultation to help promote the uptake of renewable energy. Our business is expanding rapidly on all fronts, and



we are seeing increased activity in agriculture, public, commercial, and private sectors. In fact, we are one of a few consultancies that offer independent advice in all of these areas."

Indeed, it seems further progress is most definitely on the horizon for Carbon Zero Consulting. With such unrivalled experience and expertise, they are the company of choice when looking for advice on all aspects of sustainable water and energy solutions. If you would like to find out more information, head to their website or get in touch using the contact details below.

Contact T 01572 729510 info@carbonzeroco.com www.carbonzeroco.com

Water Testing Company of the Month

Swimming through the competition

Photonic Measurements

ustainability Today is proud to announce Photonic Measurements (PM) as our Water Testing Company of the Month. Photonic Measurements offer fast and affordable solutions for improving water quality. Their comprehensive range of UV254 instruments is equipped for and applicable to changing environments, from canals, rivers, lakes to laboratories. Enabling collaboration with governmental bodies, drinking and wastewater industries, and environmental testing facilities.

Established in 2014, Photonic Measurements recently moved to a new base in Lisburn, Northern Ireland. In a short time, Photonic



has built strong relationships with clients from the USA to China as well as with contacts throughout the world. Current plans to grow their own brand are undergoing considerable development, with new customers and prospects throughout Asia, Europe, and the UK.

Measurements

the UV254 Go! - a lightweight, portable device designed to take fast and effective UVT/UVA measurements in straight-forward steps. Surrogate measurements, TOC, BOD, and COD can also be accurately tested in a cost-effective way. The accuracy and accessibility of the product are some of the benefits of the Go!. Its compact body makes it easy to transport from one site to the next. With a long-lasting battery life, it requires minimal charging and can maintain full battery throughout the sampling process. Its UV LEDs maintain an extensive service life and have none of the warm-up times often associated with mercury lamp analysers. Leading water solutions company Xylem has recently become a client, and user of the UV254 Go! to help aid their Wedeco UV disinfection division.

The UV254 Probe is equally easy to manage and provides continuous real-time measurements through a touchscreen, daytime readable screen, which makes navigation easy to follow and data can be displayed and trended over time. The probe can



be made from stainless steel, aluminium or plastic. As well as UVT and UVA levels measurements, TOC, COD and DOC can be observed and recorded, making the UV254 probe perfect for drinking and wastewater treatment, environmental testing, and industrial processes and effluents.

Similarly, The UV254 Dip Probe can be used in open water, submerged by hand so measurements can be taken in a variety of locations, or left in one location to provide trend data for a more continual result. The device uses application software, which it shares with the UV254 Go! The Dip Probe itself can be configured with the UV254's display unit. With the option to change the path length of either 20 or 50mm, depending on the application needs and a unique light shield to cater for the diverse scenarios in which it may be used.

Photonic Measurements' product range includes accessible features that equip clients with the tools to carry out successful and accurate measurements and obtain long-lasting results making Photonic Measurements a worthy recipient of our Water Testing Company of the Month profile.

T 02892 106263 www.photonicmeasurements.com

The company has recently launched its latest product,

Industry leaders are leading the way to an energy efficient future

B usiness and Industry Today are proud to have chosen SWEP as our Energy Efficient Heat Transfer Company of the Month.

SWEP is an industry leading supplier of Brazed Plate heat exchangers for HVAC and industrial applications. Founded in Sweden in 1983, SWEP has come a long way since then and is now the world's leading supplier of compact brazed plate heat exchangers (BPHEs). "Compact brazed plate heat exchangers (BPHEs), are used where heat needs to be transferred efficiently in air conditioning, refrigeration, heating, and industrial applications," says Christer Frennfelt, Business Development Manager.

With their headquarters still based in Sweden, SWEP has expanded globally and has been successfully supplying to the UK market for 20 years. With their UK office based in Didcot, they also maintain factories in Slovakia, USA, KL and China and SWEP are represented in 50 countries.



Brazed plate heat exchangers are highly regarded as one of the most efficient ways to transfer heat, SWEP maintains the widest product range of **BPHEs on the market** with the option of creating customised solutions for their customers. SWEP's heat exchangers are specifically designed to be sustainable, renewable and energy



efficient. "Our main priority is energy efficiency with minimised environmental impact and carbon emission, as we have the largest range of products; we pride ourselves on always being able to find our customers the best solution," comments Christer Frennfelt.



SNEP



The plethora of benefits gained for implementing SWEP's brazed plate heat exchangers are limitless, designed to optimise space, energy and material, they are a smart solution within any heating and cooling system and create a sustainable energy efficient system. "We are focused on reducing the carbon footprint and carbon emissions." Christer continues, "By utilising energy such as heat transfer, our purpose is to lead the way to sustainable energy usage and creating more – from less energy and resources."

With the BPHEs being adaptable for any cooling and heat system, SWEP are able to provide bespoke solutions to meet the requirements of their customers' heating and cooling systems. Through the diversity of SWEP's range of products, they are able to maintain an equally varied customer range, as their products are



adaptable for heating and cooling systems within facilities such as homes, offices, schools and hospitals.

A feat within their exclusive product range is their SWEP 2-stage units. The system is comprised of a preheater and an afterheater, the units allow returned water from the radiator circuit heat exchanger to be renewed for the use of preheating water for domestic usage. We spoke to Christer Frennfelt about the main benefits from the SWEP 2-stage units, he stated that, "the SWEP 2-stage units are a solution that reduces the return temperature, to minimise the heat losses in the system. Heat Recovery application, to utilize the surplus energy and the exergy from different systems. They also use Sealix, a coating of the

surface to defeat corrosion and scaling and keep the performance."

In terms of future plans Christer explained that, "Within the company there have been a few smaller reorganisations, however we have been mainly focused on our product range. We are selling our product directly to the energy centres themselves and plan to continue this into the future. We plan to expand our markets and go for larger capacity markets."

T 01235 838612 www.SWEP.net



Classifieds

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Service pipe replacement experts



ithin this issue of Sustainability Today we are delighted to announce that we have selected Kobus Services as our Innovative Utility Services Company of the Year. Indeed, 2019 is proving to be an extremely successful year for industry breakthrough company Kobus Services, who specialise in the manufacturing of special purpose machinery for service pipe replacements.

Kobus offer a unique innovative trenchless technology to extract ageing service pipes and replace with new in a single operation. Based in Tamworth, United Kingdom, Kobus Services has expanded significantly within recent years and now distribute throughout North America and Australasia, as well as the UK.



In terms of the replacement, the pipes connecting the mains to a property is often time consuming, expensive and carries the risk of damaging surrounding utilities. With the overall goal of producing the least amount of work, in terms of damage to the ground service and cost for their customers, Kobus Services developed the perfect solution to eliminate the need for open cut trench excavation or moling operations.

Traditionally methods such as impact moling, open cut excavation, pipe bursting, horizontal directional drilling and pulling with a backhoe, have been the most popular way of replacing service pipes. However, Kobus Services noted the gap in the market for an efficient operation for extracting pipes without the cost, limitations and safety risks associated with traditional methods. Through this, Kobus Services discovered that pulling the pipe out of the ground was a far more efficient and beneficial operation for pipe maintenance.





Many cities in the UK and especially in America, have seen a big shift in the replacement of pipes. Having previously used pipes such as lead, which have been associated with poor water quality, they are now reducing the use of lead pipes. This means there is an increase in the requirement of pipe removals and replacements, which Kobus Services has the power to complete. Setting out to revolutionise the pipe maintenance industries, Kobus Services' Pipe Puller was designed by engineers withstand the rigours of site conditions and deliver sufficient power to extract the old pipe networks.



The way in which the Kobus Pipe Puller works is by pulling the old pipe out of the ground using a steel pulling cable, and at the same time, towing in the new asset. hence reducing time (typically the operation takes an average 1 hour) and ensuring for an easier application. The Kobus Pipe Puller requires only two small excavations on either side of the length of pipe to be replaced, thereby reducing surface damage to homeowners' property and significantly reducing reinstatement costs.

The new pipe is installed through the bore hole created by removing the old pipe, which virtually



Ideal for:

Lead replacement schemes Service Pipe Leakage



eliminates the risk of damaging other utilities in the vicinity. This is a major benefit compared to moling and avoids the need for open cut trenching when moing is too risky to use. After having the opportunity to speak to Simon Drain, Managing Director for Kobus Services, on how the last 12 months has been for the company, he told us, "We have seen an extremely successful year which has exceeded all expectations. Notably having launched our KPP 400 Series Pipe Puller – it has been of great success and has received an extremely positive reception within the industry."

The KPP 400 Series Kobus Pipe Puller is an all-inone unit, which mounts on a compact excavator and is driven from its auxiliary hydraulics. This makes replacing multiple services in the same street or area more efficient. The Puller can remove lead, copper, plastic and steel pipes up to 1-1/4" diameter and 25m long. Created by Kobus Services' engineers in partnership with UK leading utility companies, the KPP 400 Series Pipe Puller is designed to fit the needs of contractors, with its accessible, economic,





innovative design, it maintains a wealth of benefits for users.

Expanding upon their achievements and successful year, Kobus Services' 400 series Pipe Puller won the Abbots Innovative Products Award at the No Dig Show in Chicago March 2019. A great platform for the company to broaden exposure of their innovative product, the KPP 400 Series has seen a great opportunity in the American markets and in fact, Kobus Services supply Pipe Pullers directly to North America. After speaking to Simon Drain on how the company felt upon receiving our Company of the Year award, he stated that the company were, "pleasantly surprised! It's nice to be recognised for our products and company." A breakthrough for the company and the pipe replacement/ maintenance industries Kobus Services are being recognised throughout for their expert equipment and services.

In terms of future plans, after receiving such a successful year as a company, Simon Drain told us that, "we plan to continue our product developments and we do have more products and company developments in the pipeline – pardon the pun! We want to expand globally and hopefully further our export market."

Please see Kobus Services contact details featured below.

T 01827 338855







Top Drawer: No ordinary event

Breaking boundaries and defining trends, Top Drawer presented an extraordinary, global edit of the very best products across the lifestyle spectrum for its Spring/Summer 2019 show. With an expert selection of more than 1,500 of the freshest names and best brands across 11 curated sectors (we highlight five below), the UK's leading design-led lifestyle show returned from 13-15 January 2019, taking over the entirety of the iconic Olympia London.

HOME showcased the best in Interior Accessories, Kitchen & Dining, Furniture & Lighting, Luxury Tableware and Outdoor Living. Within GIFT, off-beat Spanish brand Doiy, and independent UK-based global awardwinning home and giftware brand, Cubic were among the expertly curated selection of home-grown and international design-led brands that were showcasing their new ranges and best sellers.

As the world's leading creative show for GREETINGS & STATIONERY, Top Drawer was a must-visit for inspired retailers to discover stunning and unique greetings cards and stationery from a wide range of new and established brands showcasing new products and designs.

With the UK's largest edit of jewellery and accessories the FASHION sector featured MR – a new area showcasing an exclusive edit of fashion and lifestyle brands that embody the modern man.

PLAY returned after a successful September launch – bringing with it an outstanding and unique curation of children's products, ranging from textiles and clothing to beautiful treasures that will capture the imagination of

Printwear News



both kids and their parents.

Top Drawer Spring/Summer returns to London's Olympia next year from 12-14 January 2020 but the Autumn/Winter show is

on earlier from 8-10 September 2019. This is our second pick of the best exhibitors from this year's January show, listed here in alphabetical order: GoodToBee & Oyster Moon. Further details can be found below.

www.topdrawer.co.uk

Oyster Moon

Oyster Moon draws inspiration for its striking ocean inspired collection from the coast and surrounding oceans.



The clean blue and white artwork is perfect for coastal homes and for bringing the coast into any home – especially if you love the colour blue!

"We work closely with interior designers and welcome the opportunity to create bespoke designs using our unique art."

The original concept and artwork is created in-house by partners and sisters, Michele Davies and Gina Ricci, and encapsulates the essence of Oyster Moon throughout. The current product range of watercolour prints, greeting and note



cards, Bone China mugs and 100% cotton tea towels is all proudly designed, printed and made in the UK.

Charlotte Abrahams, Spotted Curator at Top Drawer S/S 2019 and Design Writer, said at Top Drawer, "Cohesive and hangs together well, a great collection, modern & sharp, lovely greeting cards."

Oyster Moon products are stocked across the UK, Italy and the USA.

info@oystermoon.co.uk www.oystermoon.co.uk

JOG EST 2018

Consumer demand for using less plastic is rapidly growing and it is driving a need for quick and easy swaps that can be made in the daily lives of busy people. A simple swap is the range of GoodToBee, Organic Cotton, Beeswax Wraps & Bags. Our practical variety of wrap sizes make it easy to keep ingredients and leftovers fresh in the fridge and our unique Sandwich and Fridge bags are a simple way to pack a lunch for school or work.

We use 100% GOTS certified organic cotton so no pesticides have been used in the production of our products at any time and the environment where it is grown in not damaged. We then coat them in our proprietary blend of local beeswax, organic jojoba oil and pine resin to produce a high-quality product.

We find customers are drawn to the colours that echo the change in seasonal produce, so our designs follow suit. Our strong, fresh, vibrant style always shines through keeping customers' year-round interest and creating a beautiful, eyecatching, earth friendly display, both online and in store for you.

If you would like a trade pricelist, please email us at: buzz@goodtobee.co.uk

A COLOURFUL DISCOUNT 10% Off with promo code: DH19088

*Offer lasts until 31st July 2019 *Only one discount per customer (non-transferable)

WWW.GARMENTFILMS.

Sponsoring this issue of Tradex News is White Air Solutions on page 8

Dae Ha

UK

Discover the wow factor

The Event Production Show (EPS) is the UK's leading exhibition for the live event sector; it attracts organisers from a variety of events and sectors. They attend to stay ahead in the competitive events industry. The show is complimentary for visitors, with the most recent edition taking place from 26-27 February 2019 at Olympia London.

EPS provides the largest buying forum for the events industry with hundreds of suppliers under one roof and buyers seeking to network and create new business relationships.

Dedicated to the live events industry, EPS brings together Live Event professionals from every event sector and across all roles.

From concert promoters, festival organisers, production companies, corporate event planners, charity event organisers, experiential and marketing agencies to local authorities, government bodies and everything in between and beyond.

W^e are passionate about helping organisations switch over to reusable cups

are used on average for 20 minutes and then sit

beverages. We supply a vast range of cup sizes

Cups. These can all be branded to your event.

At Green Goblet we offer the perfect solution

for your event, from a service, rental, and sales

solution. We also offer a washing service where

capability of washing 132,000 cups in a 24 hour

our up-to-date washer/drying machines have the

We supply reusable cups to sporting arenas,

stadiums, festivals or anywhere that serves

from Shot Cups, Champagne Flutes, Wine

in landfill for hundreds of years.



EVERY EVENT EPS exists for showcasing and experience of the latest in live event technology, event design and service providers, as well as offering forums for learning and

discussion on the matters facing the industry now and in the future

The Event Production Show returns to Olympia London in 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Green Goblet, The IPM & Le Mark Group Ltd. Further details can be found on this page.

www.eventproductionshow.co.uk

Le Mark Group: **Constant innovation** in event consumables

Since 1982, Le Mark Group innovative development, specialist manufacturing and distribution of self-adhesive products, particularly aimed at the arts and entertainment industry

Our professional adhesive tapes include the market-leading MagTape[™] gaffer range with residue-resistant adhesive options, BlackTak[™] light-masking foil and Slipway[™] cable cover tape. Le Mark's custom printed tapes and labels include the ultra-heavyduty PAL[™] Road Case Labels, Equipment Labels, Cable Labels



of motor hoist chain bags under the brand UPSTAGE[™]. Made and extensively tested in the UK, these chain bags provide an outstanding combination of quality, durability and safety. We are also launching Crew Clobber[™] - tough, highquality workwear, specifically designed for the entertainment rigging industry.

T 01480 494540 info@lemark.co.uk www.lemark.co.uk

Protect. Promote. Progress.

and many more.

We offer a range of professional

vinyl and sprung floors used

performances, retail displays

iconic custom-printed 'London

street map' floor at the opening

ceremony of the London 2012

Olympics, this division is now

a main supplier to the TV, film,

Le Mark is also home of the world-

renowned Dirty Rigger™ Gloves

& Accessories. This year we are

launching a revolutionary range

theatre and dance industries.

and events. Famous for the

for dance, stage, touring

The IPM was an Association Partner and sole sponsor of the Brand Experience theatre – a unique presentation and networking space. In this forum, we talked about our tool designed to benchmark the ROI, reach and impact of experiential marketing, as well our support and accreditation of the event staffing industry.

As the only UK trade membership association that truly represents creative agencies, brands and service agencies engaged in brand activation, we continuously strive to Protect, Promote and Progress our members' work and the people that do it ..

PROTECT – Our in-house Legal Advisory Service provides advice on campaign best practice and execution, T&Cs and important regulatory developments

PROMOTE - We host regular industry events for our members (and beyond) to share their thoughts, hear the latest thought-leadership and do some networking, while our media channel - IPM Bitesize - provides weekly campaign news, opinion and member profiles to the industry.

PROGRESS – Our industry-leading qualifications - the IPM Diploma, Incentive & Motivation Diploma and Foundation Certificate, along with flexible online



Protect. Promote. Progress.

courses and workshops - have been specifically created to develop your business.

But it is our special interest IPM Communities that truly enable our members to drive the industry - and their businesses - forward in a collaborative and progressive environment.

Get in touch with us today to find out how we can help you

Contact T 020 3848 0444 PaulC@theipm.org.uk www.theipm.org.uk



AN OFFICIAL LICENSEE FOR THE ICC CRICKET

◆ A greener environment – less landfill Contact A sturdier branded reusable cup ◆ An ideal advertising/marketing tool

Green Goblet is the UK's largest

supplier of branded reusable cups

Perfect take home souvenir

Benefits of using reusable cups:

Saves you money, and makes you money

Cleaning & Hygiene News **Floorbrite** rebrands

ebruary 2019: Manchesterbased cleaning and facilities service provider, Floorbrite, is celebrating after completing a full rebrand - the first in its 47

vear history

period.



The family run firm will now be known as The Floorbrite Group and has invested around £100k into the rebrand which covers brand development, a website redesign. new signage, a full suite of new vehicle wraps, and an advertising campaign.

Combined with a record-breaking turnover in 2018 of more than £18.5 million. The Floorbrite Group's rebrand has given clear definition to the firm's place in the FM and cleaning market.

Nina Wyers, Marketing Director at The Floorbrite Group said. "We've been planning the rebrand for a number of years but wanted to wait until the time was right to execute it, this year we've got additional plans to extend our premises and put a real focus on employee wellbeing, so it felt like a great way to start the year.

"There's been a lot of change here in the 47 years since my dad, Martin, set up the company and we felt it was time that we reflected that in the look and feel of the branding, it's been a really insightful and educating process and we've already had amazing feedback from many of our clients and suppliers.

To find out more, visit www.Floorbrite.co.uk Floorbrite



As one of the UK's top 100 and largest family run cleaning and facilities service providers, the next generation of Floorbrite are ensuring that we still treat our customers with the same care and attention as when we first began in 1972.

We provide commercial cleaning and facilities services across the UK. Providing daily, industrial and window cleaning services to all sectors of industry. Washroom, hygiene and consumable supplies, waste management, pest control, plants and grounds maintenance, security, building maintenance and MEWP hire ensure we deliver a complete solution to our clients.



0161 972 3000 info@floorbrite.co.uk www.floorbrite.co.uk



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while ultimately helping save the planet

WORLD CUP

T 0117 244 0103 info@green-goblet.com www.green-goblet.com

Process Valves & Instrumentation Ltd

We are a global provider of an endless selection of process equipment. Established in 2010 and based in Congleton, Cheshire, PVI boasts a combined industry knowledge of over 60 years with our team having varying experience with both mechanical and instrument solutions in all industrial sectors such as chemical, pharmaceutical, oil & gas, and food/ beverage, and have exclusivity with WEIR BDK for their sleeved and lined plug valves. We also have partnerships in place with ARI, IFM, and Gestra and many more giving us unrivalled access to their many products and global support. In addition, we also work closely with other brands ensuring we are able to offer you the very best products at the most competitive price.



Contact T 01260 277025 sales@pviltd.co.uk www.pviltd.co.uk www.datastorgroup.com

New short film takes you on the journey to redefine the kilogram

• Everything Different, Nothing Changes' Echronicles the multiyear effort to redefine the kilogram. Expert interviews and brilliant onsite footage provide an inside look at both the thinking and technology that made it possible to prove the constancy of the new mass standard in honour of World Metrology Day 2019.

In an impressive act of cooperation. the General Conference of Weights and Measures member states voted to adopt a new kilogram definition for the first time since instituting the international prototype kilogram, or IPK, in 1889. This was the culmination of the years-long effort to create greater constancy in mass measurement examined in 'Everything Different, Nothing Changes: Redefinition



of the SI Unit Kilogram', a new short video by METTLER TOLEDO.

At a basic level, all standards including mass are now tied to fundamental natural constants. In the case of mass, the referenced value is the Planck constant. also known as the fundamental constant of quantum physics.

Contech UK Shotcrete Services

In the 20 minute piece, METTLER TOLEDO, Dr Richard Davis, BIPM, and other metrology experts including Dr Philippe Richard, METAS, explore the science behind the definition, as well as the nearly poetic way the definition was able to be proven. This combination of smart thinking and technological excellence has produced measurement accuracy that is accessible for all people in all places at all times.

To see a brief trailer for the video, visit: https://youtu.be/rBYO89_IIE4 To view 'Everything Different, Nothing Changes' in its entirety, please visit: https://youtu.be/k2XKI9Y7J3s

www.mt.com

Spatex 2019 Review Top 10

SPATEX went down a storm!

n spite of the alarming media weather warnings, issued on the eve of SPATEX, not to travel in the UK, the wet leisure Industry's annual show went off smoothly and was rewarded with an excellent attendance.

And what a show it was! A hundred and twenty-five companies participated in exhibiting at the UK's only dedicated water leisure show, held at Coventry's Ricoh Arena at the tail end of January, including 31 companies making their Ricoh debut.

Every aspect of wet leisure, both domestic and commercial, was covered – from the obvious swimming pools, saunas, spas and steam rooms to the less obvious, chemicals, heating and ventilation equipment, enclosures and much more! It was a feast for the eyes with six display swimming pools, 57 spas and hot tubs, five swimspas, two enclosures, nine saunas plus gazebos and steam rooms - it was the highest number of displays in the show's 23 year history. Not just a unique showcase, the double seminar and workshop programme once again proved a massive success with high attendance figures

SPATEX 2020 returns Tuesday 28th to Thursday 30th



January at the Ricoh Arena, Coventry CV6 6GE. This is our pick of the best exhibitors from this year's show. listed here in alphabetical order: Contech UK Shotcrete Services, FRESH Plastics UK Ltd, The Mosaic Spa Company, Spaeuro Ltd & Spa Solutions. Further details can be found on this page

Exhibitors please contact: helen@spatex.co.uk or michele@spatex.co.uk or call +44 (0)1264 358558 or visit: www.spatex.co.uk

Hot tub covers & filter cartridges

Spaeuro Ltd is a manufacturer and distributor for hot tub covers and filter cartridges.

Our covers are manufactured in partnership with Core Covers of the USA, the world's largest cover manufacturer and supplier to most of the industry's top brands. The outer cover skin is made by Core then shipped to Spaeuro - where we follow the exact same process as Core - to cut and seal the insulating foam. before completing the assembly and shipping to our customers all over Europe.

Covers can be made to any specification, shape or size.

Advances in technology now mean Spaeuro offer the Vertex inflatable cover, and the extremely popular Weathershield outer skin.

Our Filter cartridges are manufactured by Magnum Filters of New Zealand. The filters are made using Reemay filter media, and are of the highest quality. Spaeuro stocks around 20.000 filters to suit almost all

Paneltim® from FRESH Plastics

Paneltim[®] sheets are injection moulded thermoplastics. The polypropylene copolymer and high density polyethylene panels have a cellular structure which creates a very strong and rigid material, vet lightweight and versatile.

FRESH Plastics UK Ltd is the sole distributor of prime Paneltim[®] sheets in the UK. We aim to provide help and support, offering a personable service to our even growing customer base

Spatex was an opportunity to introduce UK pool constructors to Paneltim[®]. Fabricators worldwide are increasingly using Paneltim® panels to produce swimming pools because of their lightweight, UV stabilised, easy to clean properties. The material also has a resistance to most chemicals used in treating swimming pools.

Fabricating a pool off site has benefits not only to the end user but also the manufacturer. Welding the structure in a controlled workshop environment helps in providing a superior end product, and at the same time minimises the time spent on site which is an advantage to the customer.



the spas sold into Europe

In 2019 Spaeuro launched the Spapal tablet dispenser to meet the recommendations set out in the HSE publication HSG282. The Spapal was designed to help holiday park owners with a simple to fit, cost effective and easy to use solution to tablet dispensing

For more info on any of our products, please contact: T 01443 437915 sales@spaeuro.eu

www.spaeuro.eu



Swimming pools however are just one application for our multipurpose panels. Paneltim® is used in constructing, animal housing, liquid containment, air treatment and many other plastic welded fabrications.

Contact: Charlie Baker T 01284 799628 c.baker@freshplastics.co.uk www.freshplastics.co.uk www.paneltim.com

Spa Solutions has been supplying hot tubs, spas and leisure products within the UK, European, North African and Middle East Markets since 2004 The company has been built up and grown by owners Wolf and Anthony Schneikert over the last 15 years, which has seen Spa Solutions obtain an extremely good track record in supplying good, quality products. It

and designed products, which can be sold throughout all price points within the market. Our main focus has been supplying hot tub and spa

everything covered

markets within both domestic and commercial areas At Spatex 2019 Spa Solutions was proud to launch the

continuously searches around the globe for innovative

manufacturing processes along with competitive priced

Specialists in sprayed concrete technology for all types of projects including The Cross Rail Tunnel,

contiguous piling, basements, cliff stabilisation and a

raft of other applications, we are also the UK's No.1 shotcrete pool shell installer to the swimming pool trade.

Working closely with our clients, the UK's leading

pools to large Local Authority Competition pools

All our pool shells come with a full set of structural calculations and are designed to BS EN 1992-1-1 for

swimming pool installation companies and Leisure

Business organisations, we install a variation of domestic

water retaining structures, with a ten year guarantee. We

are Part L compliant, ISO 9001 registered and carry out

stringent QA checks throughout the pool shell build.

With a wealth of experience in both residential and

commercial projects, skimmer and Deck level, Infinity

include a spa bund or full concrete spa, steps, cave

Spa Solutions

Edge, Hopper style and multiple variations, which may

or floor cover pits and various other features, we have

IKON by Vortex spas to the UK pool and spa market. Inspired by luxury marine and modern architecture, and driven by a burning desire to innovate, IKON is a total

Arena, Coventry in January and took great pleasure in meeting both old and new customers alike and look forward to another busy year.

T 01759 301081 info@contechuk.com www.contechuk.com



rethink of how spa technology and modern living come together for the ultimate in relaxation.

Our aim and goal is to supply the best built, designed and priced products in the market. We have many dealership options available and carry a vast stock from our East Midlands distribution centre.

T 01536 540122 enquiries@spasolution.co.uk

The Mosaic Spa Company fter a very successful SPATEX exhibition at the

After a very successiul of A LA Company is looking engagements, The Mosaic Spa Company is looking forward to a very busy year and to exhibiting again next vear.

We specialise in the design and manufacture of GRP fibreglass mosaic tiled spas to the highest quality and finish using only the finest marine grade materials. Working closely with our clients, the UK's leading swimming pool and spa installation companies and Leisure Business organisations our experienced team of spa builders and designers create a wide range of traditional spas, swim spas and hydrotherapy pools of

all shapes and sizes. skimmer or deck level and in both one-piece and multi-sectioned shells. THE MOSAIC SPA

We offer a full design service using Solid Works 3D design software and work closely with our clients to provide truly individual and imaginative designs,



providing computer generated images to visualise the finished spa prior to manufacture. An extensive range of tile choices are available to make your spa truly unique.

All our spas feature Waterway jets and filtration equipment, with a variety of jet options, air tracks and underwater lighting. The finished spa is mounted on a stainless-steel frame with adjustable legs and spray foam insulated.

T 01759 321135 info@mosaicspa.co.uk www.mosaicspa.co.uk



January Furniture Show 2019 delivers greater returns

Strong results were reported across all five halls of the UK's biggest furniture buying event during four busy days of trading at the NEC Birmingham from 20-23 January 2019.

Exhibitors launched hundreds of new models and best-ever ranges and were rewarded with confident order levels at the UK furniture industry's biggest shop window.

This year's edition also saw the launch of the sleep-centric BED@ JFS and LIGHT@JFS – a new, dedicated decorative lighting section in Hall 3, with both new initiatives proving to be extremely popular among buyers looking to enhance their offering.



New sectors contributed to a 5% increase in visitors compared with the 2018 event, while exhibitor feedback from furniture suppliers focused on the quality of buyers and orders committed on site.

In the other show areas – Premium Design, Living, Dining & Bedroom and Interior Accessories – the high quality of the retail buyers throughout was constantly commented on, as was their eagerness to buy, given strong trading leading up to Christmas and into the New Year sales period.

January Furniture Show 2020 will run from Sunday 19th to Wednesday 22nd January. This is our second pick of the best exhibitors from this year's show, listed here in alphabetical order: Parker Knoll. Further details can be found on the right.

Contact www.januaryfurnitureshow.com

Parker Knoll

Since its beginnings in 1890, Parker Knoll has remained a leading producer of stylish British furniture.

With over 400 UK retailers and a 100,000ft² manufacturing site in the heart of Nottinghamshire, the renowned brand boasts classic and contemporary furniture collections, including its latest offering Collection 150.



Launched in celebration of the brand's 150th anniversary and inspired by Art Deco styles from the archive,



this new range is a perfect example of Parker Knoll's timeless aesthetic and dedication to the finest craftsmanship. Every piece made at Parker Knoll's factory is characterised by its quality, distinctive design and attention to detail.

With its unique heritage, Parker Knoll's original values remain at the heart of the business, with a wealth of experience spanning three centuries driving the brand forward and continuing to innovate British design.

T 01773 604121 www.parkerknoll.co.uk

Building & Landscaping News Vilicom Building Connections

The Vilicom Building Connections service brings the first accessible solution for business and property owners to easily improve indoor mobile coverage.

Great connectivity is vital to businesses today but can be complex to deploy. Building Connections takes all of the pain of improving mobile coverage away from business owners, property managers, facilities managers and IT teams.

Vilicom's dedicated team offers a complete endto-end service – from initial design to installation through to ongoing support and upgrades as necessary – with the option of no high CAPEX costs upfront, making mobile coverage as simple to bring onstream as any other utility.

The report behind the service, which surveyed more than 600 nationwide businesses, found that indoor mobile coverage has never been more important to businesses. 89% of business owners believe that mobile coverage is important to their operations – and so it's unacceptable that a mere 17% could actually boast full-bar



Vilicom Signalling the future

coverage on-site.

Without a solution, business standards are under threat, and acquiring the right talent is a real challenge. One in four of those surveyed were actively receiving complaints from staff and/or customers on their lack of mobile signal, and up to 1.6m businesses are at risk of underperforming due to poor connectivity.

Building Connections puts the power back in the hands of business owners to improve indoor mobile coverage in their buildings directly.

Contact: Gearóid Collins T 0118 951 0074 gearoid.collins@vilicom.com www.vilicom.com/building-connections

Base Structures brings life to O₂ retail development

A stunning new suspended installation in the O_2 's brand new retail development, the Designer Outlet Village, has been created and installed by Base Structures.

Using more than 4,700 white aluminium sheets and 5,300 discs suspended from a high-tension stainlesssteel net to create the effect of hanging petals, the installation is a fantastic feature to complement the already impressive dome shaped O_2 .

Laminate columns create the impression of 'trunks', with the net strung out between these to create a 'canopy' effect. The whole structure was designed, fabricated and put up in just 11 weeks.

Andy Traynor, Director of Base Structures, said, "This is a perfect example of how being creative in design and construction can bring atmosphere and excitement to a space many of us are already familiar with. With the face of retail changing and people demanding more from their shopping experiences and retail owners wanting to develop 'destinations', we believe this shows how thinking differently and using creative solutions can transform a space."



The need for engaging, decorative experiences in shopping centres, work environments and municipal centres is increasing as people interact with these spaces in different ways. Base Structures has experience working at height and with large art installations, museums, shopping centres, exhibitions and gallery spaces.

www.basestructures.com/products/creative/citydressing

Reliable BBA approved waterproofing products

We are delighted to announce the achievement of the British Board of Agrément (BBA) certification for NB 1 (19/561911). Koster NB 1 is mineral coated waterproofing slurry containing crystallising and capillary-plugging agents. It can be used for waterproofing against ground moisture and for nonpressurised and pressurised water. NB 1 Grey is characterised by its excellent resistance to pressure and abrasion as well as chemical and sulphite resistance. "The BBA's certification of



Koster NB 1 is a significant milestone for this excellent product, the symbol of quality and reassurances in our structural waterproofing solutions. We believe that this will provide Specifiers, Architects, Engineers and Contractors alike with even greater confidence," says Christopher Burbridge, Delta's Managing Director.

T 01992 523523 info@deltamembranes.com www.deltamembranes.com

Castle Gates & Automation

ounded in 2008 by Nick Lipman, the company was set up in order to provide exceptional and efficient security solutions of metal and wooden gates and railings, installation of gate automation systems and entry control systems, barrier and bollard installation, CCTV and garage door mechanisms.

It supplies top quality gate motors and intercom systems and can supply everything needed for security, from hardwired or GSM intercoms to electronic gate openers that are straightforwardly activated via a key fob. It specialises predominately in providing customers with standard and bespoke security solutions, from audio, video or keyboard entry-control and gate automations to its range of CCTV cameras.

When it comes to installation, the company works thoroughly, taking care to ensure that the finished product is of a high technical and visual quality. It is happy to help customers with any support they may need throughout the



operating life of their equipment.

It is used to dealing with architects and building firms to provide advice and entry solutions as part of a project team.

For reliable security, whether domestic or commercial, give Castle Gates & Automation a call, or if you would like to view more about its products and services, then visit the website.

T 01442 253341

info@castlegatesandautomation.co.uk www.castlegatesandautomation.co.uk



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BVE Show Review Top 10

New date and reinvigorated floorplan



Broadcast Video Expo, London ExCeL: ITE Group PLC, the organiser of Broadcast Video Expo (BVE), recently announced a series of developments for BVE 2020 that will recognise the future direction of the media and entertainment industry, drive new value for partners and exhibitors and enable expansion into new sectors.

With key industry associations and partners including the IABM supporting this strategy, key changes for BE's 2020 show and beyond include: Moving to a new and better positioned date in the global industry calendar of 9-11 June

IP Multiviewer and Monitoring

traditional monitoring

paradigms and has since been

enhanced with OTT support,

and more recently support for

the SMPTE 2022-6/7 and 2110

IP HD and UHD uncompressed

development that has disrupted

video and audio streams at

the way media is viewed on

now features an incredible

2-frame latency.

Multiviewers. The MCM-9000

The company has since grown

to an international organisation

the inputs and outputs, a

ounded in 2008, TAG V.S. has earned a reputation as a visionary in the broadcast industry for anticipating and addressing the changing needs and requirements of the IP Multiviewer and Monitoring market.

The company's flagship MCM-9000 was the first of its kind before anyone even imagined a pure IP end-to-end Multiviewer system.

An all-in-one software solution, the MCM-9000 provided DVB MPEG-TS as well as baseband video/audio analysis, with alarming and HD mosaic multiview creation, all running on off-the-shelf IT Server Hardware.

The solution shattered



with a solid infrastructure and a customer list that's a testament to its quality and service. Many tier-one, high-profile organisations have recognised the innovation and advanced technology TAG V.S. provides and have become loyal, longterm customers

TAG continues to lead the market with 'out-of-the-box' thinking and a unique, simple approach to meeting challenges and bringing more efficient, flexible solutions to market that provide the highest cost/ performance ratio and exceed expectations.

Contact: Adi Itzhaki, VP Sales EMEA T +33 1 86 26 94 00 adi@tagvs.com www.tagvs.com

 Building the show's position as a valuable European launch platform for the media &

entertainment sector Entering and supporting new industry sectors, like AV, Live Production & Connected Media

From 2020, BVE will move its show date from February to June in order to attract new audiences and deliver greater value for existing ones. Another key driver for the date change has been to position BVE after NAB in the industry events calendar to secure BVE's position as the European launch platform for the media & entertainment sector. By creating a very clear

window for BVE, this will enable the show to become the de facto choice for exhibitors debuting their products and solutions, while also enabling the exhibition to grow its international audience and cater for new industry sectors including AV, Live Production & Connected Media.

BVE moves to London's ExCeL from 9-11 June 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Archiware, dB Broadcast, De Sisti UK & TAG V.S. Further details can be found on this page.

www.bvexpo.com

dB Broadcast at the forefront

DB Broadcast is a UK success story that also makes waves globally in the broadcasting industry. As the largest and most respected independent systems integrator, dB manages sometimes huge projects on behalf of major broadcasters including the BBC, BSkyB and Bloomberg.

Although very well established, the broadcast market is changing as IP digital technologies replace traditional systems based on coaxial cable infrastructure with modern systems based on Ethernet, fibre and commercially off-theshelf products such as IP routers. dB is at the forefront of this change: its solutions embrace the broadcast industry's transition to new formats including Ultra High Definition, and different standards such as ST 2110.

A recent project involved upgrading the BBC to an IP infrastructure on a network carrying all their video, audio and data traffic. This involved more than 4.000 circuits interconnecting over 90 sites. including 21 broadcasting centres and local radio stations.



This year, dB will complete the first BBC facility to use IP technology across both its production and broadcast operations, paving the way for 4K ultra high definition television and future upgrades.

dB also designs and manufactures a respected range of intelligent mains distribution units, as well as solving client problems



through the development of special products.

Contact: Tom Swan, Sales & Marketing Director tom.swan@dbbroadcast.co.uk

Archiware delivers data security as easy as A-B-C and 1-2-3

A-B-C for different storage strategies

he Archiware P5 software suite delivers modules for securing data at different stages in its life cycle: Archive for long-term data preservation, Backup for disaster recovery and Cloning for failover or data transfer. For both Archive and Backup, there is a choice of storage media between disk, LTO tape and cloud storage. Each of those strategies should be employed to make sure data is not only safe, but also findable and available when required.

3-2-1 to protect your data

The 3-2-1 rule is the most basic rule of data protection and should be observed in any professional IT environment where (media) files play an essential role. The rule states that at least three copies of each file should exist. They should be stored on two different types of media (LTO tape, HDD, SSD, Cloud). One of the copies must be stored off-site for maximum security.

De Sisti UK

De Sisti UK is the UK distributor for all De Sisti lighting equipment manufactured since 1982 in Italy; the UK base is also the operational headquarters for De Sisti worldwide projects. De Sisti is the market leader in studio LEDs, with keylights from 30 to 1,500 watts and soft-lights from 60 to 360 watts with recent launches of products for film and locations.

De Sisti manufactures all the lighting products required for equipping TV studios, with motorised and manual suspension systems with lighting hoists, telescopes and pantographs supported from a wide range of beams and rails all manufactured from extruded aluminium for the lightness but extruded for strength over long runs.

The motorised suspension solutions may be controlled from a wide variety of simple or sophisticated controllers; some of these enable the operational height to be measured and stored such that weekly shows can be quickly rigged in



The Archiware P5 suite covers the A-B-C of data management in one solution and is fully equipped to fulfil the requirements for the 3-2-1 rule as well. Test Archiware P5 today: http://p5.archiware.com

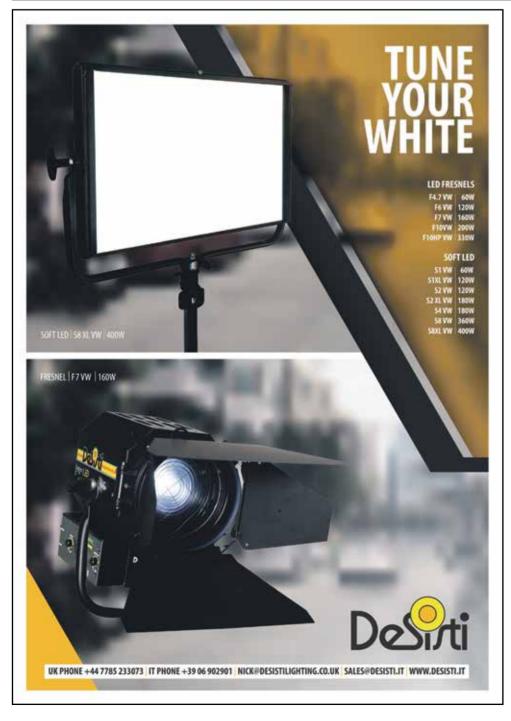
Contact: Julia Friedrich at: jf@archiware.com T+49 89 31908498 info@archiware.com www.archiware.com

a studio for continuity of the lighting by replay of a memorv

In the last 2 years De Sisti has been highly successful with the Piccoletto small 30W Fresnel fixture and Softled 1 suspended via a DMX controlled lighting track. Radio studios wanting to light the studios to stream video on the internet included BBC Radio 5, BBC Wales, Virgin Radio, Talk Sport and Global Radio.

Please come and see us at BVE 2020 we are the sponsor of the lighting section.

M 07785 233073 nick@desistiliahtina.co.uk



Airfed welding systems meeting new HSE welding requirements

Wilkinson Star, one the of the UK's largest independent distributors of Welding Equipment, Welding Consumables and Air Compressors, is the new exclusive UK and Eire distributor for Weltek Airfed Grinding & Welding Systems.

The Weltek range of Airfed Welding and Grinding Systems has been designed to provide a new solution to

active welding protection as well as providing the user the comfort, fit and versatility for everyday use. These systems meet the NEW HSE protective directive for welding on mild steel.

For users needing side vision there are two models available. The Kapio S4 Auto darkening Helmet offers 160° side vision, 4 arc sensors, a viewing area of 93 x 43mm with grinding function whereas the Navitek Side Vision S4 Auto darkening helmet offers all the same features as the Kapio but with an extra large clear

grinding visor beneath the welding flip. Both units conform to EN166B, 175B,

Highlighted features of the S4 series include an ADF cartridge with advanced true colour technology.

> Included with each system is the Airkos powered air purifying respiratory unit which enables the operator to weld/grind/ cut while breathing purified air through a particulate filter

The Airkos unit allows two air flow speeds of 180 and 220 litres per minute based on the welding application the environment and the operator's habits selected by simple pressure on the control knob

The Weltek systems are available through Wilkinson Star's extensive distributor network. For further details, please contact Wilkinson Star on 0161 728 7900 or visit: wilkinsonstar.com

RK MonoLine linear units: The new efficiency class

o complement its range of linear units for the medium load range, RK Rose+Krieger has launched a new series with the RK MonoLine

Initially released earlier this year in sizes 40, 80 and 120, the range will soon be extended to include size 60 and will therefore be available in sizes 40, 60, 80 and 120 - either with a timing-belt drive (Z) or without a drive as anti-vibration torque support (R)

The size 40 timing belt driven version can withstand loads of up to 1,100N, the size 60 will be able to withstand forces of up to 2,800N. The size 80 can withstand up to 4,367N and the 120 timing-beltdriven version can withstand loads of up to 9,400N All units can reach travel speeds of up to 10m/s, with permissible accelerations of up to 20ms²

As with the timing-belt-driven linear units in the RK DuoLine range, the RK MonoLine Z also features a variable mounting system for almost all motors available on the market. The motor position no longer needs to be specified when placing an order and can be changed at a later stage. The new actuators are fitted with a timing-belt guidance system as standard



The optional clamping and slot stone bars reduce the amount of engineering required and make customisation easier. The profile slots enable maximum flexibility for the fixation of customerspecific accessories, such as drag chains and tube holders, as well as limit or proximity switches for limit switching.

T 01296 611660 www.phoenix-mecano.co.uk

Bespoke power screws

Kingston Engineering produces material and lengths that suit specific application demands

The company has been manufacturing right hand/left hand, single multi-start, cut thread power transmission screws and nuts for over 60 years, and currently offers a full range of thread forms suitable

for mechanical power transmission. Standard screw products are manufactured from specially produced precision ground carbon steel. In addition, all parts are manufactured under a quality regime and subject to final inspection before dispatch, working to ISO 9001 -2015

Kingston power screws are used

accreditation.



on the Gripen, a supersonic multi-role/swing-role fighter jet. which has been in service with the Swedish Air Force since 1997. Here the company provided exacting specialist screw threads which are powering Gripen's retractable fuel probe as part of the fighter's air to air refuelling capability.

Kingston Engineering also offers a full component reclamation and enhancement service. Typical applications where reclamation

and enhancement should be considered are for expensive components that are mainly serviceable but with localised wear; components required for quick replacement, but are only available on extended delivery; components where worn areas may be reclaimed and also enhanced with harder, more durable materials for longer service life and reduced downtime

T 01482 325676 www.kingston-engineering.co.uk

High quality surface treatments from Curtiss-Wright Surface Technologies

Curtiss-Wright Surface Technologies (CWST) provides high quality surface treatments which will improve the life and performance of critical components through its global network of over 70 operating divisions and specialist onsite teams

Our surface treatments have been successfully used by OEMs in major industries such as aerospace, automotive, oil and gas and power generation for many years.

We are only too aware of the logistical challenges & costs faced by our customers and so we can offer a one stop shop solution providing a wide range of surface treatments including Controlled Shot and Laser Shock Peening, bespoke and trade Coating Applications, Thermal Spray Coatings and Parylene Coatings for metal, alloy, plastic and electronic components as well as Analytical Services.

We offer our customers a single source solution and point of contact for all their surface treatments, supporting their requirements through our global network of over 70 worldwide facilities and on-site field teams, improving and reducing turnaround times and costs.



We are specialists in protecting components from common failures and reducing maintenance costs for key industries such as aerospace, oil and gas, automotive, medical and general industrial markets.

Building on the unique heritage of Glenn Curtiss and the Wright brothers, Curtiss-Wright Surface Technologies has a long tradition of providing innovative solutions and building solid and trusted customer relationships.

Full quality and customer approvals including NADCAP, ISO 9001:2008 and AS9100 Rev C.

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10

Ergonomic solutions for happy employees & happy work places



Based in Farnborough, Hampshire, with its Head Office in Sweden, AJ Products UK Ltd offer ergonomically designed furniture and equipment for offices around the UK and Europe. The company was founded by Anders Johansson, specialising in the manufacture of workplace furniture. Since their inception, they have grown at an unprecedented rate and today are present in over 20 countries.

AJ Products boasts a diverse selection of products for any type of company in the UK market. Providing exceptionally crafted furniture and products for the workplace, AJ Products are perfect whether for use in the Office Warehouse or across industries.

In addition, they produce utility specific furniture for use in Changing Rooms, Canteens, Schools and the Education sector. They also offer racking, shelving, goods moving equipment & thousands of other product lines. Better yet, AJ Products offer a free of charge space planning & design service, helping customers come to the best layout solution for their space.

Bringing a touch of Swedish design to their products, AJ Products' diverse range has a unique and modern twist. With a key focus on consulting British business to take action on making their work places a healthier place to be, AJ Products have just launched a series of new inventive sit stand products such as the height adjustable conference table to help tackle the immobility of desk type work and help workplaces be more healthy and proactive in their regards to the well-being of their staff.

Based on research papers from Educational Faculties and Governments, standing at work has been linked to a reduced risk in the employee's chance of getting Type 2 Diabetes, heart problems and musculoskeletal problems. According to this research, not getting





enough exercise through sedentary jobs can lead to numerous health issues. In fact, statistics have shown that 15 million work days were lost in the UK in 2017 alone, just in relation to back problems.

As well as the height adjustable desks, the range also includes anti-fatigue mats and active seating. Through their attentive customer service, AJ products aim to provide a healthier work service to all offices, and by encouraging a proactive approach to reducing health issues, their sit stand products are proving to better the mobility in all industries involving desk based and sedentary work.

A new feature of their ergonomic sit stand product range is a specially designed meeting table. This electronic sit stand desk enables companies to host standing meetings where everyone in attendance can comfortably stand instead of sit. It has shown to result in more productive and healthier meetings,

Solenoid Valve Operating Magnets

compared to sitting in the wrong position for a period of time and becoming listless from so much sitting. Accompanied by their anti-fatigue mats and active seating, this innovative meeting table compliments the sit stand furniture ensemble. More information can be found in a film just launched on the AJ Products' YouTube channel and on the Telegraph website.

In addition, AJ Products also provide a fast and free delivery service and constantly stay on top of the furnishings market to ensure their quality products are offered at the right price. With continued growth and expansion in the last 12 months, across all divisions and markets, AJ Products creates the best possible customer service through their products range, selection, and variety available.

T +44 (0)1252 359760 www.ajproducts.co.uk



TC Facilities Management scores a clean sweep in quality audits

ollowing a rigorous two day assessment, TC Facilities Management (TCFM) has successfully passed three external management systems audits including the new ISO 45001:2018 standard. This and the other new 2015 versions for ISO 9001 and the Environmental audit ISO 14001 were all passed without any non-conformities or observations, emphasising the commitment of TCFM's senior management to these standards.

The audit took place over two consecutive

days and included a comprehensive review of company policies and processes. This was to assess TCFM's approach to the quality (ISO 9001) and safety (ISO 45001:2018) it provides to its customers and colleagues, as well as the measures it takes to minimise TCFM's environmental impact (ISO 14001) from its operations.

The new ISO 45001:2018 is believed could help, on a global level, save more lives, reduce accidents further and improve

employee morale. Organisations have until March 2021 to make the transition to the new standard that was established in 2018, replacing the BS OHAS 18001:2007. TCFM's achievement in making the transition to the new standards is testament to the work of TCFM's compliance manager, Richard Grafham, who championed the transition. It also emphasises the senior management's commitment to these standards.

Brian Mold, TCFM's QHSE Manager, said,

"The successful transition to the new standard along with the renewal of the established standards clearly demonstrates TCFM's commitment to quality and safety in all that we do and is a tremendous reassurance to our customers that TCFM remains a business you can trust and a huge accolade to all our staff and their hard work."

T +44 (0)1737 814016 info@tcfm.co.uk www.tcfm.co.uk



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Pumps & Valves News

Magnetising the solenoid valve industry



n this Case Study, we will be looking into how Fridgenius Ltd have managed to make a mark on the solenoid industry and how their wide range of specialist products have set the company apart from the rest of the competition.

Fridgenius was first established in 1995 by David Slydel, Managing Director. Based in Wimborne, Dorset, the company is a family business which is now run by his son Chris Slydel. Under his helm, Fridgenius have grown yet more, and solidified themselves as a leading supplier of Solenoid Valve Operating Magnets. The company has seen expansion on a global sale and now has distributors both in the UK and across the globe.

Specially designed to convert electrically operated solenoid valves into hand-operated valves, Fridgenius' Solenoid Valve Operating Magnets are the perfect tool for the service and maintenance engineer, enabling them to



operate valves manually and with ease.

Proving to be a crucial and adaptable tool within an operating engineer's tool kit, the magnet controls and assists in the installation process, commissioning and decommissioning of plant and machinery, and the recovery of refrigerants. Fridgenius' Solenoid Valve Operating Magnets are highly flexible, easy to use and maintainable. They are also able to accurately service, diagnose or allow the manual operation, control or testing of pilot operating systems.

Fridgenius' innovatively designed the tool to manually operate and control solenoid valves in a plant or system, without having to energise the coil. An example of this is in emergency situations where the Solenoid valve coil has failed; they can then be used to keep a system operating until a replacement is supplied.



The pocket sized Solenoid Valve Operating Magnet is a fast and easy solution. The wide range of services that these magnets bring make them ideal for Refrigeration, Air Conditioning, Water, Gas, Oil and all other HVAC applications.

Producing great customer satisfaction is what



Fridgenius aspire to and uphold within their products and services. Offering a bespoke feature to their clients, their Solenoid Valve Operating Magnet can be customised for companies and workforces.

The custom variant offer clients the opportunity to add personal touches such as their own logo and choice of colour. Fridgenius offers a variety of unique options within colour choices and sizes, providing 10mm, 15mm and 18mm sized Solenoid Valve Operating Magnets.

Priding themselves on their expansive client range and distribution regions, Fridgenius work meticulously with their distributors and have created a networking platform expanding over 20 years, enabling the company to grow internationally and nationally. Always looking for new clients and routes in the market, Fridgenius continue to recruit and work with distributors.

With continuous support from their distributors and positive reviews from customers, Fridgenius are a company going from strength to strength with yet more to come. For any further information on Fridgenius Ltd, or to enquire into becoming a distributor for the company, please feel free to visit their website below or alternatively, to speak to them directly call them on the number stated below.

T 02380 323745 enquiries@fridgenius.co.uk www.fridgenius.co.uk



Plant Process & Control News

Flexible drive shaft

SGF's first drive shaft, the SGFlex-3FD-CONNECT, is said to combine the advantages of common drive shafts with the advantages



of flexible couplings, providing a vibration-damping alternative to drive shafts with universal joints.

These shafts are suitable for main drives in agrotechnology and construction machinery, test benches, cooling towers and steelworks. Vibrating conveyor screens and stone forming machines are also said to benefit from the maintenance-free, flexible shafts, the compensation of radial axial and angular misalignment, and the damping of high torque peaks thanks to Tenpu fibre technology.

Shafts in the SGFlex-3FD-CONNECT series operate at zero-degree bending angle, which SGF says is usually not possible in constructions with synchronous or universal joints. They come in six standard sizes with nominal torque from 100 to 3,200Nm. Maximum shaft diameter is 127mm; largest available standardised shaft distance is 2,000mm. Other variants are available.

T +49 (0)8638 605588 www.sgf.de

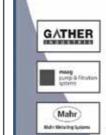
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