

tradex news

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De Sisti UK lights up the future



At Tradex News we are committed to offering our readers the opportunity to be informed on new and exciting companies. As a result, we have chosen as this issue's Lighting Company of the Month, De Sisti UK Ltd.

Established in 2017 as the UK branch of professional lighting and suspension system global leader De Sisti formed in 1982, De Sisti UK has become the UK standard for television and film lighting solutions. The company was founded by Nick Mobsby, and is situated in Addlestone, Surrey, a stone's throw away from Woking, home of the high technology McLaren Cars. De Sisti UK has established itself as the go to company for big names in the television and film industry, and has subsequently garnered a gleaming reputation as a reliable, professional and efficient product and service provider.

All of the company's lighting solutions are designed and manufactured in its state of the art factory facilities, wherein extensively experienced teams work tirelessly to develop and produce the highest quality lighting solutions achievable. The company's products are used predominantly in the television and film industries, but can also be used to emphasise architectural features as a number of radio shows have been equipped with their small Piccoletto Fresnel range.

De Sisti UK maintains its status as the only company that

offers complete lighting solutions, as opposed to other similar businesses that provide various aspects of lighting systems individually. The option of having a full lighting system supplied by one company at one time eradicates the need to invest unnecessary amounts of money and time into sourcing lighting components from multiple suppliers.

The company has recently launched its Vari-White range of LED lighting. While maintaining the efficiency and precision of De Sisti's other products, the Vari-White lighting systems come with exciting new features. The Variable white Phosphors LED ARRAY offer the ability to modulate the correlated colour temperature from a minimum of 2,800°K up to 6,600°K and provide enhanced CRI (Colour Rendering Index) that exceeds 94 at any correlated colour temperature within the range.

The solution also offers a smooth dimming action unchallengeable by similar products, a benefit that eases the process of gradual or quick lighting changes. The system combines traditional SPOT/FLOOD with a conventional lamp Fresnel with a practical barn door cutting. These kinds of features



render the Vari-White products flexible and adaptable, ideal for the kinds of industries that they have been so expertly designed for.

De Sisti UK works with some of the largest names within the national and international television and film industry, including BBC and ITV. Working with such reputable organisations is a testament to how dependable De Sisti is, and to the attentiveness with which they deal with the needs of the customer.

Being a market leader comes with great pressure to continue developing and producing the most innovative solutions possible, and De Sisti is no exception. Over the next 12 months the company plans on introducing a range of lighting designed for outdoor usage. Outdoor lighting can inevitably be tricky, with circumstances being more susceptible to change and positioning being harder to manipulate. In striving to provide a solution De Sisti is once again demonstrating its unwavering dedication to reshaping the industries it serves. For more information on De Sisti UK, see the details listed below.

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Keep clean with Bio-Fresh Environmental

All animals produce urine, however getting rid of the remnants of the urine produced by both people and animals can at times prove a near impossible task. Bio-Fresh Environmental has produced the solution: Urine Off.

Urine Off is a cleaning solution like no other; its enzymes have been developed specifically to target the crystals found in urine, and subsequently, stains and odours are eliminated entirely. As well as ridding a surface area of bad smells and lessened aesthetic quality, Urine Off obliterates potentially hazardous by-products left by unattended urine.



Microorganisms can live off of the proteins found in urine, and if not dealt with appropriately can spread diseases. Urine Off is usable within a variety of capacities: the home, pet care and professional use. The solution is suitable for all pets and animals, care homes,

hotels, restaurants, health centres, hospitals and homes.

Bio-Fresh Environmental has produced a range of sibling products, each equally as effective as Urine Off, only catering for alternative stains: Coffee Off, Wine Off, Eco Kleen Glass and Surface Cleaner and Yard Clean. Use Bio-Fresh Environmental's product line to keep your home, garden or place of work as clean as it can possibly be. For more information see below.

T 01273 455545
sales@bio-
freshenvironmental.co.uk
www.urine-off.co.uk

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

'Everything Different, Nothing Changes' chronicles 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.

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>

Contact
www.mt.com

TME launches NEW thermometer with 1D & 2D barcode recognition

Since launching its NEW hand held barcode scanning thermometer with 1D & 2D barcode recognition, UK manufacturer, TM Electronics Ltd (TME) hasn't looked back.

The MM7000-2D – packed full of extra features, including a waterproof casing – is transforming temperature recording in diverse industries from food processing to water management.

TME's MD, Tom Sensier, comments, "We're bowled over by the response from our customers; the MM7000-2D is a real game-changer, providing intelligent paperless recording literally in the flash of an eye."

Unlike a standard data logger which logs temperature, time and date, this unique instrument uses its in-built barcode scanner to also log exact information on the product or location which has been tested



– not against set parameters but according to the customer's own programmable variables.

The MM7000-2D is suitable for a wide range of manufacturing and processing operations as it is entirely portable and waterproof, is compatible with any thermocouple temperature probe, and can operate without a Wi-Fi connection, using standard batteries.

- MAIN features:
- ◆ New barcode scanner for 1D&2D barcodes on paper, plastic cards, mobile phones, LCD displays
 - ◆ Compact, IP65 waterproof case which includes a protective rubber boot
 - ◆ In-built Bluetooth for download and export of data to Excel/CSV file
 - ◆ FREE software supplied for translation of barcodes and assigning of alarms
 - ◆ Visual alarm options for corrective action user display prompts

Ideal for spot check measurements, the MM7000-2D is also compatible with TME's combined 24 hour wireless monitoring system, offering an all-in-one temperature test and monitoring solution.

T +44 (0)1903 700651
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www.tmthermometers.com

Etherea VKE series air conditioning technology

Panasonic has introduced its most advanced Etherea VKE series to date. The new VKE models boast the highest energy class, A+++ in heating and A+++ in cooling, of any Etherea range so far. With a slim and elegant design, plus new nanoe™ X air purifying technology and built-in WLAN connection.

The highlight of the VKE series includes built-in WLAN for enhanced control, easy internet connection and convenient on-the-go management. A sleek new wireless remote controller provides at-home control, while the Panasonic Comfort Cloud app offers on-the-go management of your Etherea air conditioning from any Android or iOS smart device. For a healthier home, the new Etherea models now feature Panasonic nanoe™ X air purifying technology. This break-through technology oxidises bacteria in the air by generating billions of OH radicals per second, helping to inhibit up to 99.9% of certain types of bacteria & viruses (including influenza) within the air.

With the wellbeing of customers & the environment



being at the heart of Panasonic product development, the Etherea VKE series now uses the more environmentally-friendly R32 refrigerant. R32 is easy to recycle, has zero impact on the ozone layer and 75% less impact on global warming.

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Secure your build with Net-Zero

Net-Zero Building Supplies Ltd is the main UK distributor of Quad-Lock insulated concrete forms (ICF). Quad-Lock is a revolutionary ICF and is reshaping the construction process, cutting costs, time and energy. Quad-Lock is used to build solid, cast-in-place load bearing for foundations, exterior above-grade walls, and sound walls in residential, commercial and industrial construction with insulation greatly exceeding building code.

Quad-Lock can also be used to build multi-storey structures, each story being stacked 2.4-3.0 metres. Once concrete is poured, EPS stays in place

seamlessly, providing space to run utilities, and a surface to attach finished materials such as stone, brick, cladding and render.

Net-Zero also supplies their I-foam roofing solution, combining fire retardant foam with structurally calculated I-beams, keeping buildings as safe as they are warm.

The combination of Net-Zero's materials and the expertise with which the materials are implemented is what enables the company to build the warmest, quietest and most structurally sound constructions

possible.

Stephen Campbell tells us that Net-Zero operates around a simplistic set of values, one he aptly dubs "BLT – belief, loyalty and trust". These principles are what have created such impressive growth in the company, and what leaves its customers so satisfied.

Contact
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HexxHome at Graven Hill

HexxHome was established to help serve the needs of a generation of people who do not want to purchase a home from a volume house builder; people who believe in sustainable construction, and are prepared to devote the time and resources to find the right partner to help them design and build a better home.

HexxHome has been selected to build an exemplar new house on the Show Home complex at Graven Hill Village. Our 3 bedroom home has been designed by Charlie Luxton Design using the patented HexxHome build system.

Our system comprises a range of standardised precast concrete panel and slab shapes which are innovatively joined together to form the exo-skeleton of the building which also serves as the finished façade. HexxHome is potentially the only off-site masonry solution to be available at Graven Hill Village and will add to the range and diversity of custom build houses purchasers can choose from.



The system can be rapidly deployed and constructed, enabling a watertight envelope for a 3 bed house to be completed in 2 weeks. It has excellent thermal performance, exceptional airtightness, superior acoustic performance and is fire and flood resistant.

hello@hexxhome.com
www.hexxhome.com

Industrial & Manufacturing News

Weir BDK appoints agent in the UK

Weir BDK India is pleased to announce the appointment of Process Valves and Instrumentation (PVI) as an authorised stockist and distributor of BDK's isolation valve products for the United Kingdom.

PVI Managing Director, Bill Wright, stated, "We are excited by the opportunity WEIR has given us to represent them and to supply their huge range of quality valves. We are looking forward to a long and successful relationship."

"The partnership with PVI will help our customers with support for projects and quick turn products, from PVI's growing stock portfolio. We are excited to support both PVI and BDK's customers," comments BDK Product Director, Brett Armer.

"PVI will represent our BDK™ range of gate, globe, check, plug, butterfly, ball, actuator and triple offset butterfly valves. PVI are holding stock of many of our products and can assist with actuation and MRO supply

contracts.

"We are excited about our partnership and we look forward to working with PVI to support our customers with fast deliveries and strong local technical support."

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The inks used are all UV stable, so no colour fading over time. It will not print onto inferior paper based materials, used by some suppliers. These degrade over time, particularly in wet or moist conditions. If you have any requirement for specialist trophy badges, or simply want to make production simpler for your company, then contact them via the details below.

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www.dashdynamics.co.uk

Multitasking machining centres

Industry: Mouldmaking
Customer Product: Complex Moulds
UNISIG Solution: USC-M38+M50 Deep Hole Drilling and Milling Centres

Purchasing one, then two more, multitasking machining centres has transformed the way Concours Mold Inc builds moulds.

Concours Mold Inc (Lakeshore, Ontario, Canada) makes it a priority to keep its machinery and equipment up to date to ensure competitiveness. From its enterprise resource planning (ERP) system and advanced scheduling system, to its radio frequency identification (RFID) tool management system, to rigorous quality-check procedures, not to mention five-axis machining centres, the company does whatever it can to continually improve its processes. In fact, the company recently invested millions of dollars in new equipment, but one machine, the UNISIG USC-M, has so improved Concours' machining processes that, according to Ed Ergun, corporate sales manager, it has been a game changer.



- Concours Mold Inc.**
- ◆ **Problem:** The efficiencies in standard machining processes at Canada facility due to multiple setups required on each of two machines (boring mills and gundrills) necessitated more outsourcing of work to keep up with deliveries.
 - ◆ **Solution:** Addition of a UNISIG USC-M50 and two UNISIG USC-M38 multitasking machining centres.
 - ◆ **Results:** Significant reduction in setups, virtually eliminating down time between setups. Faster machining, better accuracy and fewer mistakes reduced lead times, allowed first-time quality and enabled more time to handle more work coming through the machines.

Concours specialises in building small to very large injection, compression and hydroforming



moulds as a primarily Tier-One supplier to the automotive industry and has additional locations in Cullman, Alabama, and Puebla, Mexico. All locations run 24/7. Moulds built for interior automotive parts produce instrument panels, door assemblies, A, B, C and D pillars/ assemblies and much more, while moulds for exterior parts produce such items as fascias, grilles, spoilers and rockers. The balance of the company's business encompasses building moulds for heavy-truck parts and consumer products.

Still, it is the automotive OEMs that dominate Concours' customer list and, as anyone who has experience with serving the automotive industry knows, high quality is expected, and mould deliveries are tight. "As our company announcement said when we launched our third UNISIG USC-M in February 2018, the USC-M series brings unmatched capabilities in a single, game-changing machine," Ergun says. "This is our tomorrow."

It's about throughput gained
Boring Mill. Gundrill. Before purchasing its third UNISIG in February 2018, Concours utilised these machines every day, repeatedly, during the mould building process. "Anything that came into our facility basically hit these machines at one time or another," Ergun says. He adds that each machine would need to be reserved in the schedule as



needed to complete that portion of the build, to keep blocks and components moving and on schedule. If any issues arose that prevented movement of the workpiece, then the scheduling would be off, and machining delayed till the next available slot opened up. It was a constant struggle to update and revise the schedule to remain current.

This is our tomorrow
"Now, instead of reserving a boring mill for three days, and then the gundrill another three days, we can take care of all the boring and high-speed gundrilling on the UNISIG," Ergun says. "The USC-M Series machine is very much a multitasker and has reduced our lead times by roughly 30%."

It's about reducing costs
Concours regards the time spent setting up jobs



as throw-away costs. "There are so many setups involved on just a boring mill alone, it adds up to costs that we have to absorb, plus a crane and any employees required to work on it," Ergun says. For example, to set up a block in the boring mill, he says it would take half an hour to an hour, depending on the setup, to bore/drill five holes, then lay it down and set it up to complete another series of holes and so on.

Our setup time has decreased by more than 50%
"Now we have the five-axis positioning capability of the Unisigs and FCS clamping systems along with automatic pallet changers on each machine, which is a 100% time-saver when it comes to switching a tool from one setup to the next," Ergun says. Concours now sets up one pallet while the other is being worked on. When setups are required on the original block, the pallets are shuttled so machining can begin on the other job while the first block is being set up. "Because of these new improvements, the Unisigs stay in production mode with minimal down time. I can honestly say that our setup time has decreased by more than 50%."



Ergun says that as Concours purchased its first, second and eventually its third UNISIG USC-M Series multitasking machining centre, the company was able to eliminate other machinery and significantly reduce outsourcing work. "When we bought the first UNISIG USC-M50, we were able to eliminate two boring mills right off the bat," he says. The USC-M50 features a 120-position toolchanger. In addition, it has a 25-ton capacity table for work pieces as large as 3,000mm, 50mm diameter capacity for both BTA drilling and gun drilling up to a depth of 1,830mm, and dedicated 5,000rpm, 24/30kW drilling spindle power.

Then Concours purchased the first UNISIG USC-M38, which features a rated gundrill



double throughput, cut costs

diameter of 50mm and a BTA drilling diameter of 38mm. With dedicated drilling spindle power of 4,500rpm, 22kW, drilling depth capability is 1,500mm. The M38 also features a 120-position toolchanger and a 15-ton table-weight capacity. "That eliminated our need for another boring mill and one of the two gundrills we had, but we were still outsourcing a large amount of work plus using our remaining gundrill," Ergun says. Since purchasing a third UNISIG, another M38, Concours has eliminated its gundrills, and outsourcing has become an 'only as-necessary' option that is rarely used. "It's about the throughput that we have gained by having these machines," he says.



It's about quality control

Ergun explains that Concours was outsourcing work due, in part, to tight timelines from customers and being limited as to how much work could get through the older machines with their limited capabilities. "We also feel at risk when outsourcing because of supplier limitations with regard to quality and their capabilities," he says. "We spend much of our own resources managing vendors to ensure we get the quality we need in the timeframe required. Keeping jobs in house is definitely the best option to get the quality we need, complete the work on time & keep costs down."



Since launching the second M38 last February, we have reduced outsourcing costs by 20-30%

"Our Unisigs are extremely fast, accurate and have made it possible to keep previously outsourced work in-house," Ergun says. "Since launching the second M38 last February, we have reduced outsourcing costs by 20-30%."

He adds that the speed and accuracy of the Unisigs, as well as fewer required setups, has reduced the risk of mistakes in-house, too. Concours opted to equip its Unisigs with Renishaw RMP600 wireless probes for on-machine inspection to verify work, further reducing instances of rework due to error. "The old technology was sometimes unpredictable, and surprises would come up. For example, if we drilled a water line 40 inches deep and expected it to hit an existing water line but it didn't because the drill wandered, we went into rework mode," he says. "Where did the drill wander and how much did it wander and so on? We must gather the facts and get that information to the engineering department to fix this issue and then back on the machine for added drilling to make the circuit work." Ergun admits that would be the best-case scenario.



"If our drill hit another line, or worse, came too close to the cavity face, we could be forced into a full replacement of the block, which could cost us about \$80,000-\$100,000 plus the cost of all the work that was completed that now we have to scrap. Every time you move the tool from one setup to the next, you risk accuracy, bottom line."

"With the old technology, we used to accept large tolerances and could do nothing about it.

Now we work within fractions of those tolerances and will accept nothing less," he continues.

"The ability to catch any potential issues on the machines enables us to deliver first-time quality in our moulds. Nothing helps our business more than that."

Ergun points out one more thing. "Yes, we're paying a lot of money for this new technology, but the accuracy and throughput will pay for

that additional cost with every job we do moving forward."

Further information on all machines of the B series and the complete UNISIG machine programme is available at: www.unisig.com or follow the company on LinkedIn and Twitter (@UNISIG). You can also meet us at the EMO show in Hannover, Germany in Hall 15, D34 from 16.-21.09.2019.

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The International Franchise Show 2019 is the UK's leading exhibition for the most exciting franchise opportunities from around the world. The Franchise Show is the perfect event for anyone looking to start-up a franchise, is already a franchisor/franchisee, is interested in becoming a franchisee, or anyone who wants to gain knowledge, advice or help from suppliers, seminar talks, or advice zones.

Across two action-packed days at ExCeL London, from 5-6 April 2019, thousands of entrepreneurs and business owners had the chance to see over 160 exhibitors, attend 80 seminars from some of the industry's best-known experts, gain personal 1-2-1 advice, experience interactive features and network with key decision makers.

So whether visitors were a franchise first-timer or a hardened business owner looking to become part of a globally-recognised or up-and-coming brand, the Franchise Show was dedicated to answering all their franchising questions and providing visitors with a whole host of incredible opportunities.



The Franchise Show at ExCeL London has seen significant growth over the years making it the biggest franchise exhibition in the UK, both in terms of exhibitor and visitor numbers.

The International Franchise Show returns to London's ExCeL next year from 3-4 April 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Kokoro, No Letting Go & Tan & Deliver. Further details can be found on this page.

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Kokoro

Ranked 11th within the UK according to Deliveroo's 100 most popular dishes ordered around the world in 2018.

Kokoro is a Korean Japanese Takeaway that was founded within the UK, starting out with a single store in Kingston-Upon-Thames.

The Kokoro Group is now at 25 stores nationwide with 6 more to be opened by the end of 2019.

With the rapid growth in interest for the Asian cuisine within the UK, we have experienced healthy growth rates group-wide.

If you have a passion for the F&B sector and are interested in owning your own franchised store, please send us an enquiry to: kfl@kokorouk.com or alternatively you can use the QR code on the right.

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Warehouse & Logistics News

Huge range of roll cradles now held in UK



HenryAR, the European trading arm of US company Henry Molded Products, now offers large stocks of Stakker roll cradles in a range of more than 40 styles within the UK for immediate distribution throughout Europe.

The cradles provide producers, converters and distributors of rolls of fabrics, papers and films with a safe and economical system for horizontal stacking on pallets, saving on production, warehouse and distribution costs.

Custom moulded packaging in paper fibre is increasingly replacing less environmentally acceptable materials. Henry is able to mould large format, heavy duty, deeper sections and its products are recyclable. It has its own design studio, mould making shop, slurry development and production process under one roof.

T +44 (0)1572 490644
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www.stakker.eu

Meachers invests nearly £2m in additional vehicles

Meachers Global Logistics, one of the UK's leading independent providers of transport and logistics services, has announced it has purchased yet another 12 tractor units at a price tag of over £750k, 25 trailer units at a price tag of nearly £500k, and will take delivery of five more tractor units later this year to total nearly £2m in investment.

The investment by the Southampton- and Derby-based business will provide the company with significantly increased capacity to supply its current growing operation across both locations.

Meachers has taken delivery of both Volvo DHs and new DAFs, which significantly strengthens its fleet. The purchase follows Meachers Global Logistics recently securing a number of high profile contracts as well as extending existing contracts. The vehicles will be predominantly based out of the Southampton facility which has grown in staff



members yet again at the start of the year.

Jamie Terris, Meachers Global Logistics, Fleet Director, said, "We have experienced a strong period of growth already in 2019 and this is reflected in our fleet replenishment programme. The move reflects a desire to strengthen and grow our fleet and this strategy is expected to produce significant operational benefits to the business."

Meachers Global Logistics is one of the UK's leading independent providers of logistics services. For 60 years, the company has built an enviable reputation by providing customers with complete solutions to their freight forwarding, supply chain management, warehousing, distribution, logistics and contract management requirements.

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

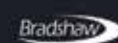


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SUSTAINABILITY TODAY

Issue 414 July/August

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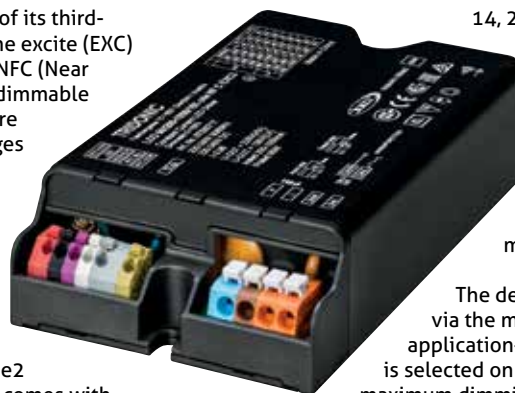


Outdoor drivers with Near Field Communication

Tridonic has announced the launch of its third-generation outdoor drivers from the excite (EXC) and advanced (ADV) ranges. All have NFC (Near Field Communication) interface. The dimmable control gear elements for the luminaire fixture are available in various wattages and if required, can be supplied with matching LED Modules.

NFC technology saves programming time in luminaire production and allows units with up to 20 drivers to be configured in a single work step. In addition, both series are equipped with ready2mains and U6Me2 interfaces, while the EXC3 series also comes with one4all. Changes to the settings can be made even after installation via the NFC interface, ready2mains or DALI2 (EXC3)

The control gear elements for luminaires in protection classes I and II are available in different output powers and cover a wide range of applications. EXC3 drivers are available with



14, 24, 40, 60, 90, 135 and 200 W output power, ADV3 drivers with 14, 24, 40 and 60 W output power. There are several configuration options: wirelessly via NFC using Tridonic's companion SUITE software or with the ready2mains programmer. In the EXC series, programming is also possible via DALI-2 using masterCONFIGURATOR.

The devices are dimmable from 5 to 100% via the mains voltage (inputDIM) and offer application-specific light levels. The mains voltage is selected on the basis of defined minimum and maximum dimming levels within the voltage range of 170 AND 250V AC. The ChronoSTEP2 function can also be used to define different dimming levels and day segments.

Contact
T 01256 374300
www.tridonic.com

Remote control for peristaltic pumps

Fluid handling specialist Cole-Parmer says it is bringing the Internet of Things (IoT) to pump applications, providing pump operators with the ability to remotely control and monitor peristaltic pumps via the internet.

The firm's Masterflexlive™ is said to be a secure Cloud-based platform for controlling and monitoring its peristaltic pumps via a PC, tablet or smartphone. Pump operators can monitor and adjust



critical processes running 24/7 from anywhere with a data connection.

This technology, claimed to be a

first of its kind for peristaltic pumps, provides real-time control of all pump parameters, including speed, flow rate, dispense volume, and more. Push notifications provide alerts for operating conditions and error messages. 'Hands-free' operation allows control of pumps operating inside hard to reach locations.

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Meter repairs for London's elite



MWA Technology was recently called in to make vital repairs to the metering system of a Kensington penthouse flat that, late last year, topped a list of the top 10 most expensive properties in Britain after selling for £50m.

Situated at the development at 5 Princes Gate, the flat also topped the list of London's most expensive homes. Incredibly, the Princes Gate apartment costs nearly twice as much as the second most expensive property, a terraced family home in west London which sold for £27m.

MWA had to make vital repairs to the Kamstrup metering system that needed to be reprogrammed for accurate flow management and record. MWA says it offers a unique specialist service to provide expert technical support at the user's location.

T 0121 327 7771

RWM returns

We are thrilled to announce our partnership with the RWM exhibition, the UK's largest trade show for recycling and waste management.



RWM returns to the NEC Birmingham on the 11th and 12th September, bringing with it a huge programme of unmissable seminars and panel discussions, including NASA, TerraCycle, Procter & Gamble and Clean Up Britain patron Jeremy Paxman.

This year is set to be bigger than ever with the launch of new features like the AI & Robotics Zone, the evolution of the Zero Emissions Zone, a dedicated Waste Tech Theatre, and the return of Materials World.

Visitors can expect to see live demos of pioneering new technology as well as hundreds of market leading companies coming equipped with their finest solution led products and services.

Since changing owners at the start of 2018, RWM has grown to attract over 12,000 visitors, including the industry's most influential names and organisations. With professionals from across the sector and beyond in attendance, it is a valuable knowledge sharing opportunity, not to mention there are unrivalled collaboration and networking opportunities.

Now just 9 weeks away, if you want to register for free visitor tickets for you and your colleagues, please visit: www.rwmexhibition.com

Contact: Nick Woore, Managing Director
T 0117 990 6083
nick.woore@prysmgroup.co.uk

New 43 litre Enviropod



Leaffield 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.

T 01225 816541
comms@leaffield-environmental.com
www.leaffieldrecycle.com

Pledge to introduce 100% recycled packaging

Environmentally friendly cleaning company Bio-D has set a target to introduce 100% recycled bottles across its range by the end of 2019. The company is aiming to become greener than ever before in a bid to decrease the amount of waste sent to landfill, in addition to reducing overall energy consumption. Already 74% to target, Bio-D launched new packaging at the beginning of 2018

to help achieve its goal, comprising of rHDPEs (recyclable high-density polyethylenes), which are made from recycled used plastic bottles rather than single-use plastics. This has now been introduced across the majority of products.

T 01482 229950
www.biodegradable.biz



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www.buntingeurope.com

Sustainable water treatment specialists

Sustainability Today has chosen revolutionary company Arvia Technology Ltd as our Water Treatment Systems Company of the Year, for their ongoing commitment to the Water Treatment industry and dedication to providing sustainable solutions for tertiary water treatment.

Based in Runcorn, Cheshire, Arvia Technology Ltd was first established in 2007 by Nigel Brown. Since the company's inception, they have expanded significantly and maintain a global presence with sales representation in China, Northern Europe, Spain, Belgium and Asia.

Arvia is leading the way in producing sustainable solutions for water and wastewater treatment, using their expertise to create the advanced range of Nyex™ tertiary water treatment systems.

These revolutionary systems offer a unique solution to the treatment of water and enable users to eliminate hard-to-treat organics, common wastewater contaminants, including micro-pollutants, and colour from water and wastewater.

Adaptable for a multitude of different industry sectors such as Pharmaceutical, Chemical, Utilities (drinking and wastewater), Food and Beverage and Oil and Gas, Arvia has gained a global reputation for their sustainable water treatment systems.

With the environmental challenges that the world is facing, coupled with an increasing population, the quantity of clean water required is currently heading to surpass the available supply by 60% by the year 2030.



Containerised Nyex™ demonstration system on-site at Scottish Water

Within industrial manufacturing, wastewater is a prominent issue. Without adequate treatment, it is often disposed of into sewage systems or the environment. Not only does this waste an opportunity to reuse the water, but it can also result in contaminants having adverse effects on aquatic ecosystems and human health.

With this in mind, creating a solution to limit the pollution produced by manufacturing processes is of vital importance and can enable water to be treated and reused or disposed of safely.



Containerised plug and play Nyex™ system

Focusing on the tertiary stage of water treatment, Arvia have produced efficient and flexible solutions. Nyex™ processes do not require chemical dosing and the patented carbon-based media inside the Nyex™ – a system regenerates in-situ. This means that no sludge or secondary wastes are produced during the process, which is more environmentally friendly and removes the operational costs for trucking, incineration or landfill.

Speaking to Mike Lodge, CEO, he told us that, "Arvia uses adsorption coupled with electrochemistry, which avoids common chemical treatment drawbacks like toxic sludge disposal and the incineration of spent activated carbon, as Arvia's carbon-based media is regenerated in-situ and does not require incineration. It has a modular design, offering a plug and play solution which can be adapted to any space and retrofitted into existing treatment works to improve treatment capabilities."



Nyex™ 7-100a reactor tank

"As the water flows into the Nyex™ – a reactor tank, contaminants are concentrated onto the surface of our proprietary Nyex™ adsorbent media, which is non-porous with high electrical conductivity. A low electrical current is simultaneously passed through the media bed to fully mineralise the adsorbed contaminants to H₂O, H₂ and CO₂."

Arvia Technology has achieved impressive year on year revenue growth since its inception. Backed by its innovative water treatment systems, Arvia is well recognised within the industry for the potential benefits of its Nyex™



L-R: Mike Lodge, CEO, Nigel Brown, Founder, Mikael Khan, CTO, Eilish Owens, Marketing Manager & Akmez Nabeerasool, Senior Project Manager, accept the Company of the Year Award

water treatment systems.

Speaking to Eilish Owens, Marketing Manager for Arvia Technology, she told us that, "At Arvia, we have a dedicated research and development team and we pride ourselves on constantly developing our existing and new technologies. We are always looking ahead in terms of anticipating what our customers need and aim to be the first on the market to provide it. We are all invested, ambitious and driven to provide the best solution available. The industry is beginning to see the importance of finding a sustainable, environmentally safe solution to tertiary water treatment processes."

Indeed, with the rising concerns in producing a sustainable water source and the increase of interest in producing environmentally friendly solutions for the planet, countries such as China have taken a strong stance in preventing water pollution. China has produced their Water 10 plan which works towards improving their water pollution substantially within 10 years' time.

Arvia is helping to lead the way in assisting China with their water treatment and in 2018 Arvia installed its first Nyex™ water treatment system on a site in Tianjin, South China. The Nyex™ water treatment system was chosen for its ability to remove recalcitrant organics from the wastewater following a biological process, therefore enabling the customer to pass their regulations of 50ppm Chemical Oxygen Demand (COD) for safe discharge.

In 2019, Arvia have already been on three treatment roadshows around China to treat client's wastewater on-site from the Chemical, Pharmaceutical, Plating and Resin manufacturing industries, amongst others.



Nyex™ 16-50e reactor tank



In terms of future plans for Arvia, Gary Richards, Sales Director, and Eilish Owens, Marketing Manager, expressed how the company plans to carry on their successful business model and continue pursuing new technology to further develop their innovative solutions.

Focusing on expanding their global presence and carrying on their work with countries such as China, Arvia hopes to further the industry's interest in their technology and showcase the clear advantages that Arvia's treatment systems deliver.

Speaking again with Gary Richards, about how the company feels to be selected for our award, he told us that, "We are beyond excited to be recognised for this award!" Gary stated, "Everyone within the company is devoted and work extremely hard, so it feels amazing to be recognised for the work that we do."

For any further information please see below.

T 01928 515316
www.arviatechnology.com



Containerised Nyex™ systems on-site in China



Ocean Business celebrates international success

Ocean Business 2019, which took place at the NOC in Southampton from 9-11 April 2019, has broken attendance records again with the greatest number of exhibitors, visitors and international representation yet. The show has become a landmark international event with a staggering 41% of all visitors coming from outside the UK.

With over 360 international exhibitors, this was the biggest exhibition at Ocean Business yet. This growth was matched by the number of visitors which was up 5% on the previous show, with 4,674 attendees across the 3 days. These visitors came from 69 different countries around the world – further demonstrating the show's international success.

As well as the many high profile meetings and associated events, Ocean Business hosted a special reception to celebrate the 70th anniversary of the date that the UK's National Institute of Oceanography (NIO) came in to being. The NIO was later absorbed in to the Institute of Oceanographic Sciences which became the National Oceanography Centre.

Several companies have already requested to book their stand for the next Ocean Business show, taking place in 2021. Full details about dates and stand availability will be released in the next few weeks.

This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Mercy Ships, Ocean Maps, RS Aqua & R2Sonic. Further details can be found on this page and the next.

Contact: Georgina McDonald, Marketing Co-Ordinator
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GMcDonald@divcom.co.uk
www.oceanbusiness.com

Mercy Ships



Mercy Ships, who attended the Ocean Business event in April, operates the world's largest charity-run hospital ship delivering vital, free healthcare to people in desperate need.

Conditions requiring surgical treatment kill more people worldwide than HIV/Aids, TB and malaria combined. Globally, five billion people have no access to safe, affordable surgery when they need it.

As well as completing thousands of urgent operations on-board its floating hospital, Mercy Ships volunteers work closely with local healthcare professionals offering training and mentoring and renovating hospitals and clinics.

By improving healthcare delivery in every country it visits, Mercy Ships is working to eradicate the diseases of poverty and effectively do itself out of a job.

To achieve this, Mercy Ships delivers a customised five-year partnership model with every country it is invited to support. Relationships are built with the national government and its Ministry of Health so that the needs of each and every country are met.

In this way, Mercy Ships doesn't just address the immediate need on the ground but also works to strengthen the country's healthcare systems and drive policy change. The aim is to tackle the root causes of the problems rather than just the consequences.

To find out more, visit: www.mercyships.org.uk
or for volunteering enquiries please email:
volunteering@mercyships.org.uk

Ocean Maps

Ocean Maps offers digital twins of hydroelectric power plants, integrating indoor and outdoor environments, machinery, dams, lakes and rivers in one simple to use application. Typical use cases are flood and emergency management, facility management, as well as internal and external communication.

The digital twin can be deployed on in-house infrastructure or in the Cloud, as well as on personal devices like smartphones and tablets. This and its extreme ease of use make it accessible to staff at all company levels, from field operators to top management.



The digital twin solution includes comprehensive surveying and visualisation of the facility and can be provided in conjunction with an annual or sub-annual underwater surveying and inspection plan, giving plant management continuous insight into

the state of the plant's underwater structures.

In co-operation with specialised inspection and surveying partners, other sustainable power plants like onshore and offshore windfarms can be efficiently surveyed, inspected and deployed as a digital twin. Ocean Maps also applies its technology to mapping and visualising coral reefs for diver's navigation and scientific purposes.

Contact: Klemens Svetitsch, Head of Technology
T +43 (662) 265 986
k.svetitsch@ocean-maps.com
www.ocean-maps.com

Globally, **five billion people** have no access to safe and affordable surgery when they need it

The *Africa Mercy* is a floating hospital delivering desperately needed healthcare and capacity building to the poorest people in the world.

It takes a crew to run a hospital ship. Different skills and different talents, from medical to marine, catering to carpentry.

Help eradicate diseases of poverty.
Volunteer onboard the *Africa Mercy*...



Be part of the crew.
volunteering@mercyships.org.uk



CHANGE
THE
ODDS



Filtering for protection

With the objective of improving energy efficiency, the ErP Directive has supported the introduction of more modern boilers. Although welcomed by the industry, the development has highlighted the problem and threat posed by corrosion to commercial heating systems.

This is an issue not to be underestimated. Ensuring steps are taken to mitigate damage will help to maximise value in commercial plant rooms. It is also important we consider risk versus performance. When these are equally balanced, we are at compliance. However, tipping this scale to lower risk and raising performance is what you should be aiming to do. To achieve this, a best practice approach is most effective, and this will include the adoption of magnetic filtration as part of a complete water treatment programme.

The problem is caused by magnetite which makes up around 98% of system debris and is a direct result of corrosion that occurs when water circulates through boilers and pipework. However, magnetite particles are very small, measuring just eight microns (0.088mm)



in diameter, which makes capturing them difficult. It also means they can travel easily around a heating system, deposit in low flow areas such as heat exchangers, base board and radiators, cause erosion in turbulent areas, and clog up pumps.

As part of the adoption of ErP, older, more tolerant but less efficient cast iron boilers have been replaced with more efficient stainless steel and aluminium models. These new generation boilers cannot match the durability of cast iron units unless the proper protection is in place. They are smaller which means their heat cells are more prone to magnetite blockages while the small waterways, reduced from 50-60mm to as small as 8mm in some cases, are also susceptible to becoming blocked.

While the industry has been quick to respond to changes, in the most part it has failed to react to the implications these advances in technology have on long-term system performance. This is leaving a large proportion of heating systems vulnerable to breakdown. There is now widespread adoption of magnetic filtration in the domestic sector, with installers very much in tune



with the benefits it can bring. Replacing a boiler in the home is an expensive exercise but when you consider this in a commercial context, the associated costs will be multiplied many times. Based on our experience, we estimate that to protect a domestic boiler an investment of around 15% of the capital cost is usually made but in a commercial context it's more likely to be around 1%.

Historically, dirt and air separators have provided much of the protection for commercial systems. However, the mesh used to capture the magnetite particles is not small enough, leaving sludge to circulate round the system. Technology has now moved on and been replaced with a far more effective way of protecting expensive plant rooms.

As the name would suggest, magnetic filtration has magnets as its core. These are usually powerful neodymium magnets which are tolerant to high temperatures and available in different sizes depending on the size of the system. The filter can easily be fitted




to the pipe work and this can be done on a brand new heating system or retrofitted. The filter will also need to be monitored, emptied and serviced as the sludge collects around the magnets. Some filters also offer greater flexibility, with both side stream and in-line installation being possible.


Specifying magnetic filtration from the start will ensure investment in large and expensive systems is properly protected. There is a real need for more widespread adoption of the technology but for this to happen, greater awareness and education about its benefits must be understood and spread throughout the industry. Specifiers and facilities managers can talk to their contractors or maintenance teams to ensure the message is getting through. Perhaps the biggest problem is that many are still relying on older technology without realising that it is an ineffective way to capture magnetite.

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Ocean Business 19 Review Top 10



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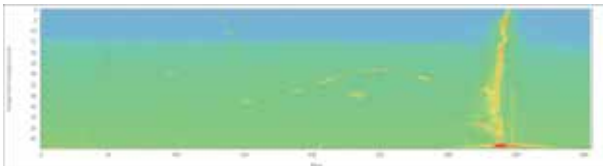
www.rsaqua.co.uk
info@rsaqua.co.uk
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The R2Sonic Multispectral Water Column Challenge

One challenge at a time, R2Sonic is pushing the boundaries of innovation: the R2Sonic Multispectral Water Column Challenge has officially begun!

Four multifrequency water column data sets, collected using a Sonic Series sonar operating in Multimode, will be made available for teams to analyse. The team that develops the most innovative and useful tool for industry (eg. processing/analytical methodology) will be awarded a Sonic 2024 multibeam echosounder.

Everything started in 2017, when R2Sonic released the Multispectral Mode that enables users to collect bathymetry and backscatter data at several frequencies at the same time. Using this functionality, the acoustic responses of seafloor sediments at different frequencies coincide in time and space, which is considered to be a breakthrough in bottom characterisation research.



Similar to the enhanced seafloor discrimination capabilities identified through the R2Sonic Multispectral Challenge, we anticipate multispectral water column data to open the possibility of improved identification, differentiation and characterisation of targets in the water column based on the responses observed at different frequencies.

Each team's research will be reviewed by a panel of judges outside of R2Sonic.

If you're interested in participating, please contact us at:
www.r2sonic.com/geohab2019

RS Aqua

RS Aqua was one of the founding companies to exhibit at Ocean Business and in 2019 showcased a new cutting edge exhibition space. The team were really pleased by the buzz and business opportunities it created.

RS Aqua is the UK's largest distributor of marine technology equipment, supplying high specification marine sensors and subsea equipment to scientists and engineers. Based on the south coast of England, RS Aqua has over 20 partner companies based worldwide but also has its own products such as the WaveRadar REX, which is a real time wave measurement system used mainly on offshore platforms for user safety, and ORCA, an underwater acoustic recorder which captures exceptional underwater soundscapes.



The company is involved in four main sectors: marine science, offshore resources, hydrography, and fisheries & aquaculture.

RS Aqua has extensive calibration and maintenance services at its Hampshire base

in the UK, and is proud to provide lifetime product support across its portfolio. It also offers training courses which cover system design, installation, servicing & maintenance, data management and more.

Recent cutting edge projects include: supplying the equipment for the largest Atlantic Salmon tracking array in the UK, manufacturing acoustic recorders to characterise seabed gas bubbles by the noise they make, and installing a custom acoustic recorder in a racing yacht fin to measure ocean noise pollution around the globe.

T +44 (0)1730 828222
info@rsaqua.co.uk
www.rsaqua.co.uk

Making the case for trenchless pipe pulling

Simon Drain, managing director of Kobus Services Ltd, shines a spotlight on the scale of the pipe repair problem in the UK and some of the rationale that is driving contractors to adopt trenchless pipe-pulling technologies

Much of the utility infrastructure in industrialised areas of the western world is very old – over 100 years in many cases – and needs repairing or replacing with modern pipe materials. Ageing water infrastructure is causing a rise in leakage and places challenges on water companies to provide the best quality drinking water.

In the UK, Ofwat is challenging water companies and contractors to reduce leakage by 15% in amp7, reduce customer disruption, improve water quality, protect the environment and manage costs to consumers through use of innovation.

Existing techniques to replace old service pipes are mainly impact moling or open cut excavation, both of which have their limitations and cannot alone achieve the stringent targets being set.

The challenge

The industry is investing heavily in leak detection technology and pressure management in an attempt to prevent leaks and detect them early when they do occur. Protection through pressure management can certainly extend the pipe life,



but at some point, renewing infrastructure is necessary, which includes renewing smaller service pipes connecting the mains to properties. Finding ways to detect leaks faster is fine, but ultimately the consumers' perception of water company performance is on how long it takes to fix and how much disruption is caused.

Over 3,000 million litres of water are leaked from the infrastructure each day, and a proportion of service pipes need to be replaced each year to manage supplies, reduce leakage and maintain water quality.

In addition, many properties in the UK built before the 1970s received water through lead pipes. While many of these have been replaced over the years, a significant number remain. Lead has been proven harmful to human health, with children especially susceptible.

Water companies use phosphate dosing at treatment works to coat the inside of the pipe to prevent leaching, but phosphate is a finite resource and unsustainable. Therefore, to protect the public, and improve water quality, water companies have been and continue to look to replace these ageing pipelines.



Utility companies must plan long into the future to continuously replace ageing infrastructure. Left unmanaged, the problems caused by ageing pipes will accumulate. The need to address the resulting issues will become more urgent, and to tackle the problem on a wider scale with more urgency will require significantly more investment. This investment will ultimately be funded through higher consumer bills.



Solving the problem

Regulators enforce controls and pressure the utilities companies to use, for example, innovation to maintain and replace infrastructure faster and more safely, with less disruption, and without significant increases in consumer's bills. Pipe-pulling technology offers utility companies the innovation that Ofwat demands as well as reduced cost compared to other methods such as open cut excavation. Trenchless pipe-pulling approaches aren't new, but they do offer some major new advantages.



Cutting the time to repair:

Pipe-pulling technology can dramatically reduce the time incurred at the set-up and break down of the project, as no trenches are required, there is minimal excavation required at the outset or reinstatement to make the location good once again, potentially reducing the time onsite by over 60%.

Reduced risk of utility strikes:

Pipe-pulling technology minimises the risk of utility strikes as it extracts an existing pipe and then tows the new pipe in along the borehole created by the extracted pipe. There is less risk of striking another utility as the pathway is already in existence from the old pipe position.

Optimised working ground:

Pipe-pulling methods use the existing pathway of the old pipe to tow the new pipe in and through. Therefore, the ground conditions have less overall impact on pipe-pulling approaches.



Pipe-pulling can be adopted in very soft or rocky ground and on inclines, thereby offering an alternative when moling is less effective.

Faster reinstatement as well as minimised disruption:

Pipe-pulling minimises the size of excavation necessary on homeowners' land. Where pulling is done from external pavement or road, the excavation on the homeowners' property can be as small as an A3 sheet of paper. As highlighted in the point about time, this has the added benefit of reducing reinstatement costs, and causes less disruption and emotional distress to homeowner. This also impacts local residents using adjoining public highways as they are re-opened much quicker.



Through-life cost benefits:

Pipe pullers like the Kobus KPP300 are relatively inexpensive in capital equipment terms, costing around £20,000. Pipe-pulling systems do require consumables on each pipe replacement, but maintenance costs are kept to a minimum by the design being largely maintenance free. This means they can save around £1,000 to £1,500 per replacement compared to open-cut methods, meaning they can pay back in as little as six months and can keep paying back for at least five years.

Good for the environment:

Pipe pulling removes the old decommissioned pipework from the ground, thereby eliminating the potential environmental waste, as well as enabling the recycling and scrap value recovery of the old pipe.

One thing is certain: there are a huge number of repairs required and traditional methods take time, create disruption and can get very expensive.

T 01827 338855



Suction wins the day at home of the hover

A drainage team from Lanes Group plc have used powerful water jetting and vacuumation equipment to clear the outfall of a pipe linking two sites defined by icons of British transport technology. They removed six tonnes of rubble, shingle and shells blocking a sea outfall located at a former hovercraft terminal in Ramsgate Kent. The 900mm-diameter concrete pipe takes surface water from the former Manston Airport which was an RAF base during the Battle of Britain, and home to squadrons of Spitfire and Hurricane fighters.

Drainage engineers based at the Lanes depot in Sevenoaks, Kent, were commissioned to clear the pipe outfall where material had built up to a height that prevented the sea outfall flap valve from fully-opening. Operating a jet vac combination tanker, they removed all the material from the outfall, with most of it lifted remotely through vacuumation.

By the skilled combination of water jetting and vacuumation, the Lanes team could lift the material into the jet vac tanker's tank, ready to be taken away for disposal at an authorised waste site. They had to stop occasionally to remove larger rocks from the vacuumation hose, otherwise the process of unblocking the sea outfall by the team would have been completed in even less time.

A team of three Lanes drainage engineers cleared the outfall, watched by a representative from the Environment Agency, who wanted confirmation that the outfall was unblocked in line with pollution regulations.

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



Sampling demand increasing

Aquamatic Ltd is reporting a steady increase in demand for its equipment from industrial companies across the globe.



In part Aquamatic attributes this demand to an ever-increasing environmental focus/awareness not only by the governing authorities but also by the industrial companies themselves. This news follows the company's recent supply of a multi-sampler order for operation within a large industrial anaerobic digestion wastewater treatment plant at a UK paper pulp company, where the project was driven by the motives of improved efficiencies and reduced environmental impact.

Commenting on the situation, Jeremy Smith, Aquamatic's MD, said, 'We are now dealing with more industrial sectors than ever before, we feel this is symptomatic of the expanding focus on what is being discharged into our watercourses. This focus is coming not only from the Environment Agency and Water Companies, but also the private industrial companies themselves. In these times of increased environmental awareness & the uncertainty of future climate impact, it is very encouraging to see the market demand for MCERTS certified environmental monitoring equipment such as our own being so strong. We are also finding that this focus is driving advancements in processing technologies such as anaerobic digestion which is giving the opportunity for improved performance and efficiencies, all of which are positive things for our environment. As a British manufacturer we are proud to be doing our part in assisting the drive to accurately monitor and hopefully reduce the environmental impact of industry in the UK and overseas.'

T 0161 777 6607
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Maximising efficiency

Wastewater treatment is a hot topic all over the world, leading to an increase in requests for automation and process optimisation.



With automation, uptime is pivotal when hundreds of tons of water are being treated daily and when environmental regulations must be met. This requires reliable and robust automation solutions with high functional stability.

It only takes three simple steps to mount a LINAK actuator system on a slide gate, sluice gate/penstock, gate or knife gate valve. This do-it-yourself mounting offers swift and trouble-free automation of manual valves and easy exchange of existing actuators. Installation of the LINAK actuator system can be performed by any site worker, saving both time and costs in daily water treatment.

No matter the level of control – whether your need is an automation solution that works with SCADA or one that is manually adjusted – LINAK actuator systems provide a solution. It is easy to adapt the control unit of the LINAK system to your specific requirements by changing a few settings using a universal programming unit. Or, upgrade the system to BUS communication simply by adding a module to the existing control unit.

Modern valve solutions are expected to fully integrate with the general facility system. With electric actuators, you will be able to monitor and control the valve position from your control board or even your computer screen. LINAK IC™ technology (Integrated Controller) helps provide precise position feedback as well as smooth movement to obtain perfect flow control in all situations.

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British manufacturer Ecodek has been producing their unique WPC board system for over 14 years. In 2018 alone, the production of ecodek® consumed more than 3,600 tonnes of recycled plastic milk bottles and sustainably sourced hardwood fibres.

ecodek® boards are available in three profiles, two finishes and five colours, suitable for a huge range of applications both commercial and residential. ecodek® can be found across the UK and beyond, in public realm areas such as walkways, bridges, schools, care homes, stadia, restaurants – the list goes on.

With the versatility to adapt to urban or traditional design schemes, ecodek® will allow the designer to transform outdoor spaces and gardens into feature areas. For podium decks and balconies, we have produced a range of specific screws, substructure bearers and beams that take into consideration the change in outdoor temperature and weather. ecodek® has high material stability with negligible expansion or contraction.

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relief on site to the usual problem of waste materials. As ecodek® material is 100% recyclable, should any waste be generated on site, this can be purchased back by the company and put back into the production of new boards. The boards will not warp, splinter or rot, and as ecodek® does not promote mould or algae growth, only require minimal maintenance, with no sanding or sealing. ecodek® material comes with a 25 year warranty as standard, giving piece of mind to both specifier and end user.

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New gateway device helps customers unlock smart sensor data

Pressac Communications, a leading manufacturer of smart building technology, has unveiled a new Gateway device which makes it easier than ever to get sensor data into the Cloud – ready for use wherever it's needed.

The new device means that information on everything from room occupancy to temperature can feed easily into software or IoT platforms.

The Gateway works by turning the data gathered by the sensors into MQTT format, the most commonly used language for IoT devices. The data is then available locally or via the Cloud.

Jamie Burbidge, Digital Solutions – Product Manager at Pressac, said, "Before we introduced this device our customers would often be concerned about how to get the data out of Pressac's smart sensors and into a format that worked for them.

"They would usually need to purchase alternative equipment from other manufacturers to get the data where they needed it and in the format they required. Lots of our customers required data to be made available via MQTT. Our Gateway device does just that.



"The data can then be sent straight to popular platforms like IBM Watson or Microsoft Azure, making it simple to obtain further value from sensor data."

The Gateway can be connected via a wired ethernet cable, or wirelessly via WiF or LTE (4G), meaning it can be kept off main IT networks if necessary.

For more information on Pressac's smart sensor technology and bespoke manufacturing capabilities visit www.pressac.com or call +44 (0)115 936 5200.

Heating, Cooling & Air Control News

Take control of emissions on site

Land pollution can be a major problem in the UK. Heavy industrial production was once a driving force for our nation's economy and now many sites pose a major hazard for new construction operations. In 2005, the Environment Agency estimated that up to 325,000 sites might be polluted because of former uses – a huge clean-up conundrum.

The remediation of contaminated land sites can prove to be a challenging undertaking; however, effective boundary monitoring solutions can help to mitigate any environmental issues during construction by effective measurement of toxic compound exposure. Casella demonstrates its commitment to reducing environmental risks with the new Guardian2 site boundary monitor, designed to help site management remain compliant with emission levels, using remote monitoring



and reporting of noise, dust and vibration levels, and now includes monitoring of Volatile Organic Compounds (VOCs).

The innovative Guardian2 is equipped with a photoionisation detector (PID) and measures for Volatile Organic Compounds (VOCs) up to 6,000ppm (parts per million), assessing the emission to any prescribed limits. VOCs are organic chemicals known for their potentially harmful properties that can be emitted from the top soil of polluted land. The levels need to assessed and continually monitored to ensure the site is safe for operation, and to safeguard people's health in the surrounding area.

Casella is dedicated to reducing occupational health and environmental risks, and supporting businesses in solving their monitoring & analysis needs.

For more information about the Casella Guardian2, visit: www.casellasolutions.com or call +44 (0)1234 844179.

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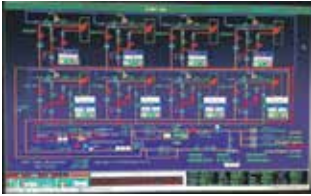
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Bespoke burner control system

Burner manufacturer EOGB Energy Products has announced the launch of a new service to design, develop and integrate bespoke burner controls for commercial heating systems and industrial processes.



Working closely with clients to understand their production process and specific heat requirements, EOGB says its engineers can develop a Programmable Logic Controller (PLC) configured to individual requirements. PLCs can deliver a range of functions such as sequencing systems to control multiple boilers and furnace control systems to accurately regulate temperature. A graphical Human Machine Interface (HMI) can also be custom-designed to provide sophisticated management and a real-time view of the system conditions and operational data, which engineers can access remotely from any internet connected device.

Martin Cooke, Technical Director at EOGB, said, "Unlike other PLC developers, EOGB has over 25 years' experience in combustion industry, meaning we are uniquely placed to provide PLC solutions to integrate with combustion equipment."

New technology offered by PLC systems, along with other advanced technologies, provides a great opportunity for commercial heating systems and applications to improve efficiency, flexibility, reliability and plant safety.

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VINCI Facilities: A trusted expert in the built environment

Here at Sustainability Today, we like to recognise companies that go above and beyond, striving for brilliance and using innovative approaches to ensure continual growth with a focus on sustainability. This is why we are proud to announce that VINCI Facilities has been selected as our Facilities Management Company of the Year.

VINCI Facilities is committed to providing outstanding customer service, embracing innovation and collaboration to ensure they are, and remain, the benchmark against which their competitors are measured. Complementing and enhancing their Facilities Management and Refurbishment/Building activities, VINCI offer an extensive range of energy and water management services across a wide range of customers and business sectors.

VINCI Facilities is the trading name of VINCI Construction UK Limited, and is the £270 million UK facilities services organisation of the VINCI Group, a global facilities, concession and construction group. VINCI Construction UK traces its origins back to 1918, and over the past 100 years the addition of trusted names including Norwest Construction and Taylor Woodrow has widened the company's capabilities, enabling them to integrate developing technologies and lead the way in burgeoning new industries. VINCI Facilities Energy and Water Management experts provide innovative yet practical services and solutions, which reduce energy, carbon, water, cost, and risk for their customers.

As specialists in the built environment, VINCI Facilities provides tailored solutions through both their Facilities Management and Building Solutions businesses. They are committed to delivering technical and organisational expertise, and provide their clients with a diverse range of facilities management, building maintenance, refurbishment, regeneration, and project management solutions designed to meet the challenges of modern organisations. They also offer a comprehensive range of Energy and Water Management services, which are tailored to



their customer's needs, including an embedded Energy and Water Manager, utilities procurement & bill validation, bureau services, and alternative energy solutions along with renewables and battery storage.

As a part of the wider VINCI group, they offer an unparalleled breadth and depth of technical expertise in the built environment, enabling them to deliver long-term sustainable value for their customers, shareholders, employees and partners, as well as society at large. They have successful partnerships with organisations of every size, from local authorities, schools, hospitals, social housing, and government departments, through to utilities, retail, manufacturing, rail and leisure.

VINCI Facilities is proud to be benchmarked annually as leaders in the Sustainable FM Index, and demonstrate an integrated approach to sustainability; from strategy to operation.

VINCI Facilities' Energy & Water Management business has grown out of a desire to continue to provide exceptional services to their customers and to mitigate the growing influence of utilities & carbon in a modern business. Their innovative services and solutions continue to reduce energy, carbon, water, cost and risk for our customers.

VINCI Facilities Energy and Water Management services and activities are underpinned by an in-house Utilities Bureau, based in Manchester. The Bureau takes data from a customer's portfolio to analyse utilities consumption, trends and alarms that may indicate performance issues, providing valuable information and insight. They can then take measures to rectify the problems, bringing about savings and avoiding excessive costs or exceeding electrical supply capacity. The Bureau also produces multiple levels of utilities reporting, including management summaries, PFI contractual performance, and operational reviews, turning raw data into information that can be acted upon to improve performance.

The Bureau is only one aspect of their service offering. A full range of services is available from strategy & direction through to 'on-the-ground' energy and water management, ensuring their customers have confidence that every requirement or challenge can be successfully met. Whether the requirement is a complex Investment Grade Audit, utilities procurement, operational support or simply advice on legislation, VINCI's team pride themselves



L-R: Ryan Gordon, Energy Manager, Paul Cottam, Divisional Director & Paul Lynch, Head of Energy & Water Management, accept the Company of the Year Award from our journalist

on always being available to support their customers' needs and consistently delivering a quality service.

A topical subject for 2019 is the Energy Savings Opportunity Scheme (ESOS) as Phase 2 of the scheme is now underway and eligible organisations must comply with the scheme by 5th December 2019. Phase 1 of ESOS, which closed in 2014/15, was challenging partly due to a lack of Lead Assessors. This caused last-minute panic, failed assessments, compliance delays, and even fines from the Environment Agency. VINCI Facilities Energy and Water Management are working with multiple customers to ensure those problems don't reoccur for Phase 2 of ESOS.

It is clear that the VINCI name symbolises the very best in sustainable innovation, creativity and technological mastery. Through their One Team ethos, VINCI is committed to developing



an open, transparent, trust-based partnership with their customers, stakeholders, and supply chain partners. Their vision is to be regarded by all their stakeholders as the leading and trusted expert in the responsible management, operation and adaptation of the built environment, with a mission to create and maintain great places to live and work, listening to what their customers need and providing innovative solutions that add value, delivered by excellent people who care.

If you would like to find out more information about VINCI Facilities' excellent services, including Energy & Water Management, Energy Savings Opportunity Scheme (ESOS) or Utilities Bureau Services, use the contact details below.

Contact: Paul Lynch
T 0161 320 2900
info@vincifacilities.co.uk
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The Monarch Partnership acquires Utilitywise's EIC



The transaction makes The Monarch Partnership one of the UK's largest utility consultancies by market share. The deal is part of The Monarch Partnership's ambition to build truly end-to-end expertise in energy management, enabling long-term reductions in consumption and expenditure; leading to carbon neutrality, well in advance of national legislation and industry best-practices.

EIC's cutting edge IoT-enabled technology will revolutionise The Monarch Partnership's sustainability services. The addition of intelligent buildings and a legion of other smart technologies to their sustainability programmes will have both environmental and financial benefits.

The Monarch Partnership is the largest privately-owned energy consultancy in the UK and specialise in supporting multi-site organisations. They currently validate three million invoices each year for 75,000 sites and support 600 client relationships.



The core services of The Monarch Partnership centre around the meticulous processing of data. Their bill validation service targets anomalous data, which triggers the recovery of overcharges. Though this is at their core, the services on offer cover the full spectrum of energy management, from the procurement of energy contracts, to cost management, reporting, asset, waste and water management, and sustainability plans. The acquisition of EIC will inject an extra technological expertise which will automate these processes, allowing for further savings for their clients.

Established in 1975, EIC supports over 1,000 industrial and commercial businesses and public sector organisations in managing their energy and water requirements. T-Mac Technologies, who are also part of the deal, provide energy management and intelligent buildings systems to help clients reduce and monitor their energy consumption. Both businesses will continue to trade under their existing brand identities and operate out of their headquarters in Redditch, supported by offices in Newcastle and Bury St Edmunds.

Peter Dosanjh, Chairman and CEO at The Monarch Partnership, said, "We are building a premier utility consultancy focused on helping our customers to become fully sustainable energy users. Our depth and breadth of expertise is unrivalled, and we are now working with colleagues and clients across the organisation to integrate the businesses and become the UK's leading intelligent utilities partner."

A spokesperson for EIC and T-Mac said, "Joining The Monarch Partnership family provides an exceptional platform to further grow our businesses and tap into the services of the whole group for our clients. We look forward to working with Peter and his team to fulfil those ambitions."

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combined transformer losses. As a result, it not only exceeds EU Eco Design specifications due to come into force in 2021 (Tier 2) but sets ambitious new standards ahead of the curve for Tier 3. Based on 30 year transformer lifespan, a 1,000kVA Wilson e3 transformer will typically save organisations £75,000 over its lifetime when compared with a modern Eco design Tier 1 compliant transformer.

Beyond the low hanging fruit of energy efficiency measures, Wilson

e3 is a 'no brainer' for organisations to meet their carbon reduction commitment targets. Installing or replacing a standard existing transformer with Wilson e3 can help facilities save 156 tons of CO₂ emissions.

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TMS Maritime rules the waves

Sustainability Today is pleased to announce as our Marine Construction Company of the Month, TMS Maritime. Founded in 1991 by Managing Director, Peter Stenner, and former Director, William Hook, Devon-based TMS Maritime covers a broad spectrum of marine and civil engineering services throughout the UK and Europe. With extensive knowledge, experience and capabilities, the company boasts an unchallengeable reputation, and unrivalled level of customer satisfaction. Specialising in water construction, including ports and harbours, the company also provides services for pier construction, restoration and maintenance, coastal and river defences and inland waterways.

TMS Maritime operates a fleet of adaptable marine craft that includes modular road transportable systems that can be deployed to almost any national location. The combination



of such a flexible fleet and such an experienced work force renders TMS Maritime capable of providing cost efficient solutions at short notice. QHSE and Subsea Operations Director, Richard Taffs, tells us, "We pride ourselves in finding cost effective solutions to difficult challenges. With a full in-house diving capability, as well as extensive experience in piling, scour protection installation, rock armour placement, gabion construction, dredging and underwater construction, we can offer a one stop shop solution to almost any water project. This unique ability has enabled us to forge lasting relationships with key clients such as the Environmental Agency, Network Rail and the Canal and Rivers Trust."

The company is currently restoring the two celebrated Whitby piers, an exciting project to have undertaken and one that stands as a testimony to the calibre of the projects that TMS Maritime is capable of taking on. TMS Maritime

has also recently completed an underwater port refurbishment project in Douglas Ferry port for the Isle of Man government worth £1.3m, is due to start construction of a new £1.7m pier at Toft in the Shetland Islands and has begun construction of a shellfish jetty in Brixham costing £1.9m. The sheer workload that TMS Maritime is capable of juggling without fail is a result of the capability, integrity, service, quality and value that the company ensures remain at the core of its ethos.

TMS Maritime offers a marine plant hire service and includes barges, survey vessels, tugs, work boats, safety boats, diving equipment and Movax piling equipment. The fact that the fleet is owned by TMS Maritime, means that the company can react to a client's needs with reduced time, and can maintain its plant equipment to the highest standard achievable, as well as adhering to the most up to date Maritime and Coastguard Agency



(MCA) specifications. TMS Maritime prides itself on keeping to a rigid environmental policy, wherein the environmental impact of all its equipment used is regularly assessed, waste is minimised and disposed of responsibly, efficient use of resources is promoted, noise emissions are controlled, and risk to the general public and employees is kept at the lowest level possible.

TMS Maritime has grown into one of the UK's leading marine construction companies and has no plans to slow down. With business booming the plans for the future are crystal clear: to expand and offer its services to more and more clients. For more information on TMS Maritime, and the services that it provides, see the details listed below.

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Industrial automation experts

Sustainability Today is proud to announce that PI UK has been selected to receive our Industrial Networking Systems Company of the Year award. PI UK is part of PROFIBUS & PROFINET International (PI), the largest automation community in the world responsible for PROFIBUS and PROFINET, the two most important enabling technologies in automation today.

Established in Germany in 1989 by a group of leading equipment manufacturers and technical universities, the organisation had the goal of helping German industry automate as many production processes as possible and link them effectively to IT management systems. PI UK was set up in 1993 in order to bring these technologies and related products to the UK.



PI works closely with other automation organisations to develop and enhance international standards that improve productivity while keeping energy consumption and waste to an absolute minimum. They manage and monitor the certification process for testing products and training installers, designers and engineers.

Serving an exceptionally wide range of industries, including energy management, pulp and paper, chemical, utilities, pharmaceutical, food and drink, and numerous others, PI's technologies bring substantial benefits to an astounding number of companies. One example is Coca-Cola; since 2011, Coca-Cola has been using PROFIBUS DP to manage their entire production line in their Mannheim, Germany production plant, from the bottle washer, to filler, to labeller, and to packer.



Another example is General Electric; GE employs PROFINET in its power generation businesses to monitor and produce electricity for utilities and their customers around the world. Finally, Shell achieved cost savings of 50% during the installation of its Hamburg, Germany plant due to using PROFIBUS to minimise wiring and hardware. It currently blends 350,000 tons of oil per year using PROFIBUS PA.

Many more examples of how PROFIBUS and PROFINET are being used to save energy, cost and other resources can be found on the



PI website at: <https://www.profibus.com/technology/case-studies/>

A particularly interesting innovation is PI's PROFlenergy Profile, developed to help automation users minimise energy consumption, cut costs and comply with increasingly stringent 'green' obligations. Existing methods are often crude, expensive and hard to manage, such as switching off equipment manually or installing semi-automated shut-down systems. This is where PROFlenergy comes in; the Profile enables control devices, such as PLCs, to send commands to Energy Consuming Units (ECU) to signal pauses, like lunch breaks, holidays, random line stoppages or peak load conditions. On receipt of PROFlenergy commands, the software 'agents' in the ECU firmware initiate pre-defined 'sleep' modes for the duration of the pause.



Constantly looking for ways to benefit the industry, PI UK hosted a free-to-attend training opportunity in Manchester on June 26th this year, which paid close attention to Industry 4.0 and the Industrial Internet of Things (IIoT). The event addressed key practical issues arising from the use of digital communication technologies in automated manufacturing and process industry applications, covering key application areas such as control systems and energy management, pulp and paper, chemical, utilities, pharmaceutical, mechanical handling and logistics, robotics, automotive engineering, electrical and electronics assembly, packaging and printing. Focusing on the practical aspects of using PROFINET, PROFIBUS and IO-Link, from system design and safety considerations through to fault-finding and maintenance, it was an unmissable event which offered a valuable training opportunity.



Some of the presentations on the day included PROFIBUS network design for process industries, the fundamental principles of good network design for PROFINET systems, industrial network commissioning and testing, PROFIBUS and PROFINET device configuration tools, and finally an explanation of the Industrial Internet of Things, Industry 4.0 and Big Data, and how PROFINET is placed as the ideal Industrial Fieldbus to fulfil these.

In addition to these presentations, the event also hosted an exhibition with live product demonstrations, providing an excellent opportunity for designers, production/system engineers, instrument technicians/engineers and C&I engineers who are involved in the design, operation and maintenance



L-R: Mark Freeman, Treasurer, Bob Squirrell, Chairman & Derek Lane, Vice Chairman, accept the Company of the Year Award from our journalist

of modern automated factories and process plant. Exhibitors included Belcom Cables, a specialist supplier of industrial automation cables, HMS Industrial Networks who have an extensive portfolio which includes network gateways, wireless and cloud-based solutions, and Endress+Hauser, one of the first companies to supply both PROFIBUS DP/PA and PROFINET compliant field devices.

PI UK has a busy calendar of exciting and valuable events, and if their seminar on 26th June is anything to go by, these are unmissable opportunities for an extensive range of companies. To ensure people don't miss out on the next event, PI UK is encouraging people to register on their mailing list to be the first to be informed of future opportunities and seminars, via this link: <http://eepurl.com/c8cFYf>

As well as this, PI UK offers five different levels of membership to cover a wide range of requirements, and are encouraging companies and institutions to join the organisation as users of its technology. Depending on the level of membership selected, there is also free access to patented IP related to PI's technology, which is of significant benefit to any company wishing to manufacture PROFIBUS, PROFINET or IO-LINK compatible products. PI offers a wealth of advantages for its members, including free access to all PROFIBUS, PROFINET and IO-Link documentation, discounts on training, participation in events and much more. For more information on becoming a member and its full range of benefits, head to this page: <https://profibusgroup.com/membership/>

Looking to the future, PI is continuing to develop and deliver industrial standards that will help manufacturing and process industries meet and exceed their productivity and sustainability targets. Indeed, with over 80 million nodes installed worldwide, PI is a market leader in



providing state of the art digital communications, expertly addressing all their customers' needs – at plant level, in the Cloud or at the Edge.

For more information on their full range of services, head to their website or use the contact details below.

Contact
T 020 8144 9597
www.profibus.com
www.profibusgroup.com



New safety cabinets for lithium energy storage with fire protection on both sides



The use of lithium energy storage is spreading rapidly in almost all areas of application due to the technology used.

The high energy density holds the potential for considerable risk: If they heat up uncontrollably, ignite themselves or even explode, fires can develop which spread very quickly. It becomes

particularly dangerous if they are technically defective or handled improperly.

Anyone who has to store lithium batteries or lithium battery powered devices should use a safety cabinet with fire protection. The problem that businesses face is that conventional safety cabinets are designed to protect from fire from the outside. To solve this problem, DENIOS has developed a new generation of safety cabinets

for operational environmental protection and occupational safety which include the SmartStore and SafeStore models to further protect against overheating or smoke development inside the cabinet during charging or when storing lithium energy storage devices.



Tested fire protection from inside and outside

If, for example, a fire occurs inside a DENIOS safety cabinet due to defective lithium batteries, both models can withstand it. Through continuous optimisation, the company's cabinets can withstand fire for a duration of 90 minutes. This was achieved with a closed cabinet body (from the inside to the outside) and proved with an additional fire test in accordance with EN 1363-1.

If a fire breaks out in the building within which lithium batteries are stored in a DENIOS safety cabinet, the fire brigade has at least 90 minutes to evacuate people in the event of a fire and prevent the fire from escalating due to ignition or explosion of the lithium batteries in the closed cabinet. Therefore, the new models are classified as Type 90 according to EN 14470-1 for external fire resistance.

Intelligent condition monitoring with the SmartStore

The SmartStore model also has a high-quality fire suppression safety system that provides



temperature and smoke development within the cabinet are immediately reported.

The security concept in the SmartStore is rounded off by potential-free contacts for alarm forwarding. This means that the user has the option of connecting the fire alarm system to a cabinet with its own safety system in order to be informed in good time in the event of danger or to trigger an alarm directly.

With fire protection on both sides, both models also meet the increased safety requirements that property insurers place on the storage of lithium-ion batteries.

As a long-standing specialist in workplace safety, DENIOS offers a comprehensive special range of lithium energy storage products. In

addition to tried-and-tested storage and test rooms, the company tests fire protection agents such as pyro bubbles (an extinguishing granulate) as well as suitable transport and storage boxes with UN approval. For more information on DENIOS and its products, visit its company website or see the details below.

T 01952 822243
www.denios.co.uk



If you're not storing them in these, you're at risk.



Lithium battery powered devices can be volatile, especially when charging. Avoid the catastrophic risks with a special safety cabinet designed and engineered to protect from fire both inside and outside.

Call
01952 700 530
for more information
or visit
[www.denios.co.uk/
lithiumcabinets](http://www.denios.co.uk/lithiumcabinets)

DENIOS Ltd. | Unit 1-3 | Audley Avenue Enterprise Park | Newport Shropshire | TF10 7DW | info@denios.co.uk

Expand, evolve & innovate your social care business

The Dementia, Care & Nursing Home Expo, held at Birmingham's NEC from 26-27 March 2019, is the UK's most dynamic event for social care professionals and dedicated to inspiring the industry growth and a sustainable social care model. Boasting a position as one of the leading events within the social care sector, the event welcomed 5,800 decision makers from across the industry and gave them a platform to experience the best in technology, products, services and CPD accredited education.

Combining the show focus of sustainable business with a focus on home care this year, the event was a chance for the care sector to come face to face with real innovation in technology, services, and

practises that will improve the delivery of care for all service users.

The Dementia, Care & Nursing Home Expo proved the care sector to be one that is constantly growing with innovation, as the sold out floorplan displayed the very best in products and services for visitors to discover. It wasn't just the biggest brands who had the most interest, as interactive features on exhibitor stands were common throughout the event.

The Dementia, Care & Nursing Home Expo returns to Birmingham's NEC next year from 17-18 March 2020 in an expanded format as part of MediWeek, the UK's largest healthcare event. This is our pick of the best exhibitors from



this year's show, listed here in alphabetical order: Bullseye Food Packaging, Calibre Audio Library, Robot-Coupe, Silent Memories, Simply Beautiful, Spear Recruitment Ltd, Summer Rose Interiors, Thorlux Lighting & WL Interiors. Further details can be found on this page and the next.

www.carehomeexpo.co.uk/birmingham

Protect your home from harmful pollutants

Harmful pollution is not just in the air we breathe outside; indoor air can be even harder on your lungs, containing the same contaminants but with even more allergens, pathogens and toxins.

This is where the Puritii™ Air Purification System can help, removing all three pollutant categories with a 99.99% success rate. This includes particulates down to .3 microns such as pollen, dust, dust mite residue and pet dander; volatile organic compounds (VOCs) from smoke, odours, exhausts, fumes, and chemicals; and airborne bacteria, mould, fungi,

and viruses.

As the only air purification system like it on the market today, the Puritii™ system uses an intensive 11-step process to achieve its outstanding success rate. During the pre-filter stages 1-3, it captures larger particles such as dust and lint, which are common culprits of allergies, lung issues and other health problems. Then, during the main filter stages 4-10, 99.99% of bacteria, viruses and mould is filtered through a blend of minerals. Finally, during stage 11, an ionising needle charges the air with negative ions and eliminates offensive odours.



With an industry-leading lifetime warranty, users can be safe in the knowledge that their home or office is protected from the silent threat of toxins.

M 07704 877160
Simplybeautiful2018@outlook.com

Bullseye Food Packaging

The experts in sustainable meal packaging

Our unique system combines a selection of paper-based multi-compartment trays with a range of easy-to-use sealing machines. Improved safety, strong environmental credentials and better nutritional value are just some of the advantages our trays hold over plastic or metal alternatives. When you see our system in action it becomes clear why so many meal producers have made the switch.

Bullseye don't just supply the packaging. Working together with your catering teams, contractors and operational staff we will design and deliver a bespoke meal packaging solution to help you make the most of your available space, resources and budgets. Planning, delivery, installation and training are all part of the service, however large or small your operation.

With experience gained across a wide variety of sectors, from small-scale community meal providers to large industrial operations, we are the experts in providing not only packaging, but also advice and guidance. We are an ISO 9001:2015 certified company, demonstrating our ongoing commitment to running a professional,



sustainable and trustworthy business.

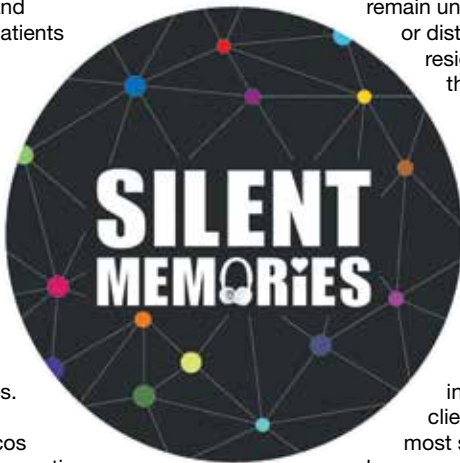
As the world changes, so must the ways we package our food. We are constantly working with manufacturers to improve our packaging, with a completely compostable tray able to take the rigours of freezing, microwaving and high oven temperatures getting closer all the time. While we are on this journey, we are pleased to offer an extensive range of 100% biodegradable consumables, with available products including cups, tumblers, soup bowls, straws and cutlery.

Contact
T +44 (0)1525 309898
info@bfpuk.com
www.bfpuk.com

A silent revolution

Ensuring the happiness and wellbeing of dementia patients and care home residents is a difficult and challenging task. Silent Memories has developed a unique method to help achieve this in the form of a silent disco. For those not familiar with the concept of a silent disco, the premise is simple: a group of people listening to the same music in the same vicinity through headphones.

Silent Memories' silent discos have been designed with dementia patients in mind, and have brought about eyebrow raising results. After participating in a silent disco, residents have been seen to have improved levels of communication and coherence. Using headsets also allows residents who aren't actively involved in the disco to



remain undisturbed by any noise or distraction, as well as giving residents who are less mobile the option of participating from their rooms.

One care home based in Bradford that uses Silent Memories testifies that it has been astounded by the positive effects that have been brought about as a result of the discos. They praise the impact of personal, intimate music tailored to the clients, saying that even the most static and distant clients have seen vast improvements after using the treatment. For more information on Silent Memories, see the details below.

T 0203 727 5382
info@silentnoizeevents.com
www.silentmemories.co.uk



Calibre Audio Library brings the joy of audiobooks to those unable to read print because of sight loss, dyslexia or a disability that prevents them from holding a book. Members can read by listening to books, when this pleasure would otherwise be lost.

Reading has many health benefits; from reducing stress and helping to combat

Calibre Audio Library

memory loss, to boosting mental health. Books provide us with companionship, adventure and enjoyment, and listening to audiobooks extends all of this to people who cannot read printed books.

Negative thoughts about a condition can adversely affect a person's overall wellbeing, with physical problems leading to depression and anxiety. However, research has shown audiobooks can have a positive impact on mental health in the elderly (ref. <http://ncbi.nlm.nih.gov>).

Calibre Audio Library has over 11,000 unabridged audiobooks, recorded by professionals and available for unlimited borrowing by our members. Books are produced in multiple formats to suit all

needs and preferences.

"It is hard to express how grateful I am to Calibre for the contribution the audiobooks made to my mother's quality of life; as she became increasingly immobile physically, she was able to travel mentally and intellectually as much as ever. And as her memory began to suffer she simply listened to them over again."

A lifetime membership is just £35 (including VAT) for adults and £20 for under 16s. Group membership packages are also available.

Visit: www.calibre.org.uk or call our membership services team on 01296 432339 to join or for more information.

Dining with Dignity

With one of the largest offering of food preparation equipment in the world, Robot-Coupe, the inventor and leading manufacturer of commercial food processors, has been engaged in the provision of texture modified meals for people suffering from dysphagia for many years with a unique program called Dining with Dignity.

Ed Cotterell, Head of Robot Coupe UK, said, "We've created this program in recognition of the growing demands on Care Home caterers to produce fresh nutritious and attractively presented meals to all residents in care using the same menu for those with normal feeding

requirements and for those suffering from dysphagia."

The Blixer produces minced to puree foods and is the only machine available to process raw and cooked foods without the need to add liquid. With no loss of nutritional value during processing, they are time saving and quick, and allow the same meal to be prepared for all diners, to better manage food costs.

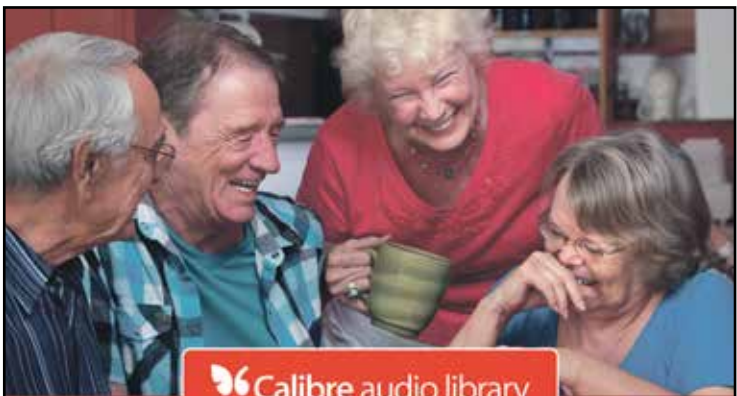
Chefs all over the world put their trust in Robot-Coupe. The Group Manager at Elior, Kelly Gavriluc, scooped the 2018 trophy for the Best Care Home Chef Mentor and stated, "The most important piece



of equipment in my kitchen has to be the Robot Coupe. It's a machine that blends food down to the right consistency, so we can then form it into texture modified dishes. In fact, without it TMF wouldn't even exist."

To see how Robot-Coupe can help with your food preparation needs, head to the website, which includes the full range of products along with an extensive selection of recipes. Free demo in your kitchen.

T 020 8232 1811
marketing@robotcoupe.co.uk
www.robot-coupe.com/en-uk



Calibre audio library
the freedom to read

Experience the joy of reading with audiobooks for those with sight problems, dementia or other disabilities.

To join, call us on **01296 432 339** or visit **www.calibre.org.uk**

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Registered charity no. 286614
VAT registration no. 138840202

Sommer Rose Interiors

Who we are

With over 12 years' experience in creating beautiful and practical interiors for the care home industry, we understand just how important your business is and we believe that it's what's inside that really matters.

Sommer Rose are a friendly, hard-working consultation team providing the full package of furnishings, fixtures and equipment whether it be for your new build home or refurbishment project.

We pride ourselves on our comprehensive industry knowledge and have also worked with the Alzheimer's Society on design for dementia. All products are sourced from the UK's most trusted manufacturers of quality, bespoke, friendly dementia products.

What we do

We gain a full understanding of your goals and requirements so we can create the perfect strategy and



project management plan.

Should you require interior design we work in partnership with a team of specialist designers to ensure that we achieve your expectations on aesthetics.

Our clients include: LV Care Group, Fisher Partnerships, Inwood

Residential, Axis Mason Architects, Keepmoat Construction, Slayco Construction, Living Spaces Interior Design.

Personal service

Sarah and her team will work with you to produce a comprehensive, individual product pack by preparing a fully detailed and itemised FF&E schedule.

Our strong links with a variety of trusted manufacturers within the UK enable us to control the products, quality, guarantees and any specific budgetary requirements.

Working side by side with our suppliers and site managers, we oversee all aspects of the project ensuring a smooth and timely installation to create beautiful, fully operational homes.

Contact: Sarah Thompson, Managing Director
M 07495 471038
sarah@sommer-rose.co.uk

WL Interiors

At WL Interiors we pride ourselves in the way we serve our customers. We have been manufacturing contract curtains, roman blinds and bespoke soft furnishings for over 20 years.

Working with such a diverse client base has taught us each project and client is different, our goal is to deliver the highest quality and value, while providing the ideal service for your requirements.

Every item we produce is made from beginning to end in-house and to the exact measurements of your project. Working with your team we will measure the dimensions of all windows, doorways and openings to ensure we can deliver curtains, blinds & soft furnishings with the perfect fit and finish.

Operating for over 20 years



in curtain production our manufacturing team have become truly exceptional. Hand making all items rather than incorporating the use of automation allows us to maintain a higher quality of pattern matching, stitching & topping that makes all the

difference to how to furnishings look.

What you want, we can deliver.

Contact: Lorraine Firth, Project Co-Ordinator
T 01924 566100
contract.sales@wl-interiors.co.uk

Spear Recruitment Ltd

Spear Recruitment Ltd is an established, progressive and privately-owned recruitment agency specialising in healthcare recruitment nationwide; we pride ourselves on providing a first class tailored service to both clients and candidates alike.

Our company was founded in 2011 with the view of bringing proven executive search methodologies to deliver permanent recruitment solutions. We are specialists within the health and social care sector and, through continued growth and a well-established database, we have access to many qualified individuals within the industry.

The range of clients that Spear Recruitment Ltd engages with includes care homes, residential homes, supported living services and domiciliary services. Using our dedicated recruiters who are thoroughly trained to assist private and public organisations, our focus is placing quality industry leading professionals into organisations



on a national basis.

Spear Recruitment Ltd offers a tailored recruitment service with dedicated account managers. We look to manage every aspect of the recruitment process, providing you with a personal, professional and confidential service while working strictly within your budget and timescales.

Contact: Ben Moses
T 0121 270 7540
M 07378 344813
ben@spearrecruitment.co.uk
www.spearrecruitment.co.uk

Thorlux Lighting

Thorlux offers a wide range of lighting solutions for the Healthcare sector. Projects combining Thorlux LED luminaires and Smart controls frequently benefit from energy savings in excess of 70% when compared with conventional technology. Smart sensors monitor ambient light and presence, control output to the correct level, dim and switch when there is sufficient daylight and illuminate only when the area is occupied.

Thorlux has developed a revolutionary wireless lighting control system, SmartScan, which allows users to monitor their energy performance data and complete operational status information for all SmartScan standard and emergency luminaires. This information is displayed on the SmartScan website which can be accessed from anywhere using a computer, laptop, tablet or smartphone.

Further to this, by using Thorlux Colour Active luminaires the natural daylight cycle can be



replicated improving lighting conditions with potentially positive benefits. The luminaires produce specially formulated artificial light that replicates the natural cycle of daylight, intended to promote a person's well-being, mood and health. Varying the colour temperature of artificial lighting to emulate daylight can help sustain a person's circadian rhythm.

T +44 (0)1527 583200
thorlux@thorlux.co.uk

Health, Safety & Security News

Providing solutions for valuables in transit

In today's world of rising crime levels, why put your drivers and your company profits at risk against theft from the would-be modern criminal, when a Checkmate Vehicle Safe could be just the right device needed?

The above is a very good and appropriate question that I would like to put to you. Having done extensive research, I have found that cash is still widely used, especially in the delivery and collection of goods, etc.

Checkmate Devices Ltd was established in the United Kingdom in 1962. We design, manufacture and supply a wide range of safes for use in vehicles. We call



them 'Travel Safes'; they offer front line anti-snatch protection to your cash and valuables together with reducing the risk of personal attack to your drivers. The travel safes are available in many different sizes

and are very easily fitted into almost any type of vehicle.

Each safe clearly has printed on it 'KEY AT DEPOT ONLY' thus deterring opportunist attackers, as the driver does not hold the key. The locks and keys fitted to all Checkmate Safes can only be supplied through Checkmate Devices Ltd. A record of locks and serial numbers is kept so those clients can obtain replacement locks and keys on request. The majority of the models fit directly into a base plate, which is permanently fixed to the vehicle floor.

For further details, please telephone Debbie on 01308 423871 or visit our new website at: www.checkmatesafes.co.uk

Free training with ERA, the smart way

ERA, the UK's leading home security specialist, is offering tradespeople FREE product training on its smartware range to demonstrate how the products should be installed and boost confidence when dealing with customers who request this kind of home security.

Train to gain

ERA has introduced a comprehensive programme of smartware installation training sessions, specifically designed to help tradespeople feel confident in front of customers talking about the product and installing it. With an 85% practical component, the training offers hands on practise for installers and is receiving excellent feedback.



Tania Tams, head of marketing at ERA, said, "We have developed our own high quality smartware training programme, which covers all aspects of ERA smartware, from specifying the product, enabling installers to confidently advise their customers on the right product for them, physically installing the product, setting up the system on their customer's phone, through to understanding the back

up support and more."

Training low-down

Tania said, "Just visit: www.eraeverywhere.com to register your place & book onto one of our morning or evening sessions at our head office just outside of Wolverhampton. It's on a first come first served basis so make sure you register early to secure your preferred date & time."

To book a place on ERA's new smartware training or for more information on its suite of smart home security products, visit: www.eraeverywhere.com or email: info@eraeverywhere.com or contact the sales team on 01922 490000.

CHECKMATE DEVICES LIMITED

Security Solutions for valuables in transit

- Manufactured from heavy gauge sheet steel
- Available with slot or roller deposit facility
- Also available : Ciub Chute Safes : Plain Lid Safes : Replacement Key Service
- Available in many different sizes to suit your requirements

CONTACT US FOR MORE DETAILS

www.checkmatesafes.co.uk
Tel: 01308 423871

Europe’s only trade event for brain and spine experts

The European Neuro Convention 2019 can only be described as a massive success. There were over 3,500 visitors in attendance at Europe’s only trade event dedicated to brain and spine experts, held at Birmingham’s NEC from 26-27 March 2019, discovering new technologies from the 200 specialist exhibitors and gaining access to a unique learning environment, including a comprehensive CPD accredited seminar line-up and the University of Plymouth’s masterclass program.

Just before the doors opened at 10 o’clock, there were large, excited queues ready to discover what the European Neuro Convention had to offer. In the exhibition hall, all of the exhibitor’s stands were



ready for what the day would bring, showcasing their most up to date technologies and products.

It only took the visitors a short walk to see the brilliant innovation on display, and stepping into the business’ stands allowed for

in-depth discussions with the suppliers to see how their products will be applicable to the expert’s day-to-day work. Of all the brilliant exhibiting stands at the show, there were several that stuck in the memory of many attendees across the two days.

The European Neuro Convention returns to Birmingham’s NEC next year from 17-18 March 2020. This is our first pick of the best exhibitors from this year’s show, listed here in alphabetical order: Attainability UK Ltd, Matthew’s Friends, Mind Align UK & The Richardson Partnership for Care in Northampton. Further details can be found on this page.

Contact
www.neuroconvention.com

Mind Align UK

Mind Align UK is a group of Hypnotherapists, NLP Coaches and Mindfulness Practitioners working together to try and make the world a slightly happier place with their work.

Priti Parekh is the owner and is based in Coventry. Garry Reeves is based in Essex and Namita Bhatia is based in Pinner, London: both are associates. All three also work in the local surrounding areas providing their services to people with challenges in anxiety and depression, weight loss, addictions, fears and phobias, etc. Therapy consists of both conscious and subconscious material so that clients can get the most benefits and thus higher success rates.

Priti is at present providing a powerful Weight Loss Programme called ‘Hypno

Health’ for people wanting to reduce inches the easy way using Hypnotherapy and NLP Coaching techniques.

There is much evidence-based research suggesting that hypnotherapy can be a successful method to losing weight. There is also evidence that many fad diets and weight loss groups can be successful, but for a high percentage, only for short term results as



many tend to put it all back on again within the next five years, usually with more weight than what they originally started with.

Hypno Health works by the practitioner facilitating a consistent shift in mindset and lifestyle thereby creating a sustainable long-term weight loss solution. Clients can look forward to an improved relationship with food by gradually eating healthier and having smaller portions in addition to adding an element of any form of exercise to their daily regimes.

Contact: Priti Parekh
M 07811 043905
www.mindalignuk.com

Rehabilitation provider celebrates 30 years

The Richardson Partnership for Care in Northampton celebrates its 30th anniversary this year. Since 1989, it has gained an excellent reputation for providing high quality residential care and rehabilitation for adults with acquired brain injuries and separately for adults with learning disabilities.

It remains a family business and is one of the few independently owned and run specialist care providers in the country. Laura Richardson-Cheater, Managing Partner, says, “I’m sure our longevity and success are due to remaining true to the values that my parents established back in 1989. We place the service user at the centre of everything we do. We believe that social inclusion, community participation, dignity and respect, combined with tailored therapeutic input are key to enabling service users to fulfil their potential.”

The Richardson Partnership for Care continues to innovate in its approach to supporting adults with complex needs and behaviours that challenge, delivering positive outcomes for the people in its care. This year also sees the opening of its sixth residential care home: The Coach House



L-R: Managing Partners, Laura and Greg Richardson-Cheater with Service Manager, Jane Payne

provides rehabilitation, support and high-quality accommodation for nine adults with acquired brain injuries.

For more information, contact the Admissions and Referrals Team:
T 01604 791266
welcme@careresidential.co.uk
www.careresidential.co.uk

Attainability UK Ltd

Attainability UK Ltd is the UK distributor of the renowned U-Step 2 Rollator and LaserCane. These walking aids have helped thousands of people worldwide with Parkinson’s disease regain some independence and are widely used in rehabilitation units. The unique use of laser cueing is helpful in a large proportion of cases where ‘freezing’ is a problem.

The U-shaped walker is incredibly supportive and is often recommended for other neurological conditions such as PSP, MSA, Ataxia and MS. The LaserCane is a lightweight adjustable walking stick with a laser cueing system specifically designed for individuals with gait

freezing or gait ignition failure.

Other recent additions to the product range are Pathfinder laser shoe attachments, an alternative to the LaserCane for ‘freezing’ and the Gyenno spoon for people with mild to moderate hand tremor. We can offer UK wide demonstrations and free trials of these products (conditions apply) for appropriate healthcare professionals. Our products are now widely funded by the NHS due to the evidence of reduced falls and increased independence.

Please call us on 01743 245277 for more information, email us at: info@attainability.co.uk or visit our website at: www.attainability.co.uk



Exhibitor at the recent Neuro Convention, Matthew’s Friends is the leading medical Ketogenic Dietary Therapies charity in the UK and Europe. Epilepsy affects approximately 600,000 people in the UK; around 30% of these will be drug-resistant. What then? How do we decrease or even stop recurring seizures in people suffering with catastrophic epilepsy?

For many, the answer lies with FOOD – a strict combination of high fat, adequate protein and very low carbohydrate, calculated by a specialist dietitian, working within a neurologist-led team. Medical Ketogenic Diets are not a fad diet, they are a proven medical treatment pioneered in the UK by Professor Helen Cross OBE, the Prince of Wales’s Chair for Childhood Epilepsy.

Support of the family is key to success with Ketogenic Diets. The diet can be very daunting initially and challenging. Holding your child or adult loved one’s health in your hands, by preparing and weighing food, is not to be underestimated. This is where Matthew’s Friends come in, with bespoke recipes, free starter packs, telephone support, global conferences, medical team training and much more.

For more information, visit:
www.matthewsfriends.org or email:
enq@matthewsfriends.org or find us on
Facebook and Twitter @matthewsfriends

Matthew’s Friends is a registered charity 2004-2019.

Save the date

MATTHEW'S FRIENDS WILL BE HOSTING THEIR ANNUAL KETOCOLLEGE PROGRAMME

12TH – 14TH MAY 2020

CROWNE PLAZA FELBRIDGE HOTEL, EAST GRINSTEAD, WEST SUSSEX, UK

AN ADVANCED CPD COURSE FOR NEW AND REFRESHER KETOGENIC THERAPY LEARNING AND NETWORKING.

In its 5th year, KetoCollege 2020 offers both scientific background and practical training in all aspects of implementation of the different ketogenic therapies. Led by recognised ketogenic diet experts, it will include presentations, workshops and time for networking and group discussions. Registrations are welcome from allied medical health care professionals currently working with or looking to expand their knowledge of Ketogenic Dietary Therapies for epilepsy and other neurological disorders.

For further details please visit www.mfclinks.com/keto-college or to register your interest please email: ketocollege@mfclinks.com

RCPCH APPROVAL PENDING | CONVENIENTLY LOCATED ONE HOUR TRAIN FROM LONDON AND 20 MINS TAXI FROM LONDON GATWICK

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Advanced walking aids for Parkinson’s Disease, Multiple Sclerosis and other neurological conditions

U-Step 2 Rollator:

- ⇒ Reduces falls
- ⇒ Increases independence
- ⇒ Improves mobility

Features include:

- Reverse braking
- Adjustable tension control
- 7 wheel manoeuvrability
- Ultra stable
- Optional Laser & Auditory cueing module for Parkinsons freezing
- Optional gutter arms
- Folds flat for easy transportation

Widely recommended for:

- Parkinsons
- Multiple Sclerosis
- Motor Neurone Disease
- PSP/MSA
- Ataxia

Contact us for more information or to arrange assessments/demonstrations UK wide:

Attainability UK Ltd
E. info@attainability.co.uk
T. 01743 245277

Other products include:

LaserCane is perfect for those seeking minor walking support with freeze-reduction technology

- Lightweight
- Height adjustable
- High quality
- 16 stone (104kg) weight limit

Gyenno Anti-Tremor Spoon is an intelligent tableware designed for people with hand tremor to help them eat more easily and confidently.

MOTOR STEP steps up

In this edition of Tradex News we have chosen as our Mobility Product Company of the Month, Motor Step. The company is reshaping the way people ascend and descend steps and contributing to improving the lives of its customers.

Navigating steps can be a challenge for people suffering from disabilities that limit mobility or for members of the older generation. Not only might this present challenges when attempting to carry out daily tasks, it can also reduce the level of enjoyment someone is able to take from their life. For many people that find the intricacies of international travel difficult, caravan holidays are a pleasant alternative. However, with caravans being raised, stepping in and out of them can be just as difficult as navigating steps at home and can rid someone of the opportunity to enjoy a holiday.

Motor Step has developed and manufactured a unique and easy to use solution. Motor Step is a portable motorised platform upon which users can be lifted to heights of 24in/600mm. The lift is capable of lifting a person of up to 20st in weight and connects seamlessly to a leisure battery on a vehicle or a power outlet in the home. Motor Step is revolutionary not only for the people that use it but within the mobility product sector too, as there is no other



product like it out there.

The business was started in 2013 by Paul Bennett and to this day is a family run business. The company's manufacturing facility is based in Buckinghamshire, from which all of its products are developed and delivered. The only alternatives to Motor Step that exist are fixed lift options which are expensive, inconvenient and difficult to install. Motor Step requires no alterations to your vehicle or home and is free standing, easily movable and folds up neatly to aid in transportation and storage. The lift will automatically stop its descent if there is an object stuck beneath it which avoids potential trapping and damage. Another convenient factor of Motor Step's design is that it is fully weatherproof and can be left outside regardless of the weather conditions. If leaving it outside is the option best suited for you, the

machine's fitted security eyebolt prevents potential thieves from being able to steal it.

Along with the Motor Step, the company is in the development stages of producing a wheelchair lift. This kind of forward thinking is demonstrative of how ambitious a company like Motor Step is and will surely further the company's growth ultimately leading to more people's lives being changed. Along with introducing a wheelchair lift, Motor Step plans on broadening its distribution network. Motor Step has already gained notable popularity in North America and plans on capitalising on this as well as maintaining regular sales to Canadian and European



customers. For more information on Motor Step or to arrange a demonstration, see the details listed below.

T 01296 709630
info@motorstep.net
www.motorstep.net



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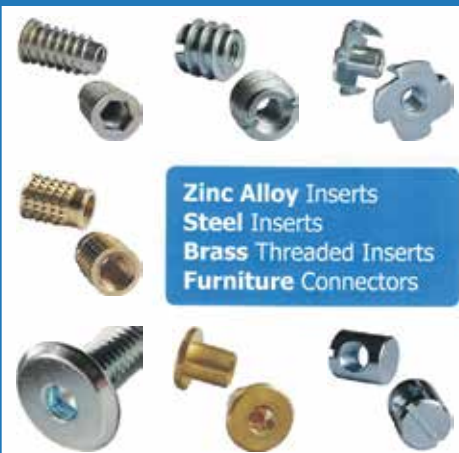
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Caravan Camping & Motorhome Show 2019 hailed a success

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

The Motorhome & Caravan Show 2019 runs at Birmingham's NEC from 15-20 October 2019. This is our second pick of the best exhibitors from this year's show, listed here in alphabetical order: Omnipods and Cabins, Safeguard & Vale or Rheidol Railway. Further details can be found below.

Contact
www.ccmsshow.co.uk

A magical ride through breathtaking scenery

Are you looking for a fantastic family adventure this year? Travelling on the Vale of Rheidol Railway is the finest way to explore the stunning Rheidol Valley. Opened in 1902, the railway is a masterpiece of engineering and has been delighting passengers for generations. Although the line no longer carries lead ore from the mines, it has been carrying tourists to the beauty spot of Devil's Bridge for over a hundred years!

The journey starts in Aberystwyth, in the heart of Cardigan Bay and

runs for twelve miles to Devil's Bridge, in the Cambrian Mountains. Watch the countryside changing as you travel through wide open fields, ancient woodland and rugged mountains scenery, on the climb to Devil's Bridge, home of the famous Mynach Falls.

On arrival at Devil's Bridge, why not visit our Pine Marten Den exhibition that celebrates the recovery of the Pine Marten in Wales? You will then have time to visit the amazing waterfalls, or relax for some lunch or afternoon tea at either the Two



Hoots café at the station or the charming Hafod Hotel.

Begin your adventure by visiting our website at: www.rheidolrailway.co.uk for details of our current events and timetable.

Safeguard

Safeguard provides a range of insurance products to suit the needs of caravanners and motorhomers throughout the UK. Our knowledge and expertise spans insurance for motorhomes, caravans, static caravans and park homes.

As keen caravanners and motorhomers ourselves, we know the pleasure that a holiday on the open road offers. We're also aware that people enjoy their caravan or motorhome in different ways – with some creatures of habit returning to the same site whenever the opportunity presents itself, while others love to travel abroad to take in the



sights of the continent.

In the excitement of planning your breaks, it's important to take time out to ensure you

have the right insurance with a policy to suit your needs. At Safeguard we understand everything, from the detail of discounts available for security fixtures, to the variety of vacations you might want to take, whether in Europe or here in the UK, and the differing requirements you will have for insurance. It's our years of experience that will really help you when you are looking to insure your second home.

T 0800 995 1335
www.safeguarduk.co.uk
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The Omnipod

The Omnipod is one of the UK's largest and most luxurious glamping pods. Standing at a minimum of 8m in length and 4m wide and set on a rigid steel structure, it offers a unique feel of space and sturdiness. To complement this, the tasteful interior design provides a luxurious feel, not to mention the underfloor heating and full insulation as standard, ensuring that you keep warm and toasty during the winter months.

Various layouts are available offering accommodation which can be easily adapted in minutes to cater for guests with mobility needs, while maintaining a stylish look to the fully accessible wet room. The pods and cabins are available in 2 sizes and with an option of roof styles to suit your particular capacity requirements and taste.

Why not invest in an Omnipod as an Airbnb,



as a Granny Annexe or simply as affordable additional accommodation to your existing home? Our units come fully assembled, ready to 'plug-in', but can equally be built on site in situations where access is a challenge.

For more information, get in touch at: info@omniaccess.co.uk or call on 0345 340 4945 or you can find out more information at: www.omnipodsandcabins.co.uk

Venue Finding Company of the Month

First4venues: Friendly, efficient and free

Tradex News is proud to announce that First4venues has been selected as our Venue Finding Company of the Month, for its outstanding dedication to providing friendly, efficient and free venue finding services to a broad range of companies.

Established in February 2009 by Charlotte Booth and Wendy Burrows, First4venues is based on the Nottinghamshire/Derbyshire border and works across the UK and overseas. Both Charlotte and Wendy have a wealth of experience working in the industry, and 10 years ago they decided they could offer a better service to clients by offering a wider selection of venues, leading to the creation of First4venues.

First4venues is an outstanding venue finding service with a personal touch, using its team's 30 years of experience within the corporate, hotel, catering and leisure industries to find the perfect venue for its clients. Indeed, this in depth knowledge of how venues operate helps First4venues to choose the ideal venue to ensure success.

With such impressive expertise, First4venues can organise a wide spectrum of events, including conferences and meetings, gala dinners, Christmas parties, seminars, exhibitions, and

training. What's more, the company can source a wide range of support services to cater for team building, stage production and bespoke events.

Without question, First4venues can find the perfect venue whatever the occasion and wherever the location; whether it is a one-to-one meeting or a major product launch, the company can arrange every single aspect of the event while also considering budget and location needs. First4venues boasts a comprehensive database of numerous different types of venue, many of which the company's staff have visited and worked with previously. First4venues never recommends any venue which they would not also use themselves.

As well as its extensive experience, First4venues provides a guaranteed response to prospective clients within two hours, ensuring people can meet their deadlines. What's more, the company can offer cost reductions through negotiating rates and terms on their clients' behalf, before creating detailed, clear and concise proposals to ensure their clients make an informed decision.

We had the pleasure of speaking to Director, Wendy Burrows, who told us more about how First4venues works. "It starts off with the client contacting us and telling us what they're looking for, the dates, type of event and location. Then,



we source three to six venues which we send to the client for them to review, and exchange ideas and suggestions until the most suitable one is chosen. Most importantly, this service is entirely free! Our customers always come first, a principle which clearly works as we have kept 90% of our customers since day one. We are dedicated to going that extra mile." First4venues' relationship with its clients is the company's most important aspect, and is an essential factor to its success.

Looking to the future, First4venues is hoping to continue its impressive growth based on the recommendations of its existing customers. The company also exhibits at a selection of trade shows, allowing them to meet venue



representatives directly to establish stronger and better relationships.

With a wealth of experience and expertise, First4venues is the clear number one choice when seeking help in finding the perfect venue. If you would like to find out more information, head to the website or get in touch using the contact details below.

T 0845 009 9296
info@first4venues.co.uk
www.first4venues.co.uk

