

tradex news

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ST I-XII
Sustainability Today



05
Sherbourne Sensors



STXII
Pollywood



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UNISIG

Certified Installer



Boden Facilities Management has completed the Daikin Certified Installer programme in partnership with Climate Controls and Spares. This allows Boden to provide any commercial or industrial site with the security that only the highest qualified engineers will be working on your project.

As a Daikin certified installer, Boden Facilities Management can offer clients 5-year warranties on all installs on Split, Sky Air and VRV systems, Biddle Air Curtains and VAM / VKM heat exchangers. The certification gives Boden access to unlimited training, courses including: Daikin Altherma Low Temperature Split Systems R32, Intelligent Touch Manager and VRV IV Installation which expands our skill set across our HVAC team. Due to our close working partnership with Climate Controls and Spares, Boden Facilities Management installation team can deliver jobs quicker than ever before.

Daikin UK is a market leader providing environmentally friendly renewable energy heat pumps, ventilation and air conditioning systems. They provide energy efficient integrated climate control solutions for applications in domestic, commercial and industrial buildings. Daikin UK have a national network of regional teams who partner with corporate clients, developers and trade suppliers to provide innovative and cost-effective HVAC solutions.

Boden Facilities Management are experts when it comes to delivering air conditioning services and solutions. The team are highly experienced in the design, installation and servicing of many types of air-conditioning equipment, from simple wall, ceiling cassette and floor mounted systems to sophisticated multi-split systems, ducted and variable refrigerant volume (VRV) systems and chilled water and portable units.

David O'Meally, lead HVAC engineer said "Achieving this status reinforces our strong reputation in delivering energy efficient, cost efficient refrigeration and air conditioning solutions. It gives our customers peace of mind that their job will be handled by appropriately qualified and competent staff."

Managing Director of Climate Controls and Spares, Brian Litchfield commented, "Climate Controls and Spares have been working closely with Boden Group to obtain their Daikin Certified Installer status over the past year. It has been a pleasure to partner with such a professional, competent and dedicated team whose ethos to customer service and quality installations is what you would expect from a Daikin Ci Installer. I am excited at the prospects for 2020 and I look forward to working closely with this dynamic team."

T 0845 646 0112
info@bodengroup.co.uk
www.bodengroup.co.uk

Work smart with Buckeye International

Buckeye International is a leading provider of industrial cleaning supplies, with each of its products designed with quality, innovation and integrity in mind.

Buckeye's Symmetry Hand Hygiene Program for schools includes a full line-up of cost-effective hand hygiene products and dispensers, which also features education, awareness and behaviour modification tools and training. As one of the best defences against the spread of infection, the Symmetry hand sanitisers can help to combat the spread of cold and flu germs throughout a school environment.

In addition to this, Buckeye offers the Clarion 25 floor finish, the first of its kind to harness Microban surface modification technology that embeds an EPA registered antimicrobial into the floor finish. This offers an additional layer of protection to standard cleaning and disinfecting, reducing the bioburden on floors by preventing bacteria from colonising and multiplying.

Buckeye is committed to developing sustainable and safer options for customers, ensuring its products, packaging and programmes promote human health and safety. The company proactively eliminated hard surface cleaners that contained damaging ingredients such as butyl, solvents and alcohol bases.

Furthermore, Buckeye developed its Liquescent® technology, which allows for high performing products while also adhering to its commitment to human health safety. This ground-breaking technology led to Buckeye being awarded seven patents.

If you would like to find out more information, head to the website or get in touch using the contact details below.

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Translation Services for Mission Critical Information



Tradex News is proud to announce that **STAR Translation Services** has been selected as our **Business Translation Company of the Month**, for its outstanding array of document and website translation services for customers across the globe.

Established in Dublin in 2001, the company is part of STAR Group Europe's largest privately held translation agency, formed in 1984. The group's headquarters is in Switzerland with 50 offices in 35 countries, giving the company a huge global reach.

"Our core business is Document Translation Services," explained Damian Scattergood, Managing Director. "We translate documents and websites for our customers, helping them to sell more and support their products worldwide. We've specific expertise in technical translation for the automotive, machine and engineering industries, and our clients benefit from us as a one stop shop for the translation of manuals, websites and videos."

Indeed, STAR offers a comprehensive translation



service, with the ability to translate every language at the same time and deliver print ready PDFs. This reduces clients' workload and delivers fast time to market.

Such translated documents are used on a daily basis to help maintain machines or support products, and good translation helps to boost a company's sales internationally and reduce their support costs. The value of these services is evident in the fact that STAR works with some of the largest automotive OEMs in the world, including BMW and Ferrari, as well as a range of machinery companies in the packaging, automotive, construction and electronics industries.

This kind of translation is integral for machine manufacturers, whose compliance with the European Machine Directive is key to their business success in Europe. They must deliver documentation to the CE manufacturing directive 'Machinery Directive 2006/42/EC', which is in place to ensure a common safety level in machinery in the EU market. By working with STAR, companies can guarantee their translated manuals are delivered to the required standard.

Without a doubt, STAR's key strength is its technical



industry knowledge. "We work with the designers and writers to design the documents for translation. Each industry has its own specific terminology and we use dictionary management systems to ensure our translation is accurate. Any translator can look up terms, but understanding the context of its usage is trickier to achieve, so we tailor the language to suit the eventual user of the document. For example, a car manual will be worded differently depending on if it's being used by the driver, or by the mechanic, so we have to make sure the content is useable and understandable after it has been translated into the relevant language.

"We also integrate directly with WordPress, the number one website content system. We've worked with a major provider of WordPress plugins, and now customers can simply press a button and everything is sent to STAR, where we translate the text, diagrams, videos – everything on the website that needs translating for a global customer base."

To add to its outstanding services, STAR has recently introduced new video production facilities to bring technical drawings to life, with its Visual FX studio providing customers with 3D visualisations of their designs.

What's more, STAR has introduced PRISMA, which delivers intelligent documents for IoT. This innovative technology is transforming the way people repair and maintain their machines. "Imagine talking to a computer, asking for the manual as you're working



on a machine, and it brings up the right pages for the problem and literally tells you how to fix it in any language. That's PRISMA."

In the future, STAR will be continuing to grow its UK customer base, as well as expanding its services across different media types. The translation industry is constantly evolving, as new technology is always being developed and introduced, so a company like STAR is integral in addressing these changing needs.

For more information, head to the website or get in touch using the details below.

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Booting Its Way through the Construction Industry



Within this issue of Tradex News, we have selected a leading manufacturer of wellington boots, **Leon Boots Co Ltd** is our **Safety Wellington Boots Specialist Company of the Month**, for the company's brand of protective safety boots for the construction industry.

Leon Boots Brand was first established in 2016 by Managing Director, Lukas Leoniuk and partner investor DFE Company. Starting out in 2012 as a distributor of EVA Wellington Boots, the company has gained unprecedented growth since its inception and through its dedication to responding to the needs of its customers; Leon Boots discovered a gap in the market and developed their ULTRALight Protective/ Safety Boots.

Speaking with Kev Burgess, the UK National Sales agent for Leon Boots, he



told us that, "In 2016 together with a team in Ireland, we decided to create our own brand of footwear 'LBC - Leon Boots Co, this was introduced into the UK market in 2018 so the growth and impact that we are already having on the market is unprecedented."

Renowned as a revolutionary alternative to heavy rubber or PVC footwear, Leon Boots' range of ULTRALight Protective/Safety Boots maintain a plethora of advantages over outdated heavy alternatives. Using a combination of EVA and TRC Polymers, the boots are up to 65% lighter than rubber boots, more durable, supportive and far more comfortable than any other



wellingtons you have worn before..." Kev continued, "They also contain a removable and washable, soft liner for comfort and they are both split and crack resistant unlike PVC or PU wellingtons. The boots are a great insulator down to minus 30 degrees, making them a truly unique product..."

Over the last few years, Leon Boots has targeted the construction industry and has gained industry recognition for the effectiveness of their footwear, also focusing on Agriculture, Hardware & DIY, Fashion & Footwear, Garden Centres & Food industry.

One particular product within the company's range of ULTRALight boots is its **Safety S5 ULTRALight Men's Safety Wellington**. Using TRC Polymer, the boots are completely waterproof



Safety High Top - Concrete Boots



Safety S5

and through EVA features– they are the lightest safety Wellingtons on the market. Not just lightweight, they also contain an EN345 200KJ steel toe cap and Kevlar anti-perforation midsole, this is why Leon Boots was featured and received an award in the 2019 Design and Build Awards. Kev explained that, "We won the Most Outstanding in Construction Footwear in the 2019 Design and Build Awards.

Through the company's determination to dominate the construction market, Leon Boots has attended many different construction related events over the past year and is committed to continuing this approach into 2020, raising further brand awareness. Kev told us that, "We've attended many events over the

last year. We attended LAMMA which is the UK's largest agricultural show at the NEC Birmingham. We also attended the Health & Safety Expo in London and the UK Construction Show in Birmingham. We have made sure to attend shows right across the UK and have already booked 29 shows for this year across many different market sectors."

In terms of the future ambitions for the company, Leon Boots plans to reach and continue its dominating market presence. As stated by Kev, the company's main goals are, "Expansion and total national coverage through stockists in many market sectors."

The company's overall mission is to provide all hardworking people with lighter, safer and far more comfortable and durable wellington boots, as daily comfort, especially in wet, cold and rough conditions, is of fundamental importance for every level of employee.

For any further information or to speak to the company directly, please see the details featured below.

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www.leonbootsco.com



Expert in automotive diagnostic equipment

Tradex News is proud to announce that Diagnostic Connections has been selected as our Diagnostic Equipment Company of the Month, for its outstanding range of automotive diagnostic equipment for customers across the country.

Established in April 2019 by Tom Johnson and Chris Corns, Diagnostic Connections is an independent supplier of a range of diagnostic equipment brands. Both Tom and Chris have over 25 years' experience in the industry, ensuring Diagnostic Connections' services are not only highly efficient, but extremely well-informed.

Diagnostic Connections is the UK's distributor for well-known brands such as Autocom CDP+ and TOPDON Diagnostics tools, as well as OSCA, GYS & PicoScope. "We have a long-term relationship with AutoCom, established for over 10 years, so we have a huge advantage over other sellers in this regard," said Tom.

Autocom has been developing world-leading diagnostic tools for cars, trucks,

trailers and buses since 1991, and has built up an extensive bank of raw data to ensure it can quickly and easily troubleshoot tens of thousands of different vehicle models. Autocom's user-friendly and professional vehicle diagnostics solutions, with the CARS, TRUCKS, GENERIC and CHECK software, are used alongside CDP+ in workshops and on vehicle inspections across the world. These include DoIP communication and have an integrated 'Info System'.

TOPDON designs its products with a focus on ongoing development and innovation, ensuring each user can enjoy life with simple and smart technology. Its designers and engineers will study the user's habits and use a mixture of creativity and experience to offer a convenient, efficient and valuable solution. Each TOPDON product is made with care and an acute attention to detail, ensuring the user gets the perfect experience.

"Thanks to our industry knowledge, we can offer high quality product support, and our smaller size means we can offer a bespoke

Diagnostic Connections

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0844 335 0141

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service for each customer," Tom explained. Indeed, Diagnostic Connections' support services are second to none, with a range of options depending on the customer's needs. Over the telephone, one of the company's specialists will do their best to fix any tool operating issues, and if there is an issue with the tool itself, the company can do most repairs in house. Diagnostic Connections also offers Teamviewer Remote Support, where it can offer online remote access to solve a customer's issues.

Due to the company's continued growth, Diagnostic Connections has recently employed another member of staff to help

support its high standards of customer service. Indeed, this rapid expansion is set to continue over the coming years, as the company continues to grow its expertise within the industry. To help with this growth, the company will be attending Mechanex and AutoInform Live in 2020, so be sure to go along and find out what Diagnostic Connections has to offer.

If you would like to find out more information, head to the website or get in touch using the contact details below.

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Print & Packaging News

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Datamark UK - Specialist Label and Label Solution Providers!
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"Self adhesive labels & labelling"

Datamark UK are a manufacturer and supplier of a wide range of labels and labelling solutions to a variety of customers from various industries. Datamark UK offer a broad range of knowledge and experience in dealing with your label and label solution requirements. The Datamark UK range of products we offer varies greatly as you will see in the links below. The products range from plain and printed labels to thermal transfer ribbons and printers to name a few.

Call us on +44(0) 1482 506560 | 505101 to discuss your requirements or for further information visit our website: www.datamarkuk.com

The one stop shop for all of your labelling needs



Experts in labels, labelling and label printing, Datamark supply and manufacture a varied range of labelling solutions to a wide range of customers spread across various industries. Enlisting in the services of Datamark, customers can enjoy numerous benefits, for example gaining from the years of knowledge and experience amassed by Datamark.

Constantly innovating and seeking to add new products to their already extensive range, Datamark truly are the one stop shop for all of your labelling needs. Moving from strength to strength since its inception in 1995, Datamark offers customers competitive pricing, unparalleled customer service, reliable deliveries, rapid quote turnaround, and an extensive product range.

Datamark's product range

includes: Plain and Colourwashed Labels, Flexographic Printed Labels, A4 Sheeted Labels, Fanfolded Labels & Tags, Own Brand Thermal Transfer Ribbons, Thermal Transfer Ribbons, Thermal Transfer Bureau Print Solutions, GoDex and other brand Thermal Transfer Printers, Thermal Transfer and Direct Thermal Print Solutions, and TT Printers Service and Maintenance. Driving the company forward, aside from their extensive product range, is their continued emphasis on providing the best customer service possible. It is no wonder that Datamark supply such a wide variety of industries, including: food, distribution and logistics, storage and contract packers, electronics, healthcare, automotive and industrial.

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sales@datamarkuk.com
www.datamarkuk.com



Allow us to introduce ourselves and welcome you to the Signzworld family. We are a Birmingham-based supplier specialising in sublimation printing materials, sign making and related machinery. In our 10 years of business we have provided companies of all sizes with the tools and support needed to achieve their business goals.

Our vast warehousing facilities house a huge range of Heat Presses, Vinyl Cutters, Laser Engravers, Sublimation Blanks, Sign Making and T Shirt Vinyl. Not to mention the latest in 3D, UV and Laser printing technology and much, much more.

2019 has seen the Signzworld company receive a much needed makeover. Both online, through the inception of social media and video channels, but also with the renovation of our bricks and mortar store. There's also a brand new website imminent, possibly even live at the time of this article going to print.

Our new digital home represents the largest sign of our ambition to improve and consequently enhance the experience of our customers. Our customers have spoken and we have listened. We're determined to make this the number one place to visit within our industry for relevant insight and great value and for all customers, new and old. Together we work better.

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'Outstanding' Coach & Bus UK brings all the big names to Birmingham

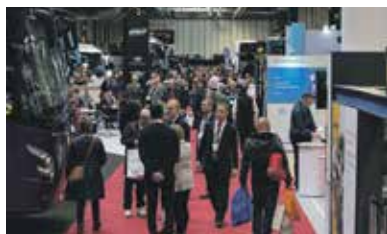
Coach & Bus UK proved a big hit with the nation's coach, bus and mini-vehicle operators, welcoming 5,672 attendees from across the UK to the NEC Birmingham over 2-3 October.

Key innovators, influencers, buyers, specifiers and senior decision makers – the who's who of the multi-million-pound domestic coach and bus industry – were out in force. Notably, around a third of visiting operators were owners, partners, CEOs or MDs. That's a 5% rise in senior executives at the show (compared to 2017).

Local authorities, community transport providers, transport specifiers, and partnership coordinators – from across England, Wales, Scotland and Northern Ireland, were also well represented.

Event director Helen Conway says, "Coach & Bus UK is where the industry does business. Once again, it was buzzing with networking, deals, launches and big reveals – as customers, suppliers, friends and colleagues came together to enjoy all the best and latest developments at their industry show. There were 192 exhibitors and 88 vehicles on display, filling over 16,000m² at the NEC. The Theatre drew standing room only crowds looking to hear insights, strategies and advice from business leaders from the Confederation of Passenger Transport UK (CPT), Stagecoach, Transport for London, and more.

The next event, Euro Bus Expo, returns to NEC, Birmingham on 3-5 November. Coach & Bus UK will take place in October



2021. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: CILT (UK), DH Team Ltd, Focus Group, Nu-Track, Omnibus, Synectics Mobile Systems & ZF Services UK Ltd. Further details can be found on this page.

www.coachandbusuk.co.uk
www.eurobusexpo.com

Focus Group

Established in 2004, Focus Group is a leading UK communications and business solutions provider for SME, Mid-Market and Enterprise clients in the private and public sector.

Employing over 300 staff, the multi-award winning Focus Group provides cost-effective solutions across a wide range of products to over 10,000 British businesses. Specialising in services such as Voice, Mobile, Data, IT and Energy, Focus Group is also a leading provider of Passenger WiFi to tour operators and fleets.

Focus Group's bespoke Passenger Wi-Fi product not only gives every traveller access to free or sponsored Wi-Fi but also offers distinct marketing and data capture benefits and full CCTV coverage. With high-speed 4G modems fitted as standard and a fully configured system for safer browsing transport providers



can ensure passengers can stay online for the duration of their journey, and across any device.

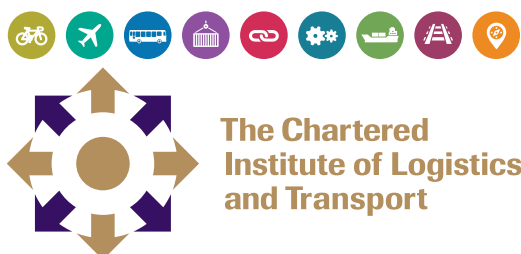
Now based in a new state-of-the-art building in Shoreham, on the Sussex Coast, Focus Group is committed to providing products that add value to your business and excellent customer service and has been listed in the Deloitte Fast 50, the EMEA 500 and in the Sunday Times Tech Track on four separate occasions.

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CILT (UK)

Corporate membership of The Chartered Institute of Logistics and Transport (CILT) has grown significantly over the last two years and the Institute's Corporate Membership roster now stands at more than 150 organisations and academic institutions from across all the sectors that CILT represents.

Speaking at last year's Corporate Member Day, Her Royal Highness The Princess Royal, said: "Corporate Membership of CILT demonstrates exactly what the Institute was set up to do; which was that all transport and logisticians should get together from time to time to understand that the issues they may be facing are common, not as competitors, but as people sharing and understanding best practice and gaining from the knowledge available. The opportunities presented to you through CILT in supporting corporate members now are considerable."



Corporate members are the bedrock of CILT, working alongside the Institute to promote the importance of the profession in ensuring a successful economy, by encouraging best practice throughout all nine of CILT's Professional Sectors. Their support is essential to the work and development of CILT and the continued success of the Institute in supporting commercial activities within the profession.

For more information to become a Corporate Member of CILT(UK), contact 01536 740168 or email corporate@ciltuk.org.uk

New Staff at Nu-Track



At last year's Coach & Bus UK show, Nu-Track was selected as one of Tradex News' top 10 exhibitors.

As a company Nu-Track have been manufacturing vehicles for many years but now under the supervision of new MD Mr. Rob Shiels, they have reset their vision and focus for the future.

Mr Shiels' comments, "Last year was

a difficult year within the industry and as a company it brought us many new challenges. But we knew for the sake of our workforce and also our loyal customer base that we had to work our way through those challenges and emerge on the other side continuing to do what we have done well for many years, supply top quality product into an ever-growing market."

Rob continued, "This didn't come without its challenges, but we have brought on board a new senior team, and strengthened most, if not all, departments including, Sales, Operations, Purchasing, and Product Development. I believe that this new team, with a good mix of youth and experience, are what we need to secure our place in both the private and public sector markets." Currently, Nu-Track build slots are filling up quickly for this year with a

range of different vehicles, including Coach-built buses, Minibus Conversions, Mobile Libraries, Horse boxes and now Welfare vans all as part of their product portfolio.

They are a small but growing company basing themselves on a foundation of quality, integrity and adaptability, a good foundation for growth and one that seems to be well appreciated by their customers.

Contact
T 028 94 469 550



Omnibus: Leading the way in software for the passenger transport industry

Omnibus understands the passenger transport industry with unparalleled experience and a strong culture of continuous improvement. The anticipation of future customer needs is a fundamental part of the development of all its products.

The company has a range of products used around the world to create timetables, vehicle and driver duties, publicity and manage all aspects of depot allocation, all of which are designed to save customers time and money.

Omnibus software is employed by some of the world's largest passenger transport organisations and some of the smallest too, covering bus, light rail and ferries. Omnibus products are robust and proven in use all over the world, with over 25 years' worth of evolution and development.



Omnibus is at an advanced product development stage with cloud-based technologies. The company feels strongly about ensuring that what is delivered is flexible and its approach is designed to ensure that customers remain in control.

The team is also working on adding 'internal intelligence' to its scheduling products to provide users with the option to automate more of the process if they choose, and also to guide them to better and more robust solutions.

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Synectics: Take control of on-board surveillance

Synectics Mobile Systems is a market leader in the design, installation, maintenance and support of on-vehicle safety, security and surveillance solutions to fleet operators worldwide.

Established in 1990, Synectics pioneered the use of video technology in public transport by deploying some of the first ever on-vehicle recording systems.

With a long-term commitment to innovation, Synectics work with the world's leading fleet operators to deliver tailored, integrated solutions for customers worldwide.

Specifically designed for the transport market, Synectics offers

an array of cloud-based services, designed to be compatible with a wide range of hardware and software platforms to support the safe and efficient running of your fleet.

These cloud services range from incident footage management, secure sharing, remote health monitoring, GPS tracking and live video direct from the vehicle.

We believe in working closely with our customers in using the latest innovations to improve passenger safety and comfort. One example is the MirrorEyeTM system, developed by Orlaco, which replaces vehicle mirrors



with robust, aerodynamic cameras linked to a dual monitor display.

As well as increasing field of view, reducing glare, and eliminating blind spots, MirrorEye automatically adjusts focus and resolution in response to light levels, weather conditions, and other external factors.

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ZF Services UK Ltd

ZF Services UK is continuing its promotion of its reman and repair facilities in 2020, based at its Nottingham Service Centre of Excellence.

The company's repair centre has been developed to ensure customers further benefit from a complete range of



support solutions from overhaul and remanufacture, to parts and technical support for transmissions, axles and gearboxes, backed by a specialist team. All products available from ZF Services UK feature the very latest modifications and up to date service information, direct from ZF Friedrichshafen.

Throughout 2020, ZF Services UK will also demonstrate how fleet customers benefit from a robust bus and coach service partner support network, which is fully equipped to meet the repair and maintenance challenges of the future.

Contact
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<http://aftermarket.zf.com>



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>

www.mt.com

Calibration & repair



Products manufactured by Sherborne Sensors are highly precise, accurate and robust, and are found in very demanding applications. As part of any preventative maintenance programme, sensors should be recalibrated on a regular basis. Our manufacturing facility is fully capable of confirming performance of field units to original manufacturer's specifications, providing a certificate of performance that is traceable to recognised international standards. In addition, Sherborne Sensors welcomes the opportunity to calibrate servo-based inclinometers/accelerometers from other manufacturers.

In addition to recalibration services, Sherborne Sensors offers our customers the option to repair units that are damaged in the field. As part of this process, prior to initiation of any work, Sherborne Sensors provides our customers with a detailed analysis of the unit's performance, the root cause for the unit's inability to meet factory performance specifications, and a firm fixed cost for the unit's repair. We will also advise our customers if a unit cannot be economically repaired, and instead requires replacement.

Calibration capability

- ◆ **Inclination** – $\pm 90^\circ$ to within 5 seconds of arc
- ◆ **Acceleration** – Up to $\pm 20g$ to within 0.001g depending on range, calibrations up to $\pm 1g$ are made using precision gravity references while measurements in excess of this are made using a precision centrifuge
- ◆ **Force** – 10 grams to 300 tonnes

Contact

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Building Products & Services News

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Castle Gates & Automation

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

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

When it comes to installation, the company works thoroughly, taking care to ensure that the finished product

is of a high technical and visual quality. It is happy to help customers with any support they may need throughout the operating life of their equipment.

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

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

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www.castlegatesandautomation.co.uk



'Connect & Go'

Sitepower UK has launched its latest 10 KVA construction site transformer, nicknamed the 'Connect & Go'.

It is fully manoeuvrable as it has 4 strong and lockable castors, and the 230 volt input socket allows for instant connection as all internal

wiring is already in situ. Both 1 phase and 3 phase versions are available.

Site Power UK has also provided 2 extra 110 V internal terminals via a separate MCB panel for fixed 110V lighting.

2019 is destined to be a big year for the company as it

will be moving into a larger, purpose built factory to make it more efficient and speed the development of new and innovative transformer products.

Visit: www.sitepoweruk.com or you can make direct calls to the free sales line on 0800 999 1103.



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ERA DoorCam: A leap forward

With remote-controlled security operating systems becoming ever more popular, the latest tech development in home security is the ERA DoorCam Smart Home WiFi Video Doorbell. Using a Smartphone app, DoorCam allows householders to view callers and talk to them in real time, whether they're home or not, offering not only convenience, but thanks to a motion detector which alerts householders when someone has arrived, added security and peace of mind.

Security simplicity

With ease of operation in mind, once DoorCam is wired in, the householder can simply plug in the WiFi chime which comes as standard, connecting up to four more chimes in the home.

High quality technical spec

DoorCam allows for two-way talk with high quality sound with adjustable volume, brightness and colour to suit. The video camera has a 180° field of view & records in 720pHD resolution. Infrared night vision ensures 24 hour operation

and DoorCam is easy to DIY install or for professional installation, by a qualified electrician.

Visit: www.eraeverywhere.com or email: info@eraeverywhere.com or contact the sales team on 01922 490000.



Experts in industrial graphics

South Yorkshire based Watson's Anodising has been offering innovative anodising solutions since 1957, although today offers a range of services far greater than it did in its early days. The company is now one of the UK's top providers of industrial graphics, ensuring that all of its services and products adhere to the highest standard of quality.

The company offers a comprehensive range of services including decorative anodising, chemical etching, anoprinting, precision engineering, signs nameplates and labels plus

a variety of other services.

Watson's Anodising boasts an extensively experienced and knowledgeable team who collectively hold an unrivalled expertise on the intricacies of the industrial graphics markets. With attentive customer service and competitive prices, it's not difficult to see how Watson's Anodising has garnered such a glistening reputation.

Recently, the company has introduced a new Bespoke Anodising Line to its Barnsley

facility and they now offer digital printing as part of their ever-expanding portfolio, this can only increase the capabilities and inventory Watson's Anodising possesses. The combination of facilities, expertise and commitment to the customer make Watson's Anodising the go-to company for all your industrial graphics needs. For more information on the company and its services, see the details listed below.

sales@watsonsanodising.co.uk
www.watsonsanodising.co.uk



New fume extraction systems meeting latest HSE welding requirements

New from Wilkinson Star, one of the UK's largest independent distributors of welding and industrial equipment is the F-Tech Fume technology product range of high vacuum fume extraction systems and welding torches.

Welders and operatives can be exposed to welding fumes, grinding dust and oil mist in the working environment. It is therefore obligatory for employers to create safe and healthy working conditions for operatives

by reducing these health risks.

The F-Tech Fox is a high vacuum dust extraction system offering a portable solution to extract dust from manual welding and grinding processes.

The F-Tech range is available through Wilkinson Star's extensive distributor network. For further details please contact Wilkinson Star on 0161 728 7900 or visit www.wilkinsonstar247.com



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We have worked with end users, OEMs and integrators at their sites and with their suppliers across Europe ... our customers include Cadburys, Knauf UK, Northern Foods, and Lavazza Professional.

If you are interested in implementing robotic end of arm tooling in your facility or simply want to know more about what we can do for you then please call us on 01732 760066 or 07802 204421 or visit our website www.epsilon-engineering.uk We are ISO9001:2015 registered.

Bespoke power screws



Kingston Engineering produces bespoke power screws in material and lengths that suit specific application demands.

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

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

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

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

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Regulations 2020 – Are you compliant?

Premier Tech Aqua UK offers clarity and guidance regarding the new regulations provided by the EA (Environmental Agencies) and the legislative body of the Government on 1st January 2020. Under the new regulations, a septic tank will no longer be allowed to discharge directly to surface water due to plausible threats on public health as well as the deterioration of the ecological quality.

All septic tanks that currently discharge into surface waters will need to comply with at least one of the below options:

- ▼ Be replaced (or be upgraded) by a wastewater treatment plant that is fully compliant with the BS EN 12566-3 (request for a CE certification)
- ▼ If the regulatory bodies and the Environmental Agencies allow, the effluent should be diverted to a drainage field (soakaway), as per BS6297 2007
- ▼ The septic tank or the property should be connected to the utility's sewage network

Homeowners are expected to be liable for their choice, installation, maintenance and operation of their treatment system, so it maintains the expected efficiency as specified by the manufacturers.

In summary, the installation of a new drainage field must be a minimum of 10m away from a watercourse, 50m



from a water abstraction point, and 15m from any nearby building. No sensitive area is expected to be nearby, and if so, application for a permit from the Environmental Agency is a prerequisite.

Connecting the property to a sewage network is a viable solution but examination of its financial attainability is essential, since civil works may be a massive investment.

If the best option is the replacement of your septic tank to a sewage treatment plant, or an upgrade to one, then Premier Tech Aqua can provide the solution. Not only are our products (such as Ecoflo, Solido, ASP and SAF) completely eco-friendly, we invest heavily in R&D to ensure our solutions are fit-for-purpose to meet ever-changing demands.

T 0191 587 865
ptauck-sales@premiertech.com

Three gloves to improve your environmental credentials

Disposable nitrile gloves are an extremely popular choice as they offer an increased tactile sensitivity, similar to that of latex, without the high levels of allergic reactions that latex gloves can cause. With so many industries using disposable gloves, from care establishments, to caterers, to mechanics and hairdressers, naming but a few, millions of disposable nitrile gloves are thrown in general waste and deposited to UK landfill sites each year.

As organisations strive to reduce their negative environmental impact, leading online retailer, JustGloves, offers its customers a range of SHOWA biodegradable nitrile gloves, for various applications.

SHOWA gloves are made using Eco Best Technology®, an additive that is included during the manufacturing process. This additive allows for the glove to fully biodegrade in a landfill environment, within 5 years. SHOWA gloves fit and perform just as well as other nitrile equivalents, making switching to an environmentally friendly option easy.

SHOWA Biodegradable Disposable Nitrile Gloves

Made from 4mm nitrile with Eco Best Technology®, the SHOWA disposable nitrile glove feels like a second skin and allows for enhanced accuracy whilst carrying out tasks. These gloves are 1.5 AQL medical



grade and chemical resistant to EN374 parts 2 and 3.

SHOWA Biodegradable Nitrile Gripper Gloves

SHOWA gripper gloves not only provide a high abrasion resistance and durable coating to protect hands from oil and grease but are also moulded to replicate the hands natural curvature, thus reducing hand fatigue and increasing dexterity.

SHOWA Biodegradable Chemical Resistant Gloves

With 9mm thick nitrile, the SHOWA chemical resistant glove is lightly textured on the palm and fingers provides additional grip, especially in wet conditions. Designed for comfort and accuracy, these gloves conform to relevant EN standards and provide an extended cuff for additional protection.

T 0808 1699 117
www.justgloves.co.uk/biodegradable

Pumps for Dairy Farm's Digestion Plant

Hidrostal Ltd, the UK distributor for the renowned Swiss pump manufacturer, has provided a Dairy Farm in Devon with pumps for their onsite Anaerobic Digestion (AD) plant.

Langage Farm, situated just outside Plymouth City, has been a working farmstead for over 900 years. Bought by the Harvey family in 1952, the farm was extended into a creamery in 1980 and then developed to incorporate the AD plant in 2011. Langage is thought to be the first dairy company in the UK to have a farm, manufacturing unit and anaerobic digester all on one site, allowing the processes to work in a full Closed Loop cycle. Langage AD produces digestate to fertilise the soil, improving grazing quality in the pastures, leading to increased milk yield for the dairy. The dairy waste then fuels the AD plant.

Hidrostal supplied eleven pumps in total to Langage AD back in 2011. Three hard iron 9 kW immersible pumps for digester grit and waste removal are installed in two below ground dry wells located between each digester. Three ATEX rated hard iron pumps are positioned within the top of the digester for skimming, and two smaller pumps are used to pass the waste digestate. These pumps have been operating continuously for the past 8 years with only routine maintenance required.

Hidrostal pumps were specified by the system designer due to their renowned and proven capability of pumping grit laden sludges. The pumps low NPSH requirements are ideally suited to the digester skimming application due to the unique impeller geometry of the Hidrostal screw centrifugal impeller. Extremely versatile in its application, the impeller provides efficient handling of a range of liquids, often highly abrasive or corrosive in nature. It is ideal for Solids Handling, Pumping Viscous Sludges and Handling Delicate or Low Shear Products. Unique to all Hidrostal pumps is the ability to handle each of these in combination.

Gary Jones, Technical Director of Langage AD, enthused: "The unique nature of the Hidrostal Screw Centrifugal Pumps has served the demanding applications of the Langage Farm AD plant well since 2011. With a bit of routine maintenance these pumps have proven to be very reliable working in a tough environment."

Hidrostal Ltd are delighted that their pumps continue to function so well for Langage and have helped them to achieve their status of becoming the first dairy in the country to be carbon neutral.

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Practical Aspects of PROFINET, PROFIBUS and IO-Link



Free-to-attend training opportunity - April 28, Birmingham

Presented by PROFIBUS and PROFINET International at the National Motorcycle Museum, this event will address the key practical issues arising from the use of digital communications technologies in automated manufacturing and process industry applications, with particular attention to Industry 4.0 and the Industrial Internet of Things (IIoT).

Covering key application areas such as control systems and energy management, pulp & paper, chemical, utilities, pharmaceutical, mechanical handling and logistics, robotics, automotive engineering, electrical and electronics assembly, packaging and printing, it focuses on the practical aspects of using PROFINET, PROFIBUS and IO-Link, from system design and safety & security considerations through to fault-finding and maintenance.

Topics will include:

- Introduction to PROFIBUS International and the basics of PROFIBUS & PROFINET
- PROFINET network design
- Network gateway technology
- Industrial network commissioning and testing
- PROFIBUS and PROFINET device configuration tools
- Industrial networks safety & security
- Update on Industry 4.0, IIoT, TSN and APL

plus a presentation about and tour of the

National Motorcycle Museum.

Live Demonstrations

Supported by an exhibition with demonstrations of actual tools used in configuration and maintenance, the seminar will be of great value to Designers, Production/System Engineers, Instrument Technicians/Engineers and C&I Engineers involved in the design, operation and maintenance of modern automated factories and process plant.

With nearly 80 million nodes installed worldwide, PROFINET, PROFIBUS and IO-Link are truly market leaders, providing state of the art digital communications addressing all the needs of manufacturing and process industries, significantly lowering capital expenditure on installation, commissioning and maintenance. They offer unprecedented integration of automation, control, monitoring and safety systems using standardised and widely supported communications and networking solutions.



Abstracts

PROFIBUS International and basics of PROFIBUS and PROFINET - Mark Freeman, Siemens

An overview of the Group's structure and global representation, taking a look at the protocol basics and their differences, plus showing the progress of the number of installed devices from the group's supported technologies and relating these figures to their market share.

PROFINET Network Design - Andy Williams, Siemens

It is widely accepted that the most important decisions are made at the design stage of a project. This presentation examines the fundamental principles of good network design for PROFINET systems, although many of the ideas are applicable to PROFIBUS and other networking systems. The presentation will discuss the main factors that must be considered at the design stage of an automation system. Practical examples will show how facilities for health checking, fault-finding and maintenance can have a crucial impact on plant availability. The presentation will also examine how properly thought out network monitoring and redundancy can drastically affect plant up-time and thus profitability.

Industrial network commissioning & testing - Dave Tomlin, Hitex and Xing Ye, Product Manager, IDEAL Industries Networks

Take a walk through the process of certifying a new PROFINET (or any other industrial Ethernet) product against the standards and see how easy it can be, then look at a few gotchas that can easily be avoided by careful planning. Learn how to simplify the process of testing both cabling and networks in Industrial Ethernet networks that utilise the PROFINET protocol, how to

prevent network failures and resolve cable and network issues faster.

Network gateway technology - Peter Thomas, Director, Control Specialists

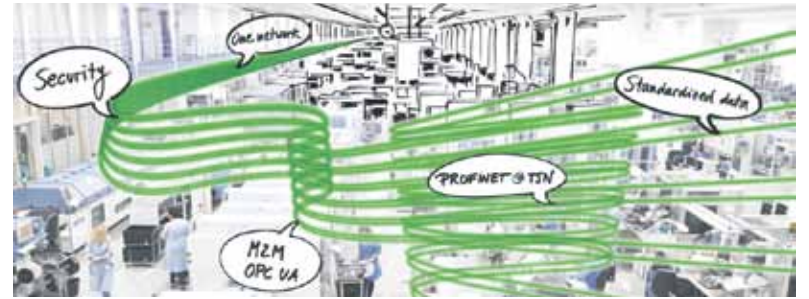
A vendor-independent overview of how to connect PROFINET networks to existing fieldbuses and expose the data to IIoT technologies using OPC-UA. This presentation, including live demonstrations, will take a "how it's done" approach using products from several well-known manufacturers and will include:

- Profinet - Profibus DP
- Profinet - Profibus PA
- Profinet - CANOpen
- Profinet - IO-Link
- Profinet - OPC UA

PROFIBUS and PROFINET device configuration tools - Phil Waterworth - Project Engineer - Endress+Hauser Ltd

A look at the available device configuration tools and their development including the move to unify the different types into one format - FDI. This will be followed by a live demonstration of PROFIBUS and PROFINET device configuration using an existing open platform and web browser option.

Industrial networks safety & security -



Peter Brown, CSA Group

This paper covers the basics of legislation and responsibilities for safety and functional safety and goes on to consider basic Cybersecurity aspects for Industrial Automation in the UK market.

Industry 4.0 and the Industrial Internet of Things (IIoT) - Derek Lane - Process Automation Manager - WAGO Ltd (Deputy Chairman - PI-UK)

A short journey to explain IIoT, The Industrial Internet of things, IND4.0 from IND1.0 and Big Data. How PROFINET is placed as the ideal Industrial Fieldbus to fulfil the above, how it is implemented and why you should consider it. Some of the myths explained.

More information and online Registration: <http://bit.ly/PUK28April>

Places are limited so don't delay - book today!

In case of difficulty contact Ann on tel: 00 44 207 193 8018 or email admin@profibus.org.uk

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Vexcel Imaging launches subscription image service solutions to government agencies

Vexcel Imaging introduced its high quality and up-to-date aerial image subscription for government agencies in North America, Australia and Europe. The cloud-based image solution, now available via subscription service, saves state and local government a significant amount of time and money by making

it fast and simple to acquire up-to-date, concise, ultra-high-resolution imagery and leverage it organisation-wide into critical location intelligence.

"Government agencies face many challenges like supporting Smart Community initiatives, providing

mission-critical information during emergencies, and ameliorating geospatial data hosting and procurement. Outdated and hard to access geospatial data acquired per department is not a viable option," said Erik Jorgensen, Group CEO of Vexcel Imaging. "Vexcel's imagery solution

now makes it possible for small cities to large states to access detailed imagery that covers entire jurisdictions and is refreshed regularly and predictably."

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Denso Paste & 80mm Tape Control Brunel Bridge Corrosion

The Sambard Kingdom Brunels Swing Bridge was constructed of riveted wrought iron plates in 1849 to provide a crossing over the entrance lock for growing vehicular activity in Bristol Docks. It is a rare survivor of Brunels Bristol work and predates the Clifton Suspension Bridge. To hold back corrosion in the early days linseed oil and resin based paint coatings were regularly applied, but after 50 years of neglect the Grade 2 Listed structure has rusted seriously.

Denso paste has been applied to the

underside of the ancient bridge's 4m dia forged iron ring to seal against water entering the deep rust-pits. Then the 3mm thick soft aluminium packers were wrapped with Denso Tape, bedded on to the new 20mm thick steel ring. This was then jacked up to bed on the underside of the old heavily-corroded ring to provide a new track for the bridge to run on.

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Protection for rising main

On a recent Yorkshire Water contract J N Bentley Ltd of Skipton was faced with the complexity of replacing approximately 25m of a 350mm diameter rising main pipe at Whitby, Yorks, which was situated within a shaft.

To make things more complicated there was very limited space in the shaft, which was subject to tidal flooding with sea water. Not surprising, it was also classed as a confined space.

J N Bentley therefore employed PMP Utilities Ltd of Burnley to install the rising main after using Winn & Coales (Denso) Ltd's SeaShield 80 system to provide protection from the sea water. To make the installation easier the SeaShield 80 as applied to the barrel lengths of the pipe prior to lifting the 25m long pipe into place. PMP Utilities then applied the system to the bolted flanges in-situ.

The SeaShield 80 System comprises Denso S105 Paste, Denso Marine Piling Tape, Densoclad Tape and Denso SeaShield Smart Band. Densyl Mastic was also used to profile the joints.

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EnviroGo Mobile Recycling Bin is on the Move

New from Leaffield Environmental is the EnviroGo, a range of stylish recycling bins that make waste segregation at source an even easier proposition.

The distance between the place where recyclate is generated and that from where it is collected can be substantial. Mixed recyclate may be manageable but glass or paper weigh heavy and is not easy to transport. The EnviroGo addresses this problem by having a front, moulded-in handle and two non-marking wheels that provide excellent mobility and manoeuvrability, removing the need for carrying heavy sacks to a point of disposal.

Slim enough to stand back against the wall in corridors and open offices, yet with a 90-litre capacity with a bag (or 63-litres with a plastic liner), the durable, rotationally moulded EnviroGo stands some 970mm high, ideal for ergonomic efficiency. A tilting sack frame enables quick and safe bin maintenance.

Each EnviroGo comes with an A3 signage kit for promotional use or to highlight the waste stream. WRAP colour coded apertures and labelling ensure that no-one is left in any doubt as to what waste stream is being collected in each bin. Segregating waste into recycling streams can save money and even be a profitable move. EnviroGo's mobility can make that move easier.

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The RWM Show Excels In 2019



The RWM Show was back in full force this year at the NEC Birmingham on the 11th and 12th of September. The RWM Show is the biggest recycling and waste management exhibition in the UK and this year, the show welcomed more than 21,500 visitors through its doors.

A vibrant and buzzing atmosphere, the show contained over 500 exhibitors, 13 seminars and various zones to explore throughout Hall 5 at the NEC. Working alongside RWM; the PRYSM environmental portfolio, The RWM Show provided the perfect opportunity for professionals in the industry to network, learn and explore new ways of staying at the forefront of recycling and waste management.

A few noteworthy appearances exhibiting at the show included: Johnston Sweepers, Waste Care, Romaquip, and Astute Technical

Recruitment, showcasing their latest innovations and products.

Receiving ample amounts of positive feedback from the 2019 exhibition, the RWM Show will be returning to the NEC Birmingham in 2020 on the 16th and 17th of September.

For any further information, please see the details below.
www.rwmexhibition.com



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By using renewable forms of energy, it is possible to reduce our dependence on fossil fuels, and wood pellets are one of the best sources of renewable energy when harvested from sustainably managed forests. Additionally, by repurposing commercial and industrial waste into alternative fuels and recycled components for reuse, we can reduce waste emissions that contribute to global warming.

With over 350 reference plants, ANDRITZ is a global leader in biofuel and bio-waste pelleting technology, producing more than 50% of all biofuel pellets worldwide. The amount of CO2-neutral fuel produced with equipment from ANDRITZ replaces almost five

million tons of oil per year.

ANDRITZ innovation focuses on the efficient use of resources with less waste, optimization of hygienic conditions, the safety and wellbeing of every operator, and reduced operational cost and energy consumption.

ANDRITZ makes grinding and pelleting equipment for converting forestry and agricultural by-products into uniform, densified fuel pellets for carbon-neutral biomass and shredders and dryers for the processing of wet waste,

before the pelleting process, which converts waste into compressed waste pellets.

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100% electric with zero emissions, these products are environmentally friendly, with the facility to deep clean and sanitise floors to maintain cleanliness in schools, parks, roads and pavements.

A recent addition to the MacVac City Cleaning range is the MV2000 Vanguard, an electric waste collection machine that is safe, easy to use, and money-saving. This has revolutionised the electric pedestrian street cleaning environment, hygienically collecting any kind of waste that can pass through a 125mm diameter tube.

MaxVac City Cleaning also offers the Gladiator,

which uses low pressure steam and natural bio-degradable detergents to lift gum, grime and contaminants from footpaths and communal areas. Such pollution can pose serious health risks to the public, and after many years of research, the Gladiator has been developed as a unique machine that is winning the war against grime.

If you would like to find out more information on Addex Group's full range of innovative equipment, head to the website or get in touch using the contact details below.

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CWS Engineering Has Been Involved In All Aspects Of The Recycling Industry For Over 33 Years, From Design And Manufacture Of Kerbside Collection Vehicles, To Design, Manufacture, Installation And Maintenance Of MRF Plants And Associated Equipment. CWS Has A Wealth Of Experience Of Working With Existing Plants, Enhancing And Adapting Systems To Meet New Through Put Requirements. Along With Extensive Access To Both New And Used Balers, Conveyors, Automatic Sort Technology, Picking Platforms And Cabins. We Are Able To Design, Manufacture, Install, And Maintain All Of Your Recycling Needs.

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CWS have specialized in the design, manufacture, installation and maintenance of recycling equipment for over 35 years.

Our dedicated team can handle any size job from an additional piece of equipment through to a full turn key MRF.

CWS specialize in re-configuring existing MRF's to allow greater through-puts, combined with better sorting to maximize the revenue value of your product.

Our in-house team can design your next plant. Our engineers specialize in installing MRF equipment in very tight spaces.

In today's economic climate space is at a premium so installations are getting tighter and tighter.

CWS has experience in fitting multiple layer systems into restricted space. This allows for high throughput system to be fitted into small sites.

Once a plant is installed and running our engineers will work with the customer to dial in the plant and ensure that all of the staff are trained in the operation of the plant.

Our engineers will also be on hand to ensure that the plant produces the highest quality outputs.





ISB Global is intent on being a world leader in the waste, recycling and environment software sector. We are achieving our objective with the advanced integrated software platforms, SAP, Waste & Recycling One. This is supported by our expert delivery team and focus on innovation and partnerships. Collectively we aspire to deliver continuous improvement, serving our customers and saving the environment.

We've designed SAP, Waste & Recycling One. It's suite of integrated software platforms built on SAP Business One.

Includes mobile, web, internet of things (IoT), equipment sensor connectivity, waste logistics and recycling materials operations. With integrated financial accounting, banking and business management software tools that eradicate manual processes and therefore effort. Resulting in increased productivity and profitability.

Waste and recycling process management has been extended to a low code, mobile, web and connectivity innovation applications branded SmartWorld built on the OutSystems platform. A suite of

prebuilt, preintegrated applications deliver agility and stability using traditional, efficient safe control, accurate data and processes from SAP, Waste & Recycling One. While being able to quickly tailor the existing application suite or deliver new functionality, data capture, workflow and interface to suit user and requirement, on any device, any operating system – connecting to everything, connecting everyone.

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Our end-to-end solutions ensure the utmost safety for your personnel who work at height, helping you also to manage compliance and maintenance for all of your installed products.

We ensure the highest level of professionalism, with an expert and friendly team on hand to take you through a range of different tailored and innovative systems and services - guaranteeing peace of mind and convenience.

Established in 2009 and growing exponentially in the last 10 years, Heightsafe is a trusted and established market leader in the UK's Work at Height industry - supplying tailored solutions to some of the UK's leading blue-chip organisations. The family-owned business employs a team of over 50 work at height specialists across their nationwide offices. Pairing a customer-centric style with an unrivalled level of service means that clients receive a cost-effective solution with the highest level of professionalism. Solutions and services offered include work at height and roof access systems, façade access systems, rope access services, lightning protection for buildings, work at height



training, fabric maintenance services and compliance surveys

Contact: Rian Bailey-Weir
T 020 3819 7199
Rian.bailey@heightsafesystems.com

Introducing GreCon

GreCon makes people and places safer and enables the 'smart factory' as the leading provider of innovative fire prevention, measurement and inspection solutions. We offer turnkey solutions and a comprehensive in-house service, delivered by a UK based network of Engineers.

Fire Prevention to enable uninterrupted production and make workplaces safer
GreCon's fire prevention technology protects industrial premises, process and people, detecting and extinguishing ignition sources in filters, silos and other production areas, making workplaces safer and enabling uninterrupted production.

Enabling the Smart Factory
A comprehensive range of measurement and inspection systems help equip the 'smart factory', improving product quality, reducing raw material and energy costs, and ultimately

maximising operational efficiency.

Product Innovation – the intelligent detector
The DLD 1/9 detector is an exciting new product offering the best detection performance in any environment. It features intelligent detection technology; differentiating between dangerous ignition sources (e.g. sparks) and the presence of harmless extraneous light (e.g. due to damaged ducting, or the opening of an inspection hatch).

Rely on GreCon
We have a track record spanning 27 years, providing engineered fire prevention solutions to protect businesses across UK & Ireland.

In addition to our network of field engineers, we offer customers our remote monitoring solution, Satellite which facilitates ease of



intervention and visualisation of faults, with access to our experienced and knowledgeable Technical Support Engineers. We are a global market leader. Our parent company Fagus-GreCon Greten GmbH & Co. KG developed and launched the first industrial spark detection and extinguishing system in 1973. Since that time, GreCon's product portfolio has significantly evolved, with continuous investment in R&D. Today several hundred thousand customers globally rely on GreCon - call us to discuss how we can help you!

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Handel Rating Consultants
REDUCING THE BURDEN OF BUSINESS RATES

This was our 4th year at RWM but our 1st as an exhibitor and speaker. As a niche consultancy business specialising in the management and mitigation of business rates in the Energy from Waste sector, we assist many of the key operators in the sector with new work coming via referrals.

For us RWM offers a lot and is now an essential part of our calendar. This year we were ideally located at the heart of the Energy from Waste section, and had a busy two days seeing clients and dealing with a steady stream of enquires.

We also used the opportunity to meet with representatives from trade bodies ADBA and REA along with their members and share knowledge with all the other great businesses present at the show.

This collaboration across all the specialisms is what RWM is all about, and we came away from the show better placed than ever to assist our clients manage the burden of rates.

This made it all very worthwhile for our business, which is why we have already committed to RWM 2020.

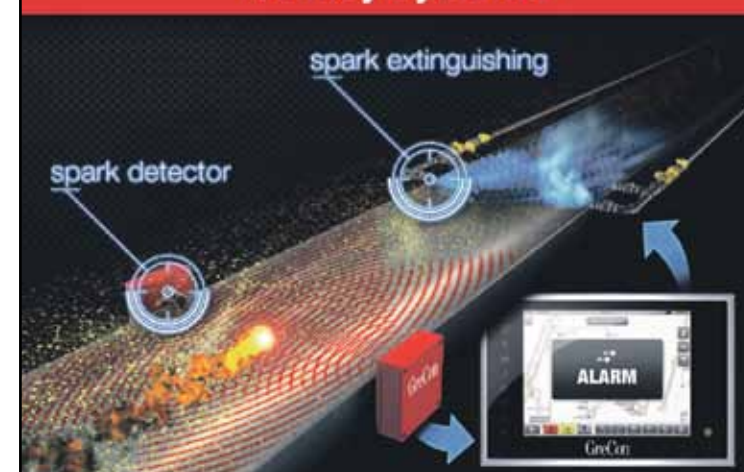
So we were delighted to have been nominated by Sustainability Today for a stand award.

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Textek

Textek have invested 18 months into the research and development of the first Bespoke mattress/bulky waste shredding line that will divert a whopping 1 million mattresses a year from landfill. It's design allows us to successfully separate the flock from the steel to ensure 100% of the mattress can be recycled. We believe that this line ensures a stable future for mattress recycling and takes out the hard manual work needed stripping a mattress by hand. The average person can strip a mattress in around 7 minutes our line will be able to dismantle a mattress in under 30 seconds. This line is the first of many we plan to install around the country to help with the on-going

difficulties with mattress/bulky waste recycling.

Textek are able to collect from as little as £5.00 per item for domestic and commercial customers. Get in touch with a member of our experienced team to find out more!

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The Global Biogas Industry, Cutting Greenhouse Gas Emissions by up to 12%

After a successful launch in 2019, World Biogas Summit will return to NEC Birmingham, 1-2 July 2020! We are bringing an international line up of thought leaders together to discuss how to realise the huge potential of biogas. The event will feature case studies from around the world demonstrating where it is already happening in practice and the roadmap to how biogas can cut greenhouse gas emissions by 12% in 10 years!

Visit www.world-biogas-summit.com for free registration and sponsorship opportunities.

The World Biogas Summit will once again be

running alongside UK AD and World Biogas Expo, the largest international trade show dedicated solely to the anaerobic digestion and biogas industry, providing the latest market and technology news, sector by sector, as well as a platform for industry professionals from all over the world to network, share best practices and strengthen and form business relationships.

Along with up to 200 exhibitors, the Expo will offer free content across themed theatres bringing you everything you need to do to prepare for the opportunities that lie ahead



for the industry. Free registration, sponsor and exhibitor opportunities at www.biogastradeshow.com

Alyssa Thorp | Marketing Manager - Events | The Anaerobic Digestion and Bioresources Association (ADBA)

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Events organised by **ADBA** **WORLD BIOGAS ASSOCIATION**

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Carbon negative treatment for industrial residues utilising CO₂: inside the Carbon8 Systems CO₂ntainer.

Carbon8 Systems (C8S) has developed a world-leading Carbon Capture and Utilisation (CCU) process based on Accelerated Carbonation. This, circular solution, is used to treat industrial residues, whilst permanently capturing waste carbon dioxide. The technology improves the chemical and physical properties of the residues and generates a carbon-negative product that has multiple applications such as in building materials. The process can be applied to many different residues including those from Energy from Waste, paper recycling, or cement manufacture.

C8S' technology treats residues that would otherwise be landfilled, captures waste carbon dioxide, and creates sustainable, valuable products, with a significant cost saving. The technology is proven at industrial scale and was licensed, in 2010, for the construction of three centralised plants in the UK. In 2018, C8S developed a modular containerised solution; the 'CO₂ntainer'. This plug-and-play system is flexible, scalable, requires lower up-front investment, and can be deployed on-site, treating residues at their source and drawing on the carbon dioxide captured directly from the flue stack.

With over 20 years of award-winning research, containerised and centralised propositions, and numerous clients across various industries, C8S are the first company to have successfully commercialised a mineralisation CCU technology that can treat hazardous industrial residues.

For additional information please contact:
Ffion Rolph, Strategy Director at ffion.rolph@c8s.co.uk
co.uk or James Evangelou, Business Development Manager at james.evangelou@c8s.co.uk
T +44 (0)1634 763821
<http://c8s.co.uk/>

Are you concerned about:
 Increasing disposal costs?
 Increasing cost of emitting CO₂?
 Disposal options becoming more restricted?

Carbon8 Systems treats a variety of wastes including those from municipal solid waste incineration, cement production, and paper and pulp processing.

Providing a cost effective, sustainable, circular solution; the on-site treatment of industrial residues using accelerated carbonation, permanently capturing CO₂ and turning your residues into useful products.

Tel: +44 (0) 1634 763821
 Email: james.evangelou@c8s.co.uk
 Web: www.c8s.co.uk

Bollegraaf does not believe that there is such a thing as waste

The core competence of Bollegraaf Recycling Solutions is the sorting of waste. Whatever your waste flow is. Bollegraaf leads the industry by developing advanced and profitable sorting and recycling systems and solutions for single stream, e-waste, MSW processing, C&D, Plastics Recycling and energy-from-waste solutions. With over 58 years of experience in waste sorting, we have installed more than 3,700 recycling systems in Europe, North America, Canada and Mexico and have built the largest MRFs with

capacities of more than 70-100 + tons per hour), including 17 Mega MRFs in the world. More than all our competitors put together. Our customers include all leaders in the recycling industry.

The company's mission is to develop and produce recycling and sorting systems that take care of the environment and improve the quality of life and health of people. They do this by using the limited resources of our planet in a meaningful, innovative and sustainable way. Bollegraaf Recycling Solutions

wants to be the world leader in turnkey recycling systems. To achieve this, they offer sorting solutions that offer their customers the highest return on their investments. In addition, the company is committed to providing the best customer experience within their industry.

In 2005, Bollegraaf introduced the first robotic quality control sorter. Since 2005 we have built and tested very different types of robot sorters using different types of actuators such as scara robots, XYZ robots and delta robots. The



current Bollegraaf AI-driven RoBB-AQC is a fully automated sorting robot, ready and capable of sorting and separating valuable items such as plastic during the final stages of a waste sorting process.

This is what sustainability means for Bollegraaf

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New, Powerful Shredders Complete the Metso Family

Launched in the UK at this year's RWM, Metso expands its product line with two new pre-shredders. The K-Series is aimed at customers with production requirements between 5 - 45 t/h.

The K-series has been developed with the same uncompromising approach that is the hallmark of Metso shredders. The goal is to deliver the lowest cost per ton through superior performance, unbeatable uptime and easy maintenance whilst maintaining competitive pricing.

This is achieved through high reliability, ease of operation and great flexibility. The open-cutting-table, matched with Metso's large, aggressive knife designs, means that operators don't need to pre-sort waste before shredding, reducing manpower and breakdowns.

Benefits

- ▼ The unique twin shaft shredding system (both synchronous and asynchronous) provides superior performance no matter the waste, resulting in unbeatable uptime
- ▼ The proven knives geometry reduces the risk of wrapping, resulting in less bridging and fewer cleaning stops, improving capacity
- ▼ Modular design concept ensures that only relevant components need to be maintained, meaning longer lifetime and reduced running costs
- ▼ Robust and proven construction giving easy access, making maintenance fast and keeping service costs low

Metso has a global network of service partners, providing assistance 24/7/365.

To find out more, please call Dan Fairest on 07341 885 553 or email him at daniel.fairest@metso.com



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OTHRES

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Our range of products has expanded enormously over the years and now comprises complete sorting installations and recycling products that were developed by our in-house team of designers and engineers. These solutions are perfect for processing wastepaper, plastics and a wide range of commercial & industrial and domestic types of waste.

Bollegraaf also supplies single products and components such as conveyor belts, sorting belts, magnetic and pneumatic sorting systems, drums and screens for sorting installations.

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- Belt Driers

Call now to discuss your drying & handling needs!

What do you dry?

Perry of Oakley Ltd have seen a wide range of applications for their Belt Driers, including drying woodchip, flaked maize, grass & refuse (SRF/RDF), grass and paper pulp across the UK and internationally.



Air is drawn down through the product bed which keeps the product tight to the belt, improving drying efficiency & reducing product loss through fans via product lift. It's available in widths of 1.5m, 2.2m & 3.0m and lengths of up to 75m.

Modular construction allows the driers to be extended at a later date, allowing your drier to grow with your business.

Perry of Oakley Ltd are the UK's most experienced manufacturer of materials handling & drying equipment. All of the Perry machines are manufactured in their factory based in the South West of the UK.

Adjoined to this, it should be noted that Perry also manufacture a complete range of handling equipment to feed and discharge the belt driers, including: store conveyors, belt and bucket elevators, augers and screw conveyors, in addition to many more handling & storage solutions. Perry are able to offer full turn-key solutions for industries ranging from farms/agricultural applications to feed mills & flaking mills, biomass and industrial applications. They are able to manufacture & supply handling, storage and drying equipment in capacities ranging from 8tph to 1000tph.

To find out if the Perry Belt Drier is the drying solution you are looking for call now on +44 (0)1404 890300 or visit their website www.perryoakley.co.uk

Amicus is a specialist broker to the Construction, Recycling & Waste Industries

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Saving 20% on your transport costs with Optrak4 route optimisation



What would saving 20% of your transportation costs mean? If you're an operator of 20 vehicles, that's four vehicles, or roughly £300,000 a year. If you're an operator of 50 vehicles that's 10 vehicles and a saving of £750k a year.

Our vehicle route optimisation software is designed to offer that level of saving. Taking collection data from waste businesses, our Optrak4 product optimises their routes, taking into account the realities and restrictions of the world they operate in - from rush-hour and urban traffic to ADR regulations and driver-shift rules - to significantly improve the efficiency of their trips

In doing so, they use fewer resources, reduce driving time and significantly improve environmental impact; all planned by the transportation team in a much shorter time.

Waste-Oriented Features

We thoroughly understand the waste and recycling market, having worked with commercial waste companies - in sectors from oil and battery collection to hazardous biowaste - and with NGOs and

local authorities to evaluate local waste collection policies.

Optrak's specialisation in the waste sector is built into the product; with volumetric modelling for customised, multi-compartment vehicles, loading factors for multi-stream product collection and flags for hazardous product types. Suitable for planning on a daily basis, over a week or more strategically, including creation of milk rounds, Optrak can be used by skilled planners to significantly improve an organisations operational efficiency.

At RWM 2019 we were a finalist in the SME Innovation category for our services and gave talks on the potential of local authority commercial waste collection optimisation.

SME-Specific Offering

Optrak has been successfully deployed its product with organisations ranging from 10 to 10,000 vehicles but has in the past year started working with UK government grant scheme supporting 40% of eligible deployment and solution costs for SMEs. Qualifying businesses can save on consultancy, deployment and year one licence costs, supporting the evaluation of its distribution models and introduction of efficient systems into the organisation.

With SME waste collectors vulnerable to changes in government policy focusing on the environmental impact of their businesses, and from larger organisations

who are already leveraging logistics packages, improved routing and evaluation of operations can help them stay competitive and grow their business. Optrak is here to help deliver on that process, driving 30 years of logistics experience into your operations to maximise your efficiency.

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Improve adherence to industry requirements and your customer SLAs



Delta Fire

Delta Fire specialise in firefighting products and fire suppression solutions to multiple industry sectors around the world. One of their specialist areas is within the waste, recycling and bio-mass sectors where the need for 24 hour unmanned fire protection has been accentuated in recent years by the rise of catastrophic waste fires posing significant threat to people, property and the environment.


Working closely within this unique sector for many years has enabled Delta to accumulate a deep understanding of our client's needs, both in terms of asset protection and Environment Agency/Insurer compliance.

Delta's Robotic Monitor Systems comprises fully integrated 316 stainless steel oscillating fire monitors linked to a state-of-the-art PLC cabinet running technologically advanced software. Operation can be activated remotely via a tablet or smart phone or manually via a joystick providing multiple coverage for any size site. Combined with either integrated thermal imaging cameras or flame detectors Delta can provide a complete turnkey solution ensuring 24/7 protection to our clients.


Delta's specialist technicians are pleased to offer free of charge site surveys on request.

For more information on Delta's waste and recycling fire suppression solutions please contact sales@deltafire.co.uk or visit their website at www.deltafire.co.uk





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3D printing is now driving the sustainability agenda

Critics of 3D printing, or additive manufacturing, have long cited the technology's reliance on plastic filament as the primary print material, and it would seem that – with the global focus on reducing plastic wastage – they have a point.

Or do they? Has 3D printing now reached a maturity level where it can not only support the sustainability agenda, but actively drive it? From on demand local product manufacture that is set to eradicate huge swathes of an energy sapping international supply chain to global collaboration on innovative products and the adoption of recyclables at every stage of the process from concept to delivery, 3D printing is heralding a new era of sustainable, energy efficient production.

More critically, Paul Croft, director of 3DGBIRE and Ultimaker GB and Founder of the Create Education project argues, the portability and low cost of 3D printers is now opening the door to the next generation of innovative thinkers who will use the technology in tandem with tools



such as Artificial Intelligence to create extraordinary solutions to many of the pressing environmental issues.

Additive Value

3D printing has provoked excitement and trepidation in equal measure. Proponents of the technology have cited a world of new possibilities for all industries, lowered transportation costs and environmental impacts, reduced waste, and minimised reliance on corporations by enabling the maker movement. Certainly, additive manufacturing demands significantly less raw products than traditional subtractive manufacturing processes.

However, it is also true that early additive manufacturing techniques, particularly for top end industrial products, are very energy intensive. In addition, its reliance on plastic filament – many of which cannot be recycled – has enabled sceptics to argue that the societal, political, economic, and environmental impacts of the technology have not yet been studied extensively.

But both the technology and the industry have evolved hugely in recent years. Filaments are getting stronger, resolutions are improving, and a wider variety of materials can be printed with additive manufacturing, including metals. The result has been a raft of innovations in areas such as airplane and engine manufacture where the development of lighter components (lightweighting) has enabled very significant reductions in energy



consumption, providing considerable support in meeting targets for cutting fossil fuel usage.

Local on demand

It is the way in which additive manufacturing can be deployed, however, that is fundamentally changing ideas about sustainability and putting 3D printing at the

front of the sustainability agenda. Desktop 3D printers are helping small companies prototype and manufacture at low costs with increasing quality while industrial 3D printers, once almost exclusively used for prototyping, are being rolled out on production lines. Furthermore, collaboration is being enabled globally through the creation of additive manufacturing standards, providing a chance for organisations of all sizes to cost effectively innovate and work together.

Critically this standardisation is driving the creation of filament that can be used at every stage of the process, from prototype through to production, enabling companies to leverage the growing options for recyclable filaments throughout the production cycle – whilst also gaining the economic benefits that are essential to competitive yet sustainable operational strategies.

The low cost and footprint of 3D printers is also, in my opinion, providing a chance to radically change the way products are manufactured and delivered – especially for spare parts. Rather than manufacturing in bulk in the Far East and transporting at huge environmental cost to Europe for expensive storage within a warehouse, using a 3D printer parts can be created on demand. This is already being explored within difficult to access locations such as oil rigs (with obvious benefits) and fleets such as



the Dutch navy 3D printing spare parts on the go.

Reducing the energy consumption associated with mass production, transport and distribution by embracing local, on demand additive manufacturing could and should deliver very significant long term benefits and is a model that plays strongly into the sustainability agenda.

There are so many motivated individuals who are now using 3D printing to make positive changes, to demonstrate how the world can address its sustainability challenges. The fact is that 3D printing is not the problem: it is a mature, portable and accessible global technology that is providing a chance to solve our problems.

T 01257 228411
www.3dgbire.com



Baling Solutions Company of the Month

Delivering innovative baling solutions for the recycling industry

Sustainability Today is proud to announce that Middleton Engineering has been selected as our Baling Solutions Company of the Month, for its expert manufacture of baling presses for the recycling industry. Boasting over 40 years of experience, Middleton Engineering has a sound understanding of the industry's demands, and is dedicated to researching ways to improve waste baling solutions across the world.

Established in 1975 by Ashley and Joan Middleton, the company initially specialised in the design and production of equipment for the horticultural peat processing industry. As its reputation and knowledge base grew, Middleton Engineering expanded its services to include waste processing, developing

and manufacturing a range of baling presses for the recycling industry.

These machines range from having a 70 ton to 120 ton press force, and go into distribution depots such as Tesco for the baling of cardboard and plastic. With unrivalled expertise, Middleton Engineering's team of design engineers use the latest 3D design software, with a CNC machining department, large fabrication facilities, service workshops and an expansive storage department, housing over 20,000 spare parts.

"We produce a brilliant, British machine," said Joan. "We carry 99.9% of spares for all the machines we produce, and we can also manufacture many spares for foreign machines. Customers mainly purchase these because they

are cheaper, but then discover that spares are slow to obtain and import duty is expensive. We just need a drawing with full measurements, and we will produce the part you need.

"We also manufacture conveyors, on floor, in floor, chain and slider bed to suit any machine," Joan continued. "We have just supplied a distribution depot with a new machine and have refurbished their old machine so that it now looks as good as the new one."

Middleton Engineering manufactures the full chassis and all components for its machines, including cylinders and electrical cabinets, as well as producing drum screens for the wastewater industry and sending food waste to methane plants. In addition to this, the company produces hydraulic cylinders for the rail industry, as well as numerous special and one-off parts. One of its latest machines is the tyre processing baler, which bales the complete tyre without cutting or shredding. This is a requirement to ensure that the tyres can be sold to Japan to produce fuel.

"We offer the full package," Joan explained. "As well as the manufacture and installation of our machines,



we also offer continual servicing and maintenance of all our products throughout their lifetime."

Without a doubt, Middleton Engineering has an enviable reputation for high quality work, excellent services and design innovation, cementing the company's status as a major supplying force within the recycling industry, both nationally and worldwide. If you would like to find out more information on everything Middleton Engineering has to offer, head to the website or get in touch using the contact details below.

Contact
T 01458 860264
sales@middletonengineering.co.uk
www.middletonengineering.co.uk



Addressing real challenges in the electrical testing market



Metrel is one of very few companies that develops and manufactures its products at a single location in Slovenia, starting with design and ending with final assembly, quality control and calibration. From its UK office in Epsom, Surrey, Metrel UK supplies its leading range of measuring and testing equipment to customers across the country, as well as providing repair, adjustment and calibration services.

Metrel's extensive range of instruments offer innovative solutions for testing and measuring, ensuring its equipment is easy to use, intuitive and future proof. Many of Metrel's products are software based and use touchscreen technology, addressing the real needs and challenges of end users to create a range of products that will enhance the user experience.

Without a doubt, Metrel is committed to solving the issues workers face every day. "Right now lots of electricians own, and use daily, testers that are capable of storing their test results but find the feature too complicated and long winded to use, because they need to make notes about which circuit and board each relates to which location in the tester's memory," said Brendan Beaver, the UK Manager of Metrel. "They prefer to fill a copy of a certificate by hand and then make a fair copy either in their best handwriting, or by typing it up in a computerised certificate when they get home. What a waste of their time!"

Metrel understands that engineers need to be able to do their testing and save the results and notes on their tester without needing pencil and paper, so that it is ready to send to the depot or to quickly download. This kind of functionality is not available when a conventional LCD screen is the only thing available, as found on an ordinary multi-function tester.

With the introduction of dot-matrix displays from Metrel, an increasing number of users of multi-function testers like MI3152 and MI3155 are realising the advantages of being able to make notes using the touchscreen's full keyboard, eliminating the need for pencil and paper. What's more, the on-board fuse table and connection help screens allied with the pass and fail indicators to give the operator confidence to pass the results to storage.

Metrel's new memory management system is unique. Also benefiting from the dot-matrix touchscreens, it allows the operator to visualise the installation, highlighting components with a coloured icon, which makes it easier to post the results to the correct circuit without writing anything down. This simplicity is continued when the results are downloaded quickly and easily into an 18th Edition certificate via the USB port.

Metrel also offers a dedicated repair service and expert technical support, working with distributors and partners to offer solutions to any problems, to ensure its products are being used correctly and to their full potential.

T 01924 245000
info@metrel.co.uk
www.metrel.co.uk



From waste heat to hot water

Industrial refrigeration systems with air-cooled condensers waste energy by emitting energy to the ambient air, according to SWEP, a supplier of compact brazed plate heat exchangers. By installing a desuperheater, much of this waste energy can be converted to hot water, with a wide range of applications, believes the company.

Brazed plate heat exchangers (BPHEs) are an integral tool that allow extra heat to be extracted from the refrigeration

system. A BPHE, called a desuperheater, is inserted between the compressor and the condenser. This enables the BPHE to extract the heat from the gases or liquids before it goes into the condenser to be condensate (the liquid collected by condensation).

Installing a BPHE helps to increase efficiency levels to achieve the demanding recent EU Ecodesign Directives that cover high temperature process chillers. Evaporators can

operate at a range of temperature levels to meet the required demands for a variety of refrigerants.

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

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Lanes drainage data will help people get on their bikes

Drainage teams from Lanes Group plc are carrying out a major programme of sewer cleaning and surveying in support of a £21million plan to reduce congestion and air pollution in Cardiff. The drainage works are needed to prepare for the introduction of the city's first dedicated cycleways and other road and public transport improvements designed to clean up the Welsh capital's air. The computer-generated image above shows what one of the proposed cycleways, in Lloyd George Avenue, will look like.



condition of every manhole.

The Lanes teams are gathering a wide range of survey data for Cardiff City Council to make sure drain and sewer modifications comply with new sustainable drainage regulations introduced by the Welsh Government. Under the regulations, all new buildings and structures must have sustainable drainage systems (SuDs). They reduce the risk of rainwater overwhelming the sewer system, causing flooding and increasing wastewater treatment costs.

The sewer cleansing and surveying work is being carried out during night shifts across designated sectors covering the route of the cycleway across the centre of the city. Data captured includes GPS locations for all points of interest in the drainage systems. The Lanes teams are also using the latest drainage survey software, called WinCan VX, to log data on the design, dimensions and

The new SuDs regulations for all new developments came into force in January 2019. Around 163,000 properties in Wales are at risk of surface water flooding. The Welsh Government says using SuDs will reduce flood damage by up to 30%.

The segregated cycleways in Cardiff city centre will form part of a wider initiative called the Cardiff Bay Cycle Way. The council is also working with the Welsh Government to introduce electric buses to reduce diesel pollution, which is known to be particularly bad for health. The city council says the new cycle way will help Cardiff comply with UK-wide clean air regulations, improve road safety, reduce reliance on car travel, encourage healthy living and create a more pleasant urban environment.

T 0800 526 488
www.lanesfordrains.co.uk

New data loggers detect water losses early

Thanks to systematic monitoring of the network with Herman Sewerin's SePem® data loggers, you can reliably identify existing leaks and catch new ones early on – much faster than with conventional methods.

In practice, many months often go by before the size of the damage is great enough to produce a flow volume that can clearly be identified as a leak. SEWERIN's SePem® 100/150 can report the leak after just one night.

The SePem® 100 data loggers with integrated aerial are perfect for mobile use in the water pipe network. They are placed on fittings at measuring points in a specified section of network and record the level for a programmable period of time during the night. The measurement data is transmitted to the SePem® 01 Master by radio. Noticeably high measurement values indicating a leak are immediately flagged up by an audible signal. The data loggers are then successively inserted in other sections of the network until the whole network has been checked.

The SePem® 150 data loggers are designed for the stationary monitoring of water supply networks. They have an external aerial and are permanently fixed to fittings. The SePem® 150s record the minimum level every night for a programmable period of time. The locations are periodically patrolled, for instance daily or weekly, when the noise loggers send their data telegrams to the SePem® 01 Master.



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Industry breaking low carbon natural material



Within this issue of Sustainability today we have chosen Pollywood as the recipient of our Construction Material Company of the Year award for its revolutionary product Pollywood. Pollywood Ltd was established in 2011 by Steve Crichton. Steve developed Pollywood – an eco-friendly, low carbon natural material which will have an extensive range of structural and non-structural applications. Pollywood is light and versatile and boasts a better strength to weight ratio than steel.

"Our aim is to develop, patent and commercialise Steve's invention, and we've identified over 180 potential uses for Pollywood in 13 sectors of the economy, including producing strong and quickly erected buildings. Currently, we are focusing on creating Pollywood Utility Poles to replace harmful creosoted line poles, which are critical to the robustness of the UK electricity network," explained Quentin Kopp, Chairman.

Gaining rapid recognition from the industry, Pollywood has made strong relationships with organisations including Northern Power Grid the electricity distributor for the North East, Yorkshire and Northern Lincolnshire and the Energy Innovation Centre. Through ongoing development and support, Pollywood has been able to develop a new power pole – the Pollywood Utility Pole, producing a non-toxic and sustainable power pole. While Pollywood has a huge number of potential applications for a multitude of different industry sectors, Pollywood is focused upon developing the replacement for creosoted power line poles for the electricity distribution industry.

"We were approached by the Energy Innovation Centre," Quentin explained, "who work with the electricity, gas, water distribution companies and now Network

Rail to identify and develop innovations to solve any operational problems they have. We presented to their innovation panel and have been supported by Northern Powergrid, a Distribution Network Operator, to develop a replacement for the creosoted pole."

The benefits of using Pollywood as opposed to Creosoted poles are numerous: cutting manufacturing time; much lower lifetime costs; and producing low carbon emissions are only a few of the



Typical problem with pressure treated poles

potential capabilities of Pollywood. "As well as this, Pollywood boasts a number of advantages over other products which are competing to replace creosoted poles, including those made from Glass Reinforced Plastic (GRP) and steel. These are produced on high carbon routes which require large amounts of water," Quentin said. "Pollywood uses wood very efficiently, coming from FSC approved sources where at least two trees replace

each tree used. Our process also uses very little electricity and minimal quantities of water. NAREC have made a preliminary evaluation, which found that we had 10% of the impact of a conventional wood pole."

In terms of sustainability, Pollywood offers a range of eco-friendly properties. "The concept of Pollywood was founded on sustainability," Quentin explained that, "If all power poles were made from Pollywood, we could save 90,000 trees every year, because each tree can produce a number of poles where current methods produce one pole per tree," Quentin continued, "It also takes a lot less power to transport our materials. Based on an analysis of the CO2 and NOx produced to ship poles from Baltic area forests, it is almost 12 times more harmful to the atmosphere than shipping Pollywood's raw material from the same ports. This is a huge benefit to the environment, as well as offering savings in production costs."

The clear potential of Pollywood has been identified by multiple organisations within various industrial sectors. "As we have not yet secured our patent, we have been extremely careful to not raise expectations," Quentin said. "That being said, throughout the last two years we have reached the consciousness of an array of people who are aiming to lightweight their products with an eco-friendly product, including automotive and aerospace, who have asked us when Pollywood will be available?"

Pollywood's manufacturing process, enables the company to make to order and despatch within a week of ordering. This eliminates the need for Distribution Network Operators to store poles as contingency to enable them to respond to major weather events. Orders can be placed and responded to effectively with replacement poles in line with these sudden peaks of demand.

Pollywood is very customer focused and is set up on a set of beliefs of offering more than just a marketed product, but providing a personal solution made for its customers. "What we are offering is a made to order service. We work with clients as a partnership, developing the right solution for their needs. We are focused on how we can improve production for our clients and create value for everybody," Quentin stated.

A few notable recent developments for the company, Pollywood is being supported by the ERDF funded Sunderland University Sustainable Advanced Manufacturing Programme to produce a



full Finite Element Analysis. Pollywood also attended the Low Carbon Networks & Innovation Conference, which took place on 30–31 October. "One of the things I noticed while at the Low Carbon event was that there were no innovations other than Pollywood making a step change in carbon footprint," Quentin said. "Steve even challenged the event project managers to create an award at the next show for the best low carbon reduction solution."

Speaking with Quentin about how the company feels upon receiving our award, he told us that the company is "immensely proud and grateful for the recognition. I feel it just shows that even though we have not yet begun sales, that we are being recognised for our potential."

In terms of the immediate future for Pollywood Quentin expanded that "Currently we plan to deliver on our promise to the Energy Innovation Centre, to gain a good position to market the product after we demonstrate its capabilities and worth to the Industry. Utility pole safety standards are exacting, because they are climbed by employees and failure would expose them and the public to potentially fatal risk. We believe that working with our partners like Northern Powergrid, we can meet these high standards. This will enable us to provide performance metrics to meet the most demanding construction or other requirements.

For any more information, please see the details featured below.

Contact
T 01773 872100
www.pollywood-natural.com



Safety & Health Expo 2019



The Safety & Health Expo 2019 took place on 18-20 June at ExCeL, London, offering an ideal place to showcase companies' health and safety solutions to their target audience. By exhibiting at the event, companies ensured their

business was at the heart of the profession's shift towards a holistic offering, helping them to establish and strengthen their position within the health and safety market.

This year's event saw a 3% increase in visitor numbers, with 28% of visitors being heads of department, C-Suite or Directors, as opposed to 26% in 2018. What's more, 70% of visitors had purchasing power, with a combined budget of over £7.2 billion. This made 2019's show an unmissable opportunity to showcase products and services to key decision makers and purchasers

across the industry.

Without a doubt, visitors gained a great insight into current and future industry developments, and had the chance to network and expand their industry knowledge. Next year's event will be returning to ExCeL, London on 19-21 May. This is our second pick of the best exhibitors from this year's show, listed here in alphabetical order: Tracking This. Further details can be found on the right.

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Motorhome & Caravan Show 2019 Review Top 10

Quality visitors and a busy weekend make the Motorhome and Caravan Show 2019 another success for the leisure vehicle industry

The Motorhome and Caravan Show 2019 closed its doors on Sunday with a total of 94,240 visitors attending the show over the six-day event. Exhibitors have reported strong business and a great level of interest in the new models being launched for the first time in the UK. The show is the launchpad for the new 2020 ranges of leisure vehicles, including motorhomes, caravans and campervans as well as caravan holiday homes and accessories such as furniture, awnings, electronics and soft furnishings.

The show was spread across 11 halls at the NEC, Birmingham, with 360 exhibitor stands and a full

programme of celebrity guests, cookery demonstrations and product launches. On day one, at the Freedom to Go Theatre, endurance cyclist Matt Beaumont and TV presenter and Motorhome & Caravan Club Ambassador Matt Allwright officially opened the show. Other appearances included TV presenter Helen Skelton, explorer and TV Presenter Monty Halls, Great British Bake-off contestant Karen Wright, Springwatch presenter Michaela Strachan, celebrity springer spaniels Paddy and Harry with their owner Kerry.

At 11am during the first five days of the show visitors were invited to an unveiling of a brand-new product from Bailey,

Coachman, Morelo, Swift and Adria, which proved very popular.

The Motorhome and Caravan Show 2020 will take place from the 13th to the 18th October at the NEC, Birmingham. You can also visit the Caravan, Camping and Motorhome show which takes place from the 18th to the 23rd February 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: eFOLDi, Fire Safety Stick, IH Motorhomes & Worx. Further details can be found on this page.

www.ccmsshow.co.uk

Motorhome & Caravan Show 2019

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Since our humble beginnings back in 1992, IH has been the vision of one man

Disillusioned with the quality available in the Motorhome industry at the time, Ian Hartley set out to build vehicles which would meet his own exacting standards of craftsmanship and reliability, free from the compromises of market forces and price points.

Expecting to sell just a handful of vehicles to the more discerning customer, Ian soon realised that there were a small number of customers who were willing to spend a little bit more in order to get the quality they aspired to.

Many years later and many more motorhomes sold, we have received many awards and have firmly established ourselves within the UK and Europe. We have continued to build on our customer base over the years and have used innovative design and impeccable standards or work to help us push the

envelope and develop new models- Our latest models include an innovation of our famous front lounge platform on the popular VW Chassis, the IH 680CFL was launched in October 2019. We aim to offer a build quality that cannot be beaten.

T 01977 677118
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Worx

At the recent Motorhome and caravan show at the NEC, Worx showcased the Landroid robot lawnmower and other useful products for those of us who who love to camp and travel. WORX also used the opportunity to launch their brand new Cube vac.

"We chose the Motorhome show to launch the new portable 20V Cube Vac because it is ideal for those who are short on space and weight, but want the flexibility that comes with a 20V battery product!" - Nicki Jones, Senior Marketing Manager, Worx said.

The hydroshot was also demonstrated in use at the show, and customers could try it for themselves. Since its introduction in 2017, the WORX Hydroshot

has offered a portable alternative for consumers who want to power clean anywhere, using any freshwater source including a bucket or container.

Attention was drawn to the Landroid robot mower as it was running around on the astro turf, showing customer how it takes care of your lawn automatically whether you are at home or away.

WORX customers who have already invested in any 20V PowerShare tool can share the batteries between all other 20V WORX tools.

To learn more about the WORX 20V range, visit www.Worx.com



Fire Safety Stick

The Fire Safety Stick is a fantastic, unique fire extinguisher which is ideal for your home, car, caravan, workshop.

It weighs far less than a conventional fire extinguisher and yet can operate for much longer - typically two to five times the discharge time of a traditional extinguisher. It only weighs from just 170grams. It leaves no residue or mess after use. In fact, recently a classic car owner had a car engine fire, fortunately, he had a fire safety stick with him, not only did he swiftly put the engine fire out but once checked over, he could still drive it home!



Environmentally friendly, it can be safely stored for easy access in an emergency. The Fire Safety Stick will help you to contain a fire, preventing it from becoming a threat to life or property.

Unlike any other conventional extinguishers, it needs no servicing, refilling, checks or maintenance and has proven shelf life of at least 10 years.

Amazingly, it works on all major types of fire including even cooking oils and fats, so there's no dangerous guessing which type of extinguisher to use.

For more information about the Fire Safety Stick and where you can get yours, visit our website www.FireSafetyStick.com today.

eFOLDi

eFOLDi caused a sensation at the Motorhome & Caravan Show this October with their award-winning Folding Mobility Scooter.

This lightweight, fully roadworthy scooter packs neatly into the size of a small suitcase, making it ideal for travel.

With a range of up to 14 miles and weighing only 17kg the eFOLDi is the lightest scooter on the market today.

Excitement surrounding the scooter was so great at the Show eFOLDi are extending their special offer of £200 off the list price of £2,199 to readers until 31st January 2020.

To redeem this offer call 0203 143 5168 now and quote code TRADEX200.

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The 'Servitec Mini' – Vacuum spray tube de-gassing for domestic heating systems



The influence of water quality always has a considerable an immense influence on the performance of heating systems and we all know that only systems that are operated optimally work efficiently and economically.

The Reflex 'Servitec Mini' makes a significant contribution to this, even for systems with small water content, with its sophisticated technology of and vacuum spray tube degassing. Reflex 'Servitec Mini' is the economic energy efficiency product with additional value for all system operators and the environment. Economic in its operation with an efficiency of up to 90% to reduce CO2 emissions.

Here's how the 'Servitec Mini' works
Installed in the return of the heating system, the 'Servitec Mini' cycles at a pre-determined time convenient with the occupant (set via the app). Gas rich system water is sprayed through a nozzle into the vacuum tube which forcibly draws any air out of the water.

The de-gassed water is then reintroduced to the heating system and the cycle begins again until the pre-set time elapses.

For further information on this product, contact: sales@reflexuk.co.uk or call 0161 266 1043. Or visit: www.servitec-mini.com

The UK's largest heating element manufacturer



The business, which is based in Cardiff, was founded in 1949 by Franz Skalitzy and Cyril Hodges and as a family-run organisation it is now managed by their two sons John Skalitzy and Alun Hodges. Over the course of its existence Elmatic has become a leading manufacturer specialising predominantly in the provision of heating elements for industrial and electrical applications.

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

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Who are Freedom Heat Pumps?

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How do I start?

Send your plans or any information you have about your property to: sales@freedomhp.co.uk along with your contact details to get started.



The Hettshow Review Top 10

The Hettshow Returns in 2019

The Hettshow is the UK's leading healthcare and digital health event. The Hettshow – Healthcare Excellence through Technology; provides a perfect platform for the healthcare industry and organisations to learn about, adopt and invest in the digital revolution of healthcare.

The Hettshow returned in 2019 after being the UK Health Show for three years, returning to its original

roots as a dedicated healthtech and digital health event, committed to bringing together the UK digital health community. The Hettshow provides the healthcare industry with an insight into the key advancements and benefits of digital healthcare and how they can be adopted and integrated to improve healthcare.

Taking place at the ExCel London on the 1st and 2nd

hett | Healthcare Excellence Through Technology
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of October 2019, the show attracted 4,000 visitors, 140 exhibitors and provided 130 speakers. Showcasing world-leading technologies and solutions, HETT 2019 was a great networking opportunity for connecting health technology innovators with digital leaders, enabling the healthcare industry to connect with

suppliers of new innovative technology and services. Returning next year, the Hettshow will be back at the ExCel London on the 29th and 30th of September 2020.

www.hettshow.co.uk



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Designed and built with NHS practitioners using Microsoft's latest technologies, CCube's award-winning solutions deliver electronic health records to clinicians, secretaries and administrators in the format they require, when and where they are needed. With a proven track record of project success and expertise working with the NHS over 18 years, providing cost effective and scalable solutions, tailored to meet individual requirements, its software suite is used in over 28 NHS organisations around the UK including Aintree, Addenbrooke's, Aneurin

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Multi-award Winning Fire Curtains Group Purchase Intumescent Chemicals



Intumescent Chemicals is the newest member of the Smoke & Fire Curtains family. Based on the Nottinghamshire / Derbyshire border Intumescent Chemicals specialise in fire resistant testing and research and the development of intumescent Liquid Flame Retardants (LFRs).

Intumescent Chemicals are market leading of research and developments of fire-retardant chemicals. Intumescent Chemicals Ltd product ranges offered, within the passive fire industry, are a large range of fire-resistant adhesives, composites, resins, polyurethane, mastics, sealants, foam injection as well as base compounds for sealing and preventing the spread of smoke and fire.

Their products include:

- ◆ Phyrolex™
- ◆ Epoxy Prepreg
- ◆ Polyester Composites
- ◆ Phenolic Composites
- ◆ Phenolic Foam
- ◆ Polyurethane Foam
- ◆ Polyisocyanurate Foam

They are also able to formulate completely bespoke products to suite specific application sectors and, unlike other companies, undertake all research and development in-house ensuring that they keep their customers ahead of the competition.

Their range of fire-resistant products can be used in many application types within a large array of sectors including:

- ◆ Building Construction

- ◆ Aerospace
- ◆ Marine
- ◆ Automotive
- ◆ Railway Rolling Stock
- ◆ Oil and Gas

All their products have been in-house tested to industry standards. Their products are easy to apply for both horizontal and vertical sections and make an excellent adhesion to common building substrates as well as offering the required fire resistance.

Fire Test Certification Programmes Intumescent Chemicals are also able to supervise and advise on Fire Test Certification Programmes and have a range of furnaces and indicative test equipment to simulate most fire tests currently in use in the UK, Europe and the USA. This equipment is all standardised to predict performance under full scale fire testing.

They are happy to assist their customers with the design and operation of Fire Test Certification Programmes. This service is invaluable to companies new to the field as failure at the end of a project can be very costly indeed. By working with Intumescent Chemicals Ltd they enable their customers to achieve early entry into the intumescent and fire-retardant coatings market without the time and cost needed to build up their own in-house methods and products.

T 0330 135 9150
sales@intuchemicals.com
<https://intuchemicals.com>

Bespoke steel doors made in 3 days



Bradbury Group, the nation's leading provider of steel doors and physical security solutions, recently invested £8,000,000 in a 135,000ft² production facility and state-of-the-art machinery. This has resulted in improved capability and increased capacity, which means the Group is now able to offer the best lead times in the industry.

Earlier this year, Bradbury Group introduced the M2MGO, an express steel doorset which is bespoke-engineered and manufactured in just three working days! This presents the ideal solution for an emergency replacement door, or for trade distributors and installers that want to offer a competitive lead time to their customers.

As well as the M2MGO, Bradbury Group offers an extensive series of certified steel doors, available with security, flood, fire and acoustic accreditations. With the recent acquisition of Liddle Doors, the Group now also offers a range of physical security solutions for the utilities sector, including kiosks, cylinder clamps and bottle frames, as well as associated civil works.

Operating four subsidiaries, the Group is able to provide a comprehensive package, from survey to installation, and professional project management services, internationally. To find out more about Bradbury Group's product portfolio and suite of services, please visit: www.bradburyuk.com or get in touch via the details below.

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Warehouse & Logistics News

Huge range of roll cradles now held in UK

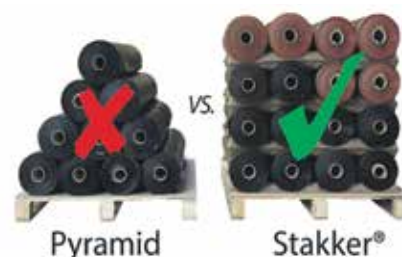
HenryAR, the European trading arm of US company Henry Molded Products, now offers large stocks of Stakker roll cradles in a range of more than 40 styles within the UK for immediate distribution throughout Europe.

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.

Visit us on stand D18 at the Packaging Innovations Show at the NEC from 26-27 February 2020.

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Bott Vehicle Converter invests in the future



Bott enhances its vehicle conversion facilities in Ashby with a new EV ready £1m workshop extension. With the commercial vehicle sector in a period of significant change, Bott has recognised the need to prepare for evolving customer requirements and invested in a new, flexible workspace at Ashby which in future can be designated entirely to hybrid and e-vehicle conversions.

In October 2019, Bott proudly opened a £1m, 1200 m² extension to their main vehicle conversion facilities in Leicestershire. The workshop provides 25 additional conversion bays, making over 80 flexible spaces on the site.

- ◆ Supports efficient and flexible working, future growth
- ◆ Continuing to meet customers' fleet conversions needs
- ◆ EV-ready – including 6 new EV charge points, with a further 14 planned for 2020
- ◆ Investment in the additional building will further support Bott's capabilities to convert a broad range of vehicles with van racking, power, lighting and graphics.

It was opened by Managing Director Kevin Woodward, who commented:

"I am delighted with this additional investment in our Ashby site. It will enable Bott to maintain the flexibility required to deliver changing customers' needs, including for EVs and future vehicle solutions!"

Contact the Bott vehicle conversions team on -
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Production Gundrilling of Track Pins

UNISIG

William Cook is a UK manufacturer of track running gear for armored vehicles. Their relentless drive to engineer, test, and produce the best products in this category has propelled them to their position as a global industry leader. William Cook is the main supplier of vehicle tracks to the British Army, in addition to having their products on the majority of armored fighting vehicles worldwide.

These vehicle tracks include a key component – track pins – which are designed to endure intense wear and tear from large, fast moving vehicles on uneven terrain. Components are produced to be strong, lightweight, and durable – at enormous production volumes. The material used is challenging to machine, and the combination of design and production demands leaves no room for compromise.

Track pins have a deep hole throughout the length of the part, which William Cook had previously been sending out to be gundrilled. A company-wide initiative to further modernize production provided plant systems engineer Brian Birkett with the responsibility of not only bringing the process in-house, but to also educate himself and his team on the foundations of deep hole gun drilling.

Confidence Begins with Education

Deep holes exist in the majority of industries, and many manufacturers such as William Cook encounter these applications, typically considered holes with a depth-to-diameter ratio of 20:1 or greater. When manufacturers are inexperienced with the process and equipment, the specific challenges can seem intimidating to go through alone. However, deep hole drilling uses modern tools, machines, and technology and follows proven methods. With the right partner and experience, in-sourcing the process and planning for long-term gundrilling success is easily manageable.

The team at William Cook initially brought their application to UNISIG for a machine solution, but according to Brian, UNISIG provided more than just a recommendation. UNISIG's technical team provided in-depth foundation information about the gundrilling process, available tooling, and the right machine to meet their needs.

Brian and UNISIG discussed a heavy duty, multi-spindle gundrilling machine, designed to maximize the production potential of high-feed indexable gundrilling tools. Following this initial proposal, the team visited the Wisconsin, USA facility to see the process and machines first hand, meet with the technical team to review the application in detail, and learn what goes into the precision of UNISIG machines.

"UNISIG's knowledge of how our application would benefit from indexable gundrilling was influential in our decision to go with them" he stated. "They clearly explained what we needed to know, addressed all the questions we had, and brought confidence in what ultimately was our solution."

Brian went on to explain that the combination of process, plus procedure, plus expertise contributed to their first-class experience with UNISIG, throughout the entire process. He praised the team for immediately being able to recognize and understand the demands of the application, and do a thorough job of presenting a solution – one which has lived up to expectations.

Intuitive and Powerful

The UNI-25HD machine at William Cook is currently running full production with three products, and plans to expand their part lineup. The machine is surpassing William Cook's expectations for required cycle time, with the high gundrill feed rates and multiple spindles, made possible with matched power and torque requirements on the machine.

Loading automation is seamlessly integrated to maintain a steady production pace with less operator effort. Brian believes that they have a solution that is perfectly aligned to their part and performance requirements.

"The machines are perfectly paced to keep up with production. The machines do exactly what was promised. UNISIG knows what they are talking

about, and our expectations are exceeded."

Brian also praised the ease of operation, with UNISIG's standard PLC interface and a thorough training session, allowing the team to feel completely confident with deep hole drilling. The straightforward operation allows them to set up their program and let the machine do the work, while operators monitor the process and look for improvements. "It's such a benefit. It's so easy to learn", he commented.

Overall, the initial payback from the investment is expected to take place within 2 to 3 years, according to the team, and the long-term impact will be substantial.

Support Feels Close to Home

Having close support post-installation was another priority to William Cook. Partnering with an international supplier can sometimes create distance, but this was not the case with UNISIG. Technical support teams are quickly able to access the machine and the operating staff to diagnose and troubleshoot, even when remote.

The technical support from early on in the sales process, to responsiveness after installation has set UNISIG apart from others.

"UNISIG's service team responds quickly to take care of any issues, just as if we were next door. Support feels close to home."

Brian's confidence with the UNISIG machine and partnership has influenced William Cook's long-term reliable production, and a modern solution that aligns with the future of their company.

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A new approach to gates and barriers

Tradex News is proud to announce that Dofygate Ltd has been selected as our Barrier Solutions Company of the Month, for its innovative solar powered gates which are revolutionising farming and industry operations across the country.

Established in July 2011 by Jim Alston, Dofygate is based in Norfolk, where the initial idea for the gate began. Jim's friend, Oliver Chastney, was asked for advice having just retired as Managing Director of a company manufacturing and selling packaging machinery around the world. He then became a Director of Dofygate Ltd, which is a subsidiary of Calthorpe Farm Ltd.

"We offer a unique product designed and built by us in Norfolk, from parts made to our design manufactured by UK-based machinists," said Jim. "Originally the gate was developed to enable easy access into and out of animal enclosures. The problem is entering and leaving on your own, in a vehicle, and not letting the animals escape.



This means it is necessary to get in and out of the vehicle cab four times just to straw out a yard or feed a group in a field. The parameters set out to make this work were then found to match what other industries needed to control traffic."

Offering numerous significant benefits, the Dofygate requires no external power source, using a solar panel and battery incorporated into each unit for year round use. This means there is no need to lay cables or provide a wiring point. What's more, the gate opens in just 3.5 seconds, so there is no hold up for authorised users. Along with automatic closing and a full range of options, there is a set up to suit all situations. Moreover, the gate's unique design means a clutch can be incorporated that allows the gate to swing away from an impact, saving the arm.

This revolutionary solution is solving problems in a range of areas, including agriculture, construction, traffic management and access control. "The gate is primarily aimed at biosecurity measures on poultry sites, traffic control onto building sites and access control where power is difficult to supply," Jim elaborated.

Indeed, the Dofygate significantly increases the biosecurity of any premises, thanks to being easy to use, quick to operate and boasting automatic opening and closing,



which ensures a fully controlled and safe site. What's more, the Dofygate can be made mobile with the Wheely Stand, a unique addition which means the gate can go from the van to a working barrier in just three and a half minutes. All you need to do is wheel the gate into place and turn it on.

With a dedication to constant development, the company has recently updated the design of the gate to create a newer and better version, using everything learned from the original product. Moving forward, Dofygate will be focusing on exporting the product into Ireland, with further international expansion also on the horizon. "The gate packages up in its assembled state, so anywhere is possible," said Jim.

Dofygate has a number of trade shows planned for 2020. Having already attending LAMMA at the NEC, Birmingham, Dofygate will also be attending the Health & Safety Event at the NEC, Birmingham and the Safety & Health Expo at ExCeL, London. If you would like to find out more information on the extensive benefits offered by Dofygate, head to the website or get in touch using the contact details below.

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Innovative Towing Solutions management processes without the cost



Within this issue of Tradex News, we have selected ATE UK as the recipient of our Towing Solutions Company of the Year Award.

First established by Andrew Bradshaw in 1995 as Anglia Towing Equipment, ATE UK is a small, family-run business that specializes in supplying parts and spares for trailers and towable equipment for a range of companies involved with plant and tool hire such as councils, landscapers, and machinery dealers. "Our mission is to reduce downtime and increase the safety for any business that moves equipment for work, using innovative techniques and standout customer service," explained Tiffany, Marketing Coordinator.

Committed to maximising efficiency. It is available for their customers, ATE UK has built its parts service around its customers' needs and has become regarded as one of the most active and independent distributors of parts and equipment for trailers and towed equipment. Stocking an extensive range of products and maintaining a selection of different makes and models within its spares range from leading brands of towed equipment, ATE UK provides a full solution for its customers.

The company also provides its own brand of equipment in addition to its range of products from other manufacturers, contributing to ATE's



selection of 4,500 stocked lines. This high number of on-the-shelf products means that ATE can offer its customers shorter lead times, with the ability to take next working day orders up until 4:30pm.

"We've worked hard this year to bring our next working day delivery order cut-off from 3.30pm to 4.30pm which has been a great success." Tiffany explained that, "we place a huge emphasis on delivering to our customers on time and in full when they



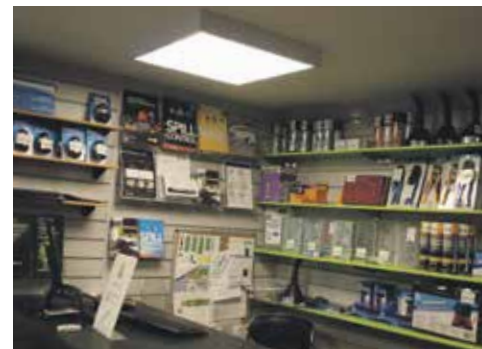
place an order – but the main thing is our commitment to providing excellent customer service, consistently." Tiffany continued, "Along with our brand new 4.30pm order cut-off, we have recently launched the all new www.ate-uk.com – developed specifically to improve the user experience for our customers,



based on their feedback. We're making improvements to the site all the time to make sure you have the best ordering experience possible."

ATE UK has seen many developments within its recent years and is constantly striving to provide solutions to improve customer experience through its products and services. With the uncertainty of the current UK market surrounding Brexit, ATE UK has still managed to maintain growth and has continued communication with its suppliers to provide a reliable service, maintaining the excellent standards of service and delivery times that their customers have grown to expect.

Speaking with Tiffany about the latest developments for the company, she told us that, "in the last 12 months, ATE has made some exciting developments. With the launch of our new prototype plant trailer at The Executive Hire Show and the introduction of several new product lines including low profile beacons and lighting tower parts – there



have been many highlights. We have welcomed many new faces and fresh enthusiasm into the business and look forward to a prosperous 2020."

A noteworthy product within ATE UK's range of products is its Portable Trailer Lift. A space saving solution, the Portable Trailer Lift is an extremely useful piece of equipment for every workshop. Enabling users to safely lift up to 2.8T, the Portable Trailer Lift is a great tool for optimising space and efficiency. Available with a range of safety features such as a safety lock and table top – to provide extra stability and lift various items.

We asked Tiffany about how she feels upon receiving our Company of the Year award, she told us that, "It's very enthusing to have been selected as Tradex News' Company of the Year. As a small family business, it means a lot to us as a team – we're always striving to achieve excellence and give the best service we possibly can so we're very happy."

In terms of the future, the company plans to continue its growth and expand its range to provide customers with even more product variety and solutions. Tiffany told us that the company is looking forward to 2020, stating that, "We have been growing as a business and continue to do so. In 2020, we're looking forward to launching our brand new range of trailers for purchase."

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