

# tradex news

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ST I-XII  
Sustainability Today



TCH Leasing

2



LED Industrial Lighting

6



STIX  
Kobus Services

## 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.

Contact  
T +44 (0)1572 490644  
steve@alderneyrace.com  
www.stakker.eu

## Award-winning chef and food consultant

Nitisha Patel is an award-winning chef, food consultant and company director from Wolverhampton who has dedicated her life to exploring food and flavour, a passion which begun from a very young age.

Nitisha's cookery books, My Modern Indian Kitchen launched (2017), and The Delicious Book Of Dhal (2019), are available globally and can be found in high street retail book shops.

Having launched her first cookery book, Nitisha created herself a platform to shout about her style of food and cooking. Following the success of the launch of her first book, Nitisha started to receive lots of interest from food companies

reaching out for her expertise in recipe development.

In 2017 Nitisha decided to go self-employed and start her own food consultancy business. As the company director of Nitisha Patel Food Consultancy, Nitisha independently runs every aspect of her business from networking, product development, events catering, menu creation, digital marketing, social media, admin, accounts and so much more. Nitisha works with clients on a daily basis to innovate and develop first to market creations across various industries from manufacturing, retail and hospitality. As well as writing two cookery books, Nitisha has numerous achievements under her belt. In 2017, Nitisha was



recognised as the Black Country's Master of Food, and was awarded as the Midlands' Rising Star in food, drink & hospitality.

M 07702 069349  
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## MENTOR

PORTABLE REFRIGERANT IDENTIFIER FOR R-1234YF AND R-134A

The 'Mentor' Automotive Refrigerant Identifier utilizes state-of-the-art NOIR (Non-Dispersive Infrared) technology for the identification of refrigerant gases in automotive air-conditioning systems. The Mentor has been developed with over 30 years of experience in the design and production of safety critical gas analysis systems recognized globally as the best in the market for accuracy and quality.

### FEATURES

- One Identifier accurately analyses both R-134a and R-1234yf for purity
- Identifies R-1234yf, R-134a, R-12, R-22 and HC as contaminants
- Designed to meet SAE standards
- Provides VDA and SAE output
- Five year oxygen sensor
- Minimal loss of refrigerant during test
- Robust case with integral carrying handle
- Contaminant resistant numeric keypad
- LCD graphics display
- USB communications
- Bluetooth App to save test results & print from a PC
- Eight languages available

### MENTOR INSTRUMENT KIT

Supplied with custom designed carrying case and the following accessories:

- Vehicle A/C connectors
- R-1234yf and R-134a sample hose, service couplers and cylinder adaptors
- Battery charger
- Optional Bluetooth printer & charger

### BENEFITS

The Mentor refrigerant identifier plays an important role in helping to protect automotive air conditioning systems and service and recovery equipment from potential damage caused by the potential, and unknowing use of illegal refrigerants. The recovery of contaminated refrigerant can damage expensive service and recovery equipment, potentially leading to expensive repair bills or even scrapage. Mentor will prevent contamination of your refrigerant supply from illegal contaminants from refrigerant cylinders and customer vehicles, therefore stopping cross contamination of other vehicles with these illegal contaminants.

Status Scientific Controls Ltd  
www.refrigerantidentifier.com

A PST Company  
www.processsensing.com

The Coffee Boss, selected as one of the Top Exhibitors at the Autumn Fair, is a nationwide company with over 25 years of experience in the design, supply and installation of fully automated bean to cup coffee machines. In an effort to keep ahead of the UK's soaring desire for coffee excellence, we are constantly updating our machines with the latest technology.

It is this forward thinking policy, combined with the expertise of our professional engineers and unrivalled after sales service, that keep The Coffee Boss ahead of the field.

To arrange a taste demonstration anywhere within the UK, please call us on 0800 634 8402 or visit: [www.thecoffeeboss.co.uk](http://www.thecoffeeboss.co.uk)





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.

**Contact**  
**T 0121 550 4909**  
**support@ukcutter.co.uk**

## Bagging machine boosts e-tailer flexibility

Automated Packaging Systems has launched the Autobag 600 and Autobag 650, which have been designed to offer large bag packaging, providing mail order customers with a packaging solution, regardless of product size.

The Autobag 600 offers speeds of up to 65 bags per minute and can efficiently pack and seal polythene bags up to 400mm wide by 680mm long. Pack sizes can also be changed in less than two minutes using Autobag pre-opened bags-on-a-roll.

Specifically aimed at the mail order market, the Autobag 650 features a fully integrated next-bag-out printer, which is particularly useful when printing labels with frequently changing data such as carrier labels. This eliminates the need for a separate labelling



operation, simultaneously preventing product queues, reducing waste and also making the bag 100% recyclable.

The new range is a familiar option for current

Automated Packaging Systems customers as it has drawn on the successes of the Autobag 500 and 550, utilising similar technology. They have an inherently safe design, with both systems featuring fewer moving parts, maximising machine uptime while lowering the total cost of ownership. The bagging material required is also the same, meaning there will be no potential issues with stock.

Duncan Hall, UK Sales & Marketing Manager at Automated Packaging Systems, says, "The market is constantly evolving and it's important that we are listening to customer demand and can provide high quality, efficient semi-automated packaging solutions."

**T 01684 891400**



## 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, homecare, automotive and industrial.

**Contact**  
**T 01482 506560**  
**sales@datamarkuk.com**  
**www.datamarkuk.com**

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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](http://www.datamarkuk.com)

## Fleet Live Review Top 5

## Fleet Live to become Fleet & Mobility Live next year

The UK's leading fleet event, held last year at Birmingham's NEC from 8-9 October 2019, is evolving next year to become Fleet & Mobility Live 2020 to reflect the pace of change in the industry.

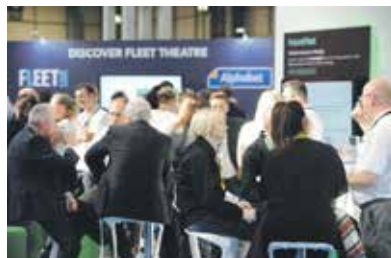
The new name represents how companies are preparing for the business mobility as a service revolution and how the responsibilities of fleet decision-makers are expanding beyond automotive and will ultimately encompass all areas of mobility. It marks the second name change for the show, which launched as Fleet Management Live in 2015, illustrating the ever-evolving nature of fleet.

Fleet & Mobility Live 2020 will continue to

be guided by an advisory board made up of the leading businesses in the UK. There will be a greater focus on linking fleet strategy to Government policy, helping business to understand how decisions taken at a national and local level will influence the way they move their people, goods and services about.

Fleet & Mobility Live will also help fleet and mobility managers navigate the market with a wider selection of leading suppliers, including car sharing companies, mobility apps and transport planning.

The change in name will be reflected with seminar session content too, with a wider range of topics covering all aspects of travel



planning from the latest on company car taxation, to creating a flexible remote working and mobility policy.

The renamed Fleet & Mobility Live returns this year to Birmingham's NEC from 6-7 October 2020. This is our pick of the best exhibitors from last year's show, listed here in alphabetical order: TCH Leasing. Further details can be found on this page.

**www.fleetandmobilitylive.com**

## TCH Leasing at Fleet Live

TCH Leasing had its biggest and best stand ever since we started exhibiting at the industry showcase four years ago and boy, did we have something on our stand that attracted people to come over and see us! A massive thanks to Robert Simpson at Marshall BMW for loaning us the amazing BMW i8 which caused quite a stir on our pitch!

All of the TCH Leasing Sales team were on duty over the two days helping to meet and greet anyone who came on to the stand, offering an insight into the

many and varied services which we provide into the Fleet market (and some of them even got a bag of sweets for their interest!).

This year we had separate areas of the stand for Leasing/Salsa (Salary Sacrifice)/Public Sector/Rental, although most of the people we spoke to were interested in all areas of our business and how we could help them navigate the fleet industry and the various products we offer.

All in all, a very interesting and



productive two days and we're already looking forward to next year's event.

**If you have any fleet needs, from Vehicle Provision to Maintenance to Licence Checking, please visit our website at: [www.tchleasing.co.uk](http://www.tchleasing.co.uk)**

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# Suite of solutions for digitising patient records for the healthcare sector

In this issue of Tradex News we have selected CCube Solutions as our Document Management Software Company of the Month, for the company's innovative solutions for digitalising and managing documents.

CCube Solutions was first established in 1994 and has expanded significantly since the company's inception. Initially operating under a parent company, the business was set up as OITUK Ltd in 2003. "I ran the business from 1994 and in 2009 bought out the parent company's shares and have been running OITUK Ltd. as an independent privately owned company since then," said Vijay Magon, Managing Director.

CCube Solutions specialises in providing electronic document and content management and workflow solutions, based on the CCube software suite. CCube Software suite systems range from small departmental applications to large enterprises requiring wide solutions. The software suite includes: the CCube Portal, Electronic Forms, Workflow, Content Searching, and integrated CCube Electronic Document & Records Management System (EDRMS).

CCube Solutions works with companies and organisations across the public and private sectors including hospitals, local authorities and law enforcement agencies, to help them manage their documents in the most effective way using acquisition, storage and retrieval processes. One of the main reasons why CCube Solutions is applicable for these industry sectors is because of their need for robust, legislation compliant information, which can be easily accessed and archived in an easier way, wherever and whenever they need it. The CCube Solutions suite is customisable, fast to deploy, easy to integrate, scalable, standards-based with an abundance of features and is compliant with the new GDPR rules.

The main purpose of CCube Solutions is to provide a paperless solution for managing documents. This is extremely useful in sectors such as healthcare which holds and maintains a plethora of paper documents and could benefit from an accessible digital solution to finding and managing documents. All of the records both physical and electronic will be managed throughout their lifecycle from their creation through to retention and disposal, thus providing a solution which meets compliance standards. This improves the efficiency and effectiveness of staff and their services, resulting in significant cost savings.

Purpose built for use by NHS Practitioners using Microsoft's latest .NET technologies, CCube Solutions software suite specialises in the health sector and is an award winning solution for delivering electronic health records to clinicians, secretaries and administrators in an accessible, digital format.

In terms of the company's services for the healthcare sector, CCube Solutions provides



software which aims at improving patient experience and data handling while saving costs. A few noteworthy solutions CCube Solutions has provided the healthcare sector includes ePaper software, digitalisation of Lloyd George documents and medical record management.

CCube Solutions ePaper software is used to streamline processes and modernise the way that information is recorded. Innovative and revolutionary, the ePaper software uses the Wacom's clipboard, enabling the user to use existing paper forms to complete and sign documents using its ink pen. The paper document is then converted seamlessly into a digital version in real time. Every stroke of the pen is captured through the clipboard and is streamed to the host device and then applied immediately to the digital document. The ePaper software is an extremely useful piece of equipment for



SOFTWARE PRODUCT  
DESIGN & DEVELOPMENT



hospitals. They can file, sign and use paper forms as normal, but also create a digital version at the same time, which saves time on scanning and allows hospitals to maintain their patient-facing processes.

The eLGs solution is the first of its kind in the NHS and has been created in partnership with CCube Solutions. eLGs delivers a health record archiving service for use in general practices by using an Electronic Document & Records Management System (EDRMS) to scan Lloyd George records, which are currently stored within the practice, to make them accessible and available electronically.

Although Lloyd George documents are not used in daily patient consultations, practices are still required to keep them, as they are often needed by GPs when reports are written for solicitors, insurers and when access to historical patient information is requested. The progression to



ccubesolutions  
delivering digital healthcare

digitisation and removal of the Lloyd George documents is a logical step for GP practices and there are currently plans to digitalise all Lloyd George patient records by 2022 as part of the five-year GMS contract agreement. By digitising these records, GP Practices benefit significantly from easily accessed documents, thus optimising their time and improving their patient care.

By using eLGs, the staff at GP practices gains access to the hosted system by simply using an internet browser. Once they have logged in, they are able to access patient records and can search for and select a patient. There is no software to install and the system is easy to use, taking at maximum 10 minutes of training.

In terms of future plans for the company, CCube Solutions is constantly striving to provide its customers with the highest quality software and is consistently researching new markets and areas to strengthen its software and services. "We plan to move our software to a secure Cloud so we can provide resilience and robustness and also reach out into the SME arena where capital expenditure is limited," Vijay stated.

Implementing its solutions in 28 NHS Trusts & Health Boards throughout the UK, CCube Solutions portrays a whole host benefits for the healthcare sector. With a proven track record of project success and expertise working with the NHS for over 18 years, CCube Solutions provides cost effective and scalable solutions which can be tailored to meet individual requirements and help to deliver paperless healthcare.

For any further information, please see the details below.

T 01908 677752

info@ccubesolutions.com

www.ccubesolutions.com





## Welcome to Four Oaks Trade Show

Four Oaks is a commercial horticultural show which celebrates its 50th year in 2020. The venue is a 23 acre nursery site in Cheshire UK, close to the Jodrell Bank Radio Telescope. The exhibition, held last year from 3-9 September 2019, covers an area of 17,000m<sup>2</sup> under glass with additional outdoor areas. The glasshouse venue has a relaxed and informal atmosphere well suited to the event and the industry. It is cost-effective and user friendly with none of the restrictions of the purpose built exhibition halls.

The nursery sector, especially mature stock and specimen plants from across Europe, has a very strong presence even as we prepare to leave the EU. Massive displays of plant material form the heart of the show, with associated supplies and services from production to point-of-sale. Over 35% of participating companies came from Europe.

The visitor profile, which is truly international, includes commercial growers, garden centres and retailers, farm shops, local authorities, landscapers & architects, garden designers and florists. The show is a combination of business and social activity, but above all it is a buyer's show, which is particularly attractive to the grower retailer and the



independent garden centres.

The show returns to the Cheshire nursery site from 8-9 September 2020. This is our pick of the best exhibitors from last year's show, listed here in alphabetical order: Flowering Plants Ltd, Genesis Plant Marketing Ltd, Huverba, ICL UK & Ireland, Plantline Export Nurseries, Powys & Marches Stone Supplies Ltd & Ravensworth Nurseries. Further details can be found on this page and the next.

**Contact**  
[www.fouroaks-tradeshow.com](http://www.fouroaks-tradeshow.com)

## Genesis Plant Marketing Ltd

Genesis has a wealth of experience in bringing plants to market for smaller independent plant breeders. Our services include all aspects of marketing from product evaluation, protection and the collection and payment of royalties. To date we have marketed more than 1,200 varieties on behalf of 160 different breeders.

Our services include but are not limited to:

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- ◆ Test & Talk™ agreements to cover the trialling period
- ◆ PBR, Patent and/or Trade Mark applications and follow through service
- ◆ Tailored Marketing Agreements
- ◆ Licensing & Royalty Collection service in the UK & worldwide through our



- ◆ network of specialist agents
- ◆ Timely payment to Breeders of Royalties collected with full product & financial reporting
- ◆ Clients' Royalties are held in a special Client Account for financial security
- ◆ Advice to Breeders on

- ◆ current market needs/trends
- ◆ We work solely for Breeders and Discoverers of new plant varieties
- ◆ We provide a complete service tailored to the needs of the Plant Breeder
- ◆ We ensure the Breeder's best interests are protected at all times
- ◆ Our expertise covers the whole range of plant marketing

If you think you may have discovered or actively bred a new variety, then contact us on.

**T +44 (0)1621 874808**  
[enquiries@genesis-plantmarketing.co.uk](mailto:enquiries@genesis-plantmarketing.co.uk)



## ICL Seeka nematodes & one-stop-shop for Vine Weevil control

The ICL's new Seeka range of beneficial nematodes is the catalyst behind the company's new one-stop-shop for Black Vine Weevil control in the ornamentals market – offering a programmed IPM approach to controlling this potentially devastating pest.

Supplementing ICL's conventional chemical pesticides range, Vine Weevil Seeka and Vine Weevil Seeka CT contain beneficial nematodes (85%) and is recommended for use in soil or container-grown crops when soil temperatures are between 5°C-30°C (depending on the species you choose) for at least two weeks after application.

"Vine Weevil Seeka is part of our new programmed IPM approach to vine weevil control featuring advice on cultural controls, plus beneficial nematode and compatible chemical controls



such as Exemptor," explains ICL's sales development manager, Martin Donnelly.

"Customers entering in to a contract with ICL will be provided with access to meaningful soil temperature data throughout the year. Temperature is critical to success with beneficial nematode controls. Through a network of temperature loggers on nurseries throughout the UK, our customers will have access to robust, real time temperature data. Supported by our nationwide team of BASIS qualified technical area sales managers, growers will know when the time is right to

switch from a low temperature nematode control to the more economical Vine Weevil Seeka.

"As things stand, there is a fair amount of confusion on nurseries on how to optimise beneficial nematode performance in regard to application, temperature requirements and even storage. Our new one-stop-shop for vine weevil control will offer a 52 week programmed approach covering the whole growing season, with growers benefitting directly from the support of our experienced team."

**Contact**  
[www.icl-protect.com](http://www.icl-protect.com)

## Leading national supplier of natural stone products

Established for 30 years, Powys & Marches Stone Supplies Ltd is a family run business based at Four Crosses on the Shropshire and Mid-Wales border, placing it in the very heart of 'slate and granite country'.

In order to offer the widest range of products to its national customer base, Powys & Marches Stone Supplies Ltd carefully chooses Powys Stone products from selected quarries across the UK and Europe.

What's more, if a customer requires stone that is not included in the brochure, Powys & Marches Stone Supplies Ltd will locate it and deliver it directly to their door. This excellent service has meant that Powys & Marches Stone Supplies Ltd has built up an enviable reputation over the years, boasting efficient service, prompt delivery and unrivalled prices.



If you would like to find out more information on everything that Powys & Marches Stone Supplies Ltd has to offer, and to take a look through the company's extensive brochure, head to the website. Alternatively, don't hesitate to get in touch using the contact details below.

**T 01691 831682**  
[sales@powysstone.co.uk](mailto:sales@powysstone.co.uk)  
[www.powysstone.co.uk](http://www.powysstone.co.uk)

## Huverba nurseries 'bring green together'

Huverba is a family-run company which produces a wide range of trees and shrubs in the middle of the Netherlands.

We grow over 110 hectares of standard trees which we deliver from 12-14cm girth up to 40-45cm girth. We supply smaller sizes via our vast network of local suppliers.

Besides our standard trees we grow over 100 varieties of multi-stemmed trees which we lift from 200-250cm size up to 500-600cm size. We also grow over a million shrubs from 2 litre pots up to 20 litre pots.

Besides selling our own products, we trade a lot of other products which enables us to offer you the complete package.

Having a wide range of customers in the United Kingdom makes us able to offer you a quick delivery service. We would like to receive your enquiries to prove ourselves. We kindly invite you to visit our nursery to receive a good impression.

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[www.huverba.nl](http://www.huverba.nl)



## Think you're safe? Remove doubt by using Wolf Safety's voltage alert technology

Working in hazardous areas is challenging enough without having concerns that the voltage being supplied to temporary lighting is no longer within certified limits.

How can anyone be absolutely sure what voltage is being supplied? Could it be one volt more or less than the certified safe range?

Reassurance is now available from Wolf Safety, whose latest technology gives an immediate warning when voltage either slips below or exceeds certified limits, even by just one volt.

Their SOVI™ technology - it stands for Safe Optimal Voltage Indicator - removes all doubt, giving operators the confidence that temporary lighting is operating safely, effectively and at the optimal voltage.

Unique to Wolf Safety products, the ground-breaking technology is now incorporated into its ATEX and IECEx certified Hazardous Area Temporary Lighting range, further enhancing safety in potentially explosive atmospheres.

If a light is operating at a voltage above the maximum certified limit, the beam will pulse from bright to



dim, giving a clear warning that action is needed to ensure that work can continue safely in the hazardous area.

However, it's more likely that issues will arise at the lower end of the voltage range. For example, if too many 24-volt lights are strung together and the transformer is overloaded, voltage could drop below the optimal level and light output will reduce incrementally as the input voltage falls.

If this does occur, SOVI™ will pulse the light, clearly showing the lamp is not operating within its optimal voltage range and optimum light output, even though the light itself is still safe as it is uniquely certified down to 0 volts.

**For technical details, visit:**  
[www.wolfsafety.com](http://www.wolfsafety.com)

## Building security solutions

*Technology convergence creating integrated building security solutions within commercial residential sector*

Building security for the commercial residential property marketplace is rapidly changing with the convergence of technology, according to Julian Synett, CEO of Interphone Limited. Speaking at the company's recent product exhibition and training day in central London, he said that many security solutions now combine different connected systems - such as door entry, access control, CCTV and home automation - with a number of key drivers helping to deliver enhanced building protection, resident safety and property management.

"We are no longer seeing single product deployments, but instead connected solutions that combine multiple systems and applications using the latest internet and communication protocols," explained Synett. "This ongoing evolution is being driven by advances in biometrics, wireless



communications, cloud-based technology and Artificial Intelligence (AI), with the only barrier to the development of new technology solutions being our capacity to imagine the future."

The annual product exhibition and training day - attended by managing agents, facilities managers and other property-related professionals - had a programme of seminars including technology trends, Gate Safety and GDPR.

**Further details about Interphone's series of practical learning sessions can be found at:** <http://interphone.co.uk/events>

**T 020 8621 6000**  
[sales@interphone.co.uk](mailto:sales@interphone.co.uk)



## Transport industry needs to tackle suicide rates

During Road Safety Week 2019, which took place on 18-24 November, Mates in Mind urged transport and logistics organisations to lead the way and prioritise the mental wellbeing of their workforces in light of the above average suicide rate.

"Mates in Mind understand that supporting good mental health across a workplace is an essential part of ensuring the positive overall health and safety of a workforce," said Martin Lockham, transport sector manager for Mates in Mind.

According to a report by Deloitte in 2017, the transport, shipping and logistics sector had the highest level of absenteeism within the private sector industries surveyed, whereas transport and communications equally experienced the second greatest level of workplace stress.

Given that the most recent report from the Health and Safety Executive stated that in 2018/19



stress, depression or anxiety accounted for 44% of all work-related ill health cases and 54% of all working days lost due to ill health, this serves as further evidence that the cost of poor mental health to UK businesses is hugely significant.

More so within the transport and logistics sector, this impact is reflected in the concerning statistics from the Office for National Statistics, who in 2017 reported that drivers of work lift trucks had a suicide rate 85% higher than the national average. Van drivers were noted to have a rate 25% higher, and drivers of large good vehicles 20% higher than the national average.

**T 020 3510 5018**

## Four Oaks Trade Show Review Top 10

## Watch 'em Grow: The bedding & pot plant specialists

Ravensworth Nurseries is a family run business that is involved in the production of Bedding and Pot plants. Established 50 years ago, the company provides the 'Watch 'em Grow' range of starter plants, seedlings and plugs which have been developed by Ravensworth Nurseries and is raised from cuttings and seeds on site. The 'Watch 'em Grow' range comes in colour coded pots for ease at tills and full point of sale per variety with availability beginning from mid-

February until May.

Maintaining a selection of produce including bedding plants, Cyclamen, and Poinsettias which are grown in season, Ravensworth Nurseries also provides and makes up large quantities of hanging baskets, holly wreaths and planted indoor arrangements.

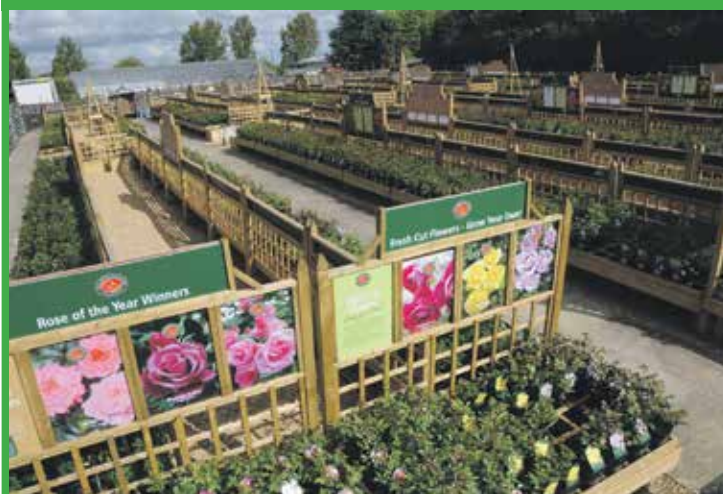
The team at Ravensworth Nurseries are fully

equipped and highly experienced in the planting and growing requirements of plants. Ravensworth Nurseries provides an extremely personal service for its customers, and is always on hand to provide insight and advice on the right plant for the individual.

**Contact**  
**T 01325 718370**  
[www.ravensworthnurseries.com](http://www.ravensworthnurseries.com)



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**Flowering Plants Ltd**

## Experts in plant exporting

Plantline Export Nurseries has a plethora of experience with 20 years of knowledge in the plant export industry. The company provides a wide variety of plants and trees exported directly from the grower, providing an efficient, quick and high quality service. Plantline deliver its plants and trees to nurseries and garden centres throughout the UK, Ireland and Poland.

First established in 1924 as the nursery Bos en Hoogenboom, the company has grown significantly from its beginning

and by the 2000s, the company began distributing not only their own plants but plants from other nurseries too, for the UK, Ireland and Poland markets.

Plantline is situated in Boskoop, which is renowned for its nurseries. The majority of the plants Plantline deliver are sourced from local top quality nurseries' based in the Netherlands, Belgium, Germany, Italy and Spain. For this reason, Plantline is known for its consistently superior plants at competitive prices, and is constantly



looking for new varieties and inspiration, to provide its customers.

**Contact**  
**T +31 172 232266**  
[www.plantline.nl](http://www.plantline.nl)

## Flowering Plants Ltd: Irrigation systems and support

Founded in 1973, we work to evolve robust, accurate systems which grow better crops more efficiently, and to help human beings to build, step by step, with their own skills.

We designed and helped to install our first acid dosage system, to control alkalinity rather than pH, in 1974. These keep irrigation clean, prevent lock-up of fertilisers, give growers control of the cation exchange capacity of growing media, and allow beneficial and other mycorrhiza to work efficiently.

We installed our first water recycling system to encourage beneficial microflora

(Fluorescent aerobic Pseudomonads) in 1995. Nowadays our customers seldom have problems with oomycete or fungal pathogens. We presented a paper for the IPPS on what can go wrong with mist propagation systems in 2003.

In 2006 we started to evolve a systematic approach to the deployment of bacteriophages for the control of bacterial diseases such as Pseudomonas Syringae and Xanthomonas in water and in growing plants. That has been taken up outside the EU.

We started to work with bacterially enhanced mixtures of 'entomopathogenic'



nematodes in 2010. We are currently working on control of two routes by which oak processionary moths might attain maturity. We saw the point of capillary mats in 1967, and introduced the Florimat range in 1998.

**T 01280 813764**  
**F 01280 823735**  
[mail@fpl-irrigation.com](mailto:mail@fpl-irrigation.com)  
[www.fpl-irrigation.com](http://www.fpl-irrigation.com)



## RK MonoLine linear units: The new efficiency class

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



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

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

As with the timing-belt-driven linear units in the RK DuoLine range, the RK MonoLine Z also features a variable mounting system for almost all motors available on the market. The motor position no longer needs to be specified when placing an order and can be changed at a later stage. The new actuators are fitted with a timing-belt guidance system as standard. The optional clamping and slot stone bars reduce the amount of engineering required and make customisation easier. The profile slots enable maximum flexibility for the fixation of customer-specific accessories, such as drag chains and tube holders, as well as limit or proximity switches for limit switching.

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

## DS Smith saves 65% on lighting energy

LED Industrial Lighting Co. Ltd, a leading supplier of energy efficient LED solutions to the industrial and commercial sector, is pleased to receive recognition at the recent Energy Efficiency Awards 2019 for their LED project at DS Smith Clay Cross.



DS Smith is a leading provider of corrugated packaging in Europe and a specialist in plastic packaging worldwide. DS Smith has a 75+ year legacy of innovation and process efficiency. With a focus on eco-friendly design and recycling, helping its customers to reduce waste, cost and complexity in their supply chain is a top priority.

The Clay Cross lighting project received the 'Highly Commended' award for energy efficiency.

### Installation Snapshot

- ◆ DS Smith – global paper & packaging company
- ◆ European-wide upgrade at 100+ facilities
- ◆ Hundreds of fewer fixtures required
- ◆ On average 65% energy consumption and cost savings
- ◆ On average a 3 year payback
- ◆ Dialight fixtures in 90% of European facilities by mid-2019

Since the early days of LED technology, LED Industrial Lighting Co. Ltd has been providing cost-effective, energy efficient LED solutions for clients throughout the UK. Established in 2008, our reputation for providing impartial and professional advice has guided customers through every stage of the lighting upgrade process, including survey, design, quotation and installation.

T 01242 250633  
info@ledindustrialighting.co.uk  
www.ledindustrialighting.co.uk

## Viper WRL increases the life of wire rope assets by up to 300%

Viper WRL, an Australian owned company, manufactures and supplies wire rope lubrication equipment to the marine, petrochemical, mining and manufacturing industries.

The use of the Viper WRL system increases the life of wire rope assets by up to 300% compared to traditional lubrication methods. When used in place of manual lubrication, the Viper can reduce the relubrication time of ropes from several days to several hours while also providing a safer work environment. As the Viper delivers lubricant into the wire rope, there is also an environmental

benefit with less lubricant used and significantly less waste.



In recent years the company has expanded operations with an additional workshop facility, increased its global distribution network to over 70 countries, increased personnel from 15 full time employees to 24, and increased sales by 32%.

Rodney Fitzpatrick, Owner and Managing Director of Viper WRL, said, "The Viper Wire Rope Lubricator is now



the world leader through continued innovations. The Viper not only provides major savings in equipment downtime but is a lot safer for workers and the environment."

Contact: Angus Macdonald, Director  
T 0118 930 4321  
angus@aands-international.com  
www.aands.international/our-brands/viper-wire-rope-lubricators

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**For more information and full worldwide contact details:  
www.cwst.co.uk or contact 01635 279621**





# SUSTAINABILITY TODAY

Issue 419 February/March 2020

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## Best Service Europe

Best Service Europe has always worked for the renewables sector, and to understand even more fully their requirements Frank Butterfield, MD of Best Service Europe, is also a director of Team Humber Marine Alliance. This close relationship ensures that Best Service Europe understands their requirements and can fully support access to internet and TV at sea.

Best Service Europe specialises in VSAT and TVRO systems and is excited with the developments in the industry to provide the next generation in antennas. This

includes the Intellian GX100NX terminal with a high precision reflector, a single cable for power and signal to an all-in-one below deck unit with a built-in GX modem and GX mediator.

GX100NX enables ships to use Inmarsat Fleet Xpress for Ka-band connectivity and will be ready when Inmarsat's GX-R2 constellation is commissioned. It has a high-power BUC upgradeable to 10W for access to higher bandwidth packages.

The NX range also includes a new 1-m antenna for Ku-band VSAT,

v100NX, plus a 1.5-m version (v150NX) and a sub 1-m Ku-band antenna (v85NX).

It is this smaller Ku-band antenna Dutch maritime connectivity provider Castor Marine trialled on its Ku-band network during Q3 2019.

These small units have worked successfully with the iDirect modem technology, displaying similar radio frequency performance to larger VSATs.

To find out more about the next generation of antennas from



Intellian and other leading manufacturers, please contact Best Service Europe who will assist you with all the options from sales to support. Visit: [www.best-service-group.com](http://www.best-service-group.com) or call +44 (0)1482 324747.

## No-dig drain lining solves road congestion

Drainage and water utility specialist Lanes Group plc has completed a major sewer rehabilitation programme along one of the busiest main roads into Exeter in Devon. The work involved installation of multiple local structural repairs and one 167-metre full liner in highway drains along the A30 Honiton Road on the eastern outskirts of the city.

Construction and highway maintenance specialist Skanska, working with Devon County Council as its term maintenance contractor, commissioned the Lanes depot in Plymouth to carry out the work. Pipes with diameters of 150mm, 225mm, and 300mm were rehabilitated in 15 night shifts, with all work completed 10 days ahead of schedule. A CCTV drainage survey report had originally recommended the replacement of a 167m



length of 225mm-diameter pipe, including a section that passed beneath a railway bridge.

Lanes first desilted the highway drains with high pressure water jetting delivered by a jet vac tanker. The same technique was used to remove extensive tree root infestation. The short section of pipe was excavated

and replaced. Then the whole pipe, including the replaced section, could be lined with one liner, to create smooth snag-free finish.

The 167m ultraviolet (UV) light cured in place pipe (CIPP) liner was installed by a specialist lining team from the Lanes sewer rehabilitation division. The liner was winched into place and inflated with compressed air. Then a UV light train, a wheeled device fitted with UV lights, was pulled through the pipe. This cured a UV-reactive resin in the liner, creating a tough, impermeable pipe within a pipe, making the highway drain waterproof and giving it added structural strength.

T 0800 525 488  
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## 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.

T 01235 838612  
David.gill@swep.net



## 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. This is our second pick of the best exhibitors from last year's show, listed here in alphabetical order: APPS UK, Cole Mechanical Services, Handel Rating Consultants, Nanjgel Green, Pink Elephant Group, Plastic Oceans & Stuart Canvas Group. Further details can be found on this page and the next.

[www.rwmexhibition.com](http://www.rwmexhibition.com)



## Plastic Oceans is turning awareness into action

With over 300 million tonnes of plastic produced globally each year, on average 8 million tonnes reach our ocean. Plastic is an important material in our lives. But it doesn't belong in our precious ocean.

Plastic Oceans (UK) was founded in 2009, with the mission to end plastic reaching the ocean within a generation. As experts on plastic pollution, our initial focus was raising public awareness, including the award-winning documentary, A Plastic Ocean, a film lauded by Sir David Attenborough as "one of the most important films of our time".

Having played a key role in generating unprecedented momentum around this issue worldwide, we are now actively engaging communities, particularly youth, to empower them to know everyone can take action and find solutions in their home, school or community.

Plastic Oceans (UK) is producing toolkits, like Ocean Discovery Day challenges, that show why



we should care about the ocean, how we can change our attitude to plastic and waste and what we can all do to become plastic intelligent changemakers. This compliments the efforts of waste managers to increase recycling, and reduce plastic pollution.

For more information on the way we do this, or to become a partner, contact: [hello@plasticoceans.uk](mailto:hello@plasticoceans.uk) or follow us on social media @PlasticOceansUK and: [www.plasticoceans.uk](http://www.plasticoceans.uk)

## Stuart Canvas Group

Stuart Canvas is the leading manufacturer of aggregate bay retractable protection covers in the UK. Our bay covers provide an innovative waterproof covering solution to protect all types of bulk products being stored outside. Stuart Canvas are able to produce retractable bay covers which can operate independently (single & multiple bays) and use a wall mounted tracking system to allow the cover to retract for loading and unloading of products.

Our systems also included protection for the front and rear of the bays to prevent water ingress from all sides. This type of solution has proven to offer excellent protection for kiln dried products, reducing the amount of wastage by 30%.

Stuart Canvas has over 20 year of experience in producing retractable tunnels for some of the UK largest companies. We offer a design, supply and installation service and also have a dedicated R&D team that can solve any unusual covering issues or requirements you may have. This allows



STUART CANVAS

GROUP



for covers to be produced to suit each bay. Our bay tunnels use the Kadar system which means individual panels can be replaced if damaged, saving both time and money when repairing complete systems.

Visit our website to find out more at: [www.stuartcanvas.co.uk](http://www.stuartcanvas.co.uk)

## Fully automatic organic waste composting machine by NANJGEL GREEN

Nanjgel Green is a manufacturer and exporter of a best in class fully automatic organic waste compost machine, which converts biodegradable waste into compost within 24 hours and has a 100% natural process. This technology reduces 80-90% volume at site and is the safest treatment of bio degradable waste – an approach toward sustainable development.



Key Machine Features:

- ▼ Inbuilt shredder
- ▼ Fully automatic machine with Siemens automation
- ▼ Compact in size
- ▼ Plug and play installation
- ▼ High quality organic compost ready to use in 24 hours
- ▼ S.S 304 machine fabrication
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- ▼ No water discharge and no emission of harmful gases
- ▼ 100% natural 24 hours composting process

- ▼ Noiseless, odorless, maintenance-free
- ▼ No enzymes used
- ▼ Reduces large amounts spent on transportation to landfill sites
- ▼ In-house waste management reducing dependence on any outside agency

Contact: Jude Pereira, Managing Director  
M +44 (0)7424 184268  
[Sales@nanjgelgreen.com](mailto:Sales@nanjgelgreen.com)

## Save the environment

Pink Elephant Group is looking for new locations to host its textile banks on rental bases and is promoting the message to the general public about the importance of considered use.



The company specialises in the collection and utilising of reusable clothes, shoes, accessories and small household items. Through this, Pink Elephant Group is striving to provide financial streams to its partnering organisations, increase employment through expanding its textile and other operations, and help the environment via various schemes and programs for material reuse. This admirable work is becoming ever more pressing, thanks to the rising trend of cheap disposable clothing that leads to thousands of tons of clothes and millions of shoes thrown away in the UK every year. This puts unnecessary pressure on our landfill sites, as most of these materials can be reused in developing countries, both saving natural resources and providing support to those who need it.

You can work with Pink Elephant through:

- ▼ The placement of a textile bank at your premises, to accept reusable items at no extra cost, that generates monthly rental income
- ▼ A charitable fundraising event, which generates donated goods to be sold to Pink Elephant Group
- ▼ Collecting items locally at a work place, public or private organisation to then sell to Pink Elephant Group

T 0116 326 3262

[www.pinkelephantgroup.co.uk](http://www.pinkelephantgroup.co.uk)

**PINK ELEPHANT GROUP**

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**Pink Elephant Group operates a textile bank collection and recycling scheme, and offers fixed monthly rental payments for each location to land owners, shopkeepers, supermarkets, nurseries, schools, local councils and private landlords.**

**Our textile banks have clear signs, instruct members of the general public on the type of items and materials acceptable for recycling.**

**All textile banks are regularly serviced and we always maintain the nearby area so it's clean and tidy.**

**Taking a space size of less than a pallet, each textile bank will generate to site owners**

**regular yearly rental income**

*(paid in monthly installments)*

**Presence of a textile bank could attract more clients, and will show to the community how environmental & social responsibilities are met by local business.**

**Pink Elephant Group Ltd Company Reg. No: 10953255**  
**28-32 Devonshire Road, Leicester LE4 0BF**  
**T: 0116 326 3262 M: 07557 511111**  
**E: [info@pinkelephantgroup.co.uk](mailto:info@pinkelephantgroup.co.uk)**  
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a step towards securing our environment...



## Handel Rating Consultants

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 enquiries.



Handel Rating Consultants  
REDUCING THE BURDEN OF BUSINESS RATES

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.

M 07985 813859  
info@handelrating.com  
www.handelrating.com

## Food-waste, at a local level, IS the next big push in how we can develop the circular economy!

Within many foods orientated business' the volumes generated, every day, are an increasing challenge in the evolving debate as to what is avoidable. For many businesses there is still a need to dispose of food waste and most of it goes in the bin. Our ranges of Advanced Organic Digesters provide a green and cost effective way to manage food waste, from restaurants and canteens in the food industry. Horticultural waste such as grass cuttings and hedge trimmings, indeed, all things organic.

Waste is dumped into the machine and with the magic of a touch of heat and a bacterial action the waste is digested.

What you would get is an output that is a huge reduction in waste volumes, up to 80%, saving money on bin collections and providing an improved work environment, free from some of the associated issues.

The output is termed biomass. Biomass can be used for fuel or as compost, all to be used on site, further reducing your



cost base. It doesn't have to go in the bin, moreover as it has added value to your business.

Our machine can also allow you to process all packaging, so no waste separation. This is a unique solution for the short term whilst food wrap evolves away from plastics and non-biodegradable packaging.

Our ranges of food waste digesters are scalable, starting with 250kg of organic waste per day, to 500kg and larger where required. They are appropriate for a wide range of users where organic waste streams can be better managed. They are cost effective, low maintenance machines with a long design life. They provide a great ROI.

Local food waste management is a viable, practical solution for NOW and the future.

T 01494 775675  
sales@colemechanical.co.uk

## APPS UK: Dealing with odour and dust related issues

APPS UK has been working nationally within the waste industry for a number of decades, dealing with odour and dust related issues by utilising our Airborne 10 range of absorption technologies within a number of waste sectors – such as household waste, waste water, composting, food waste, quarries, C&D and IBA to name a few.

This is due to the friendly environmental nature of the product and the success of its absorption abilities. Furthermore, our Airborne Technology is endorsed by both the rail industry and London Underground to help remove ballast dust and Diesel Engine Exhaust Emissions.

We offer free site assessments, detailed reports and installation plans for our static equipment, which is suitable for both internal

and external applications. We also offer a full range of mobile equipment, uniquely designed for all types of sites and their environments. This equipment is available for hire or purchase.

Our aim is to offer the best cost effective sustainable solutions for capital expenditure and including operational expenditure.

APPS UK offers static equipment, mobile equipment, rentals, ex-rental purchases, maintenance, service contracts, payment plans and finance packages.

For any further information, please contact 01480 458888.



## Air Quality, Measurement & Monitoring News

### New abatement plant installation by Lührfilter Ltd

Lührfilter have recently installed and commissioned a replacement filter plant for Schunk Carbon Technology Ltd in Pudsey, West Yorkshire. Schunk are a global leader in the development, manufacture and application of carbon and ceramic solutions for industry. The new filter plant provides localised extraction for multiple carbon machining systems. The original filter was also supplied by Lührfilter back in 1986 (and was still operating successfully up until the changeover earlier this year), however, due to expansion at the Pudsey Site a larger unit was required.

The new filter plant incorporates ATEX Rated features to safely handle the carbon dust generated, including a high pressure stiffened design, explosion venting panels, anti-static filter bags and fully earthed filter support cages. The control panel incorporates a frequency inverter for efficient use of the main extraction fan to manipulate the extraction rates up to a maximum of 50,000m<sup>3</sup>/hr. A specifically designed HMI screen on the panel also allows the customer to monitor the system easily with clearly defined alarms for each of the main components.

Despite battling against Storms Ciara and Dennis during the installation on site, the Lührfilter Team successfully completed the installation and commissioning process within the tight footprint that was available. Minimal production down-time was also a huge issue for the client, so the 'break-in' was completed during a weekend with zero production losses.

T 0121 353 0176  
info@luhrfilter.co.uk  
www.luhrfiltergb.com



### Air Quality Limited

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### Xgard Bright

Crowcon has developed an addressable fixed-point gas detector with local display which offers both flammable and toxic gas detection and oxygen monitoring.



Crowcon's Louise Early explains, "We originally developed the Xgard Bright specifically for China 4 years ago & due to its success, particularly in regard to its addressable functionality, we have now released Xgard Bright internationally."

Lowering the cost of installation, the three-wire addressable implementation reduces cabling requirements. The large OLED display allows users to work with Xgard Bright during install, calibration and routine maintenance without the need to open the housing.

Xgard Bright offers analogue 4-20mA and RS-485 Modbus signals as standard, along with an alarm and fault relay and optional HART communications. It is suited to both small and large installations using point-to-point or multi-drop methodologies. Target applications include oxygen depletion in laboratories (educational, medical and research), toxic and flammable gas monitoring across the automotive, steel, chemical, food and beverage industries.

Louise concludes, "We have already achieved significant success with Xgard Bright in China, across the wastewater, gas distribution and construction industry and as a result, took the decision to extend our regional certifications, widening the suitability of this successful addressable gas detection solution."

www.crowcon.com/products/fixed-detectors/xgard-bright



## Water Management News



## Clients delighted with water saving

In the few months since launch, our new Waterblade Easy is already installed and saving water, energy and money for clients from Airbus to Unilever, giving a ROI of under 6 months installed. Nigel at Waterblade says, "It's really very straightforward. Firstly, we send you a sample to fit (in minutes), establish compatibility and assess. Secondly, we provide whatever product and case study data is required to complete the business case. Thirdly, fit to all the washroom basins."

The Waterblade is easy to fit and WRAS approved.

nigel@bamfordwaterblade.com  
www.bamfordwaterblade.com  
https://youtu.be/EZyJ9ZcVR18



**Waterblade**



## Spiral or corrugated tube heat exchangers – which is best for wastewater treatment?

Spiral heat exchangers have become synonymous with the treatment of slurries and wastewater, materials which have a high fouling risk, are viscous, or which contain fibres and solid materials. However, in many situations the performance of a corrugated tube heat exchanger is equal to or better than that of a spiral design. Not only that, but corrugated tube designs provide a number of additional advantages in terms of day-to-day operation and maintenance.

While some of the benefits claimed for SHEs hold true when they are compared to smooth tubular heat exchangers, the benefits diminish when compared to corrugated tubes of the type used by HRS Heat Exchangers, in the DTI Series.

Unlike SHEs, the tubes can easily be removed for inspection, cleaning and maintenance



The HRS DTI Series has a proven record with difficult materials such as sludge and digestate



The HRS DTI Series of corrugated tube-in-tube heat exchangers is ideal for sludge applications

and a variety of flange connections are available. The unit is also made in easy-to-replace sections. Should the heat exchanger suffer internal damage, the failed section can be easily bypassed by moving the interconnecting bends; a replacement can be manufactured and fitted when it is ready. In contrast, if a spiral is damaged, the complete heat exchanger must be removed to a workshop where many layers have to be cut out to access the point of failure. This is then re-welded and all the cut away sections must be re-welded into place. The cost is significant and downtime is many weeks.

In many situations, we believe that a corrugated tube heat exchanger, like the HRS DTI Series, is the best solution for challenging materials such as sludge. However, in the most extreme cases with a very high fouling


risk, it will be necessary to use a scraped-surface heat exchanger such as either the HRS rotating R Series or the patented reciprocating Unicus Series.

In order to select the best solution it is necessary to accurately assess the physical properties of the product or sludge to be treated, as well as the service fluid, inlet and outlet temperatures and the amount of heat regeneration required (if any). When comparing specifications or quotations for different solutions – for example SHEs compared to corrugated tubes – it is important to make sure that you are comparing like-for-like and that the performance specifications are identical. You should also assess whether any gains in efficiency or lower capital cost will be offset by increased fouling or operational costs over the full life of the unit.

T 01923 232335  
www.hrs-heatexchangers.com



Spiral heat exchangers are difficult to clean and service





National  
Sewerage  
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## Working to Raise Industry Standards

• **N.S.A.**  
Represents the interests of companies associated with the survey, operation, maintenance and renovation of sewers, drains and pipelines.

• **N.S.A.**  
Acts as a forum for its members to ensure that technological developments go hand in hand with improved operational efficiency.

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- Training

For more information visit our website: [www.sewerage.org](http://www.sewerage.org)  
or call Val Gibbens on 020 8330 0123

## Green Build & Landscaping News

## New wild flower products

Two innovative new products have just been released by leading UK wild flower specialists, Wildflower Turf Ltd;



Meadowscape Pro™ and Wildflower Turf® Finisher. After several years of research and product testing the Hampshire-based business has announced the launch of Meadowscape Pro™, an enhanced growing medium used by landscape professionals for effective wild flower establishment which has also been used and approved by The Royal Botanic Gardens, Kew.

Meadowscape Pro™ allows for the creation of dynamic and biodiverse wild flower spaces in a range of settings with minimal ground preparation, saving time and money. Extensively tested and enriched with Hydropor™, this specially developed formula supports good water percolation and retention, stabilising the growing medium for much better seed germination compared to more conventional seeding methods.

Wildflower Turf® Finisher is designed to fill joins, edges and small gaps for Wildflower Turf® projects and will eradicate the need for wastage of the Wildflower Turf® product when laying complex areas. Perfect for use around trees, plants and around areas of defined shapes where cutting the Wildflower Turf® becomes more complicated, Wildflower Turf® Finisher will be supplied in convenient 20kg bags.

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# The UK's Low Carbon Business Rate Consultancy

In this issue of Sustainability Today we have chosen to select Handel Rating Consultancy as our Low Carbon Consultancy of the Month for the company's ongoing encouragement and commitment to providing its clients with business rates consultancy services for the low carbon sector.

Established in 2015 by Chris Handel, Chris is a RICS Chartered Surveyor with 25 years' of professional experience and is an expert in the low carbon energy generation sector. Chris and Handel Rating Consultants has gained an impressive reputation for delivering a top quality service for clients and has achieved market leading results in the sector across national portfolios and individual sites. Using his expansive knowledge, Chris has propelled Handel Rating Consultants into becoming renowned for securing substantial operating cost savings for renewable energy developers and operators including JLEN, Energiekontor, and many Anaerobic Digester operators and developers including Biogen, Future Biogas, Ixora and Material Change

Handel Rating Consultants is the only business rates advisors in the UK that is solely focused on the low carbon sector and helps to lessen the



burden that business rates impose on the low carbon generation sector.

"My sole purpose is to manage and mitigate the burden of business rates for the low carbon industry." Stated Chris Handel, "I undertake surveys and valuations for business rates and negotiate on behalf of my client, to challenge the methodology of the business rate authorities."

Business rates in England, Scotland, Wales and Northern Ireland is a tax on the occupation of non-domestic property. Currently, business rates raise around £30 billion annually for the UK and act as an important source of funding for local services.

For many site developers, operators and owners of low carbon generators and recycling and waste management, business rates is now a very substantial operating expense. Providing a financial burden for its operators, business rates is a complex process to navigate and can even deter a developer from a project altogether. With this in mind, finding an experienced advisor to professionally manage the tax for ratepayers, provides a guided solution and can deliver substantial rates refunds and reduced tax bills for many years in the future.

With its industry expertise spanning across solar energy, combined heat and power, wind power and energy from waste; Handel Rating Consultants provides its clients with



business rates valuation and negotiations cost management services to provide a proactive strategy to ensure that its clients benefit from the most competitive business rate charges in the sector. "It's all about ensuring that the operator isn't paying more in business rates than they should." Chris explained, "I help them to keep their tax as low and as affordable as possible."



Handel Rating Consultants works closely with its clients and advocates on their behalf to appeal and negotiate reductions in rateable value. The company provides services for new developments, operational portfolios, changing physical circumstances, rates relief, and rates management and budgeting.

"The basis of tax is complicated." Chris elaborated, "This form of taxation is continuously rising and it's important that business rate payers are well represented by a Chartered Surveyor with an extensive track record in this sector."

Through Handel Rating Consultants services, Chris builds an understanding of his client's business rate expenditure and implements ways to reduce the cost for the operator. The company's services are designed to reduce costs, maximise tax reliefs and refunds, and manage future risk presented by this tax.

Chris has worked with a multitude of different clients throughout the UK, "I've worked with clients from individual farmers up to huge portfolios."

In terms of recent developments, Chris is leading a significant class action challenging the rates valuation model used by rate authorities to assess rates charges for both food waste and crop fed AD plants. Chris' test case has the potential to reduce operator's rates bills by around a third.

"My test case challenges are very significant for the sector," Chris continued. "Settlement should be reached this year and in order for individual operators to benefit they must formally register and go through a check process. To do this without seeking assistance from a rating professional, risks inadvertently putting up your tax bill."

Under the government's new plan to tackle the effects of climate change, the UK plans to cut its greenhouse gas emissions to net zero by 2050. Embracing and encouraging this aim, Chris stated that business rates must not be prohibitive to this sector. Operators, site developers and owners need now more than ever to be encouraged to continue investing in producing low carbon forms of energy.

Speaking of the company's future plans, Chris stated that Handel Rating Consultants plans, "to continue to be the UK leading advisor for this sector and to help implement the government's net zero emissions target by 2050 by making business rates an affordable and reasonable tax across the low carbon sector."

M 07985 813859  
www.handelrating.com





## Contamination Expo Series Review Top 10

### Discover the shows that make up the series



The Contamination Expo Series, held last year at Birmingham's NEC from 11-12 September 2019, is a major European exhibition committed to providing the latest knowledge, products, and innovations to professionals working in all aspects of contamination, from spillage emergencies to air and water pollution prevention.

Across two days, the most ambitious and progressive authorities, and innovators from a variety of contamination sectors, gathered to present the latest equipment, products, services, and strategies in managing, preventing, and recovering from contamination incidents. The exhibition was constructed to provide a platform for the most cutting edge solutions and technology from around the world, while also delivering a leading educational programme from prominent experts in each field through an exclusive schedule of seminars.

The series encompasses seven different co-located events: the Land Remediation Expo, the Spill Response Expo, the Clean Air Technology Expo, the Hazardous Materials Expo, the Nuclear Decommissioning and Remediation Expo, the Geotechnical & Geoenvironmental Expo, and the Waste Water Expo.

The Contamination Expo Series returns to Birmingham's NEC this year from 16-17 September 2020. This is our first pick of the best exhibitors from last year's show, listed here in alphabetical order: A&S International, Alert Technology, Root Barrier, Tanky Systems & UKATA. Further details can be found on this page and the next.

[www.contaminationexpo.com](http://www.contaminationexpo.com)

### Have you received asbestos training?



UKATA is a leading authority on asbestos training, a not for profit association established in 2008 with a set purpose in mind: to be recognised as the asbestos industry's most eminent training association.

The primary focus of the association is to ensure that its members offer the highest standards of training in order to raise much needed awareness of the dangers of asbestos. The success of UKATA has been driven by industry, which acknowledges that the standards delivered by UKATA members offer assurance that delegates have received quality training from a provider that has proven competency above and beyond HSE legislation.

In 1999, there was a total asbestos ban in the UK, but the deadly building material is still claiming the lives of more than 5,000 people every year.

It is a legal requirement that anyone liable to disturb asbestos during their work, or who supervises such employees, receives the correct level of information, instruction and training to enable them to carry out their work safely and competently and without risk to themselves or others.

Asbestos training is vital to ensure that workers completely understand how dangerous asbestos fibres are and how to deal with this deadly mineral should they come across asbestos during remediation, refurbishment or demolition works.

To find a UKATA approved asbestos training provider near you, visit: [www.ukata.org.uk](http://www.ukata.org.uk) or for free advice, call our team on 01246 824437.

## DENDRO-SCOTT™ Root Barrier

Peter Scott (F.Arbor.A. M.E.W.I.) first developed this flexible root barrier membrane over three decades ago, to protect structures and underground services against damage from tree roots and it has been used for this purpose since 1988. It was the earliest established flexible root barrier membrane of its type. Its inception was borne of Peter's concern that too many trees were being felled, rather than preserved as they should be. His motto has always been 'Caring for the present is preserving the future' & we continue to share this ethos.

Over time, the extent of the problems caused by Japanese Knotweed has become ever more apparent. In the past, even the most 'seasoned' of developers dreaded the thought of finding Japanese Knotweed on their sites, as it signalled extensive delays, expensive

removal techniques, causing significant financial impact.

DENDRO-SCOTT™ Root Barrier's development continues and, since 1996, is used as an excellent solution for the containment of Japanese Knotweed and other invasive plant species. Its flexible properties make it easy to mould to any irregular shape. With 27 stock sizes, ranging from a 1m x 10m roll up to a 30m x 30m sheet, it can be used for any size of project and if rolls or sheets need to be jointed on site, this can be done easily with our double-sided jointing tape.

Building 'cells' to bury soil contaminated with Japanese Knotweed on site is considerably more cost-effective and environmentally friendly than removing it and also minimises the risk of further spread & greatly reduces the



environmental cost. Technical support & advice is available, most importantly for contractors with any queries, as well as at the earlier stages, for designers, specifiers, etc.

T +44 (0)20 8254 5889  
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[www.rootbarrier.com](http://www.rootbarrier.com)



DENDRO-SCOTT™  
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Protect against damage from tree roots,  
Japanese Knotweed and other invasive plant species

**DENDRO-SCOTT™ Root Barrier**, recognised by the Environment Agency, is known for its quality and reliability. It is flexible and adaptable, specified for all types of projects, from the very large, including new builds, to small residential projects. It can be easily jointed on site, using double-sided butyl tape. It is an excellent and proven way to protect structures and services from **tree roots** and **Japanese Knotweed**.

**DENDRO-SCOTT™ Root Barrier** comes in 27 stock sizes, from a small 1m x 10m roll, up to a 30m x 30m sheet.

**DENDRO-SCOTT™ Root Barrier** is used in various ways:

- **Vertically**, to prevent lateral intrusion of roots and rhizomes, to protect underground services and to prevent ingress from neighbouring sites
- **Horizontally**, to protect buildings and surfaces from vertical intrusion of roots and rhizomes, this includes installation below foundations
- **Services**, wrapped with root barrier membrane, to protect pipes, etc.
- **'Cell'**, to avoid the very expensive process of transportation of contaminated soil to a waste facility, licensed for Japanese Knotweed. To comply with Environment Agency guidelines on root spread of Japanese Knotweed, the quantities of spoil can be extremely significant. With a 'Cell', soil is retained within the site, reburied and completely sealed within a 'Cell' of DENDRO-SCOTT™ Root Barrier. The potential cost saving is enormous!



Tel: +44 (0)20 8254 5889  
[sales@rootbarrier.com](mailto:sales@rootbarrier.com)  
[www.rootbarrier.com](http://www.rootbarrier.com)



## 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.

T +49 5241 9340

## New contract for Bluewater Bio

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

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

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

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



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

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

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

## Contamination Expo Series Review Top 10

### ALERT to return to Expo in 2020

After its hugely successful and award-winning launch at the Contamination Expo 2019, Alert Technology Ltd are set to return to the show in 2020 with their world's first and only real-time warning device for airborne asbestos, the 'ALERT PRO 1000'. Not only does this portable life-saving technology warn of all types of airborne asbestos, it provides instantly available downloadable time and date stamped reports, making it an industry-changer in the fields of professional asbestos consulting, surveying, testing and abatement.

Saving down-time and money across more than 30 sectors globally including demolition, construction, waste management and emergency services, it offers those most likely to disturb asbestos-containing materials a first line of defence by providing an early warning to prevent prolonged exposure to the world's biggest occupational killer.

With asbestos-related diseases claiming the lives of over 255,000\* people globally every year, of which 233,000 are attributed to work-related exposure, the company's aspiration is that no one should have to put their health at risk by unknowingly being exposed to airborne asbestos fibres at work.

The ALERT PRO 1000 is market ready and available to order. Alert Technology also has exciting opportunities



for distributors across multiple industry sectors within the EU, as well as great investment and recruitment opportunities.

To find out more about ALERT and our investment or distribution opportunities, visit: [www.asbestos-alert.com](http://www.asbestos-alert.com) or [www.alerttechnologyltd.com](http://www.alerttechnologyltd.com) or contact: Loretta King, Marketing & Communications Director, Alert Technology Ltd  
T 01803 546262  
M 07841 589749  
[Loretta@asbestos-alert.com](mailto:Loretta@asbestos-alert.com)



\*Source: International Journal of Environmental Research and Public Health, PMID 29772681, 15 May 2018

### Oil Spill Eater II

Oil Spill Eater II (OSE II) is the world's most environmentally safe and cost-effective bioremediation product for the mitigation of hazardous waste, spills and contamination.

OSE II is an environmentally safe clean-up method because it uses nature's own bioremediation process to effectively eliminate hazardous materials. OSE II is not a bacteria (bug), fertiliser or dispersant product. It is a biological enzyme that converts the waste into a natural food source for the native bacteria found in the environment. OSE II will reduce clean-up costs and permanently eliminate the hazardous waste problem with no secondary clean-up required. The end result is only CO<sub>2</sub> and water.

Once the OSE II has been applied to naturally occurring water at a mix ratio of 1:50, several important



changes take effect almost immediately:

1. The fire hazard has diminished.
2. The toxicity of the spill is rapidly diminished.
3. The odour or smell is almost non-existent.
4. The oil or spill will no longer adhere to anything.
5. The spill is caused to float; OSE II will prevent the oil from sinking.

For more information on Oil Spill Eater II, its capabilities & availability in the UK, please contact the team at A&S International Ltd: [www.aandsinternational.com/our-brands/oil-spill-eater-ii](http://www.aandsinternational.com/our-brands/oil-spill-eater-ii)

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Tough products for tough environments

# Tanky Systems

2019 saw Tanky Systems upgrade its super rugged range of hostile environment oil skimmers, which were well received at the Contamination Expo back in September 2019.

Sudraker oil skimmers have been reliably removing unwanted oils from sumps, wells, drainage ditches, machining centres and plating lines for over 20 years. The key element of the Sudraker skimmers – the unique 'tank-track' belt – remains unchanged as it has reliably stood the test of time. We consider the skimming belt to be a working part of the skimmer and not a consumable item.

The first significant upgrade to the product range is that the units now come in three and six belt versions in addition to the previously available single and twin belt versions. The six-belt version can remove up to 18 litres of oil per hour.

The second significant upgrade to the range is that the new units are easier than ever to install, thanks to our range of accessories such as lip-mounting brackets for installation on open tanks, hangman brackets for mounting over sumps or ditches and hose adaptors and extension channels to help management of removed oils. Bespoke installations are also offered for solids filtration, oil transfer and containment.

T 01179 445175  
[www.tankysystems.com](http://www.tankysystems.com)



# Student CO<sub>2</sub> team combating the effects of climate change

**F**ebruary has seen the devastating impact of flooding on individuals and communities, with many of us asking, what can we do to help?

As we embark on a new decade, the world is witnessing the very real and alarming effects of climate change, including rising temperatures, extreme weather and unpredictable patterns, to name a few examples. The phrase 'think global, act local' has never been more poignant, as the need for countries to look at their carbon footprint becomes a necessity. The long-term solution is to, as a nation, reduce our carbon emissions.

Within the UK, the public sector is a significant consumer of energy and is leading the way in transforming its buildings to become as efficient and sustainable as possible, with the installation of energy efficiency technologies being one of the most obvious solutions to ensure spaces are running at the lowest possible cost to the public purse.

One way to do this is to take a holistic approach to reach optimum levels of efficiency, driving down carbon consumption and energy bills simultaneously. School buildings, as an example, have extended opening hours and often run into evenings and weekends as they house various clubs within the community. There is a need to drive down bills whilst maintaining the

most comfortable learning and working environment for students and staff alike. Government funded organisation Salix Finance offers interest-free loans to the public sector to reduce their energy bills and carbon consumption. The finance is used to purchase energy efficient technologies, whilst the savings achieved are used to repay the loan, meaning there is no expense to the school. What's more, once the repayments are made, the school can go on to benefit from the savings, to spend on resources of their choice.

At the heart of this change are young



people. Parrs Wood High School, a specialist technology college in Manchester, is an inspiring example of how students can pioneer grassroots change. The school has its very own dedicated CO<sub>2</sub> team; an ambitious group of sixth form students with a passion for sustainability who are taking action to cut the carbon emissions of the building. Crucially, they recognise that the use of lighting and heating is carbon intensive and will eventually contribute to the earth's temperature increasing if action is not taken. They hope to empower their fellow classmates to become more environmentally mindful, whilst they push for a whole-school behavioural change approach.

Each week, the team meets in their science classroom to discuss all things green and how to reduce their carbon footprint, with some of them aiming to study sustainability-related subjects at university. It is the CO<sub>2</sub> team, led by their physics teacher and energy manager, Chris Baker, who wrote the application for funding, to upgrade multiple measures. The application for funding included savings calculations, reviewing the best placed energy efficiency technologies and acquiring quotes for their implementation.

Using a loan of £236k, Parrs Wood upgraded lighting and lighting controls, as well as installing a building energy management system (BEMs), automatic

doors and insulation. The total works are expected to reduce energy consumption by 45%, whilst saving £52k and 286 tonnes of carbon annually. The loan will repay itself in 4.5 years, leaving the school free to benefit from the financial savings.

Of the CO<sub>2</sub> club, ambassadors Misha and Megan say, "We joined the CO<sub>2</sub> team to make a positive impact on the environment (before it's too late!) and gain real life work experience in school. It is very interesting work, and we enjoy being part of the team."

There is a need for us all to act before it is too late. Salix has worked in partnership with the public sector since 2004 and is looking to build long term relationships with public sector bodies to take a holistic approach to energy efficiency.

**To talk with the dedicated team about how they can help, please visit:**  
[www.salixfinance.co.uk](http://www.salixfinance.co.uk)



## How to save energy using inverters to control fan speed

Better control of fan speed means better control of energy consumption and energy costs



**How do inverters save energy?**

**R**educing the speed of the motor will reduce the amount of energy needed to power it. The reduction in energy can be by as much as 8 times the reduction in speed. The resulting energy savings usually pay for the inverter in a relatively short period of time. If you have details of your electricity prices and the usage of your equipment we can give you the approximate payback time.

**What other benefits can inverters have on the fan system?**

Whilst inverters play a key-role in energy saving initiatives, there are further benefits to speed control. Reducing the amount of time that the motor runs at full speed will reduce the strain on your motor and any related components. The motor only works as hard as it needs to, so helping to prolong the service life of the motor and the whole system. This results in lower maintenance requirements and, again, lowers costs.

Axair's inverter models can run off a 230/1/50 electrical supply and convert it to a 230/3/50 supply into the fan motor. Other models run off a 400/3/50 supply with a 400/3/50 to the fan motor.

If you need to discuss your fan applications, please do not hesitate to contact our team on 01782 349430 or email: [sales@axair-fans.co.uk](mailto:sales@axair-fans.co.uk)



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# Kobus Services signs major agreement for Netherlands pipe removal

**E**stablished in 2005, Kobus Services designs, manufactures and supplies unique trenchless pipe pulling equipment to the gas and water utility industries for the replacement of lead, copper, steel and PE service pipes.

Kobus offers two types of pipe puller. The first, and the original, Puller is the KPP300. This is modular for ease of handling and is driven from its own, separate hydraulic power pack, making it ideal for sites where there is limited access. The second Puller is the KPP400, the 'big brother' of Pullers that mounts on an excavator and is powered by the auxiliary hydraulics of the excavator.

This innovative equipment offers numerous benefits, including reducing the risk of damaging surrounding utilities. "The method is simple," explained Simon Drain, Business Unit Director. "Our



equipment requires two small excavations at each end of the pipe, the cable goes in the pipe and then the puller pulls out the pipe using the cable. This reduces the risk of damage to nearby utilities as the new pipe is installed through the bore hole created by the old pipe."

What's more, Kobus' trenchless method is far better for the environment, as it involves the removal of the old pipe from the ground rather than leaving it there. It can then be recycled, recovering the cost through scrap metal, as well as removing environmental waste. The equipment also uses less time and money, causes less disruption to local residents, less traffic disruption, less digging for workers, and reduced reinstatement costs to return the surroundings to their original condition.

Pipe replacement is becoming increasingly important, and Kobus' innovative equipment is playing a huge role in this movement. In fact, the company has recently signed a distributor agreement with Infra Elite BV to be the exclusive



distributor of Kobus' products in the Netherlands. "The Dutch government has plans to change homes from using natural gas to low carbon fuels. At the moment, 90% of homes in the Netherlands are using natural gas, and the government wants to make the switch by 2050. This 'energy transition' means there is a great need for the removal of natural gas service pipes across the Netherlands, and Kobus is a big part of this undertaking.

"We are also seeing a lot of activity in the UK market. The UK water regulator, Ofwat, is becoming more stringent on water leakage, so water companies are increasingly looking at replacing pipes rather than repairing, and our equipment can do this with minimal disruption."

Indeed, as Kobus says, 'the proof is in the pulling', and the company is seeing continued growth across the world. As well as the recent distributor agreement in the Netherlands, which is an



excellent opportunity for Kobus, the company also set up its US subsidiary in July 2019 and has since opened a facility in Kalamazoo, Michigan, trading as Kobus Inc. This is helping to offer further sales, manufacturing and customer support across the US, where there is currently a pressing need for the replacement of lead water pipes.

"We're looking to expand more in the US and mainland Europe, as well as in Australia and New Zealand," Simon explained. "We're searching for similar partnerships to the one with Infra Elite in other parts of mainland Europe and beyond."

Kobus Services will be exhibiting at the No Dig Show in Denver, Colorado in April this year, as well as at ConExpo in Las Vegas in March. If you would like to find out more information, head to the website or get in touch using the contact details below.

**T 01827 338855**  
[sales@kobusservices.com](mailto:sales@kobusservices.com)  
[www.kobuspipepuller.com](http://www.kobuspipepuller.com)

## Recycling Solutions Company of the Month

# Quality and bespoke recycling solutions from Bollegraaf

**S**ustainability Today is proud to announce that Bollegraaf Recycling Solutions has been selected as our Recycling Solutions Company of the Month, for its outstanding range of recycling technology which is helping to drive the green agenda.

Bollegraaf was established in 1961. After producing vertical balers, which became renowned for their high quality, Bollegraaf began developing its technology with sustainability in mind. The range quickly grew from vertical, via semi-automatic to its current fully automatic baler with a pre-press flap. The concept quickly took hold, leading to Bollegraaf growing from a small Dutch business into a multinational company, and it is now a global player in recycling and waste processing equipment.



"We design and build high quality recycling solutions for any kind of waste," explained Leendert Rijnveld, Marketing Manager. "We work closely with our customers to design a solution to best suit their needs, so everything is made bespoke for each individual company. We're a well-known recycling partner and have a proven track record across the world for delivering high quality solutions. We always receive great feedback from our customers, who pass on their recommendations to others, so we have a loyal customer base and see a lot of organic growth thanks to this."

Since its inception nearly 60 years ago, Bollegraaf has expanded its product range significantly, and it now includes complete sorting installations and recycling products that are developed by the company's in house team of designers and engineers. These leading solutions are ideal for the processing of wastepaper, plastics and a vast range of commercial & industrial and domestic waste.

In addition to this, Bollegraaf supplies single products and components, including conveyor belts, sorting belts, magnetic and pneumatic sorting systems, drums and screens for sorting installations.

All of Bollegraaf's equipment is created with the goal to optimise economic value with the lowest possible costs per tonne, helping to ensure permanently low operating costs for a fast return on investment in the long-term. Indeed, recycling is all about recovering value from resource recovery, and Bollegraaf believes there is no such thing as waste, only resources with potential value. This inspiration is what drives the company's operations, helping to add value to the recycling industry and contribute to saving the world's limited resources.

"Recently, we've seen a big increase in the amount of plastic that needs to be recycled," Leendert said. "People are going for more robotic techniques in regards to this, which Bollegraaf can supply, and we are also seeing



increasing interest from companies in Africa who are looking for innovative recycling solutions." Bollegraaf's reliable and innovative equipment removes plastics from waste, minimising the amount going to landfill. It can also work with existing combined waste streams and in specialist plastic-only sorting installations.

Maintaining a busy calendar of events every year, Bollegraaf will be attending IFAT München on 7-11 September, Plastics Recycling Amsterdam 27-28 October and Pollutec, Lyon on 1-4 December.

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

**Contact**  
**T +31 (0)596 65 43 33**  
[info@bollegraaf.com](mailto:info@bollegraaf.com)  
[www.bollegraaf.com](http://www.bollegraaf.com)



## Automation, innovation and emerging technologies

With the rise of connected and automated vehicles, as well as the UK's plans for a zero emissions future, the Cenex-LCV2019 and Cenex-Connected Automated Mobility (CAM2019) events welcomed a record number of just over 4,700 delegates to Millbrook. This was a 9% increase on 2018 numbers, which were themselves a record. Held at Millbrook, Bedfordshire between 4-5 September 2019, the co-located events were opened by Rt Hon George Freeman, Minister of State for Transport.

A new safety regime for self-driving vehicles called CAV Pass was announced by Rt Hon George Freeman, Minister of State for Transport. The new system aims to prevent any defects in driverless cars and provide protection from cyber-attacks.

Millbrook officially opened its Autonomous Village, a new centre for testing connected and autonomous vehicles (CAVs). The Autonomous Village comprises of six purpose-built workshops designed to support mechanical, integration and software development for self-driving vehicles, from passenger cars to buses.

Parkopedia showcased autonomous valet parking. The demonstration showed Autoware-based software on a Streetdone actually controlling a vehicle by following waypoints.

The Advanced Propulsion Centre unveiled a new



production low carbon biomethane farming vehicle. The bio-gas tractor will help reduce emissions in agriculture. The Niche Vehicle Network announced the winners of its R&D competition. The fourteen winners will share £2.5 million in grant funding to progress their R&D projects.

The two shows return to Millbrook, Bedfordshire, this year from 9-10 September 2020. This is our pick of the best exhibitors from last year's show, listed here in alphabetical order: Automotive Idea, Expleo, Influx Technology & LAUDA Technology Ltd. Further details can be found on this page.

[www.cenex-lcv.co.uk](http://www.cenex-lcv.co.uk)  
[www.cenex-cam.co.uk](http://www.cenex-cam.co.uk)

## A sustainable aesthetic

The history of automotive innovation has been marked by a stark choice between the beauty of the car and its impact on the environment. When electric cars first arrived car-lovers sacrificed the sleek line of those petrol-driven vehicles in favour of the boxy-backed alternative. The beauty of a car shouldn't take primacy over the environment, but it certainly made the introduction of electric cars more difficult.

Design has moved on and there is beauty in electric cars now – with only limited aesthetic compromise for some fixtures and fittings.

Now, with the introduction of Automotive Idea's SSD (Swing-Slide-Door) the chance for the ultimate luxury of sliding doors is available for whatever vehicle you choose to buy – including your electric car. The enhanced aesthetics of SSD, with no visible rails,



mechanisms, or moving parts on the vehicle bodyside, will not collide with a floor-mounted battery system.

Yet, it is clear that the SSD design is a revolution in style and safety for all cars. Not only is there the sleek and contemporary look and increased aerodynamic performance, it is also easier to exit the vehicle should there be an accident.

In a world where change is inevitable, the essential strength of SSD is its adaptability. Whether you select a petrol, electric or autonomous car – the Swing-Slide-Door can be fitted with minimal modification to the vehicular structure.

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Advanced Chemical Etching is a key critical supplier to the renewables sector, with our ability to produce specialist prototypes and low volume components in short time scales helping us secure work across the world utilising our unique and innovative photo etching processes.

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## Expleo: Sustainable automotive solutions

The global energy sector's transition from fossil-based fuels to zero-carbon by the second half of this century is a critical challenge for most industries, not least in automotive. The sector is turning to electrification as the answer: by 2040, more than half of new passenger and light commercial vehicle sales worldwide will be electric, a 2019 report by Bloomberg New Energy Finance predicts. Global worldwide electric vehicle (EV) sales are expected to reach 56 million units by then, from just a few million last year.

To support this momentous transition, Expleo is harnessing its unique positioning as both an energy and integrated engineering solutions expert to help automotive clients innovate and capture the many opportunities that exist in this era of unrelenting technological change.

One of the ground-breaking innovations Expleo is currently supporting major vehicles manufacturers (OEMs) with in the UK is Vehicle to Grid (V2G) technology: a reversible charging solution that can not only power electric vehicles but enables them to send surplus electricity back



to the grid, as a source of renewable energy.

Other sustainable solutions our engineering experts are able to support include: energy-efficient EV charging points, light weighting technology, electrical power and signal distribution, as well as environmental, electromagnetic and climate tests & compatibility.

To find out more, come and visit us at the Cenex-LCV (Low Carbon Vehicle) conference 9-10 September 2020, where we will be exhibiting on stand C4-101, or contact us at: [uk-automotive@expleogroup.com](mailto:uk-automotive@expleogroup.com) or call +44 (0)117 987 4000 or visit: [www.expleogroup.com](http://www.expleogroup.com)



Influx Technology, established for 20 years, provides innovative engineering solutions. Influx specialises in the Rebel data loggers and software tools designed for engineers. Our engineering team is dedicated to designing modular and flexible solutions that are intuitive to use.

Our innovation for a connected and autonomous future is the VToCloud Analytics System, a telematics open platform for intelligent engineering data. Connect remote acquisition of engineering data to a central Cloud server via an intuitive web interface for bespoke prognostics and health management applications.

Our Rebel datalogger range of communication channels includes up to 7 CAN buses, 2 CAN FD, 3 LIN, LAN and 2 FlexRay. Options include highly accurate GPS, Gyro, 4G, Wi-Fi and XYZ accelerometer. It is compatible with applications written for the SAE J-2534 Pass-Thru protocol. You can use the Rebel dataloggers with other third party software applications or your own applications.

The Influx Technology, stackable, K series range is our new generation of automotive instrumentation modules. An ideal solution for applications that require a large number of sensor data inputs recorded synchronously with vehicle network data. The easy to use K series measurement modules can be applied, for measurement applications in power train, component testing, vehicle electronics, benchmarking, etc.

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Find out more about our sustainable automotive solutions at the Cenex-LCV conference in September, or contact us on [uk-automotive@expleogroup.com](mailto:uk-automotive@expleogroup.com)

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## Rebrand of the UK biogas tradeshow

For the last three years, the UK Anaerobic Digestion and Bioresources Association (ADBA) has been working alongside the World Biogas Association (WBA) to organise the sector's largest annual tradeshow dedicated to anaerobic digestion and biogas – the UK AD and World Biogas Expo, taking place annually in Birmingham, UK and last held from 3-4 July 2019, helping to showcase its huge potential.

The period 2020-2030 has been named the Decade of Action by the UN, and the UK is intent on playing a critical role in making this happen in the year it hosts the COP26 Climate Change Meeting in Glasgow in November. A global effort is required to cap our emissions by



2030 – with each country delivering on its full decarbonisation capability – and the UK has to lead by example. Given the industry's potential to reduce global emissions by over 12% using technology that exists today, the next 10 years need to be the 'biogas decade'.

To reflect the huge global potential of this technology, and encourage its worldwide adoption, ADBA and WBA have decided to rename the annual tradeshow 'the World Biogas Expo, hosted by ADBA and WBA' from the 2020 edition onwards. This aligns the event with the co-located World Biogas Summit, also hosted by ADBA and WBA.

The renamed World Biogas Expo 2020 returns this year to Birmingham's NEC from 1-2 July. This is our third pick of the best exhibitors from last year's show, listed here in alphabetical order: APC Forks. Further details can be found on this page.

www.biogastradeshow.com

## Handling your future today

Arnold Plant Hire offers a large range of equipment to support various industries. With the AD & Bio Fuel Industry being an ever growing market, it is equipped with a large fleet ranging from heavy duty tele-handlers, loading shovels, teletrucks and materials rehandlers – all packaged with reverse fans, tyres that grip on greasy surfaces, and large buckets to support customers and applications.

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both customer expectations and site requirements.

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new projects couldn't be easier. This allows the investment to go into the processing plants and not towards a commitment to equipment that may be right at the start but needs to be changed later.

It is often the case that the demands of handling within the operation increase or alter, so different products are required. Arnold Plant Hire's flexibility allows the customer to do this, without having to contact finance houses for settlements. It is more than happy to work and grow with its customers.

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# Working hard today to enrich the world of tomorrow

**S**ustainability Today is proud to announce that Dunton Environmental has been selected as our Environmental Remediation Company of the Month, for its outstanding commitment to enabling and empowering its clients' build sites to help restore and protect the environment.

Established by Neil and Lara Roe, Dunton Environmental is a specialist in solving complex ground problems in the construction and land development industry, challenging traditional thinking and continuously developing new ideas to deliver real programme and cost benefits. With big name clients such as Persimmon, Crest Nicholson, Willmott Dixon, and Berkeley Group, Dunton Environmental has an enviable reputation within the industry, thanks to its admirable mission to 'bring the world to life'.

Based in Walsall, Dunton Environmental's expert services are helping businesses and communities across the globe to regenerate vital natural resources. In the UK, the company is using its expertise to alleviate environmental and financial stress for its customers, working in partnership with them to help achieve their programmes both on time and on budget.

Indeed, Dunton Environmental is of the firm belief that a sustainable environment is not optional; it is integral to the wellbeing of the world today and for future generations. Dunton Environmental is helping to achieve this through a variety of means, whether this is safely regenerating waste material to power nations, enabling sustainable construction projects, or restoring land to support wildlife and communities.

"We offer cost-efficiency through innovation, and we pride ourselves on being able to deliver our projects on programme," explained Jonathan Millington, Marketing Manager. Indeed, increasing numbers of clients are choosing Dunton Environmental thanks to the company's trusted and reliable reputation, with the guarantee that it can turn their build site challenges into their greatest successes.



This is achieved through a range of expert services, including enabling works, demolition, waste management, pile mat installation and management, design, soil stabilisation and ground improvement, soil and water remediation, and earthworks.

Most recently, Dunton Environmental launched the 'D-Found' soil stabilisation process, a cost-effective alternative to piling and trench filling foundations. As one of the construction industry's leading foundation solutions, D-Found has proved to be a simpler and quicker implementation than traditional techniques.



What's more, D-Found's benefits reach further than simply saving time and money. Thanks to the simplicity of remediating and re-engineering natural ground conditions, D-Found is an environmentally friendly solution as well, with all site materials being used to avoid unnecessary disposal of unsuitable or contaminated soil.



As a fully designed and engineered solution, D-Found is a proven system which offers guaranteed structural settlement criteria. Thanks to Dunton Environmental's years of experience delivering foundation solutions, its innovative systems easily meet industry settlement norms and offer clients unmissable benefits.

In order to cope with its continued expansion, Dunton Environmental recently moved into a new head office, Soterion House. After spending 10 years in its previous head office in Perry Barr, the company dedicated 2019 to the refurbishment of its own, brand new and state of the art headquarters in Aldridge. Starting out as an extremely dated building, Soterion House is now one of the most modern, creative and stylish office buildings in the North Birmingham area, after Dunton Environmental's transformational



refurbishment.

As well as a more pleasing work environment for Dunton Environmental's staff, this new larger premises will help to facilitate the continued growth and expansion the company will inevitably see in the coming years.

In addition to its leading efforts to restore and protect the environment, Dunton Environmental also carries out considerable Corporate Social Responsibility work, supporting charities across the world. Indeed, the company believes that it must use its success and position as a platform to change the lives of the world's most vulnerable people and places.

Through its non-profit organisation, Hope Alive, Dunton Environmental provides funding, resources and hands-on time to a multitude of charities covering a vast range of causes. One of the company's recent projects was a Hamper Appeal in December 2019. 15 years ago, Dunton Environmental created the first ever 'Hope Hamper', and since then, funds raised every year by its Hope Alive charity are used

to create Christmas 'Hope Hampers', which are filled with everything needed to create a special and magical Christmas for struggling families.

If you would like to find out more information on everything Dunton Environmental has to offer, and how it can help you solve your complex environmental problems, head to the website or get in touch using the contact details below.

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## Repair and calibration

Products manufactured by Sherborne Sensors are highly precise, accurate and robust, and are found in very demanding applications. As part of any preventative maintenance program, 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 as well as load cells (depending on investigation) from other manufacturers as well.

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



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## 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](https://youtu.be/rBYO89_IIE4)

To view 'Everything Different, Nothing Changes' in its entirety, please visit: <https://youtu.be/k2XKI9Y7J3s>

www.mt.com

## Industrial News



## Market leaders in plastic case technology

Established in 1972 by Graham Tickle, Gard Plasticases Ltd is a dynamic, privately owned family business that is celebrating over 40 years as a frontrunner in plastic case technology. They are widely recognised as a market leader in the UK plastic case and packaging sector, and are constantly working to grow their already

extensive product range.

Based in Kent, their purpose built factory is a one stop shop, providing every service in house to all industries. This includes multipurpose and density foam inserts, plastazotes and polyesters, and their silk screen printing facilities allow for corporate

branding and identity to be incorporated with their wide array of cases. They also have vac forming and routing capabilities, and are continually investing in the latest machinery and technology available in order to provide the best and most up to date services for their customers.

What's more, their cases can hold objects ranging in sizes, from less than an inch all the way to over eight feet in length. They also offer a free of charge design and sampling service, and can visit clients on site in order to discuss requirements face to face.

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The first stage was to remove 10mm of old oil crud from areas of the slab, for which the company used its 250 Grinders fitted with Polycrystalline Diamondplates. These remove sticky substances, adhesives, rubberised and soft thick compounds from concrete and other hard surfaces, scraping rather than grinding, so do not generate surface heat that could render the material even stickier and result in clogging of the plate.

The entire surface area was cleaned using a 400 Shotblaster, a high impact machine that can remove contaminants and lines, and prepare asphalt and which dismantles easily for access into confined spaces.

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## Leading construction industry asset finance specialist rebrands as Propel



Henry Howard Finance has rebranded as Propel to reflect the company's positioning as the UK SME funder of choice, working with the construction industry to drive businesses forward.

From the construction of infrastructure and buildings, the manufacture and supply of products, as well as maintenance, operation and disposal, the construction industry is a sector Propel truly believes in.

For over twenty years, Propel's experienced team has immersed itself in the construction industry. They understand the challenges businesses face, such as increases in materials costs, shortages of skilled labour and unpredictable payment cycles.

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Finance is subject to status. Terms and Conditions Apply. Propel acts as a credit broker or a lender for business customers only.

## '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](http://www.sitepoweruk.com) or you can make direct calls to the free sales line on 0800 999 1103.

## Fläkt Woods chooses Danfoss Drives to make buildings safer

Fläkt Woods, a leading supplier of indoor air and critical air solutions, has selected Danfoss HVAC VLT® variable speed drives (VSDs) for use in its ground-breaking fully tested and certified high temperature fan/VSD range. The packaged solutions in this new range, all of which offer full compliance with the latest EN12101-3:2015 standard, will make it significantly easier for designers to provide efficient and dependable smoke control in buildings during fire events.

"Bypassing the VSD during a fire event means that the fan must run at full speed, which makes it difficult for designers to implement their required smoke control and extraction strategies," said Andy Cardy, Product Manager for Axial Fans at Fläkt Woods.

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## iPort Rail celebrates first-year anniversary milestone

iPort Rail, the UK's newest inland port to become operational in the last 10 years, celebrated its first anniversary last month, one year after being formally opened by HRH The Princess Royal.

Since its launch, the 30-acre rail terminal has seen considerable growth, with GB Railfreight's first commercial service to and from Southampton starting in September 2018, and in May and June this year, services started from Felixstowe and two services from Teesport, respectively.

In its first year, iPort Rail has taken 22,520 long-distance HGV journeys off the road, highlighting both the cost-efficient & eco-friendly benefits of transporting freight by rail.

The hub now operates four daily services every weekday and further discussions with operators are also underway with more services likely to be announced before the end of the year.

"iPort Rail is already an outstanding success," said Steve Freeman, Managing Director.

"Within a year of our first service starting, we have seen significant growth serving businesses from across the region as well as national and international names, cementing iPort Rail as a truly global gateway for logistics businesses across the UK and beyond.

"We are proud of the numerous milestones we have achieved



over the last year, which includes winning Major Project of the Year at this year's Rail Industry Innovation Awards and being shortlisted for three other major industry awards.

"We look forward to continuing our efforts to grow and expand in order to further solidify our status as a key intermodal transport hub and support the success of businesses throughout the country."

**Contact**  
M 07793 547446  
www.iportrail.com

## International Forwarding doubles warehousing facilities

One of the UK's leading independent freight forwarders, International Forwarding Ltd, has opened a new 2,000m<sup>2</sup> secure storage facility in the Midlands to support the company's ambitious growth plans.

This significant investment comes at an exciting time for International Forwarding, which is currently celebrating 30 years in business, and almost doubles the company's current warehousing space.

The storage facility is part of a larger two-acre site, which the company took over. The site includes 24 hour security, yard space for vehicle parking and trailer

storage, and is located next to the company's existing offices and hub in Coleshill, Birmingham, within close proximity of the M1, M5, M6 and M42, and just 10 minutes from Birmingham International Airport.

The timing of this major expansion is particularly opportune as several existing customers require additional warehousing to protect their supply chain against Brexit-related issues. It also gives the sales team the tools to acquire additional forwarding and pallet distribution contracts from new UK and overseas-based customers. The existing management team will oversee the physical freight handling and the back office



functions for the new site.

International Forwarding started trading in 1989 to fill a niche in the West Midlands providing a personalised bespoke freight forwarding service to local exporters and importers. The company has continued to go from strength to strength and now has 60 staff, a fleet of 20 trucks and a turnover of almost £10 million.

T 01675 434690

## Klimate K2 High Speed Freezer Door

*Proven to improve performance in food cold stores while lowering operating costs*

Following the successful installation of 74 K2 Freezer Doors at one of the UK's largest supermarket chain's distribution centres, Klimate High Speed Doors, a trading division of BID Group Ltd, with over 25 years' experience in the design, manufacture, installation, service and repair of high speed doors, unveils its improved revolutionary, frost-free, high speed door, the 'Klimate K2'.

Reducing your carbon footprint is increasingly important these days but can be aided by using the Klimate K2 High Speed Freezer Door on Freezer and Chilled areas. The doors will help to improve traffic flow and minimise variation in temperatures which in turn will reduce costly energy loss and therefore improve the efficiency of your freezer. In addition to this the K2 Freezer door itself is energy efficient as it only requires a 20 Amp supply.

The Klimate K2 High Speed Freezer Door is versatile as it can be installed on either the chilled, ambient or freezer side of the opening.

All Klimate doors are engineered to the highest quality with a minimum of wearing parts and the K2 is no exception. The K2 is made in the UK of heavy galvanised steel and is then powder coated, providing an easily cleanable surface with maximum strength to resist impact and shocks, which are inevitable in a busy through way.

In addition to the fast operation speed, other features include:

- ◆ An adjustable air defrost system which ensures the door remains ice and condensation free, automatically switching off when the door is opened, reducing energy by up to 50%
- ◆ Hinged, re-settable breakaway tabs which



reduce the risk of severe damage to the bottom rail in the event of impact

- ◆ New generation, programmable diagnostic control panel with LED screen which shows the current status of the door
- ◆ Pays back on initial investment in less than two years compared to competitors' doors

Characteristic of all Klimate high-speed doors, the simplistic nature of the door means that any minimal maintenance work can be quickly and easily undertaken in-house, drastically reducing down time and callout charges.

Hardwearing, plastic re-settable end cassettes are fitted with a monitoring switch that stops the door if it is impacted. This in-turn will require a reset which can be undertaken without tools by onsite maintenance personnel. The switch can also be programmed to activate alarms, beacons or even send a text message or email notifying that the door has been damaged.

The location of any fault will be clearly displayed on the new generation control unit designed for high-speed doors. Any faults and stop-downs may generally then be handled in house with the support of the Klimate technical department who are on hand when the need arises to offer free guidance.

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# Learning. Networking. Sourcing.

Professional Accountancy is the premium event in the UK accountancy calendar, and was held at Birmingham's NEC from 18-19 September 2019. Attracting over 3,000 professionals, this event created significant development opportunities for the accountancy and finance sector.

Professional Accountancy is the UK's most comprehensive accountancy and finance event, combining a cutting-edge exhibition featuring the leading suppliers to the sector, with an unrivalled education

programme delivered by professional thought leaders.

The show's education programme, with over 3,000 decision makers attending, made Professional Accountancy the one event visitors in the sector could not afford to miss. Visitors were able to walk away with tangible ideas and meaningful business connections.

◆ **Learning** – The leading and most trusted provider of high quality CPD training delivered by industry thought leaders

◆ **Networking** – Thousands of professionals attend our events annually providing the opportunity to connect with peers, engage with influencers and meet with leading suppliers

◆ **Sourcing** – Our market leading exhibitions attract the highest proportion of decision makers and will put visitors at the centre of the accountancy and finance industry and community

The show will return to the NEC, Birmingham in 2020 from 6-7 October. This is our pick of the best exhibitors



from last year's show, listed here in alphabetical order: AccountancyManager, AVS VAT, Catax, Qubic Group, Sapphire Info Solutions & Symmetry (bluQube). Further details can be found on this page.

[www.profaccountancy.com](http://www.profaccountancy.com)

## Catax: Tax relief uncovered

Innovation and business development are abundant in the UK, and this usually requires a significant investment from businesses which can be difficult to source, especially for start-ups and SMEs.

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## Qubic: Tax & estate specialists

Qubic is a national group of tax and estate specialists, with offices in London and Newcastle, which provide tax and estate planning advice to a range of owner managed business clients across the UK.

For over 12 years we have employed the services of a range of experts including accountants, solicitors, tax advisers, and ex-HMRC Tax Inspectors. Our staff are recognised by a number of professional bodies as a result & we are accredited with the Investors in People Gold Award.

The Group includes various entities with a wealth of expertise, experience and knowledge within the wider business environment, as well as through our affiliated companies, which enables us to advise clients on a wide range of tax and estate matters.

Our niche focus, which is director led, has allowed us to build a client base which includes many



owner-managed businesses, high net worth individuals, entrepreneurs, family businesses, listed companies and LLPs. We advise clients in all sectors, and our aim is to work closely with clients to achieve the most tax efficient outcomes for their particular requirements.

Our focus is on specialised tax advice and structuring, tax investigation & dispute resolution, with an array of trustee services.

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## bluQube: Innovative Finance Software

One of Professional Accountancy's biggest sponsors of 2019 was bluQube – the innovative Finance Software provider to businesses, education and charity organisations across the UK. Since 1996 they have been leading the way with their intuitive software.

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## AVS VAT Consultancy

The AVS VAT mission is to stop VAT from being a problem. Established in 1994, AVS VAT works for accountants and businesses translating complicated tax law into plain English to find better answers.

The company's ethos has always remained clear; to provide its clients with the most proactive, professional and cost-effective service to prevent or solve VAT issues.

While AVS VAT is based in Welwyn, its clients are all over the UK and overseas. Work ranges from one-off projects, such as securing VAT on a property purchase, through to a full compliance service reviewing and submitting returns as UK VAT Agent.

From April 2020 new HMRC rules are forcing businesses to handle their VAT returns digitally. In response AVS VAT has set up an MTD VAT Bureau. This will provide users with a simple and cost-effective VAT return solution, useful for anyone not using an MTD compatible accounting package.

Extremely flexible in terms of its abilities, the MTD VAT Bureau service allows clients to choose whether AVS handle a couple or all of the key VAT return processes including: uploading the source data; reviewing and approving the return build-up and finally submitting the return.

Being Chartered Tax Advisors the team at



AVS VAT work to the highest standards, using highly skilled staff who always aim to keep every client very happy. The first step is to address VAT in advance of committing to anything – in this respect sooner is always better.

If you have any VAT concerns, please get in touch.

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[www.avsvat.com](http://www.avsvat.com)

## Sapphire Info Solutions

We are an accounts outsourcing company founded in year 2004 to provide quality professional outsourcing services to Accountancy practices in the UK.

The company has been set up and managed by a group of qualified accountants. The CEO of the company has more than 25 years of experience in accountancy and related areas. Our outsourced accounting services – including VAT Returns, Bookkeeping & Tax Preparation – enable accounting firms to achieve substantial growth with their existing resources.

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an opportunity to add more profits to their bottom-line and grow their business significantly. Our high skilled professionals, which include ACCA graduates, provide you with a unique outsourcing advantage with nearly 100% accuracy.

We are one of the accredited training partners of ACCA in India.

Our employees are well versed with all of the major accounting software being used in the UK. At present, we have a staff strength of 50 people.

We are one of the approved outsourcing partners for TaxAssist franchisees in the UK.



We have very well-defined security policies to ensure the security & confidentiality of client data. We have standardised our work processes ensuring output quality control.

We hold ISO: 27001:2013 Certification with regard to (ISMS) Information Security Management System to provide outsourced accounting services & also ISO: 9001:2015 standards for (QMS) Quality Management Systems.

**Contact: Mr Kawitansh Khanna (Kevin)**  
T 020 3002 6314  
[kevin@sapphireinfo.net](mailto:kevin@sapphireinfo.net)

# MTD PROBLEMS?

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# The UK's top source for premium forestry and firewood machinery

Fuelwood Ltd is a leading UK supplier of forestry and firewood machinery for key markets including commercial woodland, arboreal and forestry management professionals.

Fuelwood was founded in 1996 by Richard Slatern, based at Claywood; a 30 acre site in Warwick, the site is the perfect location to support customers throughout the UK. The company also maintains a network of sub dealers located in various place within the UK.

"We are suppliers of professional firewood and forestry machinery," said Daniel Shephard, Sales Manager. Fuelwood supplies both its own manufactured machinery alongside 12 other top European brands including Plaisance, Exac-One, Vepak, Japa, AMR, Mowi, Avesta-Vagnen, Moheda, Heizohack, Lucas Mill, Black Splitter and Gros. "We only deal with top of the range brands, to make sure that we provide the best industry leading equipment," Daniel stated.

Fuelwood designs, tests, develops, demonstrates, manufactures, services and sells forestry and firewood machinery, all at the same site. This has enabled Fuelwood to be extremely flexible in its services and provide an efficient, reliable and quick service which is echoed by



its customers that often return and use them for support and services on a repeat basis.

"Our service and support sets us apart." Daniel continued, "We are a one-stop-shop for firewood and forestry machinery and we look after our customers from inquiry to installation, repairs, after sales & repair services. We can also provide a tailored solution, should a customer require something specific because of our engineering capabilities. We do offer a very personal service and are regarded as a very proactive demonstrator as we do go that extra mile to demonstrate our machinery. We are also holding open days with our dealers to provide working displays of our machinery throughout the UK."

One of the most noteworthy product ranges

for the company is the Heizohack wood chippers. Created by Heizomat, using German manufacturing, the Heizohack wood chippers have been expertly designed to process wood waste and create a product of renewable fuel for users in wood chip boilers, to create an environmentally friendly energy system. Wood chip boilers, biomass boilers and wood chip machines by Heizomat are world renowned for their quality and the company is a leader in the renewable energy sector.

Now run by Richard's eldest son, Jeremy Slatern, Fuelwood still operates from Claywood. In regards to the recent development for the company, Daniel stated, "we continuously reinvest in ourselves. We have invested and trebled the infrastructure of the company in the last 4 years. We have also increased our service



engineering team and vehicle fleet to meet the growing demand of our customers and expand our services."

Speaking of the future for Fuelwood, Daniel told us that the concern that a lot of companies in the UK are facing with the impact of Brexit, is not set to effect supply from Fuelwood. "As we stock our machines, they are readily available and we have invested in the stock. This allows us to provide a quick service and short lead times for customers."

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# The future is bright with De Sisti

**T**radex News is proud to announce that De Sisti UK Ltd has been chosen to receive our Lighting Company of the Year award, for its outstanding range of professional lighting solutions.

Established in 2017 as the UK branch of world-leading company De Sisti, formed in 1982, De Sisti UK has become the country's standard for television and film lighting solutions. Founded by Nick Mobsby and based in Addlestone, Surrey, De Sisti UK has established itself as the go to company for big names across the television and film industry, including the BBC and ITV. Such a reputable customer base is a testament to the sheer quality of De Sisti's offering, and has helped the company to build an enviable reputation as a reliable, professional and efficient manufacturer.



Indeed, De Sisti's mission is to always provide the best lighting systems possible, to offer the best value for money, the most reliable products, outstanding performance, high efficiency, revolutionary energy saving properties and exceptional safety standards. To aid this, the company is constantly investing in Research and Development to ensure it remains at the forefront of the lighting industry.

De Sisti is one of the only companies to offer complete lighting solutions, as opposed to individual aspects of lighting systems. This option of having a full lighting system designed, manufactured and supplied by a single company eradicates the need to invest more money into sourcing components from multiple suppliers.



All of De Sisti's lighting solutions are designed and manufactured at the company's state-of-the-art factory facilities, where highly experienced teams work tirelessly to develop and produce lighting solutions of exceptional quality. These products are used predominantly in the television and film industries, but can also be used to emphasise architectural features, and a number of radio shows have been equipped with De Sisti's small Piccoletto Fresnel range.



This Piccoletto Fresnel range was produced in commemoration of De Sisti's founder, Mario De Sisti, who was nicknamed Piccoletto when he started his lighting career at the age of 10 years old. This range has been designed in admiration of the company's founder, and the lightweight and compact Piccoletto is a high efficiency, Fresnel spotlight that uses a high output LED Array with an enhanced CRI greater than 90. The fixture is available in either Tungsten (3.200°K) or Daylight (5.600°K) balanced CCT and mirrors the classic spot to flood beam control, sharp barn door cuts, and focus range of a conventional Fresnel lamp.



This range is a smaller version of the company's existing LED Fresnel range. This uses a true Fresnel lens made from high quality and shock resistant borosilicate glass, making it consistent, resilient to heat and offering high uniformity of beam projection. All Fresnels offer a Spot to Flood focus range of 8°-55°, the widest beam angle of any LED Fresnel on the market.

What's more, De Sisti's internationally patented optical system optimises the LED source. The reflector design, in combination with a Fresnel lens, gives the highest optical efficiency in the industry. De Sisti is able to achieve similar outputs to its competitors with half the power requirements, and its Super LED Fresnels produce the exact light you



expect from a traditional Fresnel.

The LED Fresnel range also features the highest colour quality, silent operation and universal PSU, making them ready to use around the world with autosensing power supplies accepting voltages from 90-250 volts.

Another of De Sisti's particular products is its Vari-White range of LED lighting. While maintaining the efficiency and precision of the company's other products, the Vari-White lighting systems come with a selection of exciting new features. The variable white Phosphors LED ARRAY offers the ability to modulate the correlated colour temperature from a minimum of 2.800°K up to 6.600°K & provides enhanced CRI (Colour Rendering Index) that exceeds 94 at any correlated colour temperature within the range.

The solution also offers a smooth dimming action unchallengeable by similar products, a benefit that eases the process of gradual or quick lighting changes. The system combines traditional SPOT/FLOOD with a conventional lamp Fresnel with a practical barn door cutting. These kinds of features render the Vari-White products flexible and adaptable, ideal for the kinds of industries that they have been so expertly designed for.

Moving forward, De Sisti is planning to introduce a range of lighting designed for outdoor usage, to ensure it is offering the most comprehensive range of lighting solutions on the market.



The company maintains a busy calendar of events each year, and in 2020 De Sisti can be found at Cabsat, Dubai on 12-14 March, Prolight+Sound, Frankfurt on 31 March-3 April, NAB Show, Las Vegas on 18-22 April, Broadcast Asia, Singapore on 9-12 June, IBC, Amsterdam on 11-15 September, LDI, Las Vegas on 23-25 November and Camerimage, Torun on 23-25 November.

If you would like to find out more information on everything De Sisti has to offer, head to the website or get in touch using the contact details below.

**Contact**  
[www.desisti.it](http://www.desisti.it)

