

tradex news

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Sustainability Today



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Automated Packaging Systems

Quickgrass

Artificial grass has exploded onto the UK market and we would like you to join Quickgrass, selected as one of the Top Exhibitors at Grand Designs Live, on this exciting journey and help you make the correct informed choices when choosing fake grass.

Our new generation 'Soft Touch' artificial grass has been developed with professionals in mind, who expect nothing less than high end, well-made products – and the Quickgrass brand is exactly this.



pet-friendly gardens, ideally for an active family garden with pets.

We have launched new products including 'Cambridge', a premium 38mm pile height with very dense bounce back yarn, and our new entry level 'Ludlow', a great premium 28mm all-rounder for those on a budget. There is also the 'Worcester' which has been very popular in 2019 and continues to be the top seller in 2020.

All these products have been developed to enhance our premium collection – come and visit us and feel the amazing soft touch fake grass. Look forward to meeting you for DIY technical help or our full install service available nationwide.

Contact
T 01527 579841
www.quickgrass.co.uk

Our Pets Ultra grass is designed for

Only LeeSan truly specialise in toilets

LeeSan Powered by Cinderella INCINERATION TOILETS

240 VAC

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T: 01295 770000

PUMP A Pump Technology Ltd. Group Company

GBuilder: A project management software for housing

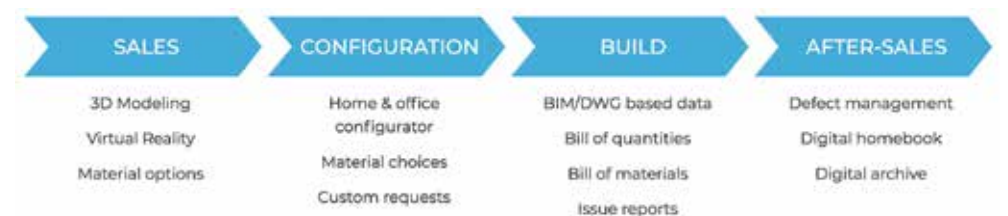
Digitalising the office and construction processes of customer-related tasks – material options, choices and configurations, change requests and defects or snagging.

GBuilder, selected as one of the Top Exhibitors at Homes UK, is the result of an idea by a construction company CEO, Harri Majala. He realised that there is a gap between project management, customer and the construction site that leads to wasted time, mistakes, delays, financial losses and unsatisfied customers. The idea was to develop a solution that digitalises the daily-tasks of each stakeholder and connects them, enabling collaboration and real-time information sharing. That idea became a reality in 2014 when the software was launched into the Finnish market.

"GBuilder is designed to solve issues concerning customer management and the digitalisation of the customer journey in the construction sector," says Majala.

GBuilder is widely-used in its native country of Finland and the company is rapidly growing with customers in seven countries, over 300 projects and over 20,000 homes on the platform. "We see great traction in the UK. We're digitalising archaic processes, replacing simpler softwares and seeing results in time savings, increased profits and satisfied customers," says Jarmo Ollila, Chief Sales Officer.

Read more at:
www.gbuilder.com



Signage made by Britain's Bravest



This company has been chosen as one of our top exhibitors from the Highways show.

Britain's Bravest Manufacturing Company is the UK's leading Social Enterprise signage maker with a team of over 100 people; 70% of us are veterans from the Armed Forces or civilians with a physical or mental disability.

For over 50 years, our dedicated team at Britain's Bravest have been creating signs for organisations across both public and private sectors: from flagship infrastructure projects to international brands and local

business. With investment in state-of-the-art printing and graphics technology, our highly-skilled team are equipped to craft a wide diversity of signage applications on a range of materials (made to ISO 9001), with 100% of our surplus invested back into the business to stimulate continued employment opportunities.

We take great pride in being commercially competitive while creating social value for society at large and providing life-transforming employment opportunities for those who need it most. Working with us enables you to meet some of the social value criteria requirements of Highways England, Councils and other infrastructure organisations.

In partnering with Britain's Bravest you will not only get a best-in-class experience, you will help create a transformative job opportunity for someone truly deserving.

T 01622 795900
bbmc@rbli.co.uk
www.britainsbravestmanufacturing.org.uk

Spring Fair 2020

Spring Fair 2020 took place on 2 – 6 February 2020 at the NEC, Birmingham. Bringing together the very best of the British, European and International home and gift retail market, the show encourages connections between retailers, exhibitors and marketers from across the world.

With over 50,000 visitors and 2,500 exhibitors, Spring Fair 2020 was undoubtedly an unmissable event for the most innovative and exciting products and inspiration, offering unrivalled trends and intriguing business insights.

This year marked a whole new era for Spring Fair, with an exciting new show experience that saw 17 re-edited show sectors co-exist as two dedicated sourcing destinations, 'Gifts' and 'Home & Living'.

The Gifts was in the Piazza side of the NEC, offering Europe's largest showroom of gift products in one destination. Home & Living was in the Atrium, and featured the largest continuously laid out offering of lifestyle, home and interior products in the UK.



Spring Fair will return to Birmingham's NEC on 7 – 11 February 2021, and is still planned to take place despite the current COVID-19 crisis.

This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Ailera, BGC Wholesale, Broadlands Pottery, Mezu Silk Flowers, Paper Mirchi, SVERL and Zep UK. Further details can be found on this page and the next page.

www.springfair.com

New online shop now available from the UK's largest trade only wholesalers



stock 1000's of stationery, gifts and seasonal products, so keep checking in as new lines are being added all the time.

Registration is easy and can be accessed on any device, 24 hours a day, 365 days a year, so you can shop however and whenever you want.

If you prefer to shop in-branch, BGC Wholesale have 9 award-winning warehouses across the UK and Ireland combining 600,000 sq ft of exclusive ready to pick stock, the friendliest customer service in the business and incredible prices.

In-branch or online top ups, they always aim to exceed expectations so give them a try on your next shop.

Keep up to date with the latest news and offers on <https://www.linkedin.com/company/budget-greeting-cards-limited>

www.twitter.com/BGCWholesale
www.facebook.com/bgcwholesale



BGC Wholesale, who are already established as the No.1 wholesalers in the UK, offering exclusive designs on quality greeting cards, partyware, gift bags and wrap, have announced the launch of their brand-new online store www.bgcwholesale.com

The e-commerce platform has been specifically designed to cater for busy UK shop owners to provide quick and easy access to an immense choice of ready to ship stock, within 24 hours and at the UK's lowest prices, with plans for international shipping coming soon.

In addition to cards, partyware and wrap, BGC also

Beautiful handmade pottery gifts and homeware

Broadlands Pottery creates a range of stunning handmade homeware and giftware products, made with love, care, and exquisite creativity.



After showcasing her creations at local monthly markets, Founder Cheryl Haines began to develop a range based on customer feedback and suggestions. This has evolved over the last eight years to include bunting, gift tags, family trees, plaques, hearts and bespoke items for that extra personal touch.

Each item is hand-finished to a consistently high standard and the range is frequently reviewed, with Broadlands Pottery working with designers and its stamp maker to regularly bring new ranges to the market.

Working from her home studio in rural Gloucestershire, Cheryl has transformed Broadlands Pottery into a thriving business aided by her sister Sharon and father Alan, as well as some other local people who work for the company part-time.

To get a full picture of the intricacy and beauty of Broadlands Pottery's range, a look through its successful website is a must, where you can find all the latest products and details. If you're interested in becoming a stockist and want to find out more information, you can also get in touch using the contact details below.

T 01452 831592
info@broadlandspottery.co.uk
www.broadlandspottery.co.uk

Unique towels and throws for sun, sea, sand or sofa snuggles

Offering beautiful and versatile products for beach, travel or home, Ailera is a lifestyle brand at the peak of creativity.

Ailera truly has something for everyone, with versatile cotton hamam towels and throws to suit all tastes and uses. Deriving its name from the Turkish word 'aile', meaning family, the company works closely with highly skilled producers using state-of-the-art weaving and traditional hamam towel manufacturing. This all results in innovative and high-quality products with a contemporary twist.

Whether you're cosying up with coffee on a cold winter's night, or soaking up the sun on a summer's afternoon, Ailera's throws and blankets combine elegance and practicality to create the ultimate comfort.

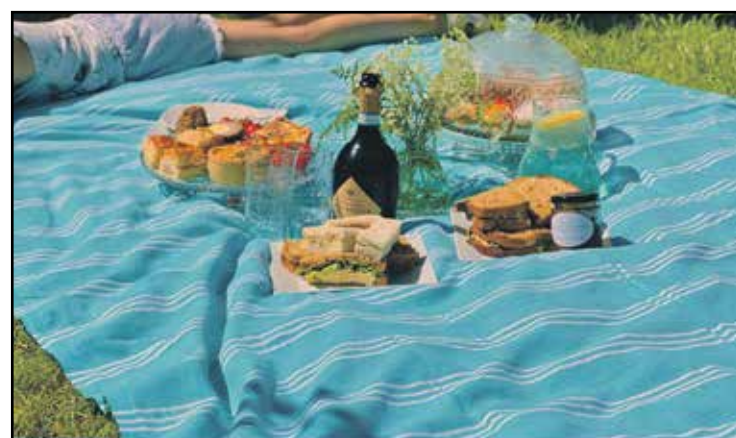
For trips away from home,



Ailera's hamam towels are perfect for a day at the beach. Lightweight, compact, quick to dry and multi-purpose, the towels ship in fabric drawstring bags and are all made from 100% Turkish cotton.

All collections are sold online and through a growing network of stockists. Get in touch using the details below to find out more.

T 01483 455540
sales@ailera.com
www.ailera.com



Beautiful, versatile products for beach, travel or home

Hamam towels • Throws • Blankets

View Ailera's collections online
www.ailera.com

Exceptional silk flowers

Mezu Silk Flowers offers some of the most realistic, beautiful artificial flowers that can be found in the marketplace today. The growth of the quality silk flower market reflects consumers' desire to enjoy their favourite blooms throughout the year. Easy to maintain, never dying, wilting or fading, perfect for allergy sufferers and highly versatile for creating stunning arrangements both at home and in the work environment, Mezu's blooms are the perfect alternative to fresh flowers.

With hundreds of varieties and colours to choose from, including roses, hydrangeas, stocks, delphiniums, lupins, ranunculus and many more, Mezu is passionate about its product and the service offered to its customers, being large enough to guarantee quality control and offering value for money whilst being small enough to offer a highly personalised service to meet customers' individual needs.

Quality is paramount. Mezu's founder, Donna Zurcher, working with dedicated teams based in China, has personally created the company's floral range. This level of attention ensures every hand-crafted bloom meets her exacting standards – and will retain their shape and colour for long-term enjoyment.

T +44 (0)1248 422279
info@mezusilkflowers.com
www.mezusilkflowers.com



Mezu
Exceptional Silk Flowers



Contact Donna on: 01248 422279 / Email: info@mezusilkflowers.com



Mezu is passionate about providing customers with the most realistic silk flowers that can be found in the marketplace.

For our full range of gorgeous stems visit:
www.mezusilkflowers.com

Multi award-winning, Paper Mirchi

Born out of a love for wrapping, passion for tradition and background in textiles, Paper Mirchi focuses on creating luxury artisanal papers that are handcrafted, recyclable and sustainable.

We use 100% tree-free recycled cotton paper and utilise ancient textile processes such as hand block printing, tie dye, batik and techniques such as hand marbling to create an exceptional range of gift wrap sheets and greeting cards.

Every sheet in our multi award-winning range is individually handcrafted by our talented artisans, making them truly unique

Preserving Traditions

Craft traditions worldwide face serious challenges

competing in a world overflowing with technological advances. At Paper Mirchi, we work closely with small family-run units in India, where the artisans are passionate about their craft which has been passed down through generations.

Regular breaks for 'chai' and the background hum of the radio are fuel for their creative expression. Being a qualified textile designer, I understand the processes and techniques as well as the realities of time and labour involved.

I love working with the artisans to create new colours and patterns, blending traditional artistry with contemporary designs, in an attempt to bring to you a range of luxury papers that you will love! This year we have introduced many new exciting designs and colours including neons



which make a delightful addition to our hand marbled collection.

T 0203 633 1415
M 07896141278
sales@papermirchi.co.uk
www.papermirchi.co.uk

The Portfolio Collection

The Portfolio Collection is a bespoke picture framer, and the exclusive publishers of stunning, limited edition giclée prints by renowned artist Bella Pieroni, whose popular figurative artworks are found in collections worldwide.



We also offer landscape prints by artists Trudy Montgomery and Rachel Redfern.

We offer a wide range of quality frames to complement our collection, including our hand painted mirror inlay frames. All work is expertly hand-finished in our Rutland-based workshop in the heart of rural England.

All available prints can be found on our website at: www.theportfoliocollection.com and we would be happy to offer you suggestions and help in putting together an order to your requirements. There is no minimum order, and as well as framed prints, we can also offer prints only.

Please contact us for more information at: info@theportfoliocollection.com or call us on +44 (0)1572 770729.

Zep UK, the professional choice

Zep has been a leading innovator, producer and distributor of maintenance and cleaning solutions since 1937. Zep UK offers a range of products for multiple sectors; Industry, retail, institutional, food and beverage, water treatment, transportation

and automotive, building and construction, professional cleaning and maintenance and paper, safety and equipment.

Based in Widnes, Cheshire, Zep UK manufacture and supply to customers such as Screwfix, B&Q, Great Western Rail, EDF, Panavision and many more.

Known for high quality and professional cleaning products, Zep UK attends exhibitions all over the UK including Spring Fair, Infairail, HRC, Screwfix Live and Hillhead.

Zep have over 1 million customers world-wide and are proud to have worked with leading brands within the industries they supply to. Zep is committed to keeping the promise to its customers to guarantee quality and cost savings. It is because of this philosophy, Zep has had extraordinary success on the market and has retained and gained customers who continue to put their trust in Zep's technical and commercial knowledge.

T 0151 422 1000
info@zep.co.uk
www.zep.co.uk

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0151 422 1000 | info@zep.co.uk | www.zep.co.uk



Protect your baby's health with SVERL's 3-in-1 multi-purpose bottle brush

SVERL has developed a 3-in-1 multi-purpose baby bottle brush to ensure effortless hygiene for your child. These brushes provide intense cleaning for feeding bottles, teats and straws, and can be supplied across the UK.

There is nothing more important than the health and hygiene of your little ones, a fact that inspires SVERL every day to develop innovative solutions. Its high-quality brush is easy-to-use, with a strong grip, durable power button, stainless steel shaft and soft bristles.

Intuitive and simple, it has been created through a meticulous and total approach to food preparation and cleaning, something which is essential to all products in the mother and baby market.

The brushes are implanted with delicate fibres to offer a fast and thorough clean without damaging the bottle or utensil. They can



also be cleaned easily by flushing under a tap of running water, and they are dishwasher safe.

If you would like to find out more information on SVERL's innovative electric bottle brush, head to the website or get in touch using the contact details below.

Contact
T 01895 527104
getintouch@sverl.co.uk
www.sverl.co.uk

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Designed in Great Britain

Apples to Pears



The multi-award-winning gift company Apples to Pears is renowned for the ever-popular Gift in a Tin brand. With over 45 fantastic designs there really is "something for everyone"!

Refreshing its range every few months, Apples to Pears has added three new lines to the range in Jan 2019. The first comes in the cute & cuddly form of George the Giraffe. Following the huge success of Petal the Unicorn, it has added another adorable craft line to its range. Perfect for children of all abilities, all that's needed is a few simple stitches to bring George to life.

The second is Space Station, a fantastic set of plastic play blocks to build a space rocket, satellite and moon buggy. Complete with easy instructions, children of all ages will love this little set. Be careful, sales of this product are bound to skyrocket... 3-2-1 lift off!

The final addition to the range is My Garden Play Set. Designed to get children out in the garden, it has included a trowel, gardening gloves, mini potting bags, plant markers, pencil, felt pens and colouring picture. Kids will be so busy potting, weeding and labelling, they may never come back indoors!

Other brands from Apples to Pears include the Gift of the Year 2019 Highly Commended BollyNice Homeware Collection, The Ailsa Black Homeware Collection and Garden Gifts, this range includes its famous Folding Pocket Secateurs.

T 01453 826759
sales@applestopears.com
www.applestopears.com

Health and Safety North 2019



Health and Safety North took place on 8 – 9 October 2019 at EventCity in Manchester, and offered an extensive array of free educational content and live demonstrations.

Co-located with Fire Safety North, the event boasted over 150 exhibitors, showcasing all the latest products, innovations and services in the health and safety sector. It also saw an increased number of visitors, with over 2,000 attendees across the two days.

With over 30 hours of CPD accredited content, Health and Safety North offered educational seminars, industry debates, and practical

presentations. It was certainly an unmissable event for testing the latest technologies, selecting the most up-to-date solutions and conferring with thousands of like-minded professionals.

The show was in partnership with the British Safety Industry Federation (BSIF) and the British Safety Council (BSC). It was also supported by key industry, regulatory and media organisations, such as the Access Industry Forum, IOSH, Energy

Institute, International Institute of Risk and Safety Management, and Nebosh. This meant Health & Safety North offered an unparalleled opportunity for professionals to network and learn about the latest developments across the industry.

This is our pick of the best exhibitors from the show, listed here: SOUNDCAM UK.

www.healthandsafetyevent.com

Game changing Noise Seeking Camera reaches UK market

Imagine how easy it would be to deal with troublesome sound sources, if you could see them overlaid on a camera image. This amazing technology has been around for more than a decade, but price, complexity and size have prevented its widespread use.

The SOUNDCAM is a unique, new product which makes noise source location as easy and portable as using a video camera, requiring no acoustic expertise or training. It is waterproof, battery powered and has a touch screen that anyone can master in minutes.

So you can run around factories solving Health and Safety (noise) problems, finding worn bearings on your production critical machines, or find compressed air leaks and save \$\$\$ on energy bills. It's easy to reduce workplace noise if you can see instantly where the loudest sources are. In seconds, you can have video proof of the origins and levels of noise, and initiate and verify improvements.

This unique and revolutionary product made in Germany, is now available directly from our UK distributor in Coventry,



SOUNDCAM UK (www.soundcam.uk), for hire or purchase. Priced at just over £8k it really does bring this amazing technology to a wide range of industries.

www.soundcam.uk

SoundCam helps to make the world a calmer place.

- Locate noise sources instantly!
- Reduce workplace noise
- Document with screenshots and videos
- No acoustic training required
- Touch-screen, battery powered, waterproof, robust

Market Leading SOUND CAMERAS, now available in the UK!

WWW.SOUNDCAM.UK

Industrial News

SolutionsPT Launches the 2020 Releases of AVEVA SCADA, HMI and Cloud Solutions



Industrial IT software specialist SolutionsPT has this month launched the AVEVA 2020 software portfolio into the UK, marking a step change in the HMI SCADA functionality to support digital transformation in the industrial world.

Experts from SolutionsPT teamed up with industrial software powerhouse AVEVA to deliver a series of webinars available to System Integrators, manufacturing and infrastructure organisations and OEMs, showcasing the unique capabilities of these ground-breaking programmes.

Delivered under the banner of 'Edge to Enterprise', the series spans data control and monitoring across the entire manufacturing plant or estate; from production line assets to the control room environment and up to the enterprise office suites, where adoption of Cloud technology is driving the transformational change AVEVA has been central to through its renowned Wonderware software.

Solutions Manager Andy Graham commented, "The theme running throughout the webinars is our central ideology of 'Connect, Empower, Transform'. We want to connect the technology to empower our customers' workforce to make better decisions; improving efficiency, reducing downtime and achieving the continuous improvement that will transform their business in Industry 4.0."

The webinar series, along with case study material and recorded demonstrations are freely available from the SolutionsPT website.

<https://info.solutionspt.com/edge-to-enterprise-webinars>

Transform your Operations with AVEVA / Wonderware 2020 release.

With a focus on enabling workforce agility and flexibility, AVEVA 2020 is a major step in the evolution of HMI SCADA.

Connect | Empower | Transform

Find out more at www.solutionspt.com

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SUSTAINABILITY TODAY

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energy | water | waste | recycling | sustainability on LinkedIn 

LAUDA Technology Ltd



LAUDA continues to provide an expanding range of feature-rich, future proof solutions with energy efficiency and connectivity front of mind, serving a diverse range of industries including automotive, aerospace, chemical, pharmaceutical, biopharmaceutical, food & beverage, brewing, digital printing, laser and beyond.

The new range of water chillers has been designed not only to meet the new Ecodesign directive, but to surpass it through the innovative use of variable speed modules that automatically reduce their duty cycle in line with the cooling demand hence reducing energy consumption and running costs, giving a tangible return on investment for the user.

LAUDA's proven and highly durable process circulator product range provides precise thermoregulation for external applications from -90

to +320 °C with stability up to +/- 0.05 °C dependent upon model. The newly developed, superior cooling technology guarantees maximum process reliability in accordance with the European F-Gas Regulation. With its highly dynamic, precise temperature control, high connectivity and improved pump performance, your research and pilot plants will be sustainably equipped and ready for the future. With up to 12 kW of heating power and 20 kW of cooling power (at 20 °C) and a multitude of heat transfer fluids available, from water/glycol through to silicone oils, the LAUDA range is designed to meet the most stringent of customer needs, whilst providing reliable performance, ensuring the total cost of ownership is minimised.

Laboratory workplaces requiring water baths, shakers, incubators, freezers, water stills, viscometers, tensiometers or contact angle measurement for surface tension applications, are also extremely well served by the refreshed product range offering a diverse range of capabilities.

Contact
T +44 (0)1780 243118
info@lauda-technology.co.uk
www.lauda-technology.co.uk

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 and a variety of flange



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

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

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ROS

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Stewarton, East Ayrshire KA3 5JR



+44 (0) 1560 485 854

inbox@renewableos.com



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.

Standards

Pro-active in setting and maintaining training standards within the industry. Representation on standards and parliamentary committees and regular consultees on a broad range of Legislative and Regulatory matters.

Members

Our members range from sole proprietors to divisions of public companies providing services such as:

- CCTV Inspections
- Sewer Flow Surveys
- Systems survey and Mapping
- Drain and Sewer Cleaning
- Equipment Manufacture
- Training

For more information visit our website: www.sewerage.org
or call Val Gibbens on 020 8330 0123

Peel L&P



Peel L&P strives towards clean growth as buildings become first in UK to achieve net zero carbon status

At Peel L&P, we are taking action to mitigate climate change and support a shift to clean growth.

11 of our properties are the first in the UK to demonstrate net zero carbon status based on their operational carbon emissions, action taken to reduce those emissions and their renewable energy use. This is verified against the UK Green Building Council's 2019 definition and we will look to increase the number of net zero carbon buildings in our portfolio.

Peel L&P has a long track record of leadership in sustainability as the first developer to achieve the BREEAM communities standard at Media City UK in 2011 and the first major property company to achieve the energy management standard ISO 50001 in 2015.

Our work to reduce carbon emissions is part of a five year sustainability plan which supports The United Nations' Sustainable Development Goals to help create a fair and sustainable planet by 2030.

Peel L&P is also supporting clean growth through low carbon energy projects such as Mersey Heat in Liverpool and Protos, its strategic resource recovery and energy hub in Cheshire.

More at: www.peellandp.co.uk/responsibility

Safeguard your AD plant from the 5 hidden causes of CHP shutdown

Combined heat and power (CHP) gas engines are one of the most expensive pieces of equipment on an anaerobic digestion (AD) plant. They are also one of the most important, as a CHP engine unable to generate electricity means an immediate loss of income for the operator. Despite this, many AD operators take a hands-off approach to maintaining their CHP; either relying on expensive locked-in service contracts that only cover mechanical issues or waiting for a problem to occur before taking action.



James Thompson, Managing Director of Gen-C

Here, James Thompson, Managing Director of Gen-C, an independent CHP parts and service provider, explains how a live monitoring system can protect your engine from the five most common hidden causes of engine shutdown...

Knowledge is power

Today's latest CHP engines are finely tuned, sophisticated pieces of kit that operate with precise tolerances. Correctly maintained, they will perform reliably for years to come; but leave them unchecked and you run the risk of underperformance, hard shutdowns and even catastrophic failure.

Operators that can monitor their engine's



The Motortech open access control panel comes with the IGS-LOG as standard

performance in real time, and review and compare data across a range of parameters, will be in the best position to prevent issues from happening, ensuring their CHP operates as intended and continues to generate income for them for years to come.

To identify and correct issues before they start affecting your engine's performance, we recommend that operators install live engine monitoring. The IGS-LOG software, which comes as standard with the Motortech open access control panel, enables owners to understand what constitutes normal operation and spot any downward trends or anomalies.

Giving operators full control over their engine and ensuring the highest levels of performance, it monitors up to 25 parameters, including the

following five common hidden causes of engine shutdown.

1. Gas pressure

Potential causes of drops in gas pressure include flaring or a blockage in the gas line or filter. By monitoring the gas pressure and noting any drops, operators can better identify the cause of any unexpected shutdown and take preventative action to protect their CHP.

2. Gas quality

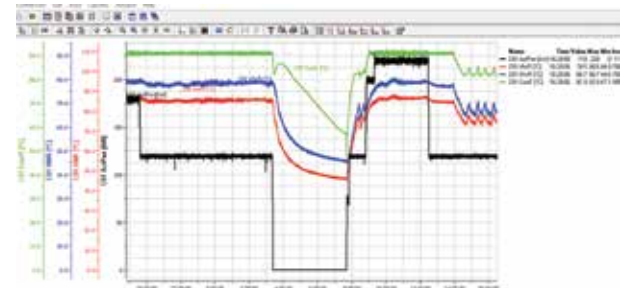
Changes in AD feedstock will affect an engine's performance, particularly if harmful contaminants such as H₂S are allowed to build up. By monitoring the gas composition, operators can spot any corresponding trends in engine performance and alter their feedstock as necessary before their CHP becomes adversely affected.

3. Emissions

The ComAp IGS-LOG provides 24/7 emission analysis, enabling an operator to fine-tune their engine. Operating without this vital piece of information is like a chef not tasting their food. It allows the operator to see if their engine is



AD operators can improve their engine's performance with real-time CHP monitoring



The IGS-LOG live monitoring system tracks up to 25 key engine parameters

running rich or lean and take the necessary steps to address any issues before they present a serious risk.

4. Water pressure

Another common cause of a hard engine shutdown is a change in water pressure. Constant analysis of water pressure helps an operator to avoid the peaks and troughs that can result in performance issues and promotes smooth and reliable operation.

5. Kilovolts

An operator will often become used to hearing a tiny jump when their engine starts and dismiss it as a quirk of their engine, without realising that this noise is actually the sound of the engine misfiring. Every time this misfire occurs, it sends a shudder throughout the whole cylinder, placing additional stress on every part of the CHP.

Live monitoring will highlight a rise in kilovolts or erratic KV readings, warning the operator of a potential issue with their ignition system or spark plugs.

To find out how live engine monitoring can improve the performance and longevity of your CHP engine, contact james.thompson@gen-c.co.uk.

Green Build 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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Bespoke and ready-made protective covers



Sustainability Today is proud to announce that Stuart Canvas has been selected as our Protective Coverings Company of the Month.

Stuart Canvas is a British textile finisher, specialising in the manufacture and design of ready-made and bespoke covers for a range of different sectors including sports, defence, construction, supply chain, transport, leisure and domestic settings.

"We produce products such as retractable tunnels for storage and waste bays, bespoke machine and heavy plant covers, and pallet and stillage covers for the haulage industries," explained Steven Ball, Marketing Manager.

With 60,000ft² purpose-built manufacturing facilities across three sites, Stuart Canvas has continued to grow with the industry, investing in new machines and technology to ensure it can design and manufacture nearly all types of covers. Thanks to its decades of experience, Stuart Canvas can offer complete bespoke

manufacture and installation, with the ability to produce to almost any size and listen to its clients to create a custom product that meets all their requirements.

Indeed, this ability to solve its clients' problems is what makes Stuart Canvas a true industry leader, working with a number of blue-chip companies from around the UK and exporting to over 25 countries. No job is too big or too small for Stuart Canvas, and the company can also offer a CAD drawing service for its products if the customer's design requires it.



One of the company's notable solutions is its Aggregate Bay Retractable Covers. These provide an innovative waterproof covering for the protection of bulk products stored outside. Stuart Canvas can produce retractable bay covers which can operate independently (single and multiple bays) and use a wall mounted tracking

system to allow the cover to retract for the loading and unloading of products.



These systems also include protection for the front and rear of the bays to prevent water ingress from all sides, offering excellent protection for kiln dried products and reducing the amount of wastage by 30%. These covers are complemented by an expert design, supply and installation service, along with a dedicated R&D team that can solve any unusual covering issues or requirements. What's more, the covers can now be offered with a fully electric system for simple operation.

With the significant changes brought about by the COVID-19 pandemic, Stuart Canvas has been playing its part in helping the country through the crisis. "During the lockdown, we diversified and manufactured thousands of protective gowns for NHS staff and sold over 100,000 items of PPE," said Steven.

"Moreover, going forward, our retractable tunnels can help customers to reduce waste and cover their slow-moving stock. They can also help companies expand



their storage facilities without the cost of moving to new premises during the current uncertain financial future following the pandemic."

Contact
T +44 (0)1925 814525
sales@stuartcanvas.co.uk
www.stuartcanvas.co.uk



STUART CANVAS
GROUP

Solar & Storage Live Review Top 10

Solar & Storage Live 2019

Solar & Storage Live 2019 took place on 17 – 19 September at the NEC, Birmingham. As the UK's largest renewable energy marketplace, the exhibition hosted over 150 exhibitors from across the world, generating solutions to help power the energy transition.

Celebrating the technologies at the forefront of the transition to a greener, smarter, and more decentralised energy system, Solar & Storage Live 2019 was the UK's most forward-thinking, challenging and exciting renewable energy show. The event brought together the entire

energy value chain, with experts, innovators and disruptors from the solar, EV and storage industries.

At a time when the industry needs to work together to build a smarter, greener energy system, Solar & Storage Live is an essential event to help enable this critical change.

With over 4,000 attendees, over 150 exhibitors, and over 250 speakers, the event is a thriving hub of information, innovation and exciting new technologies.

Following the impact of COVID-19, this year's event has been rescheduled to 2 – 4 December, in order to maintain the value and quality of this industry leading event.

This is our pick of the best exhibitors from the show, listed here in alphabetical order: Pegasus Group and Waxman. Further details can be found below.

Contact
www.terrapinn.com/exhibition/solar-storage-live/index.stm



Pegasus Group

DESIGN ENVIRONMENT PLANNING ECONOMICS HERITAGE

Pegasus Group is a leading national development consultancy specialising in planning, design, environment, economics and heritage. We have considerable experience of a variety of energy projects including solar, battery storage, anaerobic digestion, biogas and energy from waste and on and offshore wind.

FOR MORE INFORMATION, PLEASE CONTACT:
T 0333 0160 777 E enquiries@pegasusgroup.co.uk

PEGASUSGROUP.CO.UK

in

Pegasus Group's solar development

The recent announcement by the Government to reopen Pot 1 to onshore wind and solar projects in Round 4 of the Contracts for Difference scheme is very welcome and long overdue. This should be a big boost to the solar industry and help bring more installed capacity to market.

That is not to say that the solar industry has stood idle while the Government has been correcting the rather baffling decisions of the past.

The entrepreneurial nature of many solar developers within the UK has seen many press ahead with projects irrespective of the Government position, relying on their own innovative thinking and confidence in their product to make things work.

Pegasus Group continue to help our solar clients with all aspects of solar development from site finding, through to site acquisition and securing planning permission. Indeed, our



Cirencester and Bristol offices have recently secured further consents respectively for Scurf Dyke Solar Farm, a 50MW scheme in East Riding of Yorkshire and Dorset Solar Farm, a 40MW project near Blandford Forum in Dorset.

Dorset Solar Farm is actually a hybrid scheme combining both solar and battery storage technologies and this is something that Pegasus have particular experience in gaining planning permission for.

If Pegasus can assist with any of your development activities, please contact Simon Tarr (simon.tarr@pegasusgroup.co.uk) or any one of our fourteen offices across the UK.

The Renewable Energy Professionals

Providing renewable energy solutions for both domestic and commercial installs, Waxman Energy is one of the UK's largest distributors of solar PV modules, inverters, mounting solutions and EV chargers. Part of the Waxman Group, which has over 50 years' experience in the distribution industry, Waxman choose to work with only the most trusted brands and together with their on-site sister company, Waxman Battery Storage, they are able to provide a 'full solar package' to their customers.



Setting them apart from their competitors is their technical know-how and customer focused attitude. Building relationships that last, their passionate team offer personalised guidance and support over the phone, email or through face-to-face meetings in their offices or on Zoom.

For Waxman, it is paramount that each and every installer they work with feels confident that they have the knowledge to install each product safely and correctly. Which is why, since 2018, hundreds of installers have chosen to expand their knowledge of solar, battery storage, roof mounting systems and EV charging units in their purpose built training centre. Adapting to the current climate, Waxman now offers virtual product training webinars to ensure their customers are never without the tools & support needed to adapt to the ever-changing solar market without the need to travel to site.

To find out more about Waxman Energy, or to book onto a product training session, please call 01422 37411 or email info@waxmanenergy.co.uk

Expert business rates advice for the low carbon sector



Handel Rating Consultants delivers high quality business rates advice to the low carbon sector. Established in 2015 by Chris Handel, who is an RICS Chartered Surveyor with 25 years' professional experience, Handel Rating Consultants has built an impressive reputation for delivering top quality service, achieving market leading results across national portfolios and individual sites.

Thanks to Chris's expertise, Handel Rating Consultants is renowned for securing substantial operating cost savings for renewable energy developers and operators, including JLEN, Energiakontor, and many Anaerobic Digester operators and developers such as Biogen, Future Biogas, Ixora and Material Change.

It is the only business rates consultancy in the UK that is solely focused on the low carbon sector, helping to lessen the burden that business rates impose on this area. "I undertake surveys and valuations for business rates and negotiate on behalf of the client in order to challenge the methodology of the business rates authorities," explained Chris Handel.



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

Working with clients involved in solar energy, combined heat and power, wind power, and energy from waste, Handel Rating Consultants offers business rates valuation and negotiates cost management services to provide a proactive strategy. This ensures clients have access to the most competitive business rates available.

The company works closely with clients and advocates on their behalf, to appeal and negotiate reductions in rateable value. "The basis of tax is complicated," said



Chris. "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."

Moreover, under the government's new plan to tackle the effects of climate change, the UK aims to cut its greenhouse gas emissions to net zero by 2050. In light of this goal, 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.

For any further information on what Handel Rating Consultants can offer, please get in touch using the details below.

M 07985 813859
www.handelrating.com



Water Management News



Specialists in Water Boreholes and Ground Source Heating

Dragon Drilling is the largest environmental drilling company in the UK and specialises in water and ground source heating borehole installations.

Their services are ideal for most applications, including rural homes, new build, retro-fit homes, leisure facilities, care homes, caravan parks and farms. A water borehole enables you to become independent of mains water, whilst ground source heating is a sustainable energy which allows your property to have a constant heat whilst receiving payments from the Government's Renewable Heat Incentive scheme.

If you have high water or energy bills why not contact Dragon Drilling today for a free site assessment to see how they can start saving you money!

WATER BOREHOLES

If you currently use a large volume of water and face costly metered charges a water borehole can save you considerable sums of money. It also offers an excellent alternative if you have poor water quality or an unreliable supply. Sustainable in drought conditions and offering a reliable pressure, water boreholes can deliver safe, clean water direct to your property. Ideal for farms, caravan parks, leisure facilities and rural homes, water boreholes enable you to become independent of mains water.

Q&A: Water Boreholes

How much space do I need?
"The actual space required for a water borehole may be as small as a driveway. If you can get a Land Rover with a trailer to the drill location, our drilling rig should be able to gain access."

Can a water borehole be installed in a town property?
"Yes, we have installed water boreholes in many urban locations."

Do I still have to pay a water company once a water borehole has been installed?
"No, once installed your water will be supplied free of charge. You will only be subject to the running cost of the pump. If you are on mains sewage, you are still required to pay for this service."

What does the borehole look like at the surface?
"At the surface, we install an ordinary manhole cover, over which you can safely walk and drive."

How do you know if there is a sufficient water supply in the ground?
"We have an in-house geologist who assesses the underlying geology of the site and provides an anticipated drill depth for your borehole. At an additional cost and if required, the British Geological Survey can carry out a third party assessment. We cannot guarantee the quantity or quality of the water."

Is ground water safe to drink?
"Usually but not always. The water source may contain dissolved minerals that need to be removed. We recommend water quality tests are carried out and, if required, the installation of treatment systems."

Do I require a licence to install a water borehole?
"Anyone is allowed to extract up to 20,000 litres per day without a licence. If you require a greater volume of water, you will need an Abstraction Permit from the Environment Agency. We can assist with all licensing matters."

GROUND SOURCE HEATING

Extracting energy from the ground to heat a property is a sustainable use of the Earth's natural resources and could reduce your fuel bills. A few metres below the ground, the temperature is constant throughout the year and this energy can be harnessed to heat your home and water.

The benefits of ground source heating systems include:

- On average, 75% free renewable energy
- Government incentives available
- Fixed and stable energy costs
- Lower carbon emissions
- Constant heat 24 hours a day
- Fuels both hot water and heating
- Directly replaces your existing boiler
- Reversible to provide cooler temperatures in summer
- Can add value to property

Q&A: Ground Source Heating

How much space do I need?
"The actual space required for a ground source heating borehole may be as small as a driveway. If you can get a Land Rover and trailer to the drill location, our drilling rig should be able to gain access."

Can I install ground source heating in an old property?
"Yes, this is possible."

How much will I save?
"You could save up to 75% of your fuel bill."

What does the borehole look like at the surface?
"Each borehole is covered with a manhole of around 15cm"

How many boreholes will I need?
"This depends on how much heat is naturally lost from your building and the

kilowatt capacity of your system. Generally, the bigger the property, the more boreholes you are likely to require. A typical four bedroom property may need two ground source heating boreholes."

If I need multiple boreholes, how far apart should they be?
"Ideally, ground source heating boreholes ought to be situated a minimum of six metres apart to maximise the efficiency of the heating pump system."

Do I need to gain permission to install a ground source heat borehole?
"Not usually. Permission may be required when drilling into an area containing coal. We can assist with all matters relating to permission and licensing."

For more information about our services, please contact us on 01824 707 777 or admin@dragondrilling.co.uk or visit our website at www.dragondrilling.co.uk

Reuse before recycle: why you shouldn't be throwing your clothes away

Sustainability Today is proud to announce that Pink Elephant Group Ltd has been selected as our Textile Recycling Company of the Month.

Pink Elephant Group specialises in recycled clothing and currently operates textile bank collections and recycling schemes across the country. These textile banks are bright pink in colour, to match the company name and brand. "We chose such a name and such a colour to attract more attention to our work and to the recycling and reuse of textiles," explained Oleksii Kotyk, Director. "We understand that it takes less energy to reuse and recycle material than it does



to produce the same material from scratch. Therefore, our emphasis on what we accept and don't accept are written on our textile banks to promote the reuse of clothing. 90% of what goes in our textile banks is reusable, but 10% of the material still goes to landfill."

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. Indeed, the company's

main charity partner, A Smile for A Child, receives donations from Pink Elephant Group on a continuous basis. "We are very much a socially conscious company and are participating in such activities to help both the environment and its people," said Oleksii.

But why does this area of recycling need more attention? "Clothes that are worn every day are one of the most complicated materials to recycle," Oleksii explained. "They have so many different blends and qualities, and we are trying to highlight that reuse is the best way to prolong the life of clothing and make the general public aware of the subject. This could then affect what is bought and how it is used, with preferences given to higher quality items. Such a shift in perception and understanding of the complexity of recycling clothes will make a massive difference to the whole textile recycling industry."

Elephant Group use their spaces, but also create an extra financial stream in the process.

In fact, just before the national lockdown began in March, Pink Elephant Group entered into a contract with Renewi PLC. As part of this contract, Pink Elephant Group now provides textile banks and textile collection services to the East London



Pink Elephant Group is most definitely at the forefront of this movement, thanks to its fast and highly efficient services. The company's main mission is to promote this change towards 'reuse before recycle', as well as providing support and services to local authorities, charitable and commercial organisations, and individual members of the public. This is achieved through arranging various recycling schemes, which helps to raise the extra cash needed for Pink Elephant Group's clients and partners, as well as helping the environment by diverting unwanted clothing from landfills.

Through the operation of its textile banks, Pink Elephant Group generates monthly payments to site owners in exchange for using their space. This is ideal for local authorities, commercial companies, and charities who could not only make a positive impact on the environment by letting Pink

Waste Authority and to Wakefield Councils. Despite the contract beginning just as the COVID-19 pandemic triggered a national lockdown and major operational difficulties, Pink Elephant Group not only managed to setup the required infrastructure, but also provided a collection service throughout the period without fail.

Unfortunately, the COVID-19 pandemic temporarily stopped Pink Elephant Group's door-to-door collections and physical cash-for-clothes shop in Leicester. The pandemic also meant a temporary ban on importing all used clothing to traditional export markets.

These developments had a tremendous impact on the textile recycling industry, however it did not stop Pink Elephant Group from continuing to provide efficient services to its partners and contractors, especially when its neighbouring textile recycling



companies and charities were not able to operate. "Though the demand was high and the number of textile materials we normally receive was doubled, we still managed to do weekly collections and kept the local areas cleaned for the general public to continue to use our textile banks," said Oleksii.

Looking to the future, Pink Elephant Group is aiming to broaden its scope by attaining new contracts for its textile banks throughout the UK, as well as exploring innovative ways to reuse and recycle clothes through working with other stakeholders in the industry. It is also looking forward to taking part in the annual RWM Exhibition, taking place on 3-4 November 2020 at the NEC, Birmingham.



Interested in working with Pink Elephant Group? The company is always looking for new locations to host its textile banks. Here's how you can help:

- ▼ 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

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

Contact
info@pinkelephantgroup.co.uk
www.pinkelephantgroup.co.uk

Worldwide leader in recycling and waste processing equipment

Bollegraaf Recycling Solutions is a worldwide leader in recycling and waste processing equipment, with expertise in complete state-of-the-art recycling installations. Established in 1961, Bollegraaf began developing its technology with sustainability in mind after its vertical balers became renowned across the world for their high quality. The range quickly grew from vertical, via semi-automatic,



to the company's 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.

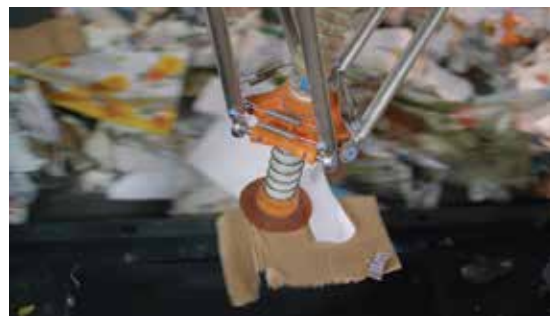
"We design and build high quality recycling solutions for any kind of waste," explained Leendert Rijnveld, Marketing Manager. "We work closely with our customers to design a solution to best suit their needs, so everything is made bespoke for each individual company. We're a well-known recycling partner 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.

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.

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

Bollegraaf UK Ltd.
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Kimberley Way, Rugeley
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Tel: +44 (0)1889 575715
info@bollegraaf.com

From trash to treasure – The ANDRITZ Solutions



ANDRITZ supplies state of the art technologies for shredding, separating, drying and pelleting of waste. The outcome is high value secondary raw materials, such as metals and plastics, and high-calorific alternative fuels.

The ADuro product line comprises innovative recycling shredders for primary and secondary

shredding, fine granulation and dismantling. ADuro shredders are capable to process any waste stream, like e-scrap, organics, domestic, commercial and industrial waste, cables, used tires, wood, or rejects from pulp and paper mills.

Where drying is required to decrease the moisture of the material, ANDRITZ dryers are up to the challenge! Different type of dryers are available, such as belt and drum dryers, for the production, among others, of alternative fuels from wood, biomass, agricultural products, municipal and other waste.

The ANDRITZ pelleting

solution transforms recovered waste fractions into valuable materials. Pelleting can add significant value to your recycled products. For waste pelleting, the Paladin Pellet Mill Series ensures high output quality and efficient control of the pelleting process.

ANDRITZ engineered solutions are based on many years of experience from numerous, worldwide installations. We pair our equipment with advanced automation solutions to ensure full process traceability and high performance!

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Advanced range weather sensors

OTT Hydromet has launched a suite of weather monitoring sensors that are suitable for the construction and building management sectors. "Our latest Luft sensors, the WS Series, deliver professional-grade weather data with instruments that are extremely compact, rugged and reliable" says OTT managing director Nigel Grimsley. "In the past, customers would have had to purchase multiple sensors to monitor outdoor conditions effectively, but this can now be achieved with substantially less costly devices: many of which would fit in the palm of your hand"



Weather monitors are routinely employed at construction sites to check that conditions are suitable for work such as pouring concrete or crane operation, but with facility managers looking for more sustainable solutions, Grimsley believes the big market is now building management.

OTT Hydromet is a specialist manufacturer of smart weather instruments for environmental monitoring and building automation purpose. With no moving parts, OTT's comprehensive range of compact, low-energy multi-parameter sensors offer long-term reliability for almost any weather parameter with easy integration into building control and HVAC systems.

The WS range offers the ability to select from parameters including temperature, relative humidity, air pressure, wind velocity/direction and precipitation.

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Traffic control made simple

Tradex News is proud to announce that Dofygate has received our Barrier Solutions Company of the Year award.

Dofygate offers a range of innovative solar powered gates which are revolutionising farming and industry operations across the country. Established in July 2011 by Jim Alston, Dofygate's Wheel-e-Gate, Inst-e-Gate and Beast-e-Gate require no external power source, using a solar panel and battery incorporated into each unit for year-round use. This means there is no need to lay cables or provide a wiring point, and the gate opens in just 3.5 seconds and then closes automatically, so there is no hold up for authorised users. Furthermore, the unique design means a clutch can be incorporated that allows the gate to swing away from an impact, saving the arm.

"We offer a unique product designed and built by us in Norfolk, from parts made to our design manufactured by UK-based machinists," said



Jim. "Originally the gate was developed to enable easy access into and out of animal enclosures. The problem is entering and leaving on your own, in a vehicle, and not letting the animals escape. This means it is necessary to get in and out of the vehicle cab four times just to straw out a yard or feed a group in a field. The parameters set out to make this work were then found to match what other industries needed to control traffic.

"Before the COVID-19 pandemic, we were just starting to see increasing uptake of the barriers for safety and biosecurity in road projects and agriculture," explained Jim. "Although the pandemic stalled things for a few months, we've now started working with companies dealing with road projects and traffic control in and around work areas. Our 3m single unit gates are proving to be a very cost-effective solution here.

"We've also been working with a company that does automatic



washers for vehicles. They had an issue whereby the vehicles were driving through the mechanism too quickly, and by the time the cleaning equipment got to pressure, the vehicle had already driven through. So, our gates were implemented to delay the vehicle by three seconds, giving the washer enough time to turn on before the gate opens automatically and lets the vehicle through."

Certainly, Dofygate's solar powered barriers are incredibly versatile, and can be installed at



whatever height the situation calls for. "If you're controlling an HGV, for example, putting the barrier one metre from the ground won't be very helpful, as the driver won't be able to see it. Our barriers can be put at any height to suit the driver, helping to keep the work site safe with efficient traffic control."

As well as these advantages offered by the Inst-e-Gate, Dofygate also offers the Wheel-e-Gate, a self-contained mobile barrier. This allows the gate to go from being in the van to a working barrier in just three and a half minutes – all you need to do is wheel it into place and turn it on. It also means it can be easily relocated when needed or transported in any vehicle.



If you would like to find out more information on Dofygate's innovative barrier solutions, head to the website or get in touch using the contact details below.

Contact
T 01263 493102
sales@dofygate.co.uk
www.dofygate.co.uk

Food & Drink Products & Services News

Free-From doesn't have to be Free-From taste with Leighton Brown

Starting from humble beginnings in 2013, Leighton Brown was a vision created by three friends working in a restaurant in an East London Pub. Dreaming of creating the most flavoursome free-from vegetable crisps available on the market, the trio founded Leighton Brown as a platform to sell the delicious crisps to the world.

Moving into 2019 and the company has grown and developed significantly with notable new additions to its team; in November 2018 the company welcomed Steve Marsh as CEO who has revolutionised the company, bringing the products into bigger markets.

"When I started, my aim was to take Leighton Brown to the next level. When the three founders started out with their idea they were really ahead of their time creating great tasting vegetable crisps which were gluten free, vegetarian and packed with flavour. The Beetroot, Horseradish and Dill crisps are also Vegan friendly." Steve continued, "Originally the company began supplying pubs and restaurants and now we have expanded our market, supplying a range of retailers including farm shops, delis, food halls and coffee shops."

In terms of the range of crisps, Leighton Brown maintains a selection of three award winning products. Uniquely paired and bursting with flavour, Leighton Brown's crisp range includes: Parsnip and Manuka Honey, Sweet Potato, Cheese and Jalapeño and Beetroot, Horseradish and Dill.

"We have been recognised for our products, winning awards such as a great taste award for our Sweet Potato, Cheese and Jalapeño crisps and we were recognised by Lux Life



Magazine, receiving their Best Gourmet Crisp Brand of the Year for the South East of England 2019."

Aside from the crisps' unrivalled selection of flavours, one of the most noteworthy properties of Leighton Brown's crisps is that all of the ingredients used are natural, non-GMO and contain zero preservatives.

Highly renowned for its distinctive recipes, Leighton Brown's crisps have been recognised for their delicious taste and healthy ingredients which is leading them to become a well-sourced product for free-from snacks.

Speaking about an event that the company recently attended, Steve told us that, "We actually had a visitor at the Food Matters Live event who approached us and said, 'at last I'm tasting a free-from product which isn't free-from taste!', he expressed to us how many other free-from products are tasteless and textured almost like cardboard and that he was so happy to find an alternative that was packed with flavour and with a great texture too."

Leighton Brown is constantly striving to be at the forefront of free-from snacks and pursue new ways to expand its niche market. Speaking once more with CEO Steve Marsh about the future plans for the company, he said that, "We're pushing ahead; we want to expand our market presence and move into bigger outlets. Ideally we plan to get our products into supermarkets. We are also listing with Epicurium, providing national access to 1,700 independent outlets, major forecourt groups and vending companies."

Contact
T 0208 468 1012
www.leightonbrown.co.uk



Going Global 2019



Going Global 2019 took place on 27 – 28 November at ExCeL, London. This was the UK's number one event for taking businesses overseas, offering hundreds of speakers, suppliers, and masterclasses. Helping businesses to export products or set up overseas operations, the show provided them with everything they needed to know about trading in some of the world's most lucrative cities, countries and regions.

The event provided a wealth of information for the most ambitious business owners across the country. This included advice on marketing and cracking new markets, to all the expertise needed on overseas logistics and operations, plus fantastic networking opportunities.

With a vast range of features, Going Global 2019 offered translating, complimentary education from its masterclasses, business development, and valuable information directly from the Chamber of Commerce. The free tickets for the event also gave visitors access to the Foreign Direct Investment Expo, and The Business Show.

This year's show will return to London's ExCeL on 18 – 19 November, so head to the website to get your hands on your free ticket. This is our pick of the best exhibitor from the show, listed here: Peak Translations. Further details can be found on this page.

www.goinggloballive.co.uk

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8 things to consider when entering new export markets



True translation requires more than translating your messages. It's a cohesive piece of work which ensures your product or service truly makes sense to your target market.

Market entry plans should consider the following:

- Keyword research in target language to identify the right words for your website
- How your plans to compete with the market leader or at more modest levels will impact the keywords in any Adwords campaign
- Impact on your marketing material of languages such as Arabic which read right to left
- Impact of different buyer behaviours, such as returning

goods, on your stock, finances and logistics.

- Consumer volume preferences which impact bag size and shipping
- Size of your target market and demand for your product, and their influence on your market entry budget and sales projections
- Research into any negative connotations of your product name in your target language
- Your target market's chosen 'standards' such as metric v imperial or 12 hour v 24 hour clock.

Peak Translations has been helping businesses make sense to new audiences for some 40 years.

Read the full article here: <https://peak-translations.co.uk/8-things-to-consider-when-entering-new-markets>

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Healthcare News

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'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.

NEW 2019
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Site Power UK has also provided 2 extra 110 V internal terminals via a separate MCB panel for fixed 110V lighting.

2019 is destined to be a big year for the company as it will be moving into a larger, purpose built factory to make it more efficient and speed the development of new and innovative transformer products.

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

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Wundatherm takes just two days to fit 100m² as it is easy to shape and has a quick contact adhesive. Will the heat damage floors? No, Wundatherm runs at

temperatures as low as 35–45°C which protects floor finishes. Does it work with all floor finishes? Wundatherm provides comfortable heat through carpets up to two togs thick, and is also suitable for use under vinyl, laminate, ceramic or stone tiles.

Can water systems leak? No, Wundatherm works with no joins on the pipes under the floor, meaning there are no weak areas for a leak to start.

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Laboratory News

Electrolab Biotech

Electrolab Biotech design and manufacture bench-top scale bioreactor systems for different research and manufacturing sectors. As well as traditional stainless-steel and borosilicate glass bioreactors, we offer them in a range of alternative materials for specialist applications - including PEEK engineering plastic, all-glass and alternative metals and alloys.

All our FerMac range of bioreactors can be interchanged with single-use bioreactors (SUBs), whilst retaining the original controller, gas flow and motor assemblies. This

means you have ultimate flexibility and minimal costs. We work closely with CerCell of Denmark to offer a comprehensive range of single-use rigid bioreactors (including for continuous culture) from 500ml up to 30L volume.

For research work our standard autoclavable bioreactors are most cost-effective, but these can easily be swapped out for CerCell's scalable disposable units for specific projects as needed. CerCell offers both standard bioreactors and units fully customisable to

your requirements. This includes choice of fittings, sensors, filters and tubing types (including lengths and connections). The novel VisiWell also means that you can re-use your Hamilton VisiFerm optical dO sensors in a single-use environment.

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Calibration & repair

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

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

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For 15 years LG Comfort Cooling has been synonymous with LG Electronics. Being the largest, longest serving independent distributor of LG Air Conditioning and Energy Solution products, no one knows LG quite like us.

LG Electronics offers a complete range of air conditioning solutions, leading the way in both design flexibility and innovation. Industry first products such as the award winning Multi V S Heat Recovery Mini VRF and the Multi V S R32 VRF range, keep raising the bar for a sector always looking to strive forward.

R32 Split and Multi Split ranges include the popular Mirror and Gallery unit, which was brought back by popular demand. Both are part of the Artcool wall mounted range, include built in WiFi connectivity, and come with a 10-year compressor

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Build the garden of your dreams with Powys & Marches Stone Supplies



Tradex News is proud to announce that **Powys & Marches Stone Supplies Ltd** has been chosen as our **Natural Stone Products Company of the Month**, for its excellent range of supplies for tradespeople and garden enthusiasts.

Established in 1990 by Andrew Kelton, 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'. The company offers a vast range of prepacked aggregates and natural stone products, serving garden centres, builders' merchants and landscapers. "We provide only the best quality aggregates," said Jane Kelton, "and natural stone products for features, walls, paving and various landscaping projects.

"All products are of a consistently high quality, and

because we are a family business, we have high levels of quality control, overseeing all orders to ensure each matches our standards. This is why our motto is: customer is king, quality is everything." 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.

One of Powys & Marches Stone Supplies Ltd's notable ranges is its feature stones, helping gardeners and landscapers to create beautiful outdoor features. The range includes granite setts to build a circle around a fountain, stepping stones to place through a garden, sandstone for the patio, and many other options. This outstanding range is sure to inspire anyone from amateur landscapers to professional garden designers, and the full range can be found on the company's



website or online brochure.

To aid with its ongoing expansion, Andrew and Jane's son, Edward, joined the company four years ago, and their daughter will be joining in the very near future. The company also added two new agents to its network. "We're always doing our best to offer the best customer experience we can, making sure they have access to what they need."



Although the calendar of trade shows has been disrupted this year due to the Covid-19 pandemic, Powys & Marches Stone Supplies Ltd has previously attended Four Oaks Trade Show, the UK's premier show for ornamental horticulture, and Glee, displaying its beautiful natural stone



products for people to appreciate first-hand.

Indeed, in light of the current pandemic, the reputation Powys & Marches Stone Supplies Ltd has established in the last 30 years puts the company in a good position to not only get through these difficult times itself, but also see that its customers pull through.

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.



The total systems approach to packaging



Tradex News is proud to announce that **Automated Packaging Systems** has been selected as our **Packaging Company of the Month**.

Since 1962, Automated Packaging Systems has been a world leader in the design and manufacture of flexible packaging systems. As the inventor of the Autobag® bagging machines and pre-opened bags-on-a-roll, Automated Packaging Systems has a history of innovation in the packaging industry. The company also manufactures SidePouch® speciality bags and AirPouch® protective packaging, and was recently acquired by Sealed Air, the inventor of Bubble Wrap®.

This acquisition is a significant step forward for Automated Packaging Systems, giving its customers access to Sealed Air's impressive portfolio of packaging products and bringing together two organisations which have long been regarded as pioneers of the packaging world. With the addition of Autobag® packaging systems Sealed Air now have an enviable and comprehensive range of packaging solutions.

The Autobag® range of bagging machines offer huge increases in productivity when compared to packing products by hand. The systems present preformed genuine Autobag® bags on reels for quick and easy loading of products, and are available with optional inline thermal transfer printers for printing product specific information directly onto the bag for a uniform and professional

finished pack. Autobag® systems range from small desktop mounted machines to high volume systems, all are easy to use and offer significant increases in productivity with typical packing speeds anywhere between 10 bags per minute up to 80 bags per minute.

The brand is known across the globe for being a reliable packaging machine built to a high standard, this kind of quality is also found in Automated Packaging Systems' attitude towards its customers. Its offers comprehensive aftersales service and support, with a team of dedicated engineers who are on hand to offer technical support, providing periodic servicing and quick response in the event of a breakdown. In fact, in 2019, 98% of breakdowns were responded to and resolved within 24 hours.

Recently, Automated Packaging Systems introduced a range of sustainable materials suitable for running in its Autobag® and AirPouch® products. These materials include GeoTech, made from 95% recycled LDPE, as well as compostable



films and mailbag films made from recycled content. Additionally, Automated Packaging Systems' standard LDPE material is wholly recyclable and offers a sustainable option with genuine environmental credentials.

"Single use plastic is currently firmly in the firing line with the 'war on plastics'," said Duncan Hall, UKI APS Commercial Leader. "However, consumers need to also consider the impact of moving to paper based packaging and the negative effect that has on the environment, with the huge amounts of carbon that are released into the atmosphere during its production and when it is transported around the country. When disposed of correctly, plastic offers a wholly recyclable option with a carbon footprint 90% less than paper or card alternatives."

Although it services a wide range of industries, such as hardware, electrical, aerospace and automotive, Automated Packaging Solutions' work in the medical industry has been critical during the last several months. "Our products were regarded as critical in the fight against the spread of COVID-19, and our colleagues in our

factories all around the world have bravely worked through the pandemic to provide our customers with the packaging they need to get their products to the frontline. These included testing kits for the virus, PPE equipment for the brave NHS staff, and various pieces of medical equipment," said Duncan.



Duncan Hall, UKI APS Commercial Leader

If you would like to find out more information on everything Automated Packaging Systems offers, head to the website or get in touch using the contact details below.

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