

INDUSTRIAL SOLUTIONS UK

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Manage your assets with RFID

“ RFID tags enable you to instantly see when equipment was last inspected and when it's due another inspection or to be replaced ”

SEE Tec-RFID on page 2

Unisig

see on pages 6-7

Gold & Wassall Hinges

see on page 8

Camb Machine Knives

see on page 10

Newland Magnetics

see on page 13

Mr Rodney Peyton, OBE MD

Mr Rodney Peyton, OBE MD is by profession a trauma surgeon and also an entrepreneur and businessman. He has more than 30 years business experience with property portfolios and a range of investments across the UK, USA and Australia.

See more on page 16

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Including BUILDING UPDATE

Featuring a wide variety of companies from across the UK and Europe, from Builders to Landscaping.

Editors Comments

Hello & welcome to issue 651 of Industrial Solutions UK!

The team at Industrial Solutions UK has been working extremely hard to bring you an issue that is full of innovative and exhilarating companies and we are very excited to share their success and achievements with you.

We have searched the length and breadth of the UK to bring you some of the most ground-breaking innovations and this month we are overjoyed to be highlighting the activities of Unisig and Newland Magnetics.

Firstly, we would like to focus on the accomplishments Tec-RFID who this month features on our front cover!

Secondly, we are featuring Unisig with the 'Deep Hole Drilling' profile following their impressive performance over the years. For more information, turn to page 6.

I hope you enjoy reading this issue of Industrial Solutions as much as we have enjoyed bringing it to you. Happy reading and we hope to see you for the next edition!

Ian Hayward

Editor

INDUSTRIAL SOLUTIONS UK

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RFID Solutions

Manage Your Assets with RFID

Major operations involve hundreds or thousands of different assets and it's easy for valuable equipment to be misplaced or lost. Taking inventory of your assets is a time-consuming and sometimes inaccurate process. That's where RFID Asset Management comes in.

With all of your assets monitored by RFID tags and readers, you can know exactly what equipment you have available in real-time. That information helps prevent losses and helps you make informed business decisions. But the benefits don't stop there.

With RFID, you can track not only the location of the asset, but also its condition. RFID tags enable you to instantly see when equipment was last inspected and when it's due another inspection or to be replaced. This reduces downtime because you can repair or replace important equipment at the right time. It also streamlines your maintenance process.

RFID Asset Management is a solid investment for any business that has a lot of valuable assets to track.



TEC-RFID

T 0844 870 7873
info@tec-rfid.co.uk

Latest News

Cracking egg processing equipment from 4pe Systems Limited

4pe Systems Limited is an egg handling and processing equipment provider and stockist of Kletec, Nuovo and is an agent for SANOVO and STAALKAT. Based from its location in Shrewsbury, the company provides a wide range of expert services including maintenance, installation and sales throughout the UK and Ireland. 4pe Systems Limited provides a comprehensive service, establishing itself as a one-stop-stop solution for egg processing equipment.

In terms of its range, 4pe Systems Limited provides sales services for egg handling and processing equipment including: egg stamping, packaging, pasteurization, eggshell processing, breaking, loading, Farmpackers, graders and much more. Furthermore, the company can provide equipment for a wide selection of processes and sizes, from small Farmpackers right up to large egg processing systems; 4pe Systems Limited can do it all!

4pe Systems Limited has gained a reputation for quality, which is reflected both in its products and services. Using Dutch innovation and expert engineering, 4pe Systems Limited's range is fully comprehensive, reliable, robust and efficient. Better yet, the company's range is supported by a friendly and reliable team who is always around and able to pick up the phone, with a positive, helpful reply to assist its customers, whenever they need them.

One of the most noteworthy brands and ranges that 4pe Systems Limited provides is its Nuovo range of printing and stamping machinery. Nuovo egg printing systems manufactures printing systems for marking and coding eggs. Utilising its patented cartridge based ink jet egg printing technology and screen print egg stamping technology, 4pe Systems Limited provide Nuovo's innovative range of egg stamping systems including: stamping on Farmpackers, stand-alone stamping, stamping on grader and manual stamping.

Most recently, 4pe Systems Limited has seen significant growth and further expanded its team to position the company better geographically. Now positioned throughout the UK, the company is able to provide its top quality products and services, throughout the country.

For any more information please see the details below.

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In the food and egg processing industry SANOVO TECHNOLOGY GROUP has gained the reputation of being a manufacturer of machines, equipment and turnkey projects of the highest quality and performance.

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The Schmersal Group offers customers the world's largest product portfolio of safety switchgear devices and systems for personal and machine protection. Through its extensive portfolio, the company is firmly on the side of safety in the workplace, and one of the company's core activities is the development and manufacture of innovative components, systems and solutions.

More than 25,000 safety switchgear devices

Schmersal's product portfolio includes more than 25,000 products for safety door monitoring, including solenoid interlocks, safety sensors and safety switches with separate actuators and devices for rotating protective equipment.

The portfolio also includes opto-electronic safety equipment including safety light barriers, light grids and curtains to help guard hazard spots on machines and other hazardous areas. In addition, Schmersal

also develops and manufactures systems for safe signal processing, including safety relay modules, safety modules and programmable modular safety controllers that can be linked to safety door switches, emergency stop switches and light grids or other electronic and mechanical safety switchgear devices. When it comes to explosion protection, Schmersal offers a range of devices for ex zones, all of which satisfy the requirements of the European ATEX Directive 2014/34/EU.



swatkins@schmersal.com
www.schmersal.com

Metal Improvement News

Experts in life extension of materials & critical components



Curtiss-Wright have a commendable history behind them, having been founded by three of the world's most celebrated aviation pioneers, Orville and Wilbur Wright and Mr. Glenn Curtiss, one of the forerunners of naval aviation. Their companies, the 'Curtiss Aeroplane and Motor Company' and 'Wright Aeronautical Corporation' merged in 1929 in order to create Curtiss-Wright. Today Curtiss-Wright is one of the world's leading advanced engineering companies, having diversified and branched out into numerous different technologies across multiple sectors, including commercial and industrial, defence, power, metals, aerospace and much more.

At the turn of the 21st Century, Curtiss-Wright had grown into a multi-national company, with global sales of over \$2 billion and having acquired almost 60 businesses. Many of these companies still operate under their original name, such as Metal Improvement Company, Bolt's Metallizing, IMR Test Labs, Component Coating and Repair Services and more who now are part of Curtiss-Wright Surface Technologies. These various divisions offer a wide variety of different specialised surface treatments such as thermal spray coatings, solid film lubricants, shot peening technology and much more.

Curtiss-Wright Surface Technologies, one of their most well-known and international subsidiaries, specialises in providing material surface treatment solutions, focuses on enhancing the performance of critical materials and components. As many of their clients are in heavy engineering based industries, critical components are often of vital importance. Not only do they need to be specially designed to precision specifications, but they need to be long lasting and properly maintained too.

Curtiss-Wright Surface Technologies can offer clients a comprehensive material treatments service that covers silicone, plastic and electronic components, coatings, shot and laser peening, material analysis, testing, repair and maintenance.

Curtiss-Wright Surface Technologies can provide mechanical and metallurgical testing services for a range of different materials and components through IMR Test Labs. Curtiss-Wright Surface Technologies uses only the most advanced technology and methods in order to conduct fatigue testing, thermal spray coating analyses, metallurgical and failure analyses, accelerated weathering and corrosion testing, weld testing and much more.

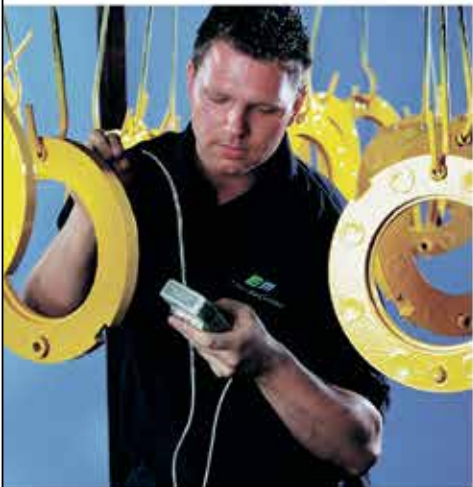
If you would like to find out more about Curtiss-Wright Surface Technologies and their many specialised, services and solutions, then be sure to get in contact with the company today.

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www.cwst.co.uk

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Industry News

Europe's Leading Manufacturer of Odour Control & Biogas Cleaning Units

Anua Clean Air is one of the UK's leading suppliers of odour control and biogas cleaning units. Originally established in 1990, the business was recently taken over in 2015 by Ian Phillips, whom partnered with long term distributor Air Clean Srl. As a result of this takeover, the company is now world-renowned as a leading international supplier of patented clean air bio-technologies.

Specialising in the provision and maintenance of proven, high performing, clean, biological air filtration technologies, Anua Clean Air are accredited for providing first class biological air filtration technology with the lowest life cycle cost. Concentrating in odour control for waste water treatment, solid waste, VOC and food industry treatment plants, Anua Clean Air ensure that with every odour control/gas cleaning unit, each client is getting the most out of their air-filtration technologies.

One highly sought-after product is the Mónashell bio-filtration system, a popular alternative to chemical scrubbing and carbon adsorption. Recognised for its optimal odour performance, this cost-effective cleaning unit generates a 67% footprint reduction and can even treat high and variable concentrations of numerous organic sulphides. All of the bio-filtration systems which Anua Clean Air manufacture and install, including Mónafil and CrumRubber models have patented proven systems.

As Europe's leading odour cleaning company, Anua can be found at numerous trade shows throughout the year, such as RWM in the UK, Pollutec in Paris and IFAT in Germany. If you would like to get in contact with Anua Clean Air to find out how their specialists air bio-technologies can benefit you, or if you would like to receive a free quote, then don't hesitate to pick up the phone today. More information can also be found by visiting the website below:

T +44 (0)1450 420017
www.anuacleanair.co.uk



Award-winning noise and vibration damping technology

Sound Damped Steel (SDS) is a multi-award-winning noise control company which was established by Les Thompson in 2003 with the main aim being to develop, manufacture and supply materials for industrial noise and vibration control applications.

"The company make steel which absorbs vibration making it sound like rubber. It is supplied to OEM manufacturers to make chutes, hoppers and machine guards quieter, we also supply kits to retro-fit on existing noisy machinery which is a much more cost effective way of dealing with noise issues for a lot of businesses." Added Les Thompson, Managing Director.

SDS draws upon over 30 years of experience in developing new and practical applications across an extensive range of projects to help both end users and leading noise and vibration control consultants in solving their problems.

A speciality is pipelines. Gas, oil and other pipelines with their associated equipment such as valves are renowned for generating high levels of noise that require a solution. The current noise control measure is acoustic cladding. However, this contains a multitude

of drawbacks such as the need to be removed frequently for inspection and additional associated problems such as condensation and corrosion. To tackle this SDS in conjunction with the INVC developed the Quiet Pipe Technology system which negates all the problems associated with current technology. Quiet Pipe works by interlocking acoustic close shields that effectively convert the pipe itself into a silencer element to diminish noise.



The Covid-19 pandemic has caused disruption for many industries and affected every company differently.

Contact
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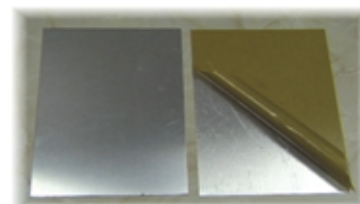
"Anua Clean Air UK offer proven, patented clean air bio-technologies, which provide best-in-class process performance with the lowest utility and life cycle costs"

Mónashell - Mónafil - CrumRubber - Mónasorb
- Skid Mounted Odour Control Units -
Media Replacements - OCU Health Checks



Noise Controlling Metals Manufacturing Quiet

"sds – performs like metal, sounds like rubber..."



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retro-fit noise
control kits
materials
components**

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Experts in Stainless Steel fasteners

Precision Technology Supplies (PTS) was established in February 1988. Based in East Grinstead, West Sussex, PTS is a stockist and distributor of Stainless Steel fasteners in both A2 & A4 materials. Offering the widest range of Metric and Unified threaded products available. Quality products with fast delivery times and efficient customer service.



With over 30 years of experience in supplying a growing number of customers, PTS can be counted on to offer delivery to their customers in 90 countries across the world. Within the UK, PTS provide numerous variations of Direct Line Feed management to suit individual needs. PTS can also offer to plate standard and special screws. One of their most popular is the 'Touch-Dry' ChemiBlack process, also known as Black Oxide. With this method, the finish is so thin that it doesn't affect any dimensional tolerances. In addition to this, PTS also offers finishes in gold, nickel, silver and zinc. In addition, they can offer patch locking, ideal for vibration resistance and added torque performance. There is also the ability to provide screw modifications to fulfil customer requirements.

"We are constantly adding new products to our offering, increasing our current ranges as well as adding new products." We try to offer a one stop shop for all your fastener needs. said Andy.

PTS are regular exhibitors at the bi-annual Fastener Fair in Stuttgart, which was unfortunately postponed this year. If you would like to find out more information on their full range of products and services, head to their website or use the contact details below.

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TEC-RFID



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We are experts in helping businesses improve efficiency through RFID solutions. RFID, which stands for Radio Frequency Identification, is a technology system that can identify an object using radio waves. At TEC-RFID, we believe RFID will bring big advances to retail, warehousing, manufacturing, construction and more. We make it as simple as possible.

**Contact us for more information by emailing
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SeCorrPhon AC 200: the right all-in-one device for prelocation, pinpointing and correlation

The SeCorrPhon AC 200 combines the characteristics of a correlator with acoustic water leak detection. This makes it an all-in-one device for leak detection, which brings together the three important functions of prelocation, pinpointing and correlation in one single, functional system. Users can react to any location scenario, even in the most challenging of conditions. Switching between the different functions or processes is simple and fast.

The SeCorrPhon AC 200 makes structure-borne and ground-borne noises caused by leaks from water pipes audible to the human ear. The frequency spectrum is traced and made visible on the device, and the current acoustic intensity is shown as both a graph and numeric readout. The user can also see the pre-calculated volume settings and the current frequency analysis of the device on the display at all times.

To then carry out the pinpointing of the leak, the user uses the TS 200 carrying rod and BM 200 (for paved surfaces) or BM 230 (for unpaved surfaces) ground microphone on the section found during the preliminary detection stage. The SeCorrPhon AC 200 transmits the acoustic signals and shows the intensity as a graph on the screen, pinpointing the leak with sufficient accuracy to allow confident excavation.

The acoustic features of the piezo microphone are outstanding: even the faintest of leaks or leaks occurring in noisy environments can be identified and detected. At the touch of a button, the SeCorrPhon AC 200 will apply tailored filters to the current noises and will automatically select the appropriate frequency ranges. Filter limits can also be adjusted to accentuate the leak noise and to permit improved

comparability between recordings (e.g. for use in databases or teaching/presentation purposes).

The SeCorrPhon AC 200 is ideal for use for leak detection across all sections, materials, diameters and lengths of pipelines. Numerous additional functions are also available for complex location scenarios – whatever your leak detection requirements, this system will fulfil all of them.

Additional information on the SEWERIN EX-TEC® PM 5XX range of devices is available from SEWERIN distribution partners or on the internet.

www.sewerin.com

SEWERIN
Technologies for leak detection.

Correlator and acoustic water leak detector combined
SeCorrPhon AC 200
professional – flexible – intelligent

- Easy and reliable operator guidance through applications
- Integrated audio player to compare leak noises directly on site
- Unproblematic measurement of various pipe sections, pipe materials, diameters and pipe lengths
- Sophisticated firmware allows the user an almost automated measuring process

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Portable detection, warning and measurement – The EX-TEC® PM 580 • 550 • 500 gas concentration measuring devices

The portable gas detection and measurement devices in the EX-TEC® PM 5XX series will make the work of gas fitters, maintenance crews and other specialist staff much simpler. They will help pinpoint leaks in freely accessible gas pipelines, estimate the risk of explosion and ascertain whether levels of toxic gases fall within occupational exposure limits (OELs).

Ergonomics that make work easier

All models in the EX-TEC® PM 5XX series are accredited as gas detectors and approved for use in so-called "Ex" zones. Their high IP65 enclosure rating ensures safe operation even under adverse conditions.

Thanks to their non-slip housing with a rubber lining, the devices are easy to hold. Their high-contrast display is razor-sharp and is easy to read even in sunlight. All of the device's functions can be launched easily from its simple 4-button keypad (two arrow keys, menu key, enter key). The separate on/off button does not have any additional functions.

Just the device for every application
The fully featured version of the EX-TEC® PM 5XX gas detection and measurement device can detect up to five different gases. Thanks to its modular design, the user can tailor the device perfectly according to their needs.

For the construction industry, the EX-TEC® PM 580 displays the carbon monoxide concentration in the ambient air and triggers an acoustic and optical alarm in case of high values. Carbon monoxide is toxic and can be released when combustion devices such as boilers have an insufficient air supply. The gas is poisonous to humans.

Convincing features

All of the models in the EX-TEC® PM 5XX series are very user-friendly and suitable for any application thanks to their simple 4-button navigation and clear menu structure. Device inspection is supported intelligently by the device software and the illuminated 2.5" display can be read in any environment. The non-slip housing is easy to carry and, thanks to its single-hand operation, can be used by both right-handed and left-handed users. Should the hydrophobic filter come into contact with water, it protects the device and triggers the pump alarm. Filter contamination can be identified quickly and easily on the transparent closure in front of the easy-to-replace dust filter.

A short sensor and belt clip make use of the device even more comfortable, and are included as standard. Other sensors are available for users to customize the device for their exact requirements.

Running on AA batteries or rechargeable batteries, the device operates for a total of between 8 - 16 hours (depending on model and application).

Test equipment SPE AutoFlow simplifies necessary device inspection and reduces the amount of test gas required. The ATS 503/ATS 501 test station ensures precise measurement values automatically and reliably. Both are available as accessories. Powerful software called GasCom enables storage of the recorded measurement values and is used to configure the entire device.

Additional information on the SEWERIN EX-TEC® PM 5XX range of devices is available from SEWERIN distribution partners or on the internet.

www.sewerin.com

UNISIG Drills Down to the Smallest Diameters

By Eric Krueger and Ryan Funk, Engineering Team, UNISIG

The modern gundrill is an engineering marvel, a well-designed piece of equipment that does one thing exceptionally well. A new gundrill will produce round, straight holes with enhanced cylindricity even at its deepest points. And it does all this while simultaneously providing a fine I.D. finish and excellent tool life.

Like all tools, gundrills wear out, typically after drilling around 1,000". While a talented operator can still drill a hole with a worn gundrill, it will more often result in a loss of hole tolerance and finish at best. As gundrills wear, they require more thrust and torque while producing more run-out and experiencing greater drift. A dull cutting edge will produce irregular chips, which in turn cause spikes in coolant pressure – sure signs that failure is imminent.

Unlike some tools, gundrills are excellent candidates for resharpening. When performed correctly, the same gundrill can be resharpened to perform as well as a new drill as many as 8 to 10 times. The only significant difference between a resharpened gundrill and a freshly produced tool from the OEM is a slight back taper, an issue only for shops that require tolerances far beyond most manufacturers' needs – all other shops can simply account for the ever-so-slightly reduced tool diameter. Otherwise, the only visible difference will be seen in the length of solid carbide on the gundrill's tip.

Even coated drills can be sharpened. Naturally, this will reveal the raw carbide on the face, but this does not impact performance. The coating will remain on the wear pads and continue to improve the gundrill's size control and ability to leave behind a finished surface. Tool life will be impacted, but the only other option is having it fully resharpened and re-coated by the OEM, which will likely be less cost effective.

Manufacturers have several options for resharpening their gundrills. For specialized gundrills, such as twin-flute tools and those intended for ultra-high-feed applications with chipbreakers below a coating, resharpening is something that only a gundrill's OEM can do. A local sharpening service will likely have the proper equipment, but this requires having redundant tooling and factoring in lead time and transportation costs.

However, both of these methods result in a loss of process intelligence. The grinding process can offer valuable information manufacturers can use to optimize their gundrilling applications. As a result, more manufacturers that use gundrills are choosing to resharpen their tools in-house.

The main risk of performing resharpening operations in-house is poorly sharpened gundrills. Without the correct tip geometry, gundrills do everything worse: size control, roundness, cylindricity, finish, chip control, straightness and depth all negatively impact workpiece quality and result in significantly diminished tool life. This will cause operators to reduce feedrates or change out tools more frequently to achieve the necessary tolerances and out of fear of catastrophic tool failure.



Modern gundrill grinding systems make it easy to avoid these consequences. For the greatest advantage, one needs the full system. That means a grinder, the appropriate gundrill fixture and equipment for calibrating and inspecting the drill tip.

A basic, high-precision manual tool grinder is used as a platform for these systems, though the length of some gundrills necessitates a reinforced table for sufficient accuracy. Choosing a fixture can be more complicated, as gundrills can be ground in two different ways. Sweep grinding leaves behind a gradual transition between elements of the tip's geometry, while facet grinding creates distinct geometry. UNISIG typically recommends facet grinding, because the slight increase in tip strength produced by a sweep grind is outweighed by the repeatability and greater ease of inspection offered by facet grinds.

The final piece of advanced gundrill grinding systems involves a digital inspection camera capable of viewing and storing magnified images. Ideally, this will allow the user to perform measurements and identify flaws without taking the tool out of the fixture. In addition to allowing for highly precise grinding, this inspection is vital for process optimization.

Process optimization capability is the real added value conferred by performing gundrill resharpening in-house. Frequent inspection allows for the maximization of tool life. Shops become familiar with the wear patterns created by a given application and may find they are replacing gundrills too often. If a gundrill tip has even wear across its entire cutting edge, it could easily have many hundreds of inches of life left, something that will only become apparent with repeated inspections.

In-house gundrill resharpening also ensures that shops can obtain the best tip geometry for their given applications. Whether it is uneven or unexpected wear, or the sudden appearance of chips in the cutting edge, once a shop identifies an irregularity, they can then adjust speeds and feeds to optimize the process. The inspection equipment even makes working with tooling OEMs easier, since shops can send them a measurement set and picture of a tool when asking for advice on how to improve the geometry. With more experience, it becomes possible to tie a wear condition

back to the process. For example, if there is a visible build-up along the cutting edge, it is often because the rotational speed is too slow. Conversely, if the edge is wearing faster than the tooling supplier's data suggests, the tool is likely spinning too fast. Meanwhile, a chipped cutting edge suggests the feedrate was too high. With this know-how, shops can optimize the process and avoid future problems.

Fortunately, modern gundrill grinding systems make developing this know-how easy to achieve; in fact, the process usually takes longer to describe than it does to perform. After clamping in the gundrill, an operator can use geometry data from the tooling supplier to calibrate the camera. With the latest human-machine interface software, this can be as simple as drawing a line on the screen to establish the known gundrill diameter for repeatability purposes.

After calibration is complete, grinding can begin. The grinding wheel, turning in the direction toward the drill edge, makes contact with the drill tip after the operator confirms the correct rotational and X- and Z-axis orientations. A standard starting point grind will begin with the tip angled at +30° horizontally and +15° vertically with the rotation at +5°. The Y-axis is used to hold the tip to the grinder while feed is performed along the Z-axis at a rate of about 0,05 mm (0,002") per pass.

Some gundrills include an outer secondary angle parallel to the front cutting edge where the primary and secondary angles meet. It is critical that this primary facet is relatively narrow, since too much width will increase heat production and, consequently, reduce tool life. The operator next moves to the inner relief facet by moving the grind fixture -20° vertically in the opposite direction from the primary angle. This movement results in the formation of a point position with a length that is exactly 1/4 of the drill's diameter, or the "D/4" position, but other lengths may be necessary depending on the material.

Next, the operator moves to the front clearance, a facet with a point close to – but not touching – the front cutting edge. With standard gundrill tip geometry, a 0° horizontal angle and rotation as well as a +26° vertical angle will provide the correct position. While cutting performance improves the closer this point gets to the cutting edge, optimal edge strength requires placing the point slightly behind the edge. If a tip's geometry requires an outer secondary angle, the front clearance facet's point should meet it. Otherwise, the point of the facet is placed between 0,50 und 0,75 mm (0,02" und 0,03") behind the front cutting edge.

The final step on the grinder provides the oil dub-off, a facet with an edge tangential to the flute of the gun drill. Operators position the grind fixture at -30° horizontally, +25° vertically and +65° rotationally. The gundrill tip then feeds into the grinder at a rate that prevents cutting into the front cutting edge. The optimal angle meets the inner relief angle at the corner opposite the gundrill's outside diameter.

After grinding is complete, the operator can use a hand chamfer to create additional clearance for optimal performance. The finished gundrill is now resharpened and ready for use – a process that takes fewer than 10 minutes. Given the ease of use and the significant process optimization opportunities, it is time to re-think gundrill resharpening.

Further information on all machines and the complete UNISIG machine program is available at: www.unisig.com or follow the company on LinkedIn and Twitter (@UNISIG).

Photos: UNISIG





UNISIG is one of the largest producers of deep hole drilling machines and a leader in technology, innovation, support, and service that our customers rely on to be competitive. Our customers include small job shops looking to expand their capabilities, to large OEMs that need to drill millions of holes.

We offer the entire deep hole drilling system – machines, tools, and automation. We provide technical expertise, training, and remote as well as on-site service to help maximise the value of the investments our customers have made.

UNISIG machines are engineered and manufactured in the USA for our global customer base. Our machines can be installed and supported anywhere in the world. We have installations in the Americas, Europe and Asia and provide the technical support and service our customers need to stay productive through the life of the equipment.

We believe our success stems from a very strong understanding of the deep hole drilling process, drilling tools and their applications. We have a long history of achievement, regardless of the technical challenges.



For more information, please visit our website: www.unisig.com
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QUALITY HINGES FOR OVER 200 YEARS

Gold & Wassall have been manufacturing hinges for over two centuries, so it's safe to say we know what we're doing. Our team of experts can design and manufacture almost any hinge, for any application. We have made upwards of 250,000 unique hinge designs, with more designs being drawn up each day.

SEE MORE AT GOLDWASSALLHINGES.CO.UK/BESPOKE



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BUILDING UPDATE

ISSUE: 651 November | www.solutionspublishing.co.uk

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Domed Badges for all types of trade. As these badges look and feel quality, they are far less likely to be removed by the owner than simple stickers. However they are not expensive. They remain on your installation for years to come as your permanent business card. They are protected by their resin dome making them suitable for all types of installation including harsh environments.

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We are happy to work with your artwork, or design completely from scratch. We will advise you on the best materials for your application. So, the next time they want their shower screen fixing, boiler servicing, or a complete kitchen or bathroom overhaul, the owner of the property is far more likely to call you first.

**For more information, just
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call on 01995 606 158 or visit
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**The Bulmer Brick & Tile Co
see them on.....!!!**



DCON Safety Consultants
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Allerton UK
see them on.....V



Vandecasteele Houtimport
see them on.....VI/VII



CheckedSafe
see them on.....XI





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Waterproofing, Drainage & Sewage News

TuffStuff® Flexible GRP, the latest GRP roofing innovation from Tuff Waterproofing



TuffStuff® has created the best multipurpose GRP roofing system on the market, with its TuffStuff® Flexible GRP already receiving rave reviews from customers. One resin with endless possibilities, the Flexible GRP provides an exceptional combination of versatility and durability. Quick to lay, with no need to strip or re-deck a roof, this fast-curing system saves time and money.

Essentially it is a single-resin solution which can be applied to a multitude of surface types and structures including vertical sections. The resin can be applied directly to felt, asphalt, single-ply, GRP, concrete, timber or metal and with its combined fast-curing system the resin can be walked on within 30-60 minutes of being laid. Its highly flexible, extra-tough, seamless waterproof membrane rapidly breaks down with CSM reinforcement for quick and tidy detailing. Once laid and whilst curing, the TuffStuff Flexible GRP is showerproof.

There is no need to hunt down two or three tubs, as its one-pot system means one coat can last up to 10 years and two coats, 20 years (the 20-year system qualifies for a 20 year Product Warranty). Negating the need to strip back and replace, Flexible GRP saves time and money by overlaying a roof. To book a TuffStuff® Flexible GRP product demo, visit the company website below.

TuffStuff® is the UK's premium designer, manufacturer and supplier of heavy-duty GRP waterproof flat roofing systems. Located in North Yorkshire, TuffStuff® supply its products through a dedicated stockist network throughout the UK. The company's experienced product development team is always pushing the boundaries to create products that revolutionise the industry and effectively, make roofing systems simpler. British born and bred, the company works closely with its customers and its own UK based manufacturing facility to produce an evolving product range that is suitable for multiple flat roof applications.

The company is heavily established in 30 years of research and development and has been thoroughly testing and designing products for roofing applications since the 1980's. Perfect for use within a domestic or commercial environment, the company has grown year-on-year to become of the industries finest and most valuable assets to the GRP flat roof market.

Deploying a mission to create successful long-term relationships with its customers by understanding their needs, TuffStuff® deliver a range of market-leading products alongside a premium support service. Other products include resins and catalysts, reinforcing materials, roof trims, application tools, and decking boards. Each product category holds its own product range that embody the same TUFF traits designed to tackle all the elements.

Further to its product range, TuffStuff® is proud to offer the most comprehensive training programmes within the flat roof industry. It has a dedicated team on hand to deliver individual and group training sessions on the TuffStuff® installation process, the products within the range and how equipment must be stored to maintain its optimum condition. Striving to provide all customers with the highest standard of flat roofing products, TuffStuff® is always looking to improve. Part of the business is to offer technical support services to each customer ensuring they feel confident and have a support network behind them allowing them to get the best out of TuffStuff® products.

For more information, see below.

T 01977 680250
orders@tuffwaterproofing.co.uk
www.tuffstuff.co.uk

H.D. Services Ltd

Founded in 1984 H.D. Services Ltd. aim to provide the highest quality percussion drilled boreholes, sewage treatment systems and Open-Loop ground source heat pump installations in the South East. Feasibility can generally be confirmed upon receipt of a site postcode.

Sewage Treatment, Boreholes and Soakaways

We have been involved in the design, supply and installation of sewage treatment systems for over 30 years. We provide package solutions or we can design bespoke systems to meet individual client needs. Projects undertaken throughout the south east range from single households to large estates, business parks, farms, schools, caravan sites, hotels and public houses.

We offer a support service for consent to discharge applications to the Environment Agency - a requirement when installing sewage treatment systems. All our boreholes are constructed using the cable-tool percussion method - preferred by the Environment Agency (EA) when drilling the chalk aquifer - and are logged with the BGS.

Ground Source Heat Pumps

Open-loop GSHP installations utilise ground water as a heat source. Groundwater is pumped from the borehole directly to the heat pump where the heat is extracted. The water is then returned to the aquifer, normally via a buried harvesting tank. As ground water is utilised, there is the option of a potable water supply (subject to analysis

and suitable filtration). The heat pumps we install are manufactured by a British company and are MCS accredited.

The company is proud to employ land drillers, electricians, plumbers, civil engineers, heat pump engineers, graduates and fellows of the British Geological Survey. We are members of the WDA, GSHPA, REA, NaCSBA and are ISO 9001, 14001 and MCS accredited. At the start of 2021, H.D. Services Ltd won the REA British Renewable Energy Pioneer Award for successfully applying their drilling expertise to ground source heat pumps!

For more information please visit:
www.hdservicesltd.co.uk.



With over 30 years experience, we offer bespoke solutions for the domestic market throughout the South East. A free feasibility study can usually be determined upon receipt of a site postcode.

Ground Source Heat Pumps



H.D. Services Ltd is an award winning fully MCS accredited company providing the highest quality Open-Loop



Ground Source Heat Pump installations in South East England. We design bespoke systems using MCS accredited British manufactured heat pumps.

Our installations can reduce energy bills by more than 50%. We provide a one-stop solution for the domestic market

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- Complete supply and installation
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- Support in applying for the RHI
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www.hdservicesltd.co.uk
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TuffTechPRO

Protect your investment

Tuff Waterproofing launches new Polyurethane flat roofing system for commercial market

Tuff Waterproofing, the UK's leading supplier of heavy-duty GRP waterproof flat roofing, has launched a new system offering a combination of fast installation, ease of use and high performance which is ideal for the commercial market. Tuff Tech Pro VP/UV is a durable, completely seamless waterproof encapsulating membrane which is ideal for new or existing flat roofs, walkways, balconies and gutters. Its advanced fast-curing formulation is quick and easy to apply, significantly reducing time and labour on site. Available with installation training on request, the product is non-hazardous and can be applied in damp atmosphere.



Tuff Tech Pro VP/UV is completely dry within eight hours and fully cured within 24 hours to form a totally waterproof membrane across the whole of the application area. Brush or roller applied, the solution is designed for excellent adhesion to a range of substrates, including bitumen membranes, asphalt, metals, brick and concrete. It has excellent wetting out and moulding capabilities to accommodate complex shapes and details. Roof penetrations, ventilation and cooling plant can all be sealed and new plant can be easily accommodated.

A Tuff Tech Pro VP/UV is a high-build, elastomeric, moisture-triggered polyurethane membrane comprising three layers of advanced polyurethanes incorporating a separate technically advanced reinforcement layer. It can be recoated at any time prior to the end of its maintenance life, thus extending its working life indefinitely. Training is available at your local stockist upon request.

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www.tubosider.co.uk/trenchcoat



Stay safe with lightning protection

South West Lightning Protection provides a number of services throughout the UK including lightning protection, early streamer emission systems, upgrades of older systems, earthing services and design, safety line testing and inspection of horizontal safety line systems and PPE.

Established in 2014, South West Lightning Protection was created by Gary Libby who has over 40 years' experience in the industry. Located in Plymouth, the company also has an office in Scotland. "Our core service is lightning protection installations and testing;

we also design new systems. As we are a small company in comparison to our competition, we strive to provide a personal service to our clients." Stated Gary.

In recent news, South West Lightning Protection has commenced testing of roof mounted horizontal cable based mansafe systems, permanent ladders, guard rails, and safety anchors. These services are provided individually from the company's lightning protection services, and to save the client money, can be combined.

South West Lightning Protection work throughout the UK to assist its clients with their project requirements regardless of their location. Within its lightning protection service, South West Lightning Protection is able to offer a full installation and testing service, including BSEN62305 systems, BS6651 upgrades, NFC 17 102 early streamer emission systems and BS7430 earthing systems.

Some recent projects have included chimney upgrade works in Cumbria, new air termination networks in London and a new roof tape system in Plymouth.

South West Lightning Protection record all test conditions and results, and a reminder is sent out before the next test is due.

The system South West Lightning Protection use provides an alternative solution to protecting structures where the installation of a British system is not a feasible or a viable option.

Some benefits of its early streamer emission device include a more aesthetically pleasing device as the system only requires two down conductors and earth terminations to provide a path to earth. It is cheap to install and maintain, and as the number of roof conductors, down conductors and earth terminations are reduced, the system has a lower carbon footprint.

Its clients include electrical contractors, ministry of defence, NHS, companies in the sectors of water, commercial, telecoms and facilities management, as well as individuals. The company holds a health and safety accreditation by SafeContractor which audits the company training and safe systems of work. All company engineers are CITB card holders for the work they undertake, and DBS checked.

Inevitably, South West Lightning Protection experienced a disruption in the industry from COVID-19, however, as the company provides a safety critical work to the ministry of defence, it was classed as an essential business, so work was able to carry on at a reasonable level. "We have produced a company COVID-19 policy which protects both SWLP operatives and clients. We work with clients to ensure we are in compliance to any restrictions on work which may be stipulated by customers." Stated Gary.

As South West Lightning Protection continue to grow within the lightning protection sector, the plan is to provide long term employment to its existing work force whilst adding new members of staff. "Whatever your requirements, we're here to help." Mentioned Gary.

For more information, see below.

T 07807 334441
south@lightningconductor.org
north@lightningconductor.org
www.lightningconductor.org



Airport Business Centre
Estover
Plymouth
PL67PP

Also located in Scotland,
& London



www.lightningconductor.org

Formed in 2014, and having over 40 years of expertise in the lightning protection industry,

South West Lightning Protection, provides a full range of services from our office locations in the UK. With our trained operatives we are able to provide a full range of services, from conception to completion, and with our Safecontractor accreditation you can be assured works will be carried out adhering to all relevant health and safety requirements.

Whatever your requirements - we are always pleased to help

- **Lightning Protection risk assessments**
- **Installation & Design by accredited engineers**
- **Test & Inspection (BSEN62305, BS6651, NFC 17 102)**
- **Safety Line systems testing**



Tel: 07807 33 44 41

Web: www.lightningconductor.org

Email : North@lightningconductor.org — South@lightningconductor.org

Restoration News

Peter Minter: The Brickmaker's Tale

Peter Minter and his son Tony are well-known for their father and son business, Bulmer Brick and Tile. The family-run business has successfully been running for over 80 years and is extremely proud to say they have excellent expertise and knowledge in this industry.

Peter Minter wrote his own book, The Brickmaker's Tale, which entails a unique history of the Bulmer Brickyard and the craft of brick-making. Bulmer Brick and Tile pride themselves in saying that they are the most traditional in the UK that still uses methods to make bricks which dates all the way back to 1450. The firsts section of The Brickmaker's Tale focuses on the early history of the site, the second part of the book explores from 1936 onwards when the Minter Family acquired to the company.

Finally persuaded by family and friends, Peter Minter wrote a book that recorded some of his unique knowledge and memories in a book. The book highlights the story of the Brickyard and the people that have worked there throughout the years. The Brickmaker's Tale touches on the recreation of historic bricks for National Trust properties which include Hampton Court Palace and Blickling Hall in Norfolk, not to mention the bricks for the extension of St Pancras Station in London.

The Brickmaker's Tale is available from local bookshop Kestrel in Sudbury Suffolk or direct from Bulmer Brick & Tile Co Ltd.

Contact
T +44 (0)1787 269232
bbt@bulmerbrickandtile.co.uk
www.bulmerbrickandtile.co.uk



The Bulmer Brick & Tile Co Ltd



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bbt@bulmerbrickandtile.co.uk

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 by Peter Minter
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Bulmer bricks are made from the finest London Clays, dug from our seams almost continually since Tudor times. All Bulmer bricks are hand made, using traditional methods of making, drying and are fired in a coal burning, down draught kiln. We are a small family business continuing the traditions of brickmaking on this site dating back to the Middle Ages.

We work on large projects for the National Trust, English Heritage and Historic Royal Palaces, but are just as proud of some of the small private work undertaken by individuals.

The Brickfields, Bulmer, Sudbury,
Suffolk CO10 7EF
Tel: 01787 269232
Fax: 01787 269040
Email: bbt@bulmerbrickandtile.co.uk

Make your project possible

Building Update is proud to announce that DCON Safety Consultants Limited has received our Commitment to Excellence Award for 2020.

DCON Safety Consultants Limited offers leading health and safety consultancy and construction statute advice services. The company prioritises and specialises in the highest levels of informed and intelligent advice, senior project resource allocation



and compliance assurance. Informed by industry expertise, DCON Safety Consultants Limited knows that every project has potential risks, no matter what its potential benefits, so its team of highly experienced construction professionals helps to ensure clients' statutory conformity.

Upon gaining understanding of the specific needs, goals and desires of each client and their project, DCON Safety Consultants Limited is dedicated to implementing a design and construction management plan that will meet or exceed these requirements.



And, DCON Safety Consultants Limited ensures that there is honesty, integrity, trust and professionalism underpinning every project.

Moreover, the company's services are centred on three delivery principles:

- **Maximising Quality:** the company implements proven health, safety and wellbeing strategies to help clients achieve high quality and cost-effective work commensurate with the design of their projects.
- **Minimising Risk:** the company effectively manages design and delivery risk on projects to match each client's desired risk level profile.
- **Managing Compliance:** the company relies on its extensive background working on a wide variety of projects to assist clients in developing, monitoring and maintaining compliance performance.

This excellent service would not be possible without the leadership of Diarmuid Condon, a construction industry leader who brings unique perspectives to encourage, support and mentor the abilities of his colleagues. As a construction professional with a surveying background and experience spanning two decades, Diarmuid is emblematic of DCON Safety Consultants Limited's commitment to providing outstanding services to clients.

Diarmuid has contributed his invaluable expertise to over 400 projects over 20 years, with a client list including public sector departments, corporate owners, real estate developers, main contractors, design professionals and infrastructural bodies. With this incredible portfolio, Diarmuid is helping DCON Safety Consultants Limited to become a leader in health and safety consultancy across the construction industry.

Key to DCON Safety Consultants Limited's services is working as a Project Supervisor

for the Design Process (PSDP) in various sectors across the Irish construction market. No project is too simple or too complex for the company's PSDP consultants, all of whom are construction professionals with an average of 20 years' experience in the built environment. The ability to maximise this knowledge and skillset means DCON Safety Consultants Limited can generate distinctive and innovative ideas from traditional PSDP service inputs and outputs.

Additionally, DCON Safety Consultants Limited offers planning compliance assurance services. The ability to strategically support a positive planning decision is exclusive to the company. Its Draft Construction Management Plans (DCMP) inform the overall planning, coordination and control of a project from the beginning of construction to completion. The DCMP also safeguards the obligation placed upon a client to produce a safe, functional and financially viable project.

DCON Safety Consultants Limited also provides its main contractor clients with intelligent, practical, and reasonable physical site safety advice to support compliance and good practice adherence. Behavioural safety outcomes inform how the company approaches each solution with the contractor and their supply chain, identifying opportunities for improvement.



To complement this, DCON Safety Consultants Limited can also help with clients' health and safety strategy. Its holistic and integrated approach can help unlock substantial benefits for clients by providing a structured, objective and SMART framework for full optimisation through the creation of an environment that embraces health, safety and wellbeing.

This means DCON Safety Consultants Limited helps clients to improve their health, safety and environmental performance; enhance staff satisfaction thanks to improved performance; improve risk management and corporate governance with a clear audit trail; gain confidence from long-term planning, better sustainability and

performance; and improve overall corporate reputation, including greater staff satisfaction and a more efficient procurement and supply chain.



Finally, DCON Safety Consultants Limited can offer a safety expert witness service, which is headed by Diarmuid himself. He has extensively supported safety-related matters, and is a certified and competent safety professional who will work with clients to identify exactly what kind of safety expert is needed. Then, he will use an extensive network of contacts to recruit the right person to protect clients' interests.

DCON Safety Consultants Limited's fantastic service offering and proven track record

of offering leading health and safety consultancy services makes the company a worthy winner of our Commitment to Excellence award. Such achievements are proof that DCON Safety Consultants Limited is well-placed to help ensure your safety, health and wellbeing and make your project possible.

If you are interested in finding out more information on DCON Safety Consultants Limited's full range of excellent services, head to the website or get in touch directly using the contact details below.

T +353 (0)1 611 1556
info@dconsafety.com
www.dconsafety.com

A great ConSept from Allerton



Not only does Allerton install high quality units, the company also focuses on continual service of the equipment. This means that units Allerton has made and installed, of which there are over 1,200, are all still working efficiently across the country.



Allerton UK is a leading off mains drainage company, covering sales, servicing, commissioning, and repairs of all types of septic tanks, sewage treatment plants, sewage pump stations and soakaways. Working across the East Midlands and beyond, Allerton boasts a team of dedicated and experienced workers, all trained with British Water to ensure they are in the best position to properly assess a situation and correct it.

Established in 1974 by Jon Allerton, the company was originally concerned with draining farmers' fields. However, in the late 1980s, Allerton needed a new direction, and so began its work in off mains drainage.

As well as its sewage treatment plants and sewage pump stations which are made on the premises, Allerton also makes the ConSept. This converts septic tanks into sewage treatment plants, and can be fitted without excavations, apart from the shallow cable and air pipe trenches. This means customers can save around £3,000+VAT by avoiding excavators on site.

The ConSept uses the existing septic tank, removing the need to install a heavy plant or new tank, and it is quick to install to save time, money, and disruption. Moreover, it is manufactured using high grade composite materials and non-ferrous components, meaning the ConSept does not corrode. The equipment also has low maintenance costs, requiring servicing just once a year and desludging and emptying once every two years. Allerton will of course service and maintain all their own equipment, servicing, repairs, and surveys of sewage treatment plants is a major part of their work. The final effluent is discharged into a watercourse or soakaway, and installation and commissioning by Allerton's British Water Accredited engineers is included in the package.

"In particular, we make sure everything is explained to the customer from the beginning and throughout the process, and we always do what we say we will," said Jon Allerton, Director. "Minor problems are sorted out by engineers on site, and all the initial customer worries are dealt with in advance. We offer initial onsite advice, help with all paperwork such as planning and Environmental Agency permits, installation and ongoing servicing, including repairs. Every aspect of what we do is to please the customer."

In line with its ongoing expansion, Allerton has been taking on more staff and training them all to British Water standards. "I'm 78 soon, and the company has been recently restructured and is now Allerton Bradley Ltd. Jason



Bradley has been a large shareholder for several years, and has worked for the company for most of his life. His knowledge of all things sewage is vast, and at 36, he ensures the company can look forward to another 50 years of good service, and pleasing people!"

Allerton is continuing to expand, thanks to the real and immediate need of the company's services. Allerton's capabilities are helping people across the country save money, maintain their compliance with regulators, and ultimately protect the environment.

For more information on everything Allerton does, head to the website or get in touch using the contact details below.

T 0800 328 5492 / 01529 305 757
www.allertonuk.com



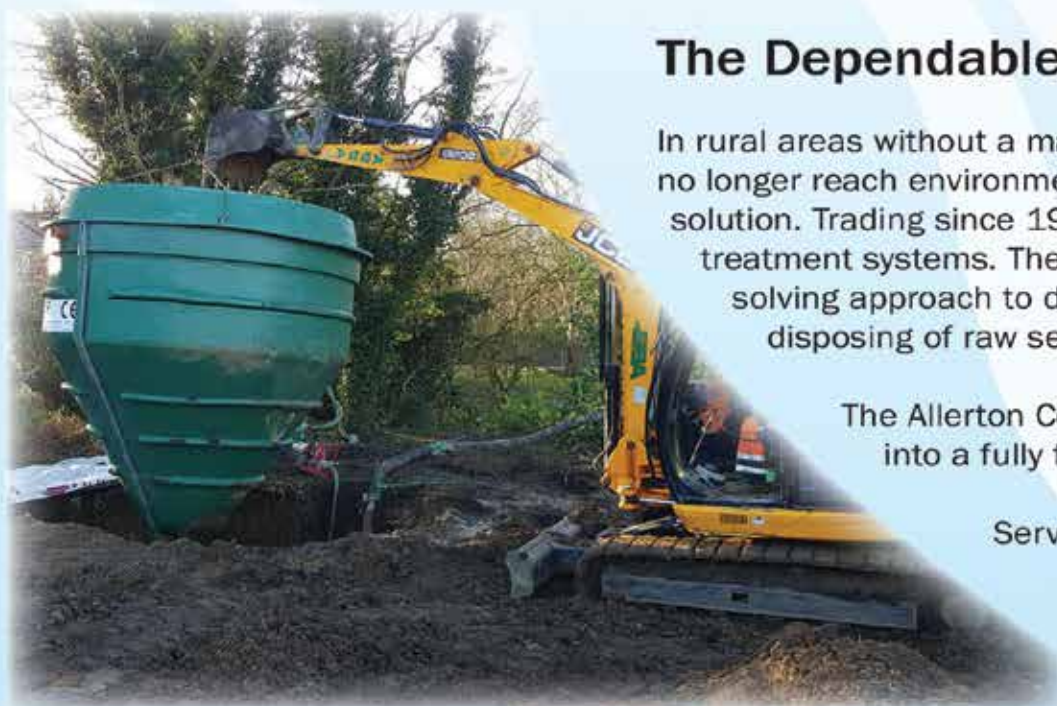
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Website: www.allertonuk.com

The Dependable Choice in Drainage

In rural areas without a mains drainage system, and where septic tanks will no longer reach environmental standards, Allerton can provide the ideal solution. Trading since 1974, Allerton are leading specialists in efficient treatment systems. They pride themselves on their individual, problem solving approach to dealing with alternative means of treating and disposing of raw sewage.

The Allerton ConSept converts your existing Septic Tank or Cesspit into a fully functioning Sewage Treatment Plant.

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The Diamond Sewage Treatment range is suitable for either individual homes or small population applications

When Gravity Drainage is not possible choose Allerton Pumping Stations for Sewage or Dirty Water



Family run business in fifth generation

Vandecasteele Houtimport is a fifth-generation family run business that imports timber and timber products from over 45 countries worldwide. Its facilities are located in Kortrijk, Aalbeke, Belgium, where the company specialises in the import, trading and export of tropical hardwood from Africa, Southeast Asia and South America. The company also provide Scandinavian and Russian Softwood, Siberian Larch, North American Soft and Hardwood and European Hardwood.

Established in 1883 by Louis Vandecasteele, the company has been passed down through the generations to its current owner Stefaan Vandecasteele. Stefaan took over the running of the company in 2000 and together with his son Louis and daughter Margaux, keep the company's family spirit alive.

of sawn timber products. In a matter of days, Vandecasteele Houtimport has the resources and ability to adapt and bridge the gap between sources of supply in Africa, Far East, South America and North America to Europe. This makes the company the first choice with many importers and merchants.

Utilising its vast and impressive stockholding of hardwoods and softwoods coupled with its strong environmental credentials. Vandecasteele Houtimport not only cares about nature and certified wood, but it guarantees to its customer, the commitment to only trade timber that comes from well-managed certified forests. With trust and reliability being an integral part of Vandecasteele Houtimport's DNA, it also holds the validation of many certificates from well-known organisations.



Constantly seeking to promote cordial relations with customers and suppliers alike, the heart of the company runs off mutual trust from all parties involved. Having the ability to adapt and react to the ever changing, fast-paced industry, Vandecasteele Houtimport always puts the customer's demands at the forefront of its service.

Working alongside timber importers, timber merchants and wholesalers, the company is able to deliver stock that is difficult to source within days using its own fleet of 18 vehicles. Its impressive set up allows its storage facility which is situated on 39.5 acres of land to accommodate more than 120,000m³



Aligns with the 17 sustainable development goals

Vandecasteele Houtimport has set a challenging goal to stock 100% certified timbers from 2025. Currently, 100% of the softwoods the company stock is already

certified and over 50% of the tropical hardwood. This number is continuously growing and makes Vandecasteele Houtimport the biggest stockholder of certified tropical timbers in Europe.

Currently stocking over 140 timber species, Vandecasteele Houtimport now provides its newest addition of stock that is certified European Beech and Oak in Joinery, Prime, Super Prime grades and flooring. The variety of stock from the company embellishes the company's taglines of 'Choose Life, Choose Wood' and 'Using timber is good, using certified timber is wonderful!' Vandecasteele Houtimport really do love what they do and have a strong passion to grow within the industry.

One way in which the company is making growth take place is its reaction to how BREXIT has and will change the industry. To combat new rules and importation structures, Vandecasteele Houtimport has set up a company in the UK – Vandecasteele Timber Ltd – which will facilitate the trade to all UK partners. A further challenge Vandecasteele Houtimport has had to overcome is the barriers created by COVID-19.

The business model of Vandecasteele Houtimport is to hold and keep all stock of over 140 different timber species. 18 months later, gaps have started to appear. Due to its extensive range of timber species that the company has invested in for a long time, now allows for lesser-known certified timber species to be promoted to its customers. The company take great pride in its work, with a mission to continuously invest in the best performing traceability and certification procedures, the highest quality organisational process and the permanent training of its employees.

Vandecasteele Houtimport endeavour to show that timber is the world's most ecological and sustainable material. And its future plans only echo the company's approach to sustainability within the industry. Vandecasteele Houtimport has a dedicated team to ensure all due diligence is up to date and in addition to the strict process, the company has invested in



a forest engineer in Brazil to ensure full control on the CoC of the Brazilian timbers purchased.

Circularity

Vandecasteele Houtimport are passionate about timber being used for sustainable building and construction material. Every step the company make boasts several ecological advantages showcasing the use of timber compared to traditional materials. With a low embodied energy and minimal carbon impact, timber really is the most sustainable material. It has an ecological, recyclable and biodegradable nature which is why Vandecasteele Houtimport is implementing a strict sustainability policy in all of its future actions and activities.

Long-term vision

Every step Vandecasteele Houtimport take, succinctly reveals the dedication and passion of the company and its future goals. As the company strive to be the European market leader in the trading of the richest assortment of certified timber, exclusively sourced from well-managed certified forests it is not going to be an easy journey, but it will most certainly be rewarding.

With the goal of maximising the social, economic and environmental value of timber, now and for future generations, Vandecasteele Houtimport is creating economical sustainable change in a world that needs it most.

For more information on Vandecasteele Houtimport and the products or services it provides, please see below.

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www.vandecasteele.be





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Calculate your environmental impact

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Using timber is good
Using certified timber
is wonderful

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genevieve@vandecasteele.be
+32 56 43 33 00
dave@vandecasteele.be
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Together we can create forests for the future

Established in 2014 by Nick Hollingworth and Liz Boivin, Tomorrow's Forests are specialists in high volume commercial reforestation, supporting industry, resource management, government, private landowners, and public institutions.

"A lot of building work now requires tree planting, so we work with railway projects, housing developments, infrastructure and many others to help do this with cutting-edge technology," explains Liz.

After winning its first contract in 2014 to plant 90,000 trees, Tomorrow's Forests has grown significantly and now plants around 2 million trees each year across its numerous contracts. "After our first contract, we started gaining more, doing subcontracting in Yorkshire as well as some work in Scotland. Since then, we have established ourselves as a main contractor for the work we do and cover the whole of

Forests planting expertise with scientific research to make sure the right species of trees are planted in the right areas, and additional habitat such as ponds and meadows are created alongside to maximise the biodiversity at each site.

"We started acquiring land, offering businesses and individuals the chance to give back to nature and create biodiversity in places where it has been lost. We are very excited about this new project, and it is going well because businesses are prioritising sustainability and examining their environmental impact. We have started tree planting on a new wet woodland site in North Somerset.

A lot of people are getting more interested in tree planting and the benefits it has, sequestering carbon and creating biodiversity and habitats for animals. I think COVID-19



England, Wales, and Scotland," Liz adds. This success is in no doubt down to Tomorrow's Forests' efficient, fast, and proactive nature. "When we start working with new clients, we often get positive feedback on how fast our team works. Our professional tree planters can plant around 3,000 trees a day each, so no project is too big or too small for us.

All of our team is trained and works hard during all daylight hours. For forestry work, we use a shift pattern of four days on, one day off. This helps to promote productivity, as they get a consistent day off that comes quicker than doing a five-day week as well as reducing the risk of injury. If we are working on construction sites, it is a five-day week, but the nature of the work is different from standard forestry."

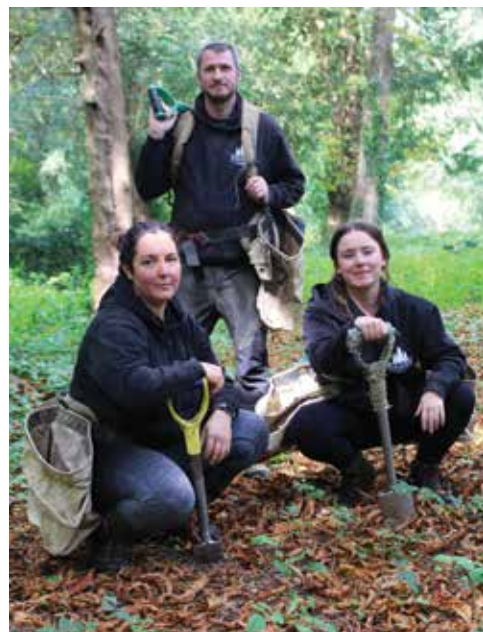
In September 2020, a sister company was established called Creating Tomorrow's Forests, with the mission to fight climate change by creating forests across the UK, providing new habitats for wildlife, and removing CO₂ from the



air. Creating Tomorrow's Forests was launched to make it easy for individuals and businesses to make a positive impact on the planet and replace the UK's lost forests, using Tomorrow's Forests' large-scale forestry experience. Instead of just planting trees for carbon sequestration, Creating Tomorrow's Forests is passionate about developing diverse woodland habitats for the long-term. The project uses the Tomorrow's

has brought things into perspective for a lot of people in this sense."

Indeed, although the pandemic halted many of Tomorrow's Forests' operations in line with the construction industry, it meant they had more time to focus on developing their new venture. "We want to work on expanding Creating



Tomorrow's Forests, acquiring more sites and diversifying what we offer. Once we've completed the site in Somerset we'll be moving onto somewhere else."

And it is certainly true what Liz says – during the lockdowns across the world due to COVID-19, nature reclaimed many areas. "Oceans were cleaner, animals were wandering the streets where they hadn't been before – it really put things into perspective for people. It's important we take care of what we have. Scientists have been saying for years that we need to protect



our climate, but it's easy to forget about this in day-to-day life. Putting a break on everything we were used to during the lockdown switched many people's focus to nature, with more of us taking walks in nature and in woodland.


For this reason and because of the push for carbon capture schemes, Creating Tomorrow's Forests has been getting more and more interest from businesses and individuals.

We are looking forward to developing the company further next year. We currently plant 2 million trees each year with Tomorrow's Forests, and we want to reach the same point with our

sister company."

If you would like to find out more information on either Tomorrow's Forests or Creating Tomorrow's Forests, head to the websites or get in touch directly using the contact details below.

T 01258 818003 Head Office
M 07824 673239 Nick Hollingworth
(Managing Director)
M 07760 263548 Elisabeth Boivin
(Managing Director)
office@tomorrowsforests.com
www.tomorrowsforests.co.uk
www.creatingtomorrowsforests.co.uk



www.tomorrowsforests.co.uk

Tomorrow's Forests can assist with the supply and planting of high quality local trees as well as sundry products required for your woodland creation project.

Our professional and dedicated team will carry out all the necessary surveys of your property, produce detailed designs and, with our skilled planters, will implement the new woodland creation to the highest standard and to meet your exact requirements.

We will provide help and advice throughout the process and ensure that specific government funding requirements are met. Following the completion of your woodland creation project, we can offer ongoing maintenance, upkeep and professional advice.

There are many advantages to the planting of trees on less productive or unused land areas and farmers and landowners can now obtain a number of government grant and funding options to help with establishing new woodland areas.

Woodland creation projects can be undertaken on suitable land from 3 hectares up larger areas of over 10 hectares and can provide substantial environmental and financial benefits.

Woodland Creation Benefits Include:

- Timber production
- Increasing land value
- Providing shelter for crops and livestock
- Providing new wildlife habitats
- Stabilising river banks
- Game cover
- Improving the amenity value

To find out how Tomorrow's Forests can help with your woodland creation project or to discuss the available grant options, please get in touch:

☎ 01258 818003 | ✉ office@tomorrowsforests.com

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Le Tonkinois Varnish can also be used to stain wood, and pigments can be mixed in with the varnish if a particular colour is desired, whilst still allowing the wood to breathe, a feature not typically found among other varnishes.

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Equestrian News

Quit foaling around, eliminate Sweet-Itch now!

Leisure Solutions is proud to feature Itchy Horse Company Ltd, an experienced no obligation advice service based in Mold, Flintshire. Itchy Horse Company Ltd uses its experience to offer extensive expert advice to owners of horses who suffer with Sweet-Itch.



Does your horse suffer with flies in their eyes? Or midges around their face and body? Having previously owned three horses coupled together with many years of hands-on managerial experience of The National Sweet-Itch Centre, Itchy Horse Company Ltd uses its expert no obligation approach to tackle the problem. Using all its necessary skills and equipment, Itchy Horse Company Ltd fully understand the distress caused by this condition to the carer and the horse.

Itchy Horse Company Ltd is the UK sole supplier of the renowned Swedish Boett Blanket and Hood which has been at the forefront of the treatment of Sweet Itch for 30 years.

With an abundance of information available on how best to care for your horse it can be difficult to know who to trust. This can lead to confusion and frustration, ultimately leaving the problem unsolved. Itchy Horse Company Ltd offer products that are tried and tested with great success. It believes in the products offered and will always go the extra mile for the customers to ensure 100% satisfaction.

T: **01352 840333**
M: **07825 152490**
info@itchyhorse.co.uk
www.itchyhorse.co.uk

Your material handling partner

In this issue of Building Update, we are proud to announce that we have selected Davison Forklift as our Forklift Solutions Company of the Month.

Davison Forklift became a limited company in 1977 and grew as supplier of forklifts to the manufacturing, logistics and supply chain of the West Midlands and surrounding areas. In the summer of 2017 the company was purchased by the Malcolm Harrison Group of Companies with the intention to grow organically and extend our hire portfolio. As part of this ambitious growth projection in early 2021 we moved into our current premises located outside Telford in Shropshire.

We are now dealers for Clark forklifts, Ausa Equipment and Machinery, Haulotte access platforms and Hako cleaning equipment.

As a company we have carefully selected our partners to offer the full range of counter balance forklifts, rough terrain forklifts, telehandlers, access equipment and cleaning equipment for all industry sectors.

Davison Forklift Ltd are members of the Forklift Truck Association/BITA and CFTS accredited to perform Thorough Examinations to the Quality assurance Procedural Code



Our product range enables us to offer equipment for long and short time hire and also sell new and used machines from our extensive stock.

With our industry wide connections we can also source equipment from other manufacturers and have a range of JCB TLT and telehandlers arriving this summer.

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

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T 01952 915 060 Telford
www.davison-forklift.co.uk



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For more information please contact;

☎ 01902 420 123

✉ sales@davison-forklift.co.uk

**Ablow Street,
Wolverhampton,
WV24ERz**

Complete compliance solutions



We are pleased to announce that CheckedSafe has been selected as the recipient of our Commitment to Excellence Award.

Since 2014, CheckedSafe has provided simple and inexpensive tailored compliance solutions. Established by Gary Hawthorne and Darran Harris, CheckedSafe is a SaaS platform compliance provider providing several apps and a web-based reporting system that is multi-functional and secure.

The CheckedSafe system offers organisations a complete solution, enabling them to manage and protect their workforce and comply with legal compliance requirements whilst reducing cost and liability. "We can provide you will a fully integrated solution - you can be completely paperless - also by using our system properly you will have a legally defensible product. We bespoke templates on the app to suit individual requirements, our latest release now means that the client can also do this themselves," said Gary.

Located in Burnley, its system is global and can be accessed from anywhere as long as you have an internet connection for the management portal, the app itself works off line and on-line so there is no restriction on using the app.

Both Darran and Gary's individual expertise has resulted in CheckedSafe being a nationally recognised company. "I am a transport professional with 30+ years in commercial

transport, and Darran has 25+ years as a solicitor, so our individual skills set us apart from other "IT" providers in the industry," said Gary.

CheckedSafe has a range of services from vehicle compliance solutions, compliance and regulations, risk assessment and incident reporting tools via the App that enables them to offer the client a complete solution. Gary explained, "We constantly develop our product from user feedback. We release new features at least every quarter and a new app probably every four months depending on what features we have developed. Customer feedback is critical to us, we know a lot about transport, but the end users have great ideas that we take on board and use to develop free of charge and push out to the CheckedSafe community."

CheckedSafe's web-based reporting system is accredited by DVSA and the FLTA and utilised across all fleet types of HGV, PCV, VAN, plant or utilities. If it needs a checklist, CheckedSafe can digitise and catalogue it, providing you with a cost-effective compliance solution.

With much of the industry yet to explore, over five



CheckedSafe Features

Smart, Simple And User Friendly!

Geo Tag

CheckedSafe uses the GPS on the driver's mobile device to pin point their location when they carry out the daily walk around check. The map location is included in the resulting report.

Bespoke Checklist

CheckedSafe has several DVSA recommended checklists however, all checks can be made bespoke. In fact, a checklist can be created for any vehicle or piece of equipment.

No Signal-No Problem

Checks can be conducted regardless of Wi-Fi connection or phone signal. All checks are stored on the device and uploaded automatically to the CheckedSafe CWS (Compliance Management System) when the driver is in signal area.

Platform Availability

Designed for Android and Apple mobile devices, CheckedSafe also runs on tablet (Android) and iPads and is also available on the Tom Tom platform.

Monitor Movement

We use the mobile device's motion sensors to track the driver's movements as they undertake the check, which ensures that the check is accurately being completed and you can see the driver moving around the vehicle.

Tamper Proof

Once data is recorded on the CheckedSafe App, it cannot be altered in any way as it is a fully secured service.

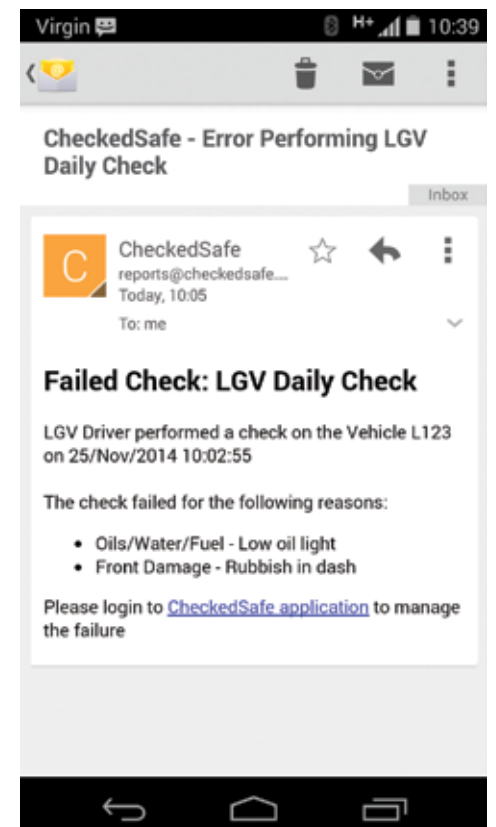
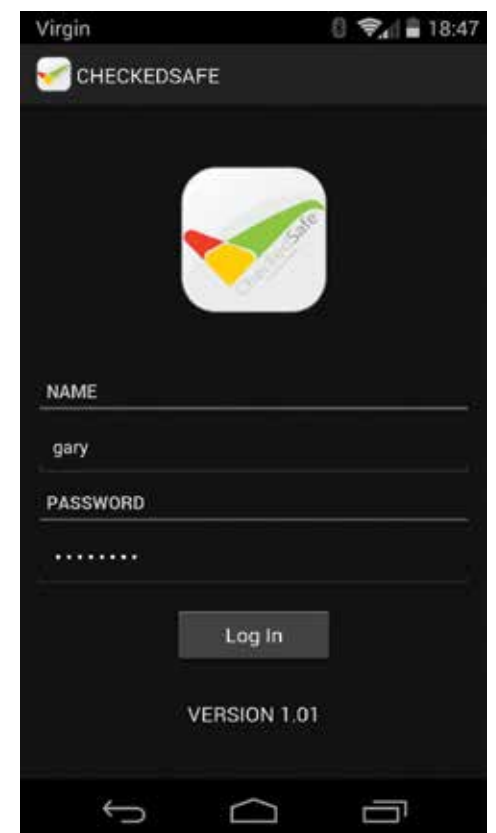
million commercial vehicles in the UK and over 20 million pieces of plant, there is a huge market for CheckedSafe to expand into. "Our plan is to furrow into the fleet industry and develop new features, and if from this market we get new ideas then we will look to develop them further. We have recently developed our API to link with Dynamic 365 for a large crane operator which will come into development later this year/early 2022," stated Gary.

Despite COVID-19, CheckedSafe has managed to outsource all marketing resulting in an increase in in-bound enquiries. Utilising platforms such as Zoom and Teams, less time has been spent travelling and more focus has been on growing the business from home.

Eight years ago, CheckedSafe was an idea, that today, has flourished into a fully successful business. Gary and Darran are passionate about what they do and provide a skill set that boasts professionalism and expertise. "We know our industry and our clients have an immediate infinity with us and put faith in us," said Gary.

For more information, see below.

T 01282 908429
info@checkedsafe.com
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- Lone Working

Contact us today for more information or to start a free 30 day trial email: info@checkedsafe.com **TEL: 01282 908 429**

Finding the right funding for you

Finding the right funding can be not only frustrating and tedious, but a long and often challenging task. Having a hands on approach, SME funding UK has over 20 years' of experience, specialising in commercial funding and invoice finance, and is well equipped with the resources, expertise and knowledge to assist you throughout the process of business funding. The company understands that as a business owner, you need quick results that provide you with the best funding solution. Utilising its expertise and access to over 150 lenders, SME funding UK has built a solid reputation on finding the right funding for its clients, echoed by its multitude of happy clients and testimonies. SME funding UK Ltd is a business finance broker

which was established by current Owner Henry Audley-Charles, to source almost any form of business finance for UK and Channel Island businesses, using traditional, alternative, peer to peer and fin-tech solutions. Henry maintains an impressive amount of experience and has been working in the banking industry for a multitude of years. Working with all the major players in the industry, Henry has worked with Lloyds, RBS and HSBC in Commercial and Senior Business Development roles as well as being the Regional Sales Director for an Invoice Finance Company.

Henry stated, "We are an Independent, ethical, FCA authorised and regulated finance broker. We help businesses borrow money from the right lender, at the right price."

Placing the utmost importance on customer care, SME funding UK Ltd is dedicated to providing the highest level of customer service, ensuring that it handles each application on an individual basis, creating and managing the initial relationship with the funder.

Working both ethically and transparently, the company truly takes on the importance of finding not just funding, but the RIGHT funding solution for its client, saving them time and presenting its clients with the straight facts. Expert customer service is at the forefront of the company's operations, utilising its finance background of nearly 30 years' experience of

banks, invoice financiers and independent funders; SME funding UK Ltd boasts the skills, expertise and connections to provide the best individual funding solution.

"We maintain a holistic approach to solving business finance problems. We working ethically to provide the right solution for the client, not the one that pays us the most commission." Added Henry.

SME funding UK Ltd assists its clients to find the right funding for a variety of needs including helping with new and used: equipment, tankers, tools, trucks, vans and yellow plant. This is in addition to business finance requirements, including: Asset Finance, Bridging, Construction Finance, Personal Guarantee Insurance, Buy to Let, Cashflow, Commercial Mortgages, Invoice Finance, Loans, Property Development and Working Capital.

SME funding UK Ltd maintains a varied and vast amount of accreditations, positioning the company firmly at the forefront of the industry for its expertise. Some of its most notable accreditations include being authorised and regulated by the Financial Conduct Authority, a member of the National Association of Finance Brokers and Financial Intermediary & Broker Association, and is registered with the Information Commissioner's Office. As the company is FCA authorised, this provides SME funding UK with access to better quality lenders ensuring that they can offer their clients the best deals.

SME funding UK Ltd's sheer commitment to assisting its clients is evidenced throughout its operations by various personal client testimonials.

Committed to assisting any UK business needing business finance and with constant expansion in terms of its services, SME funding UK Ltd also provides consultancy services to SMEs to

SME funding — UK —

*Helping you to find the
right funding, right now.*

help improve business systems and processes, specialising in the sales ledger and sales order process. In addition, the company is consistently searching for new financing and services to offer its clients and has recently launched aviation and marine financing.

With its reputation being built on continuously exceeding expectations for its clients, SME funding UK Ltd is looking ahead to its future, set on continuing its hands on approach and dedication to clients.

For further information, please see the details below or get in touch if you would like to discuss what options may be open to you via a free of charge, no obligation chat.

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SME funding have been instrumental in helping us source the right funding for our unique situation.

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In fact, we are so happy with Henry we have tagged him on our phone contacts as 'speedy money'.

Lisa Woodcock, Mulini Displays and Services, March 2020



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SME funding UK Ltd is a business finance broker. We help our clients find the right funding, right now! We can place most business finance requirements, including:

Asset Finance • Cashflow • Invoice Finance • Loans • Property Finance

We can help with new and/or used:

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We can also help with:

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Our clients tell us that we save them both time and money!

We are directly authorised by the FCA (FRN: 772970) and always act ethically to get the best deal for our clients. Please contact us if you would like to discuss what options may be open to you and we can have a free of charge, no obligation chat.

Consult the experts, contact SME funding UK Ltd today.

01223 848 844 | henry@smefunding.uk | www.smefunding.uk

Your home is at risk if you do not keep up repayments on a mortgage or other loan secured on it. SME funding UK Ltd is a broker, not a lender and can introduce you to a number of finance providers based on your requirements and credit rating. All finance is subject to application and formal credit approval.





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Harlequin continues to supply and install performance floors & dance studio equipment



Harlequin is the world leader in advanced technology floors and stages for the performing arts. Established in the UK over 40 years ago, Harlequin remains the industry choice for the world's most prestigious dance and performing arts companies, theatres, venues, universities and schools, production companies and global events.

Harlequin's experience and reputation are founded on the design, manufacture and supply of a range of high quality portable and permanent sprung and vinyl floors and studio equipment chosen by the world's leading venues – from the Royal Opera House to the Bolshoi Theatre, the Paris Opera Ballet to Sydney Dance Company.

Many universities, schools, theatres and performing arts spaces are using this time to re-design, re-purpose or repair their dance and performing arts facilities.

As lockdown eases Harlequin's installation teams are working with partners and clients to ensure we can carry out scheduled and new works where it is safe to do so. Following UK Government site safety regulations and social distancing guidelines, the Harlequin team are on hand for site visits and installations.

All Harlequin operatives have been briefed on the Public Health England (PHE) Site Operating Procedures (SOP) and Risk Assessment Method Statements (RAMS) have been updated accordingly.

Where face-to-face site visits are not possible, we can work with clients over Zoom and Microsoft Teams to carry out a virtual site visit.

When lack of dedicated dance space is an issue, Harlequin's Hire Service enables you to hire our Liberty sprung floor panels on a short or long term basis to increase your dance area in order to conform to social distancing measures.

Specifying the correct floor for dance and performing arts is critical to the safeguarding of dancers, protecting them against the risk of slips, falls and long-

term stress injuries. A good dance floor instils confidence in dancers to give full expression to their creativity, safe in the knowledge the dance floor will offer a consistent response.

Although dancers may not be the commissioning clients, they are the end users. When specifying a floor for dance, using general flooring or sports floor standards will not ensure the right floor is installed. Only a floor developed specifically for dance will do. Harlequin continues to work with dance industry

specialists around the world to research and develop floors that support the physical demands of dancers and give them a floor they want to dance on.

For information about specifying the correct floor for dance and performing arts, download our RIBA approved CPD online at: www.harlequinfloors.com or from the RIBA CPD page, or contact us to request a live session via Microsoft Teams (or similar).



For product information and advice, contact our technical team at: enquiries@harlequinfloors.com or call +44 (0)1892 514888.

Does your current project have a performing arts space?

Harlequin is installing now

Harlequin is the global leader in the manufacture, supply and installation of performing arts floors and studio equipment. We continue to manufacture and install our renowned Harlequin sprung floors, performance vinyls, ballet barres and mirrors and are working with our partners and clients to ensure we can carry out scheduled and new works where it is safe to do so. We are also offering both face-to-face and virtual site visits.

All Harlequin products can be easily specified and downloaded in RIBA Product Selector.

For information about specifying the correct floor for dance and performing arts download our RIBA approved CPD online at www.harlequinfloors.com or from the RIBA CPD page, or contact us to request a live session via Microsoft Teams (or similar).

For product information and advice contact our technical team enquiries@harlequinfloors.com or call +44 (0) 1892 514 888

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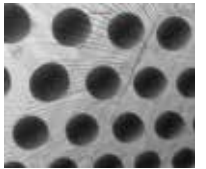
We have a variety of cutting-edge inspection and test equipment on hand, including functional testers and counterfeit part detection, high resolution x-ray with multiple CT imaging options, and acoustic microscopes for delamination detection within boards or complex devices.

We have the capability to find the smallest defects within your samples and image them with sub-micron resolution. Full failure analysis reports can be provided to help you understand where and how issues are occurring.

Cupio Services Ltd ☎ +44 (0) 1256 262800 ✉ info@cupioservices.co.uk 🌐 www.cupioservices.co.uk
Beechwood, Chineham Business Park, Basingstoke, Hampshire, RG24 8WA

The relative merits of X-ray and CSAM inspection for failure analysis

Modern electronic – and even electrical – subassemblies are complex devices that can fail for many reasons, either during manufacturing or in the field. Some failure modes, such as delamination, voiding or solder bridging, are mechanical, yet they cannot be easily seen as they occur internally.



Accordingly, a non-destructive way of viewing the subassembly's internal construction and components is needed; one that supplies images of sufficient resolution to clearly show where the fault lies.

In fact, two complementary approaches are available: X-ray inspection and Confocal Scanning Acoustic Microscopy or CSAM. Broadly, CSAM reveals air gaps, voids, and delamination in materials that X-Ray cannot see, conversely, voids in a BGA ball would be difficult to visualise with CSAM but easy with X-Ray.

CSAM techniques and systems non-destructively inspect materials layer by layer, delivering accurate and comprehensive results for failure analysis, strength, durability and reliability testing, and other insights.

X-ray and CSAM are somewhat overlapping yet also complementary technologies. One alternative is to use an inspection and test house like Cupio. This will give you access to either technology when you need it, without having to invest in capital equipment. It also gives you access to their expertise.

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Precision Engineering News



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of Bespoke Power Screws



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- ▶ **Component reclamation and enhancement**
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RSS260 safety sensor with new cost-saving features

Integrated software logic enables efficient safety solutions

The Schmersal Group has further developed its compact RSS260 safety sensor and equipped it with new software – the sensor now offers four additional, optionally selectable functions:

- Feedback loop monitoring
- Automatic restart / manual restart
- Reset
- Emergency stop monitoring

On the F0/F1 version, the RSS260 assumes the tasks of a safety relay module, i.e. monitoring of the movable safety guard as well as of the contactors directly actuated by the sensor outputs – monitoring is carried out by the integrated logic in the sensor, rendering a separate evaluation device unnecessary.

On the F0 version, the machine restarts automatically as soon as all safety guards have been closed. An additional 'enable button', without edge monitoring, can be switched into the feedback loop. The F0 version is suitable for small machines without a protective space that can be accessed behind.

The F1 version is recommended for smaller systems, where the hazardous area can be accessed by the operator, as it has a reset function. The edge-monitored reset button must be pressed



before the machine is restarted – when it is clear that the system is in a safe state and that no one is in the hazardous area. This function is consistent with the 'manual reset function' in accordance with EN ISO 13849-1.

The RSS260 with Q function is suitable for machines where the use of an EMERGENCY STOP switch is compulsory. EMERGENCY STOP switching elements integrated into a series circuit can be monitored by the Q function in the last sensor of the chain. This eliminates the need to install a separate safety circuit for the EMERGENCY STOP switches. The EMERGENCY STOP switching elements monitored by the Q function meet the requirements up to PL e. A reset button is required here as well, as no automatic restart of the machine is permitted after an EMERGENCY STOP command has been reset.

'The additional features of the RSS260 not only make it possible to save on a safety relay module, but they also reduce the wiring and installation effort. What's more, the Q variant does not require a separate safety circuit for the EMERGENCY STOP,' explains

Uwe Richter, Product Manager for Safety Technology, summarising the benefits of the new software.

Additionally, the RFID safety sensor offers a number of positives, even in the standard version: with its compact dimensions (40 x 18 x 30 mm), the

RSS260 with matching sensor-target combination is suitable for mounting on aluminium profiles as well as for use on many other door formats such as the common perspex doors and panels. The sensor has both an AS-i-Safety-at-Work interface and an interface for the Schmersal SD bus. The serial diagnostic

function (SD) enables series connection of up to 31 safety sensors and solenoid interlocks, as well as the transmission of non-safe diagnostic and status data for the connected devices.

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The Future of Condition Valve Monitoring

All industrial operations are continually driving to improve efficiency and productivity to increase profit margins and maximise bottom-line returns. In many sectors (such as the Oil and Gas Industry), this drive occurs against a backdrop of heightened health and safety demands and environmental concerns as well as the need to implement improvements on old assets that can often be operating beyond their initial design life.

An important means of delivering on these expectations is to reduce the number of unscheduled plant shutdowns. On average 92% of shutdowns are unplanned and cost oil and gas companies an estimated \$42 – 88 million a year in worst case scenarios. It has been observed that most unplanned shutdowns are often attributable to worn out equipment, and in a lot of cases is due to the lifespan of an element being exceeded.

With a routine maintenance schedule and a condition monitoring solution, operators could prevent costly shutdowns and increase production up time, reduce maintenance spend and improve plant safety. A study by GE found that data monitoring helped improve oil and gas maintenance schedules resulting in a 36% reduction in unplanned downtime, which in turn resulted in an average of a \$17 million improvement to the bottom line.

As such, asset monitoring, asset management, and predictive maintenance solutions are gaining popularity.

Condition Monitoring on Valves

As valves are a critical constituent element of any flow-based process, valve performance is an important factor to review when trying to prevent unscheduled maintenance, plant shutdowns and loss of batch production. The immediate effect of valve problems can then be the failure to meet client expectations whilst indirect effects may include higher insurance premiums and increased HSE scrutiny, meaning that, valve problems can often be very costly.

Whilst some operators are already deploying Condition Monitoring on Control Valves and Critical Valves, many valves, notably those used for On / Off process and shutdown applications, are often left unmonitored

Why aren't valves being monitored?

Whilst technology is available to monitor these valves, operators are dissuaded from this investment primarily due to the prohibitive hardware and installations costs.

Although some OEMs have touted various valve testing and monitoring systems, many of the solutions offered can pose operational, financial and/or functional implementation issues. This is because they are generally significantly more costly than traditional

systems; can require installation of new wiring and hardware and can have software integration. Where the automation is of relatively low value, as is the case with on/off valves, it can be difficult to justify the time and money involved with implementing a useful Condition Monitoring solution.

If, and when Condition Monitoring systems are installed on automated on/off valves, they typically require trained personnel to perform the monitoring task. However, due to a lack of training, lack of specific valve knowledge and insufficient time available, data will often only be analysed for a small fraction of automated on/off valves, if at all.

The result of all these factors is that, in the current environment, vast swathes of on/off valves are not being monitored and subsequently maintained in a meaningful or useful way, contributing to a significant increased risk of valve failures.



Introducing the Valve Diagnostic Monitoring System

Imtex Controls has been developing and manufacturing solutions for the process industries for over 30 years. As part of this history, Imtex have been supplying valve monitoring and testing solutions that are easily implemented to both new and ageing assets, to enable operators to log data from shut down valves for a number of years. However, it became obvious that whilst Operators are keen to explore Condition Monitoring solutions, investment in this area has been limited due to the lack of a simple, cost effective solution that allows for automated end-to-end data acquisition and analysis.

Following experience in data capturing for critical



valves a NEW automated valve diagnostic monitoring system (VDMS) has been developed to resolve all the implementation and investment issues. By providing seamless monitoring of automated valves using a simple but fully integrated, end to end solution, the system helps to deliver a safe and more productive plant of the future.

The component parts of the VDMS system allows this type of system to be installed without any extra cabling, no additional software, and no change in procedures, all for a similar cost to a standard valve position transmitter. This makes VDMS the first of its kind.

The difference between the VDMS and other technology available is that it is easy to install in both green field and brown field environments with minimal additional infrastructure requirements, but allows every valve operation to be automatically captured, analysed and acting upon if necessary through a cloud based diagnostics application.

The system monitors the health of automated valves through comparative and real time analysis of every valve operation with the goal of predicting time to valve failure. Maintenance and pro-active interventions can then be scheduled in advance of any issues. By cost effectively installing this technology on all automated valves, a plant can ensure efficiency of production, as well as prevent unscheduled delay and unsafe plant condition.

This technology is useful for all stages of plant operation and so can provide an opportunity to improve efficiency, safety and security of all plants, existing and future.

With big data now being recognised as the future of industrial and manufacturing processes, it's innovations like the VDMS that can make all the difference to data aggregation for safety, efficiency and not least profitability.

www.imtex-controls.com

Monitoring Valve Health through IIoT

As Industry begins to explore the potential benefits of embracing plant level digitisation, the opportunity to significantly increase efficiency through effective condition monitoring of equipment is clear. With the 1000s of valves typically used on any plant being one of the primary causes for unscheduled production downtime, huge potential savings can be realised through effective monitoring of their performance.

Most plants already have one form of valve condition monitoring device installed, namely the smart valve positioner on control valves. However, few utilise or even realise the diagnostic capabilities of these instruments, and, even where plants have tried to use positioners for condition monitoring, operational and knowledge limitations has only afforded minimal benefits. Where automation and instrumentation requirements are relatively low, as is the case with on/off valves that do not require the control functionality of a valve positioner, it can be difficult to justify the time and money involved with installing a smart positioner to provide condition monitoring information.

A number of companies have tried to develop bespoke systems for on/off valve applications but they can present the end user with other operational, financial and/or functional implementation issues. They are generally more costly than traditional feedback systems, can require installation of new wiring and hardware and can have software integration issues. Operationally, They will typically require site personnel to 'harvest' data and trained personnel to perform data review. These tasks will often be overlooked or performed un-systematically, resulting in the potential benefits of the system used to not be fully realised.

Introducing a REAL IIoT Valve Diagnostic Monitoring Solution

Imtex Controls, a valve automation and communication company based in the UK, has recently introduced a valve condition monitoring solution targeted at the on/ off valve market that addresses the implementation and operational demands that end users have. The technology, called Valvescan Diagnostic and Monitoring System (VDMS), has been designed to provide clear condition data for automated on/off valves without tasking the plant level operations team with any additional work plan requirements or creating any potential to compromise plant safety.

The two core elements of VDMS are:

Valvescan Field Mounted Device (VFMD) – Mounted on the automated valve in the same way as a traditional limit switchbox, the field mounted device gathers data from every valve operation and transmits this data via a cellular network to the cloud. The VFMD is purely a datalogger – it does not have control capability – and is powered using existing wiring infrastructure to the valve. The datalogging and transmittal within the VFMD is done in parallel with the Plant Control System so that plant operations run exactly as they did previously

ValveHealth Diagnostic Application – ValveHealth is a cloud based application that receives data from the VFMD via the cellular network and analyses it automatically. The results off this analysis can be made available to authorised users in a web portal or shared with a wider plant condition monitoring platform as desired. Alerts can also be configured and pushed out to the people that need to know, whether that be key plant personnel or contracted valve service providers

VDMS can be deployed in both green field and brown field applications with minimal additional infrastructure requirements. By comparing current performance signatures with historic 'as new' data, the system provides an assessment of the current health of the automated valve assembly with the goal of predicting a 'time to failure' value for the valve. Maintenance and pro-active interventions can then be scheduled in advance of any issues.

Find out more at www.imtex-control.com or call us on: 08700 340 002



Pioneering 24/7 IIoT Valve Health Monitoring

To find out more about the future of Valve Health Technology and increase your production efficiency
Call us on 08700 340 002 or visit our website: www.imtex-controls.com



How to easily market your brand and stay ahead of the competition



Not only can the badges feature company logos and contact details, they're also ideal for instructions and safety information. "If you're working in a hostile environment, for example, a domed badge is an easy way to display health and safety rules," explained David Wilkinson, Managing Director. "They can also be used for operating instructions for large machinery. They're quick and easy to apply to the plant, saving the cost of getting castings made especially for the equipment. Instead of putting a plate on, just stick on a resin domed badge for an attractive and simple way for workers to see information."

Dash Dynamics utilises the very latest technology and strictly controlled atmospheric conditions to maintain its leading standards. Providing in-house design services, Dash Dynamics can usually offer a turnaround of under one week, depending on the badge design. With such quick service, customers are always delighted with what they receive and often badges can be made the same day ready for dispatch the following. What's more, the company is experienced enough to deal with high volume orders, yet versatile enough to complete low volume, with the ability to produce a single badge if needed.

"We're happy to deal with anything from single prototypes or a full production run of 20,000 pieces. Our speed of service and personalised approach is where we score over other manufacturers. We're very approachable and are always up for a new challenge. We can work on designs with the manufacturer themselves or with a design agency working on their behalf. Also, should a manufacturer want to sell the same product but under a different brand, we can help with this as well. We are incredibly flexible, something which has definitely helped people struggling with their supply chains and other difficulties during the pandemic. We are here to help you, to talk it through and come up with a joint solution. It's about being a partner in someone's business, not just selling them the product."

Based in Lancashire, Dash Dynamics was bought by David Wilkinson in 2015 and has achieved impressive levels of growth year on year ever since. And, despite the COVID-19 pandemic, this year has been no different. "A few days after I furloughed staff in April, we saw a big spike in business, mainly down to our car number plate digits. There was a huge increase in people buying new number plates for their vehicles while under lockdown. I was basically living at the office doing 18-hour days just to satisfy demand while staff were furloughed."

"This year will be close to double what we made last year, and this

growth rate is continuing. We're currently rebuilding the website which will be going live soon, and we're looking at investing in new equipment to cope with increased demand. We've also moved to a split shift system to double our production capacity during the day. We've been investing in our people as well as our equipment, and will soon be taking on an apprentice to help train the future generation. It has been a great period of growth for us, and we're just continuing to move from success to success."

Whether you've considered using domed badges before, or weren't even aware what one was until today, Dash Dynamics is the ideal choice to help you promote your brand, retain your customers and generate new business, all with a simple addition to your existing products.

Keen to find out more about how Dash Dynamics can help? Head to the website or get in touch for a friendly chat with one of the team.

Contact
T 01995 606158
info@dashdynamics.co.uk
www.dashdynamics.co.uk



Industrial Solutions is proud to announce that Dash Dynamics has received our Best of Britain award.

If you're a manufacturer, you're likely to want to find an easy way to market your company. One of the fundamental ways to advertise your brand is through labelling on the packaging or product itself, which can also detail instructions and safety information for the user. But how can you make this stand out from your competitors, especially in saturated markets and a world inundated with adverts?

One simple, cost-effective and eye-catching way is to use resin domed badges. These offer a 3D effect with a durable, bold and glossy finish, creating professional branding which is sure to catch people's attention.

Dash Dynamics is the UK's specialist in the design and manufacture of domed badges, which can be entirely customised to feature your design, logo, and information. These are a fantastic way to promote your company directly on the products you sell or installations you complete. Whether you're manufacturing large machinery, or you're a sole tradesperson installing bathroom or kitchen appliances, a domed badge from Dash Dynamics is the perfect way to leave your mark and ensure potential customers know exactly who to contact.

The UK's domed badge specialist

ASK OUR EXPERTS

DASH
D Y N A M I C S

Domed Badges from Dash Dynamics

Based in Garstang between Lancaster and Preston, Dash Dynamics specialises in the design and manufacture of resin domed badges (also known as bubble badges) for a range of applications across a variety of industries. These products are fabricated using the latest technology under strictly controlled atmospheric conditions. We produce resin badges, labels and signs that are scratch and heat resistant, UV stable for both internal and external use.

We produce normal self adhesive vinyl stickers where the customer requires a simpler, cost-effective means of personalising products. We also offer a doming service for printers requiring their own production to be domed (please call us regarding this process as there are certain design and production requirements to be met to create successful and professional results).

All our products are tailor made to your requirements including small volume production. For a cost-effective and professional way to enhance and brand your products or promote your company, please contact us by phone or email with your requirements.

Please visit www.dashdynamics.co.uk

Tel: 01995 606158 • Email: info@dashdynamics.co.uk



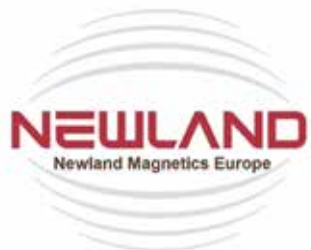
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Newland Magnetics: Create a better, cleaner world



Established over 12 years ago and with ISO 9001:2015 and IATF 16949:2016 accreditation, Newland Magnet Corporation Ltd, located in Ningbo China is recognised as a leading supplier and manufacturer of NdFeB magnets, magnetic assemblies, separators and more cutting-edge technologies.

Newland Magnetics Europe with its offices and warehouse located in Cognac France are part of the Ningbo Newland Magnetics group who with an annual turnover of more than £30M, and production capacity of 1,000 tons per year, is rapidly becoming one of the largest producers of high-quality NdFeB magnets in China. Additionally, Newland Magnetics Europe can



Newland Magnetics Europe SAS
Your total magnetics solution provider



Supplying a complete range of magnetic solutions from our European Offices

Newland Magnetics Europe with its offices and warehouse located in France, are part of the Ningbo Newland Magnetics group who have been manufacturing Sintered NdFeB magnets and magnetic assemblies for over 12 years. Now with an annual turnover of more than €30M, ISO9001:2015 & IATF 16949:2016 accreditation and production capacity of 1,000tons per year Newland Magnetics is rapidly becoming one of the largest producers of high-quality NdFeB magnets in China.

Newland Magnetics Europe can provide material data, technical, design assistance and sampling to assist with your application.

Once in production we can also provide a range of stocking options including consignment stocking at our location in France or within your own facility. Newland Magnets also supply Bonded NdFeB, Flexible magnetic sheets, magnetic powder, AlNiCo, SmCo, Hard ferrite and complete magnetic assemblies.

Please visit www.newlandmagnetics.eu

Tel: +33 (0)5 45 83 99 59 | Email: info@newlandmagnetics.eu

provide material data, technical, design assistance and sampling to assist with your application.

Are parent company in China has been working with a number of organisations including the Chinese Academy of sciences which has enabled us to now start supplying a range of rare earth metals with a very high purity of up to 4N. The materials we can supply include Neodymium, Samarium, Aluminium Scandium and Dysprosium.

The materials are supplied in ingots or powder form and in a range of packaging to enable easy integration into your production process. You can find the full list of pure material we can supply on our website.

More recently we have seen the cost of the raw material for NdFeB magnets increasing at an incredible rate with the price per ton of Neodymium jumping over 30% since the beginning of October. To help our customers manage this increase in cost we work with our engineers to try and find ways to use lower grades of NdFeB if possible and also look at using alternative materials such as samarium cobalt. Our Factory also control the manufacturing process to ensure any waste material is recycled back into production.

They also are recycling magnets from obsolete assemblies such as hard drives and motors to reuse the magnetic elements in their new production process.

If you would like to find out more about Newland Magnet's specialist services, then don't hesitate to contact the group today. More information can be found on their website listed below:

Contact
T +33 (0)5 45 83 99 59
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www.newlandmagnetics.eu



Way above the rest



Direct Hoist specialises in GEDA construction hoists and transport platforms, providing high quality, reliable hoist equipment to the construction industries. Boasting a team of hoist experts, the company implements a cost-efficient construction hoist solution for a variety of hoist requirements. With over 30 years of experience, the company showcases its wealth of knowledge through hire and sales of GEDA hoists and accessories.

Through the use of GEDA, the hoists guarantee reliability as they are manufactured through traditional German manufacturing practices of competence. Direct Hoist provides a vast range of GEDA Hoists, from small to large sizes, and it provides a diverse range of hoists with load capacities of 150kg to 3,700kg.

In terms of hoist types, the company maintains a diverse range of hoist products and capabilities. Direct Hoist provides a range of hoists for hire and hoists for sale. Within these ranges they include: scaffold erection hoists, goods hoists, transport platforms, inclined tile hoists and XL hoists.

With the highest quality being of the upmost importance to Direct Hoist, the company adheres to providing modern, sustainable hoists, which are maintained, installed and dismantled by a team of highly-qualified hoist specialists.

With this in mind, Direct Hoist boasts an array of accreditation, including Constructiononline, and the firm is also a member of Construction Plant-hire Association, Construction Hoist Interest Group and Construction Industry Training Board.

Direct Hoist also ensures that its hoist installation supervisors are trained to an NVQ Level 2 diploma in hoist installation.

Contact
T 01724 781647
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First class food machinery provision

Providing labelling services to the food and beverage sector, PFM predominately specialise in providing business leaders with exclusive vacuum packaging, slicing and weighing equipment both new and reconditioned. Additionally, they also distribute a widespread range of sundries including vacuum pouches, bags, sausage casings, rusk, sausage seasonings, professional knives and more.

The labelling company are also able to provide clients with an extensive after sales support service, catering to those who seek help with their items, extra equipment, adequate know how on how to maximise their product's potential and much more.

Their internal and external vacuum packages are particularly sought after, having been developed using top quality PA/PE material.








Similarly, their sundry and clothing is made using the finest materials, and encompasses commonly used cooking attire, such as aprons, gloves, hair nets, coats and trilby hats. Food equipment, which includes knives, steels and racks, are also popular purchases among clients. PFM also supply clients with first-rate safety efficient chain mail gloves, which have been specially fabricated for both hygiene and protection.



Their latest merchandise, the Epelsa Range of scales and printers, has been so efficaciously

constructed that they have attracted multiple clients such as the Co-Op, who have had this product placed in a number of stores across the UK. Moving forward, the company are looking to enlarge their current market footprint as a leading provider for the meat industry, extending their consistent and efficient services to new sectors and client bases.



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O&PM Europa Puts the Power of Precoating in the Customer's Hands

Netherlands-based O&PM Europa aims to disrupt the water-based digital inkjet print primers and precoatings space by putting the power into the hands of its customers and providing bespoke, flexible, and end-to-end solutions.

Not only will this innovative approach benefit customers by allowing them to manage the application of precoatings themselves, offering greater ink and substrate flexibility, cost savings, and significantly reduced lead times, but it will also serve as a catalyst for developments in the water-based inkjet print market. "Until now, there was no machine or precoating available which facilitated application by the customer themselves," explains Sales Director at O&PM Europa Dursun Acun. "The market so far has been dominated by the few, which ultimately slows down advancement."

With a heavy focus on research

and development, the experimentation has paid off with a number of successful testing rounds measuring absorption, adhesion, water resistance, scratch resistance, application, appearance, drying, colour gamut, and behaviour on substrates, and demonstrating unmatched flexibility and outstanding quality.

When it comes to the perfect precoating for a specific application, there is no 'one size fits all solution', which is why O&PM Europa has been dedicated to formulating with a range of ingredients and substrates. With eight standard formulations now available, the business has the expertise and skill to formulate upon request based on a customer's specific requirements.

Empowering customers to take ownership of the precoating process doesn't stop with the



formulations themselves. O&PM Europa's offering involves a total concept, which includes formulating and supply of the precoatings, the coatings system itself, and a printing system from O&PM's partner, Italian printing and finishing equipment manufacturer, Rigoli s.r.l. "Any company that wants to print on cardboard, flexible films, or packaging can come to O&PM Europa and find everything they need," concludes Acun.






Contact
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O&PM Europa is breathing new life into precoating and primer solutions for digital print.

With many years of R&D under our belt, we are delivering a total concept solution which includes the formulation and supply of outstanding quality precoatings, the coatings system, and even the printing system itself.

Our flexible solutions put the power of coating in your hands!

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Blossoming Bunches for all Occasions

In this issue of Leisure Solutions we have selected Lisa Flowers Floral Design as the recipient of our Commitment to Excellence Award.

Situated in Knowle, Solihull in the West Midlands, Lisa Flowers Floral Design provides florist services for all occasions.



Owned by Lisa, the shop benefits from her wealth of expertise in floral design and she provides unique, bespoke designs, specifically created for each customer. "I qualified in 2008 and established Lisa Flowers Floral Design formally April 2011." Lisa continued, "I provide flowers for all occasions including Weddings, Hand Tied Bouquets for everyday use, Funeral & Sympathy Flowers and Restaurants & Bar displays."

Excelling in its services, Lisa Flowers Floral Design is passionate in designing unique, breath-taking floral designs that capture and create the right visual appearance to meet the needs for each customer. Catering for all big life events as well as personal day to day events, Lisa provides services for gift bouquets/ flowers, birthdays, weddings, corporate entertainment, special events, celebrations, sympathy and funeral tributes, Valentine's Day and Mother's Day.

"I pride myself on providing an individual bespoke service. Every client is unique and no two orders are ever the same. I create

individual designs to suit all budgets." Lisa stated.

Lisa Flowers Floral Design has been able to carry on working throughout the COVID-19 pandemic and has seen an increase and importance placed on its services, for providing loved ones with tokens of love and affection, while families and loved ones have been separated due to COVID-19 restrictions.

"I have worked constantly through this unprecedented year. It has been incredible in every way and it has been helping to keep families in touch from all over the UK and internationally too." Lisa expanded on some of her recent achievements, "I have recently become the floral designer for Jaques Restaurant in Knowle which is a new bespoke restaurant. I have also achieved awards over the last three years with UK Wedding Planner and I am the preferred florist for Taylor's Independent Funeral Services in Knowle."

A clear favourite service provider for its community, Lisa Flowers Floral Design provides a personalised, professional service



which has helped to establish Lisa as being the preferred choice for floral designs in the community.

For any further information, please see the details below.

T 07900 881867
www.lisaflowersfloraldesign.co.uk

Unique Woodland for any corporate event in an AONB

Nestled in the idyllic East Devonian countryside is Boveys Down Farm, a quiet and rural retreat offering Woodland Weddings, glamping (March – September) and year-round camping.

Boasting stunning views of the Farway Valley in an AONB, Boveys Down Farm is situated a few miles from the Jurassic coast, and no more than 15 minutes away from beaches, pubs, shops and restaurants, making it secluded yet conveniently close to everything you could need for a camping break.



Five years ago, the farm became a fully licensed venue for weddings and civil ceremonies. We had the pleasure of speaking to Pam about what makes Boveys Down Farm the perfect venue for your special day.

"We offer a totally unique, rustic wedding venue where people can get married in the stunning surrounding woodland, and we can cater from small to large parties; we've welcomed groups of just seven people all the way to over 100! We have a full bar and an onsite catering team offering high quality food, such as hog roasts and roast dinners. We build everything around the bride and groom and provide all they could need to ensure their special day runs smoothly."

Indeed, the Woodland Pavilion used for the ceremonies is situated in a small area of woodland, close by to the indoor barn and commercial kitchen. Beautifully presented with careful attention to detail, the pavilion blends perfectly into its surroundings and boasts plenty of room for the ceremony.

Additionally, there is a small car parking area for the bride or groom to arrive, before



they walk along the carefully woven path to meet their spouse at the venue. After the ceremony is complete, Boveys Down Farm offers The Swallow's Rest, an indoor barn to host the reception. Everything can be modelled to meet your unique requirements, with competitive prices to make sure you won't break the bank.

What's more, there is the option of booking part of or the entire site for the exclusive use of your wedding party, and Boveys even

offers a bridal suit consisting of two luxury glamping tents joined together.

If you would like to find out more information on booking a camping trip at Boveys Down Farm, or hiring it as a beautifully unique wedding venue, head to their website or get in touch using the contact details below.

T 01404 871436
info@sweetlands.co.uk
www.boveysdownfarm.co.uk

Homely, friendly and relaxing feel – The George

Situated in the picturesque village of Orton, The George is a traditional Country Inn and Pub nestled on the border of the Howgills and the Eden Valley.

A family run business, visitors at The George can expect nothing less than a warm, friendly and comforting welcome.

Producing an enviable selection of traditional real ales and home cooked food using locally sourced produce, The George's menu is an unmissable experience. The George prides itself on using local produce, sourced from within a 20-mile radius of the George Hotel. Offering an abundance of traditional pub grub dishes, alongside its selection of drinks, The George is the perfect spot to meet up with friends and family.

Looking to stay? The George maintains eight rooms on its premises, providing Bed and Breakfast at extremely reasonable prices. The rooms include single, double/twin and a family room. All rooms contain a TV and have tea and coffee making

facilities. Specifically designed to provide a 'home away from home' feel, all of The George's rooms feature comfy beds and a warm, homely feel making them perfect for a snooze after a long day of exploring the nearby attractions.

Being perfectly positioned, Orton is just three minutes from the M6 Motorway (Junction 38) and is four scenic miles from the M6 Motorway (Junction 39).

There is plenty to see in terms of its surroundings and The George is also on various coast to coast and cycle routes including Alfred Wainwright's "Coast to Coast" walk and Walney to Wear & Whitby Cycle Route (W2W).

Whether it's for a pint in the sun, enjoyed in The George's outside terraced beer garden or a cold winter's night with delicious food cosied up in front of its roaring log fire, The George offers a relaxed atmosphere with a friendly personal service all year long!



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“The Three Pillars of Corporate Excellence”: Vision – Culture – Branding

Globally, the Covid-19 pandemic has brought about a massive disruption to traditional work practices with many staff at all levels having to work from home and arrangements for more face-to-face interactions characterised by radically enhanced health and safety measures. Businesses which do not pivot to this new reality are likely to go to the wall and those which have relied on various bailouts without using the time to adapt their work practices are the most vulnerable.

The storm clouds of Covid have gathered but, for those with the right mindset, it may have a silver lining. It has forced business owners and managers out of complacency and caused them to make changes in outdated practices which perhaps should have been made anyway. This includes enhancing their online presence, moving towards cashless transactions and considering necessary adjustments to staffing at all levels from management to the shop floor.

One of the characteristics of disruption and chaos is that the settled state which follows is almost always at a higher-level, providing opportunities are grasped and learnings acted upon.

This means going back to basics and understanding the three pillars of corporate excellence – vision, culture and branding. The harmony between them is responsible for how the corporation is perceived in the world. In turn, this is reflected in profits which at the end of the day is the main reason that most businesses exist.

These three pillars require to act in synergy and, while continually adapting, the corporation needs to protect its identity, culture and reputation. Too often these are separated when they become silos, instead of pillars. Silos by definition are hidden from the world and from each other. This separation contains the seeds for destruction when staff and departments do not act together for a common purpose.

Vision/Mission

The vision statement defines the *raison d'être* of the company. It is about the future and where a company wants a community or the world to be as a result of its service. It must be meaningful and inspiring so employees at all levels can ascribe to it and feel they are participating in something worthwhile. It is a story, reflecting ethics and values to which all may subscribe. It is about internal communication and is a living document which needs to be continually revisited and revised.

While vision is about the future, the mission statement is about the present and is a manifestation of the vision. It is about the actions and orientation required to achieve the vision with a roadmap of how it is going to be achieved, placing the business squarely in the context of its environment. A vision statement is therefore internal to the company and about employees, whereas the mission statement is about external perception and targeted towards the customer base. Together, they form an integral part of the strategic plan.

The job of management is to translate the vision and mission statements into the three levels of strategic, tactical and operational management. In other words, setting the direction in line with the vision, deciding how those objectives are to be fulfilled and goals achieved on a continuing basis and then how the plan is going to be carried out on the

ground in terms of day-to-day management.

It is the function of the CEO and management team to confidently command, control, coordinate and communicate the vision and mission with clear, consistent messaging throughout the organisation. Externally, this is reflected in customer confidence and trust, which comes from knowing the “why”, the purpose for which a company exists in the first place and having a quality product delivered to them on a consistent basis by empowered and motivated staff.

Culture

The second pillar of corporate excellence is the culture within the organisation. Culture develops when a group of people with similar values act together consistently in terms of their team, their section, their region and ultimately their whole organisation. For the culture to be positive it must be healthy and aligned to the values of the organisation, so staff can perform to a high standard. This can make or break any business depending on whether the overview is selfish or external.

Company culture affirms the beliefs, behaviour and ethics within the organisation, informing how employees and management interact and handle business transactions and therefore is essential to success. It reflects a set of values which, unfortunately, are more often implied and not expressly defined. While culture will develop naturally over time, it is the responsibility of management to ensure it stays aligned with the vision by constant evaluation and encoding.

It is fundamental aspect of leadership that the chief executive aligns with and models the values of the organisation, ensuring these are integrated into the fabric of a business.

It is something staff at all levels from the top team to the shop floor need to believe in and uphold with clarity of purpose. This allows decision-making to be delegated to lower levels within the organisation since employees can be empowered because their decision making is guided by their moral code, integrity and values. It is an essential element of any staff retention strategy.

The atmosphere within a business pervades how people perform/work. The more fragmented and spread out they are, the more isolated they become, leading to more difficult lines of communication and consequently a lesser tendency to cooperation. In the present Covid situation, the development and maintenance of company culture has become a problem with so many people working from home.

Further, new additions to any workforce learn by both training and apprenticeship. Those who graduate from training schemes should be basically competent and confident in what they do as they are actually hired for their technical expertise. They do, however, need nurturing, supervision and day to day guidance which is often difficult when senior staff are working from home and not interacting with new employees. This can result in them becoming under confident and demotivated. Nurturing new staff is therefore of vital importance.

The young learn from the generation above them by emulation which “rubs off” over time. They need to be in close proximity with their trainers, coaches and mentors so that, not just competence and confidence, but also ethics



and values develop in a healthy way. No-one is born with ethics and value systems, but these grow and develop over time and are learned from those around them.

Branding

If culture is internal, branding is about how the company is seen and judged by the outside world. It is about the interaction between a company and its customers which basically comes down to personal communication. Marketing is all about the brand and how customers feel by associating with the business. When vision and culture are aligned, actions by company personnel generate certainty and trust in clients which leads to business success. A lack of trust by clients and customers is the most common source of business failure and this is obviously reflected in the bottom line and market value.

There are two types of branding, branding by association and branding by results. Individuals working for a company are branded by association with the company's reputation.

In turn, the company is branded because of how those individuals achieve results with customers and how satisfied a customer is about the way in which employees in the past have represented the business. There is, therefore, a closed loop between them.

Senior management must get out of their silos, be visible and fully aware of what is happening on the shop floor. For successful branding, all employees have to be customer based and service orientated. It is through listening that we develop an understanding of what the customer wants and needs, so mechanisms have to be in place to process feedback as well as analysing and acting on trends. It is this analysis that impacts business success. At the end of the day businesses succeed because their customers are successful.

The brand of a company has to be nurtured and protected, which is one of the prime responsibilities of a CEO. Branding starts with defining how a company wishes to be perceived, organising the business, communicating that promise with consistency and being accountable.

Branding helps customers relate to a business and is the prime marketing drive because it

gives a pre-set understanding so customers know what to expect and they will always expect what they know. It is all about credibility, consistency and through them the generation of trust.

Conclusion

Corporate excellence does not happen by accident. Concepts of excellence change since they are in the eye of the beholder. Therefore, corporations must be constantly looking for both internal and external feedback on how to make their offering better, faster and more efficient, to increase profit margins and ensure the ongoing success of their customers.

The three pillars of corporate excellence are found in the vision, culture and branding of the company. It is the duty of the CEO, management and all employees within the organisation to ensure the highest quality of service and product delivery. This can only happen if everyone has a similar value system with a pride in the company and its vision.

To avoid complacency and ensure progress, companies need to constantly change. This may require shaking up what is delivered, redefining it and then solidifying the systems again. For many companies, the changes forced by Covid-19 can have a positive benefit in terms of future success, provided there are systems in place to support the staff teams and protect the culture. Throughout history, those companies which do not pivot to stay relevant in the changing environment will not survive.

The sky is not falling in, it is opening up for opportunity. All it requires is the right mindset, skillset and action plan.

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