

INDUSTRIAL SOLUTIONS UK

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Unisig

see on page 3

Camb Machine Knives

see on page 6

Precision Technology

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Allerton UK

see on page 11

“ Unisig is one of the largest producers of deep hole drilling machines and a leader in technology ”

See more from Unisig on
pages 3 & 4



UNISIG

DEEP HOLE DRILLING SYSTEMS
machines + tools + automation

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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 652 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 Direct Hoist and Allerton UK.

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

Secondly, we are featuring Sound Damped Steel with the 'Noise Control' profile following their impressive performance over the years. For more information, turn to page 12.

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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Company of Choice

Direct Hoist

What does it take to make Industrial Solutions's company of choice? Does it need impressive business acumen and first-rate customer service? Of course it does. But it also takes dedication to staff safety and training. It means commitment to supplying the exact-right products and services to every client. It involves amazing growth in the face of global turmoil.

Construction hoist supplier Direct Hoist is the well-deserved winner of this year's coveted award – a trophy that lines up alongside many other accolades to recognise this forward-thinking firm is rising to the top.

A leading hire and sales specialist in GEDA machinery – a respected German brand that's been an industry leader for 90 years – Direct Hoist is based in the Midlands and serves industry throughout England.

Direct Hoist's success can be attributed to its founder, Rob Wilson, a man with more than 30 years' experience in construction hoists, and a man whose dedication to business is equalled only by his attitude towards customer satisfaction.

Rob says, "Construction hoists are part of a fast-moving industry, and we're one of the best in the game. We offer free advice, site surveys

and expert project planning. We establish what's essential, and what may be wanted in three or six months' time. Customers' needs often change, and it's more cost-effective for us to provide the right equipment from day one. We know what, where, when and how big, and we advise accordingly. Our know-how ensures we get it right every time."

Direct Hoist's impressive product knowledge means its versatile GEDA equipment can be reconfigured for



almost any circumstances – taking account of load calculations, equipment specifications, and whether there are any voids below ground or obstructions (such as telephone lines) above.

Thanks to Direct Hoist's ever-expanding fleet of hoists, there's a tool for every task. From scaffold hoists to gantry hoists, from tile hoists to 5x2.9m lifting platforms, Direct Hoist has modern, highly-maintained hoists always available.



Rob reports, "It's all about the speed of build, and the most effective solutions to reduce costs. For example, a hoist dramatically speeds up the construction of scaffolding because 21ft scaffold tube can be carried vertically and safely, on a much smaller footprint."

Compact machines such as the GEDA 250 Comfort inclined hoist are popular all-rounders, ideal for roofing jobs, taking heavy items (up to 250kg) through upstairs windows, or transporting tools down to cellars. The GEDA Star 200 electric rope hoist is similarly versatile, featuring a swivel arm to lift objects between storeys or onto the roof, up to a working height of 50m. Little wonder, then, that many scaffolding companies, removals specialists and energy installers are buying their own construction hoists. Similarly, sole traders and smaller building firms are getting on board with the benefits of a hoist.

And now, on top of market-leading sales and servicing, in-house training and finance is available on Direct Hoist products – so there's really no excuse not to give your business a lift.

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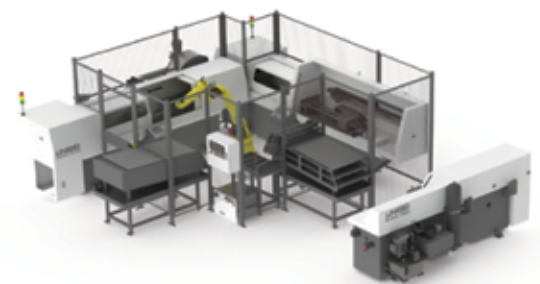
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UNISIG Drills Down to the Smallest Diameters

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 resharpener. 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 optimisation.

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).



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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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, who 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:

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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.

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A cut above the rest



Situated in South Gloucestershire, specifically in Yate, Bristol, CAMB Machine Knives dedicates its efforts to the professional supply of contemporary, razor-sharp tools that can be efficiently and effectively employed in many operational environments. The business was set up in 1989 by husband and wife team Jerry and Christine Milner upon realising that there was a substantial gap in the market for these particular products.

"We specialise in the replacement and re-grinding of industrial knives," Jerry told our journalist. "Targeting customers in all sectors that use knives in their production processes, we stand out from our competitors and continue to succeed because we offer clients our expertise with quality products, quick turnaround and very competitive prices. We have no complaints and the only change we have experienced in recent times is us becoming limited in 2014, so we are happy with our progress and are looking forward to experiencing continued growth in the future."

Having advanced significantly over the years, CAMB Machine Knives has become an internationally acknowledged brand that has been widely appreciated for its extensive array of high performance products. Its impressive portfolio comprises, to name a few examples, circular knives, top dished knives, bottom knives, toothed knives, straight knives, anvils, tray form blades, razor blades, shear blades, guillotine blades, granulator blades, carpet knives, tobacco knives and confectionery knives.

Although predominantly utilised for poultry processes, the stainless steel knives are suitable for use in a variety of applications – the utensils have proven of great value to those working within the food, packaging, processing and industrial segments. Although similar in many respects to the prototypes currently found in the market, CAMB Machine Knives are deemed a more economical option because of their competitive pricing and high calibre product.

The re-sharpening service is available to anyone who has purchased a knife from the company. Should they require this, this amenity can be arranged on a weekly basis for consistency and convenience. This is also a great facility for clients who are looking to fully regrind their knives, as this enables them to keep their equipment polished, practical and purposeful with greater efficiency and less downtime.

For complete customer satisfaction, CAMB Machine Knives operates with a next day delivery service and strives to source the best and most appropriate solution for the application in question.

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countries in a safe and secure way.

If you are interested in making an enquiry, or would simply like to find out more, please don't hesitate to contact CAMB Machine Knives at your soonest opportunity.

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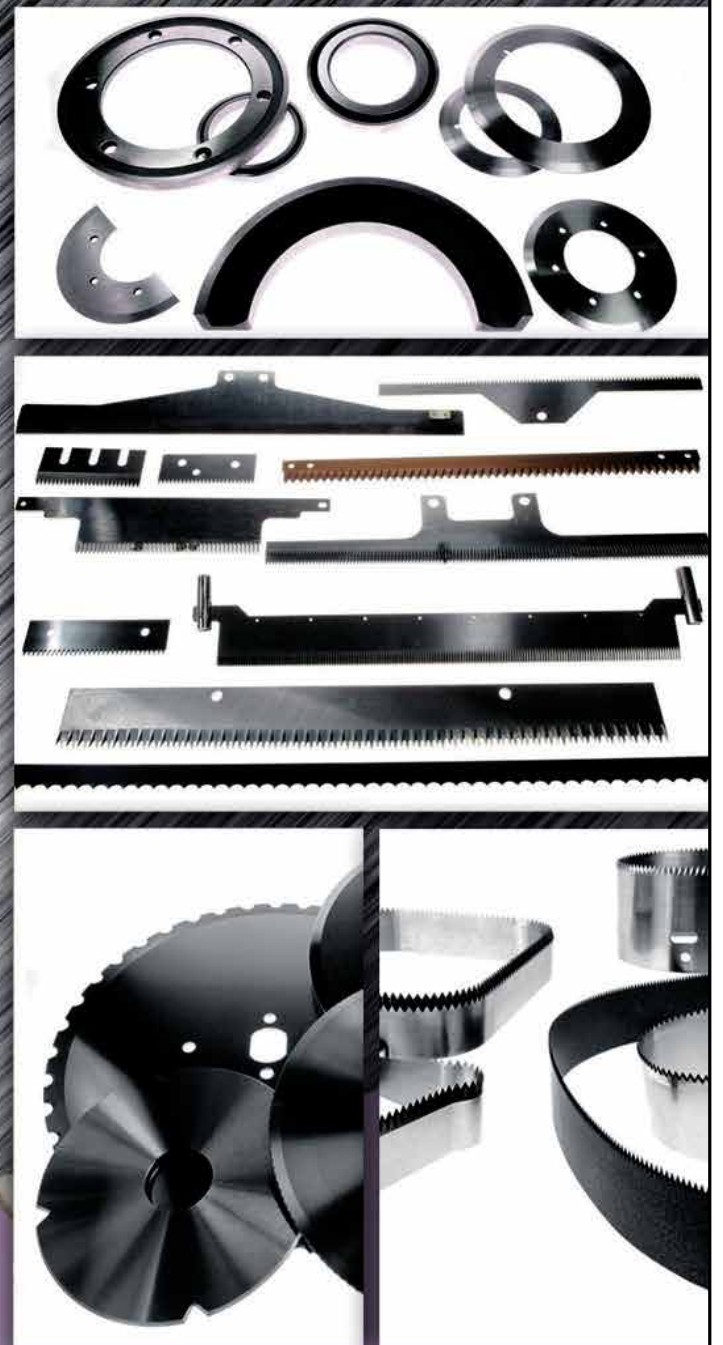
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CASE STUDY: NORTH SEA OPERATOR RETROFIT VALVESCAN VSD CONTROLLER BACKGROUND

A major Oil and Gas Operator that owns a number of ageing assets in the North Sea approached Imtex Controls to assist with an issue on their riser valves and critical ESDVs. The Health and Safety Executive in the UK have taken a much greater interest in how plant operators are ensuring their critical shut down valves are in good health and thus complying with their legislative requirements.

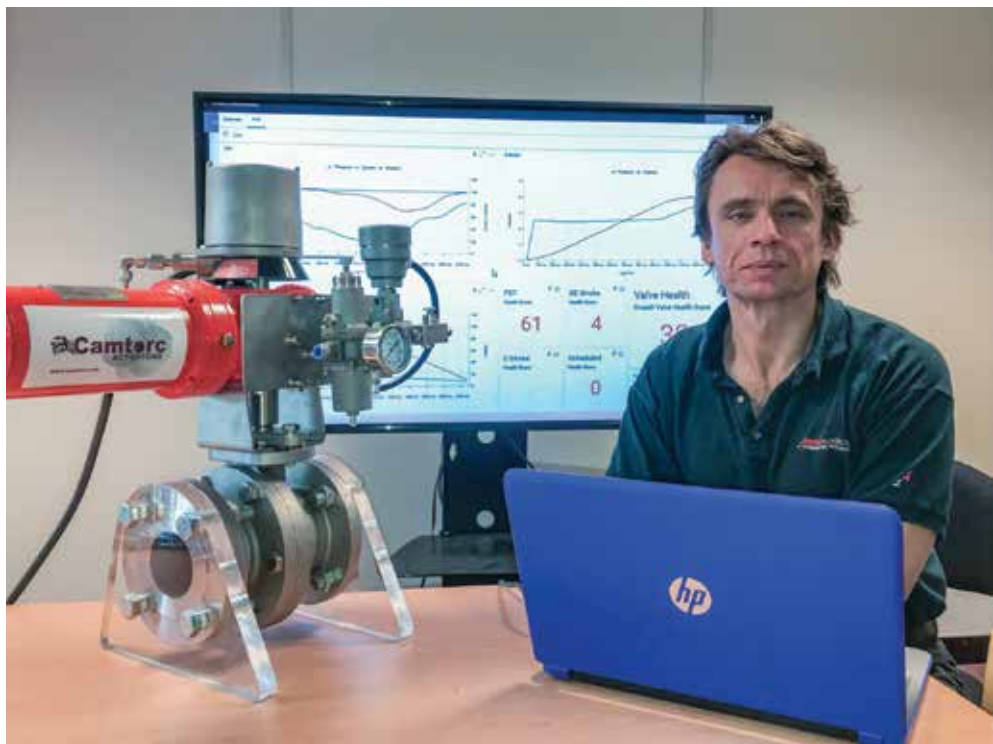


This has put pressure on the Operator (and many other operators also active in the North Sea) to seek methods to gather data on valves. The challenge that the Operator expressed to Imtex was that, given the age of their assets, the necessary infrastructure to install new equipment was not currently available. Other solutions that had been presented to the Operator, such as smart positioners, intelligent solenoids, or sophisticated online valve monitoring systems, would involve considerable expenditure on new cabling, I/O and potentially control system upgrades. When the economic implications of the necessary infrastructure changes were analysed, it was seen that the expense would be considerable and not possible to justify within the operational budget for the assets.

Imtex Controls, as a leading independent manufacture of valve monitoring and

communication solutions based in the UK developed a solution for the Operator. Adapting a version of their highly versatile Valvescan VSD Valve Controller, a unit was provided that was a simple to retrofit and cost effective means of obtaining the type of information required by the HSE but which could be supplied and operated without the need to modify existing plant infrastructure.

To fit the VSD Controller, the Operator simply mounts the unit in place of the limit switch box that is installed on a shut down valve. The solenoid valve on the existing shutdown valve assembly is then 'back-wired' into the terminals within the VSD enclosure. Field wiring to the SDV for the solenoid and limit switches are now terminated in the VSD enclosure. The VSD Controller is supplied with continuous position monitoring device, a Bluetooth wireless interface and fitted with a specially designed power module that uses the power to the solenoid valve to power the diagnostic system within the unit. Some variants of the VSD Controller are also supplied with a Pressure Transmitter that enables the pressure inside the actuator to be monitored.



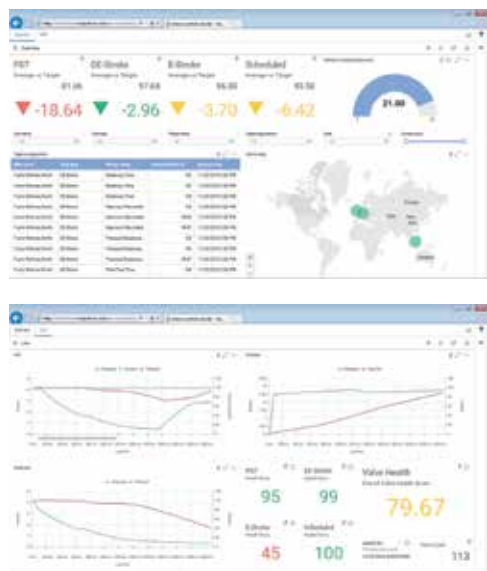
CASE STUDY V1.00 Monitoring Shut Down Valve Condition on Existing and Aging Plants January 2018

The VSD Controller thus enables the Operator to obtain two valuable pieces of functionality:

1. Data Capture during Valve Operation
In the event of a Shut Down demand When the power to the solenoid on the actuator is removed as part of Shut Down Trip from the Plant Safety System, the VSD Controller power module maintains power to the diagnostic circuits in the unit so that the valve stroke signature can be recorded to the internal memory. Once the system is restored after the Shut Down Trip, the recorded data can be downloaded via the Bluetooth communication system on the Controller to a certified tablet device and taken back for

analysis and archiving in VSD Controller's diagnostic analysis software package installed on a Control Room based PC. This is the primary functionality desired by the Operator in this case.

2. On-line Valve Testing (such as Partial Stroke Testing)
Whilst not currently employed, the Operator is considering using on-line testing methodologies (such as Partial Stroke Testing) to can further insight on the condition of their valves. The supplied VSD Controllers have this functionality built in and can perform Partial Stroke Testing, Full Stroke Testing and Solenoid Valve Testing.



These tests can be initiated either by a local control station connected into the DI / DO interfaces available in the VSD Controller or by the Bluetooth communication system on the unit. Test results are stored within the VSD Controller memory and can then be downloaded wirelessly and taken back for analysis and archiving in the diagnostic analysis software package.

Thus the Valvescan VSD Valve Controller from Imtex Controls provides the Operator with an elegant solution for monitoring the condition of Shut Down Valves on existing plant, allowing them to meet the demands made of them by the HSE but without putting significant pressure on operational budgets.

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Latest News

Cashflow Solutions from Paul Michel Finance

Many companies at some stage find themselves in need of cash – for meeting monthly expenses, payroll, tax liabilities, or new opportunities. It can be a frustrating position, to be awaiting satisfaction of invoices for work already completed as bills pile up or opportunities slip away.

Although Government-backed schemes have helped a vast number of companies weather the challenges of the past two years, many others have been unable to access funding. Paul Michel Finance is a partner of Fifo Capital England, providing short-term financing solutions to limited companies in need of cashflow.

The company offers three main funding strategies:

- Selective Invoice Discounting – Paul Michel Finance purchases invoices for work already completed, advancing up to 85% of the invoice value to its clients. When the invoice is satisfied after 30, 60 or 90 days, the company deducts costs and passes on the residual to its clients.
- Short-term Business Loans – Paul Michel Finance provides secured loans to businesses from 3 – 12 months, or negotiable thereafter.
- Trade Finance – Paul Michel Finance purchases supplies for its clients, secured against verified purchase orders and the resultant invoices.

Solutions can be tailored to clients' needs, incorporating some or all of these strategies. Clients are grateful for this flexibility. They are not tied in to long-term contracts, only using the company's services when they wish to. Nor is there the need to provide Paul with the whole book of invoices. Moreover, decisions can be made more quickly than many institutions, and this means access to funds much sooner. There is no typical client for Paul. Some have enjoyed healthy finances, but require flexibility and speed for occasional purchases. Others have struggled to secure finance from more traditional lenders. A number of his clients have sought to grow their business, and others just to refinance. Short-term finance offers flexibility, discretion



and speed for companies in need of funds. As businesses begin the journey of economic recovery after the past year, they might do well to consider short-term funding secured against work already done.

Contact
M 07863 753 111
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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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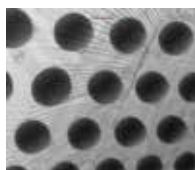
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Electronics News

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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Cupio Services brings knowledge and expertise gained through many years of working with some of the world's best X-Ray, test and AOI systems to our new facility in Chineham Business Park, Basingstoke.

Whether you need to diagnose production or in field failures, validate complex manufacturing procedures or perfect new product introductions, we're here to help.

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.

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BUILDING UPDATE

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Oak framed buildings with strength you can trust

Bring the beauty of oak frames to your home with Crown Oak Buildings. Specialising in the design, manufacture and construction of oak framed structures, Crown Oak Buildings can help you create a unique garage or extension made from sustainably sourced timber to perfectly complement your home.



Merging old and new, Crown Oak Buildings uses the practical experience of its expert team alongside new technology to offer bespoke oak frames with strength you can trust. The company's website even features an online garage builder, a design tool which allows its customers to create their own garage and receive a quote straight away.

Established over two decades ago, Crown Oak Buildings uses sustainably sourced green oak with contemporary methods of

construction to create buildings which are not only built to last, but actually improve over time. Traditional at heart, these oak framed structures are geared for modern life and are truly stunning to both look at and live in. Whether your project is small or large, Crown Oak Buildings takes the same approach, dedicating time to get to know you and your lifestyle so it can design an oak framed structure which perfectly suits your location, your style, and your budget.

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SME funding

SME funding UK
see them on.....II

Helping you to find the



Vandecasteele Houtimport
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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."



SME
funding
— UK —
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right funding, right now.*

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 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 UK Ltd is authorised and regulated by the Financial Conduct Authority (FRN 729757) and is a member of the National Association of Finance Brokers (NAFIB) and the Financial Intermediary & Broker Association (FIBA). It is also registered with the Information Commissioner's Office (IC0429186). SME funding UK Ltd is a limited liability company and an authorised person in a number of European countries based on prior agreements and with which, we may enter a consultancy or other relationship. SME funding UK Ltd company number 19118651 registered in England. Registered office: 11, South Street, London, EC3N 3SE.

Direct Hoist News

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.

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Tuff Waterproofing's Best Stand is platform for new product launch

Tuff Waterproofing, one of the UK's leading suppliers of heavy-duty waterproof flat roofing, used UK Construction Week as the platform for the launch of its latest product innovation, a new single-resin GRP roofing system which offers an exceptional combination of flexibility and durability.

The company won Best Stand at the UK's largest construction event as it showcased its new Tuff Stuff Flexible GRP, an extra-tough and seamless waterproof membrane which is designed for fast curing and application to a multitude of surface types and structures. Its single-resin system avoids the need to apply a separate base and topcoat.

Tuff Stuff Flexible GRP can be added to vertical

sections without sagging and applied directly to felt, asphalt, single-ply, GRP, concrete, timber or metal. The product is crack resistant, with no risk of weak points, and uses granule hardener rather than liquid catalyst for safer and easier use. Its fast-curing qualities enable walk-on times of between 30 and 60 minutes.

Greg Gimenez, Managing Director of Tuff Waterproofing, commented: "Our expert product development team works closely with customers and our UK-based manufacturing facility to produce an evolving product range. UK Construction Week was the ideal opportunity to introduce our latest introduction to the market, and we were delighted to receive the award for Best Stand which capped a very successful show. Tuff Stuff Flexible GRP received

extremely positive feedback from visitors. They appreciated the advantages it offers as a one-pot solution. The product can also be used to overlay existing roofing, avoiding the time and cost involved in stripping back and replacing it."

Tuff Stuff Flexible GRP is the latest in a wide range of Tuff Waterproofing products which are suitable for multiple flat roof applications. The company's flagship product is its acclaimed TuffStuff® system, which uses the latest liquid polyester resins, glass fibre mat reinforcement and flexible edge trims to create a fully integrated 100% waterproof seamless finish.

Contact
<https://tuffstuff.co.uk/>





TUFF STUFF FLEXIBLE GRP
THE GRP FLAT ROOFING SYSTEM

Providing 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.

It's a single-resin solution which can be applied to a multitude of surface types and structures including vertical sections.

With two coats applied within one hour, TuffStuff® Flexible GRP will form a highly flexible, extra tough and seamless waterproof membrane - can be a solution for areas of heavy duty foot traffic.



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

New innovation to the TuffStuff® range; TuffStuff® flexible GRP

Tuff Waterproofing is a provider of waterproofing liquid solutions for flat roofs, which are comprised of GRP, flexible GRP and polyurethane. Using its advanced TuffStuff® formula range, which uses the latest liquid polyester resins, glass fibre mat reinforcement and flexible edge trims, it creates a fully integrated 100% waterproof seamless finish. The TuffStuff® product range is used for various applications and across multiple domestic and commercial environments.

With an impressive history which spans across 30 years experience, Tuff Waterproofing has invested heavily in research and development, company processes and its team to ensure that its TuffStuff® range of products, continue to exceed expectations and set new standards in flat roof waterproofing solutions. From the company's bespoke premises based in North Yorkshire, Tuff Waterproofing maintains its operations on a national scale, supplying its products through a dedicated Stockist network located throughout the UK.

The company has continuously accumulated growth year-on-year and established an enviable reputation, becoming a key figure in the GRP flat roof market and resulting in TuffStuff® becoming the UK's premium designer and supplier of heavy-duty GRP waterproof flat roofing systems.

Regarding its team, TuffStuff® maintains a dedicated product development team that work closely with its customers to produce a consistently, evolving product range that is suitable for multiple flat roof applications. This commitment to continuous development is echoed throughout the company and

its dedicated team of UK based product developers work with UK manufacturing facilities, with the ambition of pushing and setting new standards of GRP roofing systems, to new levels.

A vital part of the company's business is its exceptional technical support service and Tuff Waterproofing ensures it provides premium quality and agility, in responding to and resolving customer queries professionally, efficiently and to the highest standards. The company prides itself on providing the highest standards of customer service and its main ambition is to instil confidence in its customers, that they feel fully supported.

In terms of the company's most recent developments, Tuff Waterproofing has further expanded its TuffStuff® product range and is now offering its latest GRP roofing innovation; TuffStuff® flexible GRP. TuffStuff® flexible GRP is a single resin solution that provides an exceptional combination of versatility and durability. It's extremely quick to lay and does not require stripping or re-decking of the roof, saving customers both time and money. It can be applied to a variety of surface types and structures including vertical sections, with no need for costly additives.

Requiring only two coats and 225gsm reinforcing mat, it can be applied within two hours. The TuffStuff® Flexible GRP forms a highly flexible, extra tough and seamless waterproof membrane, making it an ideal solution for areas of heavy-duty foot traffic. The solution can be applied directly to felt, asphalt, single-ply, GRP, concrete, timber or metal. Its highly flexible, extra-tough and seamless waterproof



membrane makes it reliable when added to vertical sections without the concern of sagging. Furthermore, the solution is a fast-curing system with walk on time of between 30-60 minutes. Once laid and whilst curing, the product is showerproof.

Specifically designed for durability in mind, the TuffStuff® Flexible GRP is extremely robust with one coat needed for a 10 year system or two coats required for 20 year system, and is crack resistant with no risk of weak points. The 20 year system qualifies for a 20 year guarantee on materials.

As the company looks towards the future, Tuff Waterproofing foresees many challenges that they will have to overcome, but believes firmly that it has the right structure in place to provide the company with the perfect platform to be able to consistently respond and evolve its product range, while providing outstanding support to its customers.

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Service Sealing Solutions are the sole UK distributor for pioneering the sealing industry's top manufacturers; DOYMA, FRANK and HKD.

Service Sealing Solutions are the sole UK distributor. Wherever services are installed through walls, ceilings or floors, penetrating water may cause damage to buildings. Lack of attention to the points of entry of pipes and cables into the building can have serious results: damp cellars, equipment damaged by water ingress and high repair costs.

Service sealing systems ensure professional and perfect pipe sealing, thus presenting excellent preventative measures against structural damage.

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Service Sealing Solutions Ltd provide a number of different service solutions across the UK to both the public and private sectors. As the sole UK distributor for the sealing industry's top manufacturers; DOYMA, FRANK and HKD, Service Sealing Solutions Ltd offers the UK the most extensive range of products that are German manufactured and far outweigh that of any competitor.

Service Sealing Solutions Ltd specialises in high-quality service duct sealing systems for utility services and watertight seals. The company's ever growing market range can benefit from its broad scope of innovative sealing solutions alongside receiving the highest level of expertise.

In 2018, DOYMA granted Service Sealing Solutions Ltd the exclusive rights to distribute their products in the UK. DOYMA provide the very best in German engineering and is used to seal penetration points in walls and floors to permanently prevent any infiltration of gases and water into the building. All DOYMA products are designed to solve all watertight duct sealing requirements and prevent against structural damage. Suitable mostly for builders of commercial properties, Service Sealing Solutions Ltd has supplied DOYMA products to some of the UK's largest projects such as HS2 and Kings Cross in London. DOYMA has recently released its new generation Curaflex Nova® gaskets which are the perfect solution for any professional tradesman instantly looking to solve sealing problems and can be adapted to multiple applications.

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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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Lightning Protection Risk Assessments News

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

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www.lightningconductor.org



South West Lightning Protection

www.lightningconductor.org

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Lightning & Electrical News

Fisher & Company

Established in 1982, we are approaching 40 years of engineering and manufacturing for a range of industries. With our roots in Precision Toolmaking, our manufacturing expertise and flexibility make us unique within the industry, being able to produce to a high standard. From individual bespoke products and equipment alongside large or call off orders for standard off the shelf items. We aim to keep our customers happy with both quality, price and delivery lead times.



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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

Quality hinges since 1790

In this issue of Building Update, we have selected Gold & Wassall Hinges as the recipient of our Hinge Solutions Company of the Year 2021 Award.

Gold & Wassall Hinges has established itself at the forefront of the industry since its inception over 200 years ago. With its manufacturing facilities situated in Tamworth in Staffordshire, Gold & Wassall Hinges provides an impressive range of services for design, production and manufacture of hinges, all produced in house and distributed throughout the whole of the UK. Boasting an enviable reputation within the industry, Gold & Wassall Hinges has positioned itself firmly as the UK's number one manufacturer of hinges.

Gold & Wassall Hinges has provided its services to various customers throughout its years in operation and serviced customers from construction to engineering companies. With a proven track record of quality, reliability and durability, Gold & Wassall Hinges ensures it maintains complete control over the design and high quality of its goods.

Customer service is an integral focus for Gold & Wassall Hinges and the company ensures it provides a first class turnkey service, from initial enquiry to delivery and aftersales care. With a team of expert sales reps, Gold & Wassall Hinges is well equipped in providing a personal service to fulfil the needs of each and every customer.

Its sales reps engage on a personal basis and get to the customer's requirements upon placing an order, advising on and handling everything from measurements, style to fitting; the company is dedicated to finding the right door hinge solution for its customer.

In keeping with the company's goal of providing unrivalled customer service, Gold and Wassall Hinges also provides an abundance of finishing options for its customers. The company is dedicated to providing not only durable, high quality hinges, Gold & Wassall Hinges understands the importance of an aesthetically pleasing, customised design. Able to customise colour, add branding and create a smooth premium finish, Gold & Wassall Hinges' array of finishing options are the perfect complement for its hinges and create a smooth premium finished look.

Providing a full service comprised of a comprehensive design and manufacturing service, the company offers a wide range of hinges from continuous/piano hinges, butt and backflap hinges and standard, to heavy duty and bespoke made to order hinges.

Using the company's automatic section which contains eight lines of automated machines, Gold & Wassall Hinges is able to make hinges quicker and to almost any length. The company also maintains the specialist tooling for these machines which can complete multiple operations in each press.

Gold & Wassall Hinges is the only hinge company whose hinges are UK made and all of Gold & Wassall Hinges' stock is available for immediate dispatch.

Gold & Wassall Hinges understands that some projects will require a custom built solution. To

aid its customers with custom built requirements, Gold & Wassall Hinges provides a bespoke design and manufacturing service. This service enables the company to be able to create virtually any hinge requirement, facilitating the company to be able to develop both complex designs and simple designs, requiring small alterations.

The company has demonstrated its wealth of expertise and consistency in exceeding

expectations. Its sheer magnitude of industry leading expertise echoes throughout Gold & Wassall Hinges' services, which has enabled the company to continue its operations throughout the COVID-19 pandemic, and beyond.

For more information, please see the details below.

T 01827 63391
www.goldwassallhinges.co.uk



Industry News

DCON Safety Consultants



Established in September 2016, DCON Safety Consultants is a leading independently-owned Built Environmental Safety, Health & Wellbeing Consultancy based in Dublin city centre. Managing director Diarmuid Condon explains more.

The consultancy prioritises and specialises in the highest levels of informed and intelligent advice, senior project resource allocations and compliance assurance. It knows that every project with potential benefits also has potential risks with the art of planning centring on the coordination of these two zones of uncertainty. DCON's team of highly-experienced construction professionals consistently ensure your best interest and statutory conformity.

DCON is committed to understanding the specific needs, goals and desires of each individual client and project. Upon gaining this special understanding, it commits itself to the implementation of a design and construction management

plan that will meet or exceed these requirements. Honesty, integrity, trust and professionalism are the cornerstone of every job.

The company's greatest resource is its exceptional team of technical construction and safety consultants who provide team-oriented services on an as needed basis. DCON's consultants and alliances with other key individuals and organisations allow it to support clients in all divisions of design and construction safety.

With DCON, the client is assured of top-level focus from its team of professionals. Bringing recent Lessons Learned from its projects, the company has delivered Pre-Planning & Post Planning Health & Safety and PSDP | CDM Consultancy services to multiple sectors, understanding and managing key success factors and risks. DCON Safety Consultants is relentless in supporting safe outcomes and safe design quality to realise your vision. Our controls approach is rigorous, tackling the big issues head on.

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SEE MORE AT GOLDWASSALLHINGES.CO.UK/BESPOKE



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Demon Designs: Experts in glass

Building Update is always looking to showcase companies who are offering only the highest quality services, delivering an exceptional customer experience throughout the entire working relationship.

Established in 2011 by Dominic Meakins, Demon Designs specialises in bespoke solutions for glass structures, offering consultancy, design and build services to exceed its clients' requirements every time. Fuelled by a commitment to excellence, the team at Demon Designs always goes the extra mile to ensure complete customer satisfaction, no matter what the project size.

"We pretty much provide everything glass related," Dominic explained. "A big seller last year was the switchable glass panels that turn from opaque to clear using a remote control or light switch. We can put this in almost any glass installation, from wall panels to windows – we have used it on glass floors and even to create a two-way mirror."

One of Demon Designs' key advantages is its comprehensive service, offering everything the customer might need for their project. "Many of our customers want the hassle removed. For example, if they want a walk-on glass floor installed, they don't want to get a builder in to cut the hole, a plasterer to make good and a decorator to finish it off. We can do the lot, including engineers' calculations." Indeed, with the ability to provide a one-stop-shop for all project requirements, Demon Designs is the number one choice, no matter how complex the design.

Recently, Demon Designs joined Check-a-trade, with a view to obtaining more domestic customers in preparation for the uncertainty of the current commercial market. "This has had some success, but we still find that the vast majority of our customers are either returning customers or new customers by recommendation, and you can't really get a better endorsement than that!"

Indeed, as well as a loyal customer base, this commitment to customer satisfaction has resulted in impressive successes for Demon Designs over the past eight years, and this year has been no different. "It's been an interesting year for us," Dominic told us. "We have seen a shift in the type of projects we win, moving away from large commercial fit-out projects towards domestic 'Grand Designs' type projects and installations.

"In the past year we have designed and installed two glass stages, which were very

interesting projects and highly pressured with regard to time and expectation. We were also very lucky to have been awarded the contract to install all the glass for the hospitality areas at Tottenham Hotspur football club, as well as fit out several of the NFL areas."

In the coming years, Demon Designs is looking to complete more complex projects, to help the company grow even further and build upon its achievements since its inception eight

years ago. "We want to take on more bespoke projects, big or small. I personally believe that you can only improve by pushing your boundaries, and this is true for business also. We are constantly taking on more challenging projects, often from other companies who don't want the risk. The great thing about this is that we often work for companies that would be considered competitors in other fields."

Indeed, Demon Designs' future ventures are

highly anticipated as it continually develops and improves upon its capabilities. The company is always interested in taking on new customers, either commercial or domestic, so get in touch using the details below or head to the website if you wish to discuss your ideas.

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Please contact us on:
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Email: info@demon-designs.co.uk
www.demon-designs.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



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✉ sales@davison-forklift.co.uk

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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 with 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



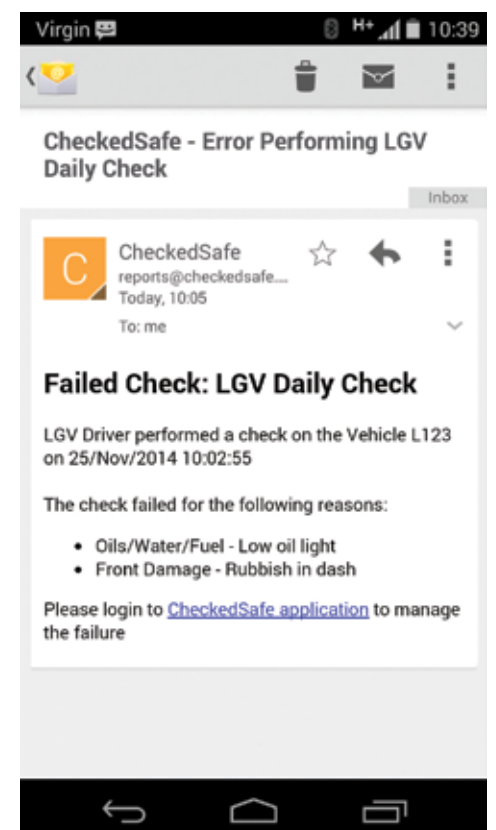
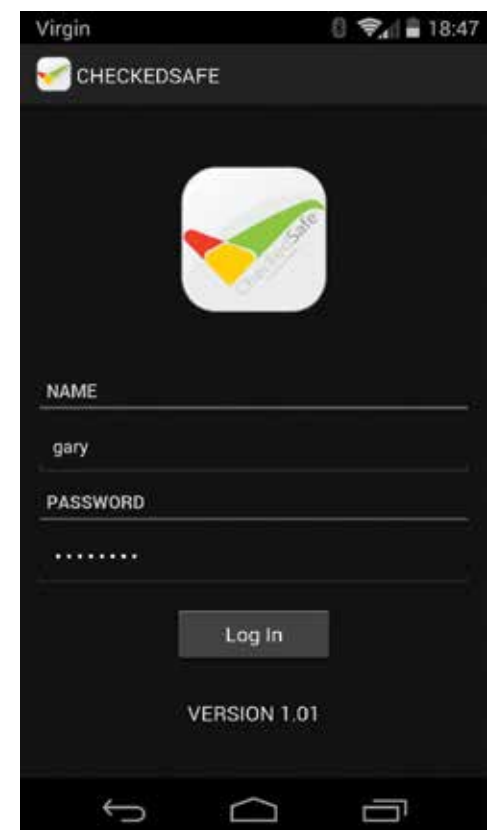
million commercial vehicles in the UK and over 20 million pieces of plant, there is a huge market for CheckedSafe to expand into. "Our plan is to furrow into the fleet industry and develop new features, and if from this market we get new ideas then we will look to develop them further. We have recently 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, get in touch.

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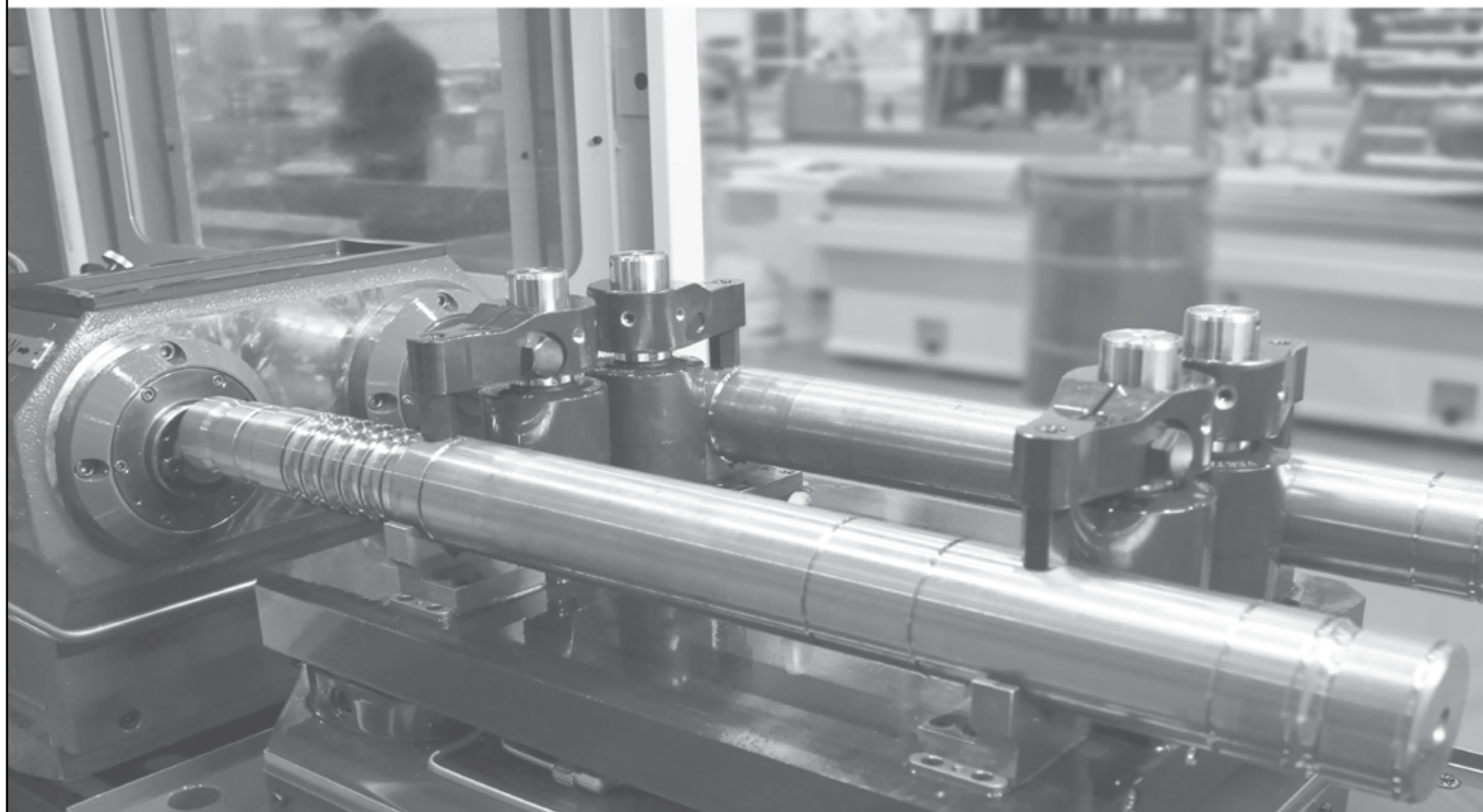
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www.tomorrowsforests.co.uk

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

Planting a brighter, greener future

In this issue of Building Update, we have selected Tomorrow's Forests as the recipient of our Commercial Reforestation Company of the Year.

Encouraging biodiversity and sustainability, Tomorrow's Forests (TF) are tree planting experts in the UK, specialising in high volume commercial reforestation and providing quality support services for industry, resource management, government, private landowners and public institutions.

"We are on a mission to fight climate change by creating UK forests. We offer a full range of tree planting services from restock, beat-up, stake and tube, hedging and windbreaks," noted Toby Brusey, Business Operations Manager.



TF was established in 2014 by founders and managing directors, Nick Hollingworth and Elisabeth Boivin, and provides the latest reforestation industry leading practices to the UK market. The company offers clients a full range of products from tree planting, vegetation management, eco logging, woodland surveys and land reclamation.



In addition to TF, Creating Tomorrow's Forests (CTF) was established in September 2020, by Nick and Elisabeth, which is designed to help businesses and private members improve their sustainability profiles and reach net-zero goals, all while creating biodiverse forests right here in the UK.



In terms of the last 12 months for the company, we caught up with Toby who explained that, "It has been a good year at Tomorrow's Forests and a very busy one. We launched CTF back in September 2020 and both CTF and TF have grown their workforce, contracts and clients.

CTF is now a UK finalist in the BUPA eco-Disruptive challenge which is a global initiative challenge which seeks to find industry leading start-ups in the sustainability sector, while our Tomorrow's

Forests operations have continued to grow, with the 2021/22 planting season forecast to be our biggest to date.

While the global pandemic has continued to surge, we think there has been an increase in demand over the last 18 months for tree planting projects. With COP26 also in the headlines in November, there has been a push for sustainable materials to be

used in construction, such as timber. Our industry is in a good place at the moment, and we are set to grow and evolve with it."

Indeed, the last year has been a productive and busy year for both companies. There have been a few noteworthy accolades for CTF over the past year, including being



selected as the winner of the Bupa eco-Disruptive 'Biodiversity' challenge, which looked at ways to increase, restore, or protect biodiversity around the world. In the programme, CTF worked with Bupa to create diverse new forests and habitats, encouraging people to engage with their local biodiversity and educating them to understand how to preserve it.

CTF has also recently been recognised by The Times as a winner of their Earth Ad Fund Award.



CTF has seen a noticeable rise in business partners joining its venture over the past few months, which shows a real interest in habitat creation, biodiversity and tree planting initiatives from UK businesses and private members.

Speaking about why this is, Toby said, "A lot of competitors plant overseas in Africa and India, using third-party partners, whereas we own all of the land that we plant on and we plant using our own team of in-house planters. There are no third party contractors at any stage of the process. This means we have complete control and freedom to manage the land and the trees in the best possible way. It also means we can provide complete oversight to our customers at every stage of the process and provide something that is real and tangible that they can come and visit for themselves."

CTF's continued focus is on increasing awareness, educating their partners and encouraging others to take up this opportunity. There are a number of ways in which both businesses and private members can get involved. For businesses, they can plant trees on behalf of their employees or their customers, they can plant trees to offset manufacturing costs, or they can plant trees as part of a wider sustainability plan. For private members, some of the ways in which they can get involved include gifting a tree to a friend

or loved one, signing up to plant trees monthly, or planting trees on an ad-hoc/one-off basis.

Toby added, "There are many ways to get involved and these are just some examples. We love to work with businesses and our private members on any bespoke ideas they might have about how we can work together to get more trees planted in the UK."

As the company looks ahead, TF maintains big aspirations for their future. In the short-term, TF is in the early stages of an extremely busy planting season. As well as this, the company is currently making additional land purchases to run its new program on biodiversity units and to further develop their existing sustainability tree planting projects for businesses and individuals in the UK. As for the long-term, the company maintains ambitious plans with a look to start overseas habitat creation operations and furthering its global reach, while also ensuring that both companies grow in a sustainable growth model.

In closing, Toby remarked on the company's acceptance of our award, "we are very proud to receive this award. It's a massive team effort, from our amazing planters, foremen and women, supervisors and office staff. They are all hard working and dedicated and we are very grateful to have them on board on our crazy journey. This award is a nice way to highlight everything they do and how it is being perceived out there."

Contact
T 01258 818003
www.tomorrowsforests.co.uk
www.creatingtomorrowsforests.co.uk





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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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.

www.sewerin.com

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.



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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



Freephone: 0800 328 5492
Email: sales@allertonuk.com
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.

Servicing & Maintenance on a wide range of Sewage Treatment Plant and Pump Stations by **BRITISH WATER ACCREDITED ENGINEERS.**



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



Award-winning noise and vibration damping technology



disruption for many industries and affected every company differently. Seeing an increase in its services during this time, Les remarked on its affect on SDS stating "We have benefitted from lockdown as people working from home were inconvenienced with noise coming from surrounding industrial sites, so we have been very busy supplying noise control solutions. Also, with an increase in leisure time spent at

home people have been listening to much more music and upgrading their system with Soundeck Hi-Fi enhancing products."

For any more information, please see the details below.

T +44 (0)191 259 0700
www.sounddampedsteel.com
www.soundeck.bigcartel.com



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.

Another service created by Les is soundeck.co.uk "As a Hi-Fi enthusiast I made some damping feet and a turntable mat for my sound system. They worked so well that Soundeck.co.uk was launched to make the products available to the public. We get excellent reviews which has led to worldwide sales." Said Les.

The Covid-19 pandemic has caused

Noise Controlling Metals Manufacturing Quiet

**"sds - performs like metal,
sounds like rubber..."**



**OEM design
retro-fit noise
control kits
materials
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Conventional metals are efficient loudspeakers, radiating noise, **sds** manufactures highly damped quiet metals that don't radiate noise. Simply swap your noisy metal for quiet metal and reap the rewards.

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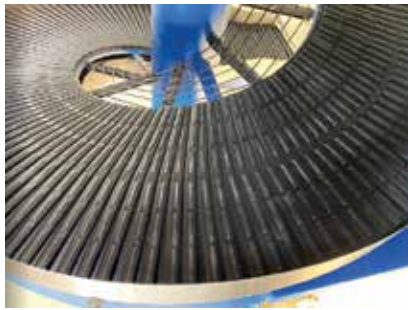
+44 191 2590700
sales@sounddampedsteel.com
Les Thompson
+44 7513 908060

www.sounddampedsteel.com

AmbaFlex launches new slat innovation

Innovation is one of the key values of AmbaFlex. It is in our DNA to design and develop improvements driven by both market-needs and customer-specific requirements.

The latest in line is the development of the AmbaFlex TPO6 slat. This 600mm/24" wide slat with overlapping structure answers several different market-needs in 1 go. It's specifically designed to handle the increased amount of (vulnerable) product variations, expanding the possibilities of our



program in all relevant markets. It also answers the ever increasing demands of working safety, especially for the next generation of distribution centers and the increased amount of operators.

Spiral Elevator with TPO6 slat

The slat is made out of an extremely durable synthetic material and can be fitted with our unique full surface friction option during the 2k molding process.

Together with the unique Triple-E track build-up (awarded with a patent), we offer unparalleled strength and efficiency with our SpiralVeyor solutions. With belt widths of up to 1200mm (or 48 inches), we are able to transfer virtually any and all products.

This new development will further enhance and complement the many possible applications offered throughout our program.

Interested in the possibilities? Contact us on;

T: +31 229 285130
e: inquiry@ambaflex.com
www.ambaflex.com/en

The new AmbaFlex massflow spiral



AmbaFlex is proud to present our latest installation for the elevation of filled glass bottles at the Oetinger brewery in Mönchengladbach. This is the first of our new vertical mass-flow conveyor system. It is a stainless steel spiral conveyor, fitted the new single track design complete with the recently developed TPJ4 slat.

Project specifics:

- Transportation of 500 ml glass bottles
- Over 40000 bottles-per-hour throughput
- Full stainless steel with corrosion-resistant chain
- A footprint of only 2240mm
- Single track
- New TPJ 400mm wide slat

While our original SVM is optimized for heavy-duty loads, this new addition to our bottling and canning product line is essentially the lightweight candidate. It is a specially configured spiral elevator for light to regular duty applications.

Including a new and unique single track belt, it can quickly transport a wide variety of liquid containers while maintaining a smooth product journey throughout the machine. It effortlessly handles a wide variety of container types ranging from bottles and cans to jars and tins.

The new single-track design also comes with a new and improved slat, specifically designed for this job. The 400mm wide TPJ interlocking slats ensure a gapless surface and result in a minimum of product movement, keeping them in perfect condition.

This addition to our product range for the bottling and canning market further expands the possibilities for designing efficient and flexible filling lines. All of our machines are customizable with a comprehensive list of industry-relevant options and a small footprint, giving our customers exactly what they need.

Want to know more about our latest addition or other pre-defined machines for crates, cartons, small packs and tray packs? Don't hesitate to contact us through the website at www.AmbaFlex.com. Our specialists will be happy to help and answer any questions you might have.

AmbaFlex is the partner for customized material handling systems based on spiral conveying technology! Our unique SpiralVeyor is used in a wide range of markets and applications for vertical transportation, temporary storage and the accumulation of single goods and packed products.

We are an independent global company that has developed, produces and also maintains the SpiralVeyor system to ensure that our customers receive the most cost effective solutions available today.

Please check this link for the complete video: <https://youtu.be/3d6Ch5h7S3s>

AmbaFlex, elevating customers to greater heights!

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www.ambaflex.com/en



Reusable thermal packaging



Polar Thermal Packaging Ltd, was established in 2012, however the original Polar brand has been around for over 30 years. Polar's entry into the thermal control market, came following a request by the Ministry of Defence, to solve the problem of frozen food melting at the dockside.

CEO, Paul Harrison and the team, have designed various thermal systems for the National Blood Service, DHL, Excel Global Logistics, Marks and Spencer, Tesco's, Sainsbury's, Astra Zeneca, Pfizer along with many other clients.

Polar Thermal Packaging Ltd, manufacture a range of temperature control insulated systems. These include transport packaging for blood products, food, vaccines, pharmaceuticals, fine chemicals, plus many other specialist applications.

Polar is the best performing British product in its field, all Polar Thermal products, are manufactured at its Wiltshire based factory and are used throughout the world.

What makes Polar Thermal Packaging Ltd products so special? In recent testing by NHS England, the company's products scored 100/100 while its closest competitor scored 72. This is because of the materials used and the quality of Polar Thermal's British workmanship.

All products have been deployed in the harshest and most testing environments and have proved themselves, whether it is in constant daily use in UK hospitals or in conflict-zones like Afghanistan, showcasing Polar Thermal's service is effective and durable.

Polar Thermal, has a vast range of transport solutions, for airfreight and road transport, supporting the cold chain for perishables, and pharmaceuticals markets.

Our customer feedback is excellent! All Polar Thermal products are reusable, with every square meter of insulation, produced from over 600 plastic bottles, with multiple uses, which makes for a cost-effective solution, alongside being extremely environmentally friendly, stated Paul Harrison, Managing Director & Head of Design.

Polar Thermal Packaging Ltd has developed it's Polar-Pod™ system, in conjunction with Gist International, to safely ship perishable, chilled and frozen produce by road and air, providing a controlled environment in varying ambient temperatures.

The range was developed, to reflect customer demand for a single use modular system, that provides excellent performance. Combining a plethora of technologies in three categories; Deep Frozen: -18°C to -14°C, Chilled: +2°C to +8°C and Ambient: +15°C to +25°C.

Available in three sizes, 1500 x 1200 x 1000 (1.5 m3 internal capacity), 800 x 1200 x 1000 (1 m3 internal capacity) and 400 x 1200 x 1000 (1/2 m3 internal capacity). The Polar Pod, complete with the appropriate coolant packs, will deliver fantastic results over 30, 48 and 72 hours.

"The Polar Dot-Box™ system is produced from EPP, which is 100% recyclable polypropylene material. When no longer serviceable, Polar will shred and recycle the system to produce a new one," explained Paul.

The Polar Dot-Box™ is a lightweight thermal liner, that fits snugly into a standard Euro 44 Litre tote, reducing or eliminating the need for refrigeration in vehicles. It's space saving when stowed flat, allowing the plastic crates to be nested, The Polar Dot-Box™ delivery system, is perfect for chilled, fresh or frozen goods.

In light of the recent COVID-19 pandemic, Polar Thermal Packaging Ltd, has been busy supplying vaccine carry bags as part of its vaccine transport range, which come available in various sizes, 10, 20 and 30 Litre carry bags. These are ideal for vaccination programs, lasting

up to twelve hours plus. The specially designed inner lid, reduces thermal loss, whilst helping to maintain temperature, despite repeated opening of the bag.

Developed using NASA technology, Polartherm™ is made up of a reflective inner layer, with a hollow fibre insulation material, with a waterproof woven PVC outer, producing a unique product, that is both tough and lightweight, with excellent thermal control properties.

Another product development, which came from a public-sector requirement, was the Performance Roll Cage. The product is lightweight, sturdy, durable and was developed alongside a leading public-sector procurement organisation, to safely deliver frozen, chilled and perishable produce, over multiple drops.

Available with a two-year warranty, utilizing the appropriate cool packs, to deliver faultless results over 30, 48 and 72 hours.

For the immediate future, Polar Thermal Packaging Ltd, is constantly looking to improve and expand on its already successful product range, using its client's feedback, to innovative new product designs.

With a new website upgrade coming soon, Polar Thermal Packaging Ltd, has its sights set on big changes for the future.

Should you require any further information, regarding our products or services, Please contact Polar Thermal Packaging Ltd.

Contact
T 01985 214111
sales@polarthermal.com
www.polarthermal.com



“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.

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. He is an author and international speaker on business issues. This feature article is based on a recent keynote address given at PwC Headquarters in Dublin, Ireland.

For his availability to speak at your corporate events, he can be contacted at rpeyton@rpeyton.com

Corporate Stays Available

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!



Contact
T 01539 624 071
www.thegeorgehotelorton.co.uk

Corporate Bookings Available for 2022

Founded in 2010 Patricia Creighton MBE started offering Toastmaster services after realising there was a gap in the market for actively operational female Toastmasters. With her organisational strength and problem-solving ability, Patricia turned her hand to the planning of weddings, balls and parties, and has since become an extensively appreciated event organiser.

Having worked in previous roles as a wedding organiser and registrar, Patricia is well practiced at participating in important ceremonies and has subsequently obtained a decorated background in wedding arranging, civil partnership procedures, banquets, bat mitzvahs, cocktail parties, award ceremonies, product launches and official openings.

The reputable Toastmaster is also experienced with corporate events and has assisted many companies with the development of a smooth-running and memorable gathering. Her work extends to more specialist celebratory services such as vow renewals and baby naming ceremonies, and she has also attended various balls and parties.

Having been granted the coveted MBE in 2003 for her notable contributions to the voluntary

youth sector, Patricia is a sought after figure who always offers a sleek and professional service, taking all your stresses away. In fact, all of Lady Toastmaster's testimonials praise how efficient and professional the service is, and her satisfaction at a successful event coming together after months of preparation is evident in the passion she puts into her work.



Although based in Croydon, Patricia is more than happy to travel should this be required and has conducted much of her ceremony-centred work in Spain. Some of her favourite memories are being a Toastmaster in Spain for The Royal British Legion fundraising Balls, in Park Lane for a large fundraising event (Ataxia Society), and travelling to Wales for a big fundraising ball in

aid of Sepsis Society. Patricia's work is incredibly customer-oriented; each project she is presented with is handled with care and attention to detail as well as, of course, the expected level of professionalism and efficiency.

Communicating with the necessary experts – photographers, caterers, bands and guest speakers included – she ensures the day goes according to plan and that all aspects are taken into consideration.

If you don't want the stress of organising an important event then consult Lady Toastmaster today. Leaving the logistics to a well-experienced specialist will ensure you can relax and enjoy the planning process instead of getting frustrated and flustered.

What's more, you'll benefit from two Toastmasters at your event for the price of one, as Patricia always brings along an Assistant Toastmaster. Please contact Patricia using the details provided to find out why two Toastmasters are better than one, and how she can help make sure your day goes exactly how you dreamt it would.

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Corporate Days Out Available

Located in the beautiful county of Rutland, Rutland Farm Park is a family run farm that offers guests a fun day out in the East Midlands.

The farm is located within the idyllic British countryside, situated on the remaining Noel estate that dates back to the Victorian era. Because of the property's age, the farm features a selection of Victorian farm buildings and structures, in addition to a range of exotic plants and blossoms, including rare Himalayan flowers and bamboo.

After a long closure that was caused by the infamous foot-and-mouth crisis in 2001, the farm re-opened last year due to popular demand. The farm's owners, the Ball family, wanted to welcome guests back onto their premises to encourage wildlife conservation and educate groups on the natural world.

The Ball family work hard to conserve rare species of livestock, preserving an array of unusual and endangered poultry and cattle. The family encourage visitors to ask questions about the animals and interact with

breeds to learn and develop their knowledge on conservation. A member of staff will always be on hand to answer any questions and delve deeper into the breed's history, making it the ideal location for schools to learn and have fun.

The Farm is home to a flock of Lincoln Longwool sheep, a breed that has been reared since medieval times and produces 35lbs of wool in only one clipping. The farm is also home to one of the largest Friesian Holstein bullocks in the world, towering above guests at an impressive height of 7ft. In addition to these fantastic beasts, the farm also houses a host of farmyard animals, including: ducks, geese, goats, pigs, alpacas, llamas and much more.

Once guests have explored the farmyard, they can enjoy a drink and a bite to eat in the farm's Tea Room. The Tea Room is available to guests of the farm and to the general public, allowing everyone to enjoy a beverage and take in the gorgeous country scenery. The Tea Room can also accommodate groups of all sizes as the



farm has generous on-site parking and plenty of indoor and outdoor tables.

It is important to note that all of the Tea Room's food is freshly prepared and caters to a variety of dietary requirements. This includes, but is not limited to: homemade cakes, ice creams, milkshakes, hot and cold drinks, baked potatoes and sandwiches. The Tea Room also organises a variety of events and occasions where the menu will change accordingly.

For any more information on the farm, or if you would like to view the farm's opening times, visit their website listed below. Alternatively, if you would like to book a table at the Tea Room or have any other specific enquires, telephone Rutland Farm Park on the number below.

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