

# INDUSTRIAL SOLUTIONS UK

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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 655 of Industrial Solutions UK!

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

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

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

Secondly, we are featuring Gold & Wassall Hinges with the 'Editor Recommends' profile following their impressive performance over the years. For more information, turn to page 16.

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

For all advertising & sales enquiries,  
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0121 241 8788



## Bespoke Odour Control & Air Pollution Control Systems News

### The ERG group emerges from the pandemic even stronger than ever

The ERG group of companies specialises in the design, supply, and maintenance of industrial air pollution control and odour control systems. The ERG group comprises three operating companies: ERG (Air Pollution Control) Ltd, ERG APC Maintenance Ltd, and ERG (Plastic Fabrication) Ltd.

We spoke to Richard Hanson, Managing Director of ERG (Air Pollution Control) Ltd who explained the group in detail. "ERG (Air Pollution Control) Ltd is staffed with highly qualified and experienced chartered chemical, mechanical, and electrical engineers who, together with design engineers, project managers and procurement professionals, provide industrial air pollution abatement systems and municipal odour control systems. We offer clients a full turnkey service from design to installation, and commissioning.



Our sister company ERG APC Maintenance Ltd provides routine servicing and maintenance for gas cleaning and odour control systems (whether sourced from ERG or supplied by others), to clients within the water industry and other sectors. Finally, ERG Plastic Fabrication Ltd provides custom fabrication of plastic and GRP vessels, tanks, and ducting. Its technicians are also highly experienced in fabrication methods with specialty plastics for use in extreme conditions."

ERG (Air Pollution Control) was founded in 1978. In 2001, the company was acquired by the current management through a buy-out. The headquarters in Horsham, West Sussex, is home to the project implementation and maintenance teams, as well as its in-house manufacturing facilities. Over the last 12



years ERG has also built up a full-service regional headquarters in Jordan and a branch office in Dubai to service its growing Middle East business. With 40+ years experience of air, process gas and flue gas treatment, ERG has an unrivalled reputation for quality and innovation and is accredited with ISO 9001, ISO 14001 and approved as a SafeContractor.

"Most clients come to ERG for systems and services to meet their environmental compliance requirements. Essentially, their processes produce air pollution, and our systems treat the pollution to comply with Local Authority or Environment Agency emissions limits and operating permits. For some other clients however, we provide systems and services which form part of the client's revenue-generating production process. For example, in the green energy sector our systems purify the biogas or syngas that they have generated, so that the client's process runs both more efficiently and with lower eventual pollution levels. In some cases our gas cleaning systems can even generate by-products which become saleable commodities for clients," stated Richard.

In recent news, Richard explained, "firstly, we are delighted that 2021-22 has been our second-best year ever, with turnover helped by buoyant Middle East sales, despite the challenges of trading during the pandemic. Secondly, in 2021 we moved to a brand-new 4-acre site just outside of Horsham. Here, we have the UK's most modern bespoke plastic and GRP manufacturing facilities and purpose-built offices that bring our engineering and project management teams

together on the same site as the vessel fabrication and system manufacture," said Richard.

Moving forward, we asked Richard what the company's plans for the future entail. He answered, "we will continue our momentum, focussing specifically on industrial gas cleaning and municipal wastewater odour control. We are proud to have recently achieved one of our targets; the renewal of each of the framework contracts for odour control with Scottish Water, Southern Water and Thames Water, continuing our 15+ years framework service to these key customers.

Additionally, we will continue to develop our industrial offerings both within the UK and internationally. This is principally in sectors of renewable energy where our carefully engineered systems are used for treating syngas and green hydrogen; and automotive battery materials manufacture where we treat the ammonia, acid gases and particulate pollution arising from the manufacturing process. Building on the success of our Middle East office in recent years, particularly in Qatar's infrastructure development ahead of the World Cup, we plan to further develop our reach within the region. On top of all this, we plan to continue serving our existing customers in the chemical, pharmaceutical, and consumer healthcare manufacturing and similar industries."

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## ERG Plastic Fabrication Ltd

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## GOLD & WASSALL

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

There is plenty to see in terms of its surroundings and The George is also on various coast to coast and cycle routes including Alfred Wainwright's "Coast to Coast" walk and Walney to Wear & Whitby Cycle Route (W2W). Whether It's for a pint in the sun, enjoyed in The George's outside terraced beer garden or a cold winter's night with delicious food cosied up in front of its roaring log fire, The George offers a relaxed atmosphere with a friendly personal service all year long!

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Metal Improvement News

Experts in life extension of materials & critical components



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

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

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

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## RFID Solutions News

### Manage Your Assets with RFID



**M**ajor operations involve hundreds or thousands of different assets and it's easy for valuable equipment to be misplaced or lost. Taking inventory of your assets is a time-consuming and sometimes inaccurate process. That's where RFID Asset Management comes in. With all of your assets monitored by RFID tags and readers, you can know exactly what equipment you have available in real-time. That information helps prevent losses and helps you make informed business decisions. But the benefits don't stop there.

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

You can also track the movement of assets, so you get alerts when a piece of equipment has left its designated area. People can also be tagged with RFID wristbands, which can be vital when moving heavy equipment, to improve safety by ensuring each worker is out of the way. If you have valuable fixed assets and are having trouble keeping track of them, an RFID asset management solution can not only save you time with manual tracking, but also save you money by reducing lost assets and improving maintenance.

RFID Asset Management is suitable for large or small businesses, with flexible monthly plans available. Ready to get started with RFID asset management? Contact TEC-RFID for a free consultation and online demo.

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### Everything RFID in One Place

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

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## Temperature Control News

### Enimac unveils its plans for the future

**E**nimac is part of the tape-converting group Biemme Adesivi. A few years ago, as a result of a need for more space, the company moved into a new building. Now, needing to expand again, the group has purchased the building next door with Enimac foreseen to move over in 2022 with expanded office and manufacturing space along with a showroom area where they can show and test their standard as well as industrial tape application solutions, expanding their ability to do proof-of-concept testing for clients.

Enimac began implementing a new distribution strategy in 2020 shifting attention towards tape converters. This was to align their network with what they were already doing in Italy, offering a complete solution, tape + automation. Over the next 12 months, they will continue to develop this creating new relationships around the globe. Specifically for the UK, they have 2 new distributors of their standard tape application equipment: Viking Industrial Products Ltd. (www.vikingtapes.co.uk) and Industrial Business Solutions (www.tapes.co.uk), part of Coastline Adhesive Tapes Ltd.

Among new entries in their standard machine line-up, they have a 100mm applicator for their small-medium format X-treme Light product line since wide tape strips are not only applied to wide format substrates. They've also introduced a new X-treme PRO E-commerce version outfitted with spool unwinder and a 60mm applicator with a double-spindle tape drum able to apply 2 strips of double-sided tape and 1 strip of tear tape simultaneously, greatly reducing the footprint necessary for this type of application. It accepts formats up to 1.6m wide and 15mm thick.

In addition to their standard machines, which are often used in the printing, packaging, signage and wall-protection systems industry (they apply tape basically to anything flat), Enimac also offers applicators to integrate (on robots/cobots, folder-glueers, slitter-rewinders, in production lines, and other machinery) and complete custom equipment (including 2 and 3 axis cartesian and pick & place systems). For these more complex solutions contact Enimac directly.

You can't just say 'abracadabra' and, bingo, have a solution: it takes real people listening to clients, analyzing processes, designing



and building reliable solutions. Enimac work together with converters to choose the right tape for your automated application and with top-rated technology companies to offer complete, state-of-the-art solutions. Enimac is exactly what they say they: "We're not just another special purpose machine design company. We have tape in our DNA."

**For more information, please see below:**  
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# Stunning Woodland Weddings and Picturesque Glamping

**B**oveys Down Farm is a stunning quiet retreat set amongst the breath-taking east Devon Area of Outstanding Natural Beauty. The organic working farm, which has been successfully ran by husband and wife Gerald and Pamela Sweetland for over 25 years, is the ideal location for bespoke woodland weddings, scenic glamping and all year round camping.

The farm specialises in crafting some of the most memorable wedding experiences in the UK and they're also able to work that same magic for civil marriages

and partnerships. Gerald and Pamela are very serious about making your wedding perfect – down to the tiniest details – and when booking through them you will be invited to their site for tours and a detailed talk regarding your needs and wants for your special day. From the decoration through to the menu served throughout your day, Gerald and Pamela will ensure they'll do everything possible to match your vision and create your magical day.

The private camp site offers a variety of different

facilities to campers and glampers, from renovated toilet and shower facilities to brand new electric hook-ups. Other facilities include tent pitches, internet access, hard standings, but most importantly, opportunities to purchase Boveys Down Farm's famous award-winning pasties and pies.

**Contact**  
**T 01404 871 480**  
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**www.boveysdownfarm.co.uk**



## The childhood farm you always imagined



**R**utland Farm Park is a small family owned, 18-acre working farm based in the quiet and peaceful market town of Oakham, the county town of Rutland which is renowned as England's smallest county. Offering visitors a glimpse into its rich history, with original Victorian farm yard and buildings.

The park is home to various farm animals including, animals like Mr Tom the Shire Horse and Highland and Hereford Cows. In fact, the park is home to many varieties of animals, these include: sheep, guinea pigs, goats, pygmy goats, pigs, rabbits, cows, ponies, chickens, geese, alpacas and many more.

Fun for everyone, the Park offers full year round access, with ample amounts of fun, family activities to enjoy. Whether it's a tea and cake at its onsite tearoom, meeting its farm animals or exploring the parks' tracks; Rutland Farm Park is your friendly host for a wonderful day out.

The park also hosts many events throughout the year and is currently promoting its Jubilee Red, White and Blue Celebration which it is running from the 30th May – 5th June 2022.

"Visitors can wear red, white and blue for our Jubilee celebration and take part in our quiz, or enjoy one of our red, white and blue homemade cakes. The park will be decorated with red, white and blue and lots of Union Jacks," said Julie.

Another development for the park, is the launch of its deli fridge, offering a broad selection of local produce and environmentally sustainable produce to purchase. Consisting of produce including: artisan cheese, meat and sweet treats, Rutland Farm Park has a selection of delicious products on offer.

"We have locally sourced produce from Grasmere Farm, including: pork pies, scotch eggs, pies, sausage rolls and a selection of sausages, including gluten free. We also have White Witch Cheese, a delicious, artisan cheese, and a selection of Rutland Chef produce including jams, honey, chutneys, nougat bars, chocolates, ice creams and salad dressings. We are also offering water in a box, which is UK water, in all recyclable packaging which is environmentally friendly. We offer Land Girls Ethical Coffee Nurtured By Women. The coffee is cultivated and nurtured by women, and helps to promote female growers and support their communities," added Julie.

With all this on offer, Rutland Farm Park is the perfect place to visit this summer and is a great way to support a small, traditional, family run farm. Julie added, "come and see us! We've been told that we are the childhood farm you always imagined and not a manufactured plastic attraction. We are the typical farm you think of as a child, higgledy-piggledy, friendly with lots of animals roaming and fun to be had."

**For more information, please see details below.**

**T 01572 722122**  
**www.rutlandfarmpark.co.uk**

## Machine Knives News

# CAMB MACHINE KNIVES

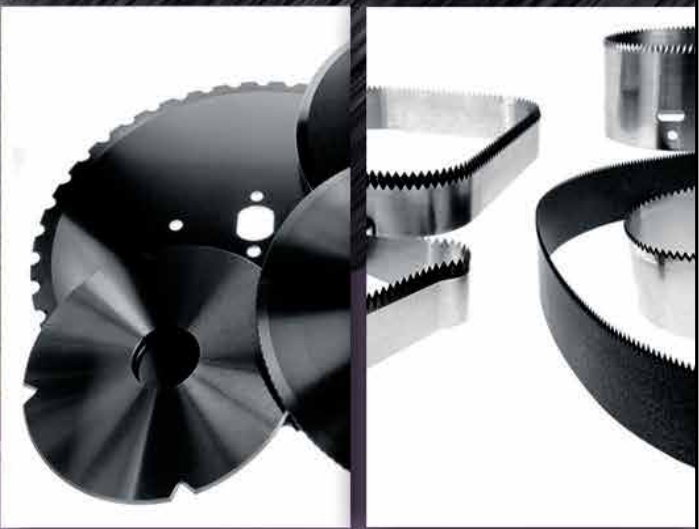
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**D**irect Hoist specialises in GEDA construction hoists and transport platforms, providing high quality, reliable hoist equipment to the construction industries. Boasting a team of hoist experts, the company implements a cost-efficient construction 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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## Big benefits from small parts picking in pallet racking



**W**hile constant innovation generates a stream of new intralogistics solutions, 'classic' pallet racking remains the most commonly used storage system. Its relatively low investment costs and flexibility – whether through changing rack configuration, retrofitting special purpose modules or adding extra bays – have made it an indispensable framework for storage and order picking systems.

Of course, many operations use pallet racking as the basis for straightforward storage and retrieval of full pallets, either to fulfil customer orders or as a bulk store for replenishment. But the trend toward shorter product life cycles is increasing SKU numbers. The drive to minimise stock levels for each SKU and improve picking process efficiency to speed up order fulfilment, combined with demands for Just-in-Time delivery and online retail, is generating a greater need for small parts storage. This is where the adaptability of pallet racking comes to the fore because small parts picking can be easily integrated within pallet racks. One option is to create small parts pick locations on the reachable ground level, with upper storage levels serving as a buffer store for replenishment. Small parts storage containers will help to store and organise small goods and C-parts – making them available for quick and easy picking.

Flow shelves can be easily installed into pallet racking to increase the number of pick locations and volume of SKUs located on the ground level pick face. Goods are easily accessible from the front of the racking – the rollers on the flow shelves allow bins and containers containing small items to be picked roll smoothly to the front of the shelf – which makes picking easy. A full container of parts will roll to the operator each time the empty one at the front removed. Inclined supply shelving within a pallet racking bay will make items clearly visible for picking. Cardboard cartons or plastic bins can be used, though the latter option enables preparation in advance at the goods-in area by filling the plastic bin with the items to be picked.

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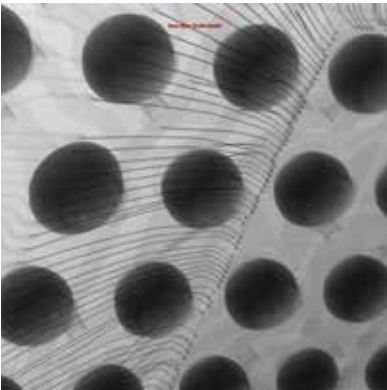
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## The relative merits of X-ray and CSAM inspection for failure analysis



**M**odern 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.

**Contact**  
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## RMIG: The only perforating expert you need



**A**s the largest perforating company in the world, RMIG has over a century’s experience in the perforation industry. This impressive size and experience means RMIG has a local presence in a range of markets, providing accessible contacts for customers no matter what their query.

RMIG is dedicated to being an innovative and reliable solution provider in the perforation industry, as well as being recognised as a benchmark for customer service and optimised logistics.

RMIG’s perforated sheets can be used effectively within a number of areas, and RMIG has six dedicated market sectors covering Industrial Processing, Food Processing, Buildings and Interiors, Multimedia and Communication, Automotive, and Household Appliances.

One particular area of Industrial Processing is medical and pharmaceutical, where RMIG’s perforated materials are able to give firm tolerances during their manufacture, and are well suited for use in sterile environments. RMIG’s perforated products also have numerous uses in the petrochemical sector, from industry specific applications such as filtration, to oil and gas exploration, as well as more general applications such as walkways in processing plants.

Additionally, RMIG works with biomass drying applications. The demand for alternative sources of sustainable and renewable energy is always growing. RMIG’s Bridge Slot sheets are the most effective way of drying woodchip to an optimum moisture content, ensuring boilers operate efficiently to benefit farming and agriculture.

The RMIG Bridge Slot sheets play an essential role when it comes to the design and manufacture of biomass drying floors. The combination of sheet thickness and opening size allows RMIG’s sheets to be used either as a suspended floor in wood chip drying containers and trailers, or as drive-on drying floors in outdoor buildings. The bridge slot opening size determines the products that can be dried, which range from fine oilseed rape through to larger grains and cereals, as well as logs and wood chip drying.

In the production of perforated dishwasher filters, RMIG offers the complete service from perforating and forming, including surface treatment, right up to final assembly complete with plastic rings and funnels. RMIG also has decades of experience in the manufacture of perforated sieves using highly developed technical methods and strict quality control systems to guarantee customers are receiving the best possible product.

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## Impact sucks your waste away. Automated waste packaging removal solution

With each passing year, the volume of waste plastic film, bags, cling pallet wrap, paper, and other flexible packaging materials, used by large ecommerce companies, fulfilment groups, supermarkets, mega warehouses, and distribution facilities, continues to rise. As consumer habits move away from the high street and towards online shopping and returns, this is only going to continue and contribute to a huge logistical challenge to manage unwanted flexible materials. In-house waste disposal is becoming increasingly important and more reliable and effective solutions for removing, transporting, and recycling waste, are essential. In many instances, the simple waste bin or cage is still widely used in these facilities to allow operators to dispose of unwanted mixed packaging during their daily duty. These are then manually moved to central waste collection points or compactors. Impact Air System's solutions for large ecommerce and fulfilment giants are engineered to allow the operators to hand feed unwanted flexible material such as adhesive tape backing, garment bags, pallet wrapping, tissue paper or other similar waste products directly into a dedicated local suction point, located near the workstation.

No more bins clogging up the work area or wasted time walking to and from central compactors or waste cages. No more slip or trip hazards when waste collects on the floor, significantly reducing labour costs and time. There is also the added benefit of better recycling rates of this material if sorted at the source and bulk compacted or baled, resulting in a significant reduction in handling and transportation costs and treatment

fees at the waste site. Think vacuum cleaner, just on a much larger scale and integrated into the building's structure. Waste is collected from the source of generation, transported through a ductwork system at a high level, freeing up valuable floor space. A fan provides the suction, moving material at high speeds to a central recycling area for compacting or baling.

Systems can be designed to collect material from multiple workstations simultaneously and transport it long distances to a convenient point, even move the waste to the outside of the building. Each system can be built bespoke to each packing/unpacking scenario depending on the number of workstations, material quantity and space within the facility.

Impact Air Systems works within a wide range of industry sectors, providing air-based technologies to improve productivity, increase recycling rates, reduce manpower, and save money, all whilst fulfilling environmental responsibilities.

**Contact**  
[www.impactairsystems.com](http://www.impactairsystems.com)



## Drown out background noise with Sound Damped Steel



Sound Damped Steel (SDS) is a multi-award-winning noise control company that specialises in the development, manufacture and supply of highly damped materials for industrial noise and vibration control applications. Sound Damped Steel was launched by Les Thompson who created the company to sell constrained layer damped steel and provide noise control solutions for industrial applications. In 2003, Les rebranded as Sound Damped Steel, with the intention to liaise with noise control consultants to help design, fabricate and install effective noise control solutions. Today, SDS promotes the use of sound deadened sheets of steel and aluminium to OEM manufacturers in any quantity from a single sheet to several tonnes.

"SDS is a specialist company. We help manufacturers design SDS into their products and manufacturing processes to create noise compliant products and quieter manufacturing areas. We are unique as we offer bespoke noise solutions for companies with either noisy factories or products. We can design and fabricate enclosures, screens and guards, supply a kit of parts to retro fit on noisy machinery or supply sheets of steel for manufacturers to make their own products. SDS is available in aluminium, mild steel, galvanised and stainless," stated Les.

SDS has over 30 years' experience in developing new and practical applications for the technology across a wide range of projects to help both end users and leading noise and vibration control consultants, to solve their problems. Using a principal called constrained layer damping to reduce impact noise, radiated noise and vibration, SDS describe their materials as 'if you were to imagine steel and aluminium to have the same acoustic properties of lead, then you will understand how it behaves.'

We spoke with Les who mentioned a product that has recently received much attention, "one area of particular success is removing noise from high pressure gas pipelines using a unique design which enables easy access for inspection, prevents corrosion which occurs under conventional pipeline lagging and is simple to install and remove."

SDS highly damped materials are effective and practical options for panels radiating noise. Sound damped steel and aluminium materials can be incorporated into conveyor systems to provide substantial noise reductions.

Lately SDS has received huge increases in sales of its Sounddeck Hi-fi enhancing products during the COVID-19 lockdown. "We put it down to the number of people who were furloughed and listening to more music therefore re-establishing their love of vinyl records. This led them to investigate ways of enhancing their sound system, which led to an increase in worldwide sales of our Sounddeck Platter Mat and other Sounddeck products," stated Les.

After applying SDS to several major Hi-fi manufacturers, SDS introduced its own range of vibration removing components. The range includes Platter Damping Kit, Sounddeck PM, Sounddeck Damping Puck DPS, Sounddeck DF square sets, Sounddeck VTAA Vertical Tracking Alignment Tool, Sounddeck TAP Tone Arm Protractor Arm, and Sounddeck Soft Slip Mats.

The Sounddeck Platter Mat is a precision-made sound-damping laminate that has been tailored to the dimensions of turntable platters. Using a constrained layer damping process, unwanted vibrations such as turntable motor rumble and feedback is instead transformed into negligible amounts of heat, so too are the stylus counterforces that occur as the record plays. Moving forward, SDS plans to appoint agents to market and distribute its products on a global basis. In closing, we asked Les what the company's plans are for this year and beyond, he answered, "In the past 18 months we have exported five containers with 20 tonnes of SDS in each to China. We want to capitalise on global growth, therefore, our plans going forward are to appoint more agents, we currently have distributors in Thailand, China, Mexico and the USA which will give us a more dominant market presence."

**T 0191 259 0700**  
[sales@sounddampedsteel.com](mailto:sales@sounddampedsteel.com)  
[www.sounddampedsteel.com](http://www.sounddampedsteel.com)  
[www.sounddeck.co.uk](http://www.sounddeck.co.uk)

## 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 year, 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:

1. Elective 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.
2. Short-term Business Loans: Paul Michel

Finance provides secured loans to businesses from 3–12 months, or negotiable thereafter.

3. 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 753111**  
[info@pmichelfinance.com](mailto:info@pmichelfinance.com)  
[www.pmichelfinance.com](http://www.pmichelfinance.com)



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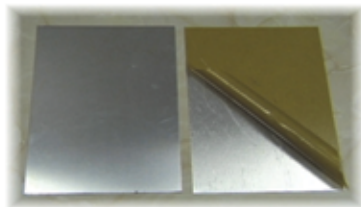
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**Les Thompson**  
**+44 7513 908060**

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# The new AmbaFlex massflow spiral



AmbaFlex is proud to present our latest installation for the elevation of filled glass bottles at the OeTTINGER 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 500ml glass bottles
- Over 40,000 bottles-per-hour throughput
- Full stainless steel with corrosion-resistant chain
- A footprint of only 2,240mm
- Single track
- New TPJ 400mm wide slat

While our original SVM is optimised 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 customisable 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](http://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>

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# ViaCon Storm Water Solutions, Bridges and Culverts

With our proven technical and engineering expertise, ViaCon's StormWater Solutions and products are designed to meet the challenges of stormwater management. Our corrugated steel products range from stormwater retention tanks and infiltration soakaways to bridges and culverts all manufactured from steel, a material that allows us to design and manufacture sustainable solutions.

With ViaCon's solutions, you have the competitive edge. Total cost advantage vs competing materials, for any size project subject to vehicle loads and space constraints. Stormwater

solutions are often required under parking areas for retail and industrial areas. Our Bridge & Culvert solutions suit many scenarios including access roads to industrial developments or for under public roads where subjected to full highway loading.

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## Air Quality News




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# BUILDING UPDATE

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## KELLY TANKS

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## Water Treatment tanks and systems

2021 was a successful year of Concrete Washout and Water Treatment Systems for Kelly Tanks across the UK, Ireland, New Zealand, Sweden, Spain, France and Denmark, affirming their solid reputation for providing innovative and cost-effective solutions to the construction industry.

The well-established CWS Concrete Washout has remained the product of choice for washing off concrete wagons and equipment onsite whilst demand for Water Treatment tanks and systems for filtration and/or separation has continued to grow. Kelly Tanks remain consistent in releasing new products to help ensure safe and compliant waste-water treatment on building sites across the UK and overseas including a range of modular Dosing Units used for monitoring and controlling pH & TSS levels and/or providing proportional chemical dosing.



Kelly Tanks were also able to attain Constructionline Gold Membership, SSIP and Acclaim Accreditation ensuring they meet the PAS91 and Common Assessment Standard.

This year, Kelly Tanks are expanding their fleet and product range as well as improving their facilities and attracting more talent to team KT. Kelly Tanks are also looking forward to giving back to their local community and keyworkers again this year with continued volunteering and donations.

Innovation and sustainability also remain the focus, kicked off with the introduction of a mobile renewable energy system that



unlike existing options, does not require a backup generator. The hybrid solar & wind unit is ideal for generating power in remote areas in all seasons and the systems Wind Solar Hybrid MPPT Controller with dump load provides protection functions such as overcharge, over discharge and overload to guarantee peace of mind that power is successfully generated and stored ensuring the user is never left without power.

Kelly Tanks innovative product range is complemented by a commitment to excellent customer service. "As a company we pride ourselves in putting the customer first. We are proud of our fast, nimble approach in providing our customer with exactly what they need. As well as our equipment, we can supply familiarisation training, testing services and full onsite water management teams. We also design and build bespoke systems to ensure our customer always receive the best equipment for their application".

2022 will also see Kelly Tanks exhibit at the UK Concrete Show in May and Hillhead in June where they are expected to showcase their latest developments in Concrete Washout & Water Treatment.

### KEY BENEFITS YOU CAN EXPECT FROM KELLY TANKS SYSTEMS:

- Designed to meet the rigours of the construction industry
- Fast and Simple to Set up
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- Reduce risk of pollution
- Easy to use equipment

If you'd like to find out more information on Kelly Tanks' full range of products, head to the website or get in touch using the contact details below.

**T 01889 508944**  
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**Bulmer Brick & Tile Co Ltd**  
see them on.....III



**Tomorrow's Forests**  
see them on.....IV



**Allerton UK**  
see them on.....VII



**DCON Safety Consultants Ltd**  
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**Hauraton**  
see them on.....XIII



**Kedel**  
see them on.....XVI



## Horticultural & Equestrian News

# Plants and Sundries to the Trade

Based in Lower Withington, Near Macclesfield only five miles from junction 18 M6, Four Oaks Cash & Carry is now the largest Horticultural 'one stop shop' in the UK! Since day one, we have attained our impeccable range and service to our customers propelling us far in front of our competitors. The Manager, Marlon Kent, who has over 30 years of plant and tree knowledge, handpicks our stock. Pre-COVID-19 restrictions Marlon would travel to Italy and Spain in the early months of the year, ensuring only the best quality of stock is acquired. This stock would include specimen trees, plants and sundries to the trade. Nowadays, as with most things, this is done via the internet, quality is not compromised as the stock is now 'visually picked.'

Four oaks is a specialist supplier of Mediterranean plants, our stock includes Olives and Palms in pots from 1 litre up to 1,000 litres and these are available

all year round. We have an extensive product line of over 1,500 lines of trees and shrubs on display from starter plants to specimen sizes, as well as young bedding and basket plants for which we are historically known.

Catching site of the recent demand for outdoor seating, specifically from the leisure industry, Four Oaks made the recent decision to begin to stock high quality garden furniture, and this decision has been a resounding success through its sales. Furthermore, we have extended our range of pots, which include terracotta, glazed and authentic wooden half whiskey barrels, just a few of the exciting addition to our ever-growing product line.

We also offers compost and feeds, a wide range of Draper garden tools, hanging basket and liners, pots, bowls and planters, a range of Meadowview

stone, sundries pots and bowls, a large range of sundries are available as well as a new range of aggregates being added to the company's Autumn stock. Seasonal specials are common at Four Oaks, alongside its superb selection of planted hanging baskets and patio pots.

For more information, please see the details below:

T 01477 571797  
www.fouroaks-nurseries.com



## Forklift Sales News

### Your partner for material handling



Davison Forklift was established by John Davison back in the mid-sixties, and was sold to Malcolm Harrison in 2018. Based in Shifnal, Shropshire the company maintains a rich history and has grown significantly since its inception, seeing impressive growth year on year.

"We are a machinery hire company specialising in the hire of forklifts, tractors and telehandlers. We sell, repair and hire the aforementioned machines. We are also dealers for Clark, who invented the forklift in the early 20th century. We take pride in providing a very personal service, which is second to none," said Adrian.

Throughout the years, Davison Forklift has explored new sectors and moved its focus into the hire and sales of new product ranges. By consistently expanding upon its product range, has enabled Davison Forklift to be able to discover and move into new sectors and enter higher markets, developing a broader customer base. Davison Forklift has positioned itself firmly at the forefront of the material handling sector, offering a broad range of products, complemented by a highly skilled team of trained forklift engineers that carry out on-site repairs, servicing and health checks. The company specialises in the hire and sales of forklift trucks and is the authorised UK dealers for Clark, Haulotte and Ausa. In addition, Davison Forklift is also part stockists for Clark, Hyster, Samsung, Doosan, Linde, Lansing, Ausa and many more.

In terms of recent developments, Davison Forklift has seen a recent relocation, moving to a new rural location in Yew Tree Lane in Shifnal, Shropshire. This move has helped the company explore new marks and helped to facilitate an investment into new equipment. As such, Davison Forklift has turned its attention to the hire and sale of tractors and telehandlers.

Included in its telehandlers range, the company offers two telehandlers; JCB 540-140 and JCB 535-125. Through JCB's commitment to providing outstanding products for its customers, the brand has flourished, growing from a one-man business into Britain's largest privately owned manufacturer of telescopic telehandlers and industrial forklifts. Both the JCB 540-140 and JCB 535-125 models are equipped with the latest technology and advanced design capabilities, with features such as: low fuel consumption, reduced noise, high torque and power output, total reliability and minimal maintenance.

Regarding its tractor range, the company currently offers one tractor manufacturer available for hire; the New Holland T7.210. New Holland is renowned as a Clean Energy Leader for its active promotion and development of sustainable agricultural technology, offering solutions that enhance efficiency and productivity, while respecting the environment. The T7.210 is a great addition to the company's range and offers a power range of 140 to 210 HP, with a rated engine speed of 2200 rpm.

If you would like to find out any further information on the company, please see the details featured below.

T 01902 420 123 (Wolverhampton)  
T 01952 915 060 (Telford)  
sales@davison-forklift.co.uk  
www.davison-forklift.co.uk



## Plants & Sundries for the Trade

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## Forklift Sales News



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For more information please contact;

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We are a small family business continuing the traditions of brickmaking on this site dating back to the Middle Ages. Our facings and specials can be made with almost any texture, from coarse veined to smooth with some 150 different sizes of facing and a range of over 5,000 special shapes, including all standard plinths, squints and copings, and extends to purpose made chimney bricks, terracotta, mullions, jambs, floor bricks, pammments, decorative plaques, garden edgings and a full range of rubbing blocks.

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*by Peter Minter*

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# Together we can restore biodiversity and rewild our world



In September 2020, Creating Tomorrow's Forests was established by Nick Hollingworth and Liz Boivin, with the mission to fight climate change and restore biodiversity across the UK. Creating Tomorrow's Forests enables businesses and individuals to actively invest in the natural environment, by channelling their funding into high quality biodiversity restoration and afforestation projects.

Sister company, Tomorrow's Forests, which was established in 2014, specialises in high volume commercial reforestation, and provides the planting expertise linked with scientific research, to make sure the right species of trees are planted in the right areas, and additional habitat such as ponds and meadows are created alongside to maximise the biodiversity at each site.

"We started acquiring land, offering businesses and individuals the chance to give back to nature and create biodiversity in places where it has been lost," explains Liz. "We are very excited about this project, and it is going well because businesses are prioritising sustainability and examining their environmental impact. We have already

completed tree planting on a new wet woodland site in North Somerset and are currently working on new habitat creation projects in the North Devon Biosphere.



A lot of people are becoming more interested in biodiversity restoration and tree planting and the benefits it has, sequestering carbon and increasing biodiversity and habitats for animals. I think COVID-19 has brought things into perspective for a lot of people in this sense."

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

So as well as offering tree planting services for our customers, we have now launched a totally new biodiversity banking programme which empowers businesses and individuals to fund active ecosystem restoration.

process from start to finish. And it is certainly true what Liz says – during the lockdowns across the world due to COVID-19, nature reclaimed many areas and people had more time to take stock and really discover what state the world was in.

"Oceans were cleaner, animals were wandering the streets where they hadn't been before – it really put things into perspective for people. It's important we take care of what we have. Scientists have been saying for years that we need to protect our climate, but it's easy to forget about this in day-to-day life. Putting a break on everything we were used to during the lockdown switched many people's focus to nature, with more of us taking walks in nature and in woodland.

For this reason and because of the push for carbon capture schemes and biodiversity



For the first time investors can channel their funding into specific high quality habitat creation projects including wetland, meadow, woodland, or marine seagrass ecosystem restoration."

In return for their investment, customers of Creating Tomorrow's Forests will then receive detailed updates on the progress of their project and can visit the site in person, engaging them with the whole restoration

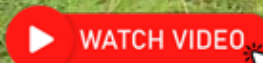
restoration, Creating Tomorrow's Forests has been getting more and more interest from businesses and individuals.

We are looking forward to developing the company further throughout the year and are already working on a number of exciting projects. We currently plant 2 million trees each year with Tomorrow's Forests, and we want to reach the same point with our sister company, while also restoring biodiversity and creating new ecosystems throughout the UK."

As well as offering expertise in restoring habitats, Creating Tomorrow's Forests also offers professional biodiversity offsetting services for businesses and construction projects required to demonstrate a biodiversity net gain. You can contact the team to discover more about their full range of flexible habitat creation services.

If you would like to find out more information on either Tomorrow's Forests or Creating Tomorrow's Forests, get in touch.

**T 01258 818003 Head Office**  
**M 07824 673239 Nick Hollingworth (Managing Director)**  
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**www.creatingtomorrowforests.co.uk**





## 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.

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## Fire Safety News

### Your partner in fire safety



DB Fire Safety Limited is situated in Peterborough, and was set up in 2013 by its Managing Director, David Black. David is a qualified fire risk assessor with over 30 years' experience working in the fire safety industry, with accreditation including from the Institute of Fire Safety Managers, 'Register of Competent Fire Risk Assessors.'

David first launched DB Fire Safety Limited after gaining experience working for two years as an independent fire safety consultant.

Recognising the need for his services, David launched DB Fire Safety Limited to provide independent fire safety consultancy, serving clients throughout the UK. "We are an independent fire safety consultancy specialising in carrying out fire risk assessments," said David Black, Managing Director.

DB Fire Safety Limited's main operations consist of carrying out fire risk assessments and providing fire strategy documents for new buildings under construction. "In addition to offices and factories, we specialise in carrying out fire risk assessments of schools, residential care premises, and blocks of flats. We also assist building contractors and architects in developing fire & evacuation strategies for buildings under construction or renovation," added David.

Through the company's industry leading expertise, DB Fire Safety Limited understands the difficulties in navigating fire safety legislation, and as such, the company prides itself on being 'your partner for fire safety'.

Under David's leadership and industry leading expertise in the fire safety industry, the company is well equipped to assist its clients and help to provide their client's businesses with a comprehensive document to identify potential sources of ignition, the likelihood of a fire occurring and the potential impact that a fire would have on its occupants. An assessment is then made of the documented procedures that outline actions that need to be followed in the event of any fire incident, and the required level of training and practice needed.

One of the main advantages of using DB Fire Safety Limited's services is its honest and efficient service, as an independent business without any conflicting interests. David explained, "The benefit of employing ourselves is that we have no potential conflicts of interest in supplying or maintaining fire extinguishers, fire alarm systems, or installing fire doors etc."

The company also provides in-house training for Fire Wardens and Fire Marshals, as well as online courses, to keep staff and businesses compliant and safe. In addition, DB Fire Safety Limited also provides training courses for general fire safety awareness, which can be carried at the client's premises or via its online E-Learning modular courses. The online courses are a great resource for refresher training.

**Contact**  
**T 0800 7720559**  
[enquiries@dbfiresafety.co.uk](mailto:enquiries@dbfiresafety.co.uk)  
[www.dbfiresafety.co.uk](http://www.dbfiresafety.co.uk)

## DB FIRE SAFETY LTD

**TEL: 0800 772 0559**

**[enquiries@dbfiresafety.co.uk](mailto:enquiries@dbfiresafety.co.uk)**

## THE FIRE SAFETY ORDER

The Fire Safety Order 2005 requires that all businesses, including schools and all other educational establishments, have an up-to-date fire risk assessment and that staff receive instruction in fire safety procedures. Legislation also requires that fire risk assessments are reviewed on a regular basis (recommended to be at least annually).

It is critical that there is a suitable and sufficient set of procedures for staff to follow in the event of a fire emergency. Therefore, all staff must receive appropriate training in those procedures must be tested by carrying out regular fire evacuation drills.

It is also strongly recommended that all staff should receive instruction in general fire safety awareness. Such training would enable staff to fully understand the fire hazards and risks in their respective areas and, therefore, hopefully help prevent a fire from occurring in the first place.

In many schools, there may also be a requirement for senior staff to be designated as Fire Marshals; to have particular responsibilities in the event of fire.

DB Fire Safety has vast experience in dealing with all kinds of educational establishments; specialising in carrying out fire risk assessments and providing training to staff. Our training courses can be provided on site or can be accessed via our variety of e-learning courses. These are modular and can be accessed remotely as time allows.

From our offices in Peterborough, we cater for clients throughout England and Wales and offer a FREE 24hour consultancy service.

**For more information regarding fire risk assessments or staff training, call 0800 772 0559 OR Email [enquiries@dbfiresafety.co.uk](mailto:enquiries@dbfiresafety.co.uk)**



**DB FIRE SAFETY**

**We are an independent fire safety consultancy providing support to schools across the whole of England**



## SERVICES WE PROVIDE

**FIRE RISK ASSESSMENTS**  
**FIRE DOOR INSPECTIONS**

*Unit 1, Wittering Service Station  
 Townsend Road  
 Wittering  
 Peterborough  
 Cambridgeshire  
 PE8 6AB*





# OUR GOAL IS 100% CERTIFIED TIMBER FROM 2025



The Belgian fifth-generation family company, founded in 1883 Vandecasteele Houtimport still has to deal with old prejudices on the use of hardwood. “Everyone knows that timber is a sustainable material”, says Isabelle Polfliet, Compliance Manager at Vandecasteele, “a lot of users still associate tropical timber with the disappearance of the forests.” Nevertheless, Vandecasteele Houtimport is fully committed to certified timber.

Sustainability and reliability are an essential part of Vandecasteele Houtimport’s DNA. The company is determined to achieve the goal of trading only certified timber by 2025. Isabelle Polfliet: “As far as softwood is concerned, we are at 99%. The challenge, however, lies with the tropical hardwood and today we are at 66%!” Vandecasteele Houtimport has a clear vision: only certified timber has a future.

Substantial investments have been made over the years to be able to realize this future perspective. “You cannot achieve this goal overnight. This is a long-term job, in which all partners must be included. If we want to assure our customers that we keep our promise to only trade timber that comes from well-managed, certified forests, we need to be sure that all our trading partners share the same strictest certification and sustainability processes as we do.”

This has resulted in several actions within the company. “First of all, we were assisted by external experts to get the procedures and protocols in order within our company. For example, we apply a responsible purchasing policy that must be signed by every supplier.” Secondly, the team at Vandecasteele was reinforced with a forest engineer in Brazil. “That way we can keep a finger on the pulse of every shipment and we are able to accurately apply the ever-changing legislation in Brazil with great precision.

This sends an important signal to our suppliers. They know that doing business with Vandecasteele Houtimport means: complying with a procedure that is continuously refined and adapted. Every timber transport requires approval. When in doubt the timber is not accepted by us.”

**DIGITALIZE**  
Last year another important step was taken in the partnership with 11 Foundry and their product Fibertrace. “This is in line with our intention to digitize all processes within our company. Fibertrace allows us to register all processes related to compliance in a structural and transparent way,” says Isabelle Polfliet.

“The choice for certified timber does not mean that we push all non-certified suppliers aside. We have a preference for certified wood. By working together with external auditors, we can carry out field audits and share the results and the expenses with colleague importers. This enables suppliers to gain insight into their processes and where there are areas for improvement. In this way, we will gain certified suppliers in due course.”

Vandecasteele has a long-term commitment to preserving the forests. The family business imports more than 125 different types of wood from 40 countries and has 105,000 cubic meters in stock, mainly certified hard and soft woods.

“This wide range of wood species is also due to our support for the LKTS program of FSC Denmark. With this we want to help promote the use of lesser known species. We keep these lesser-known types of wood in stock and offer them as an alternative. Too often, regulations refer to the known types of wood. From the point of view of good forest management, one must dare to choose the right durability class for an application instead of a specific type of wood.”



**PRESERVATION OF THE FOREST**  
In a well-managed forest, only mature trees are harvested, which amounts to one to three trees per hectare. After that, felling will not take place for at least 25 years. In this way the forest is preserved for the future. Mother trees, trees with bee nests and the like are of course not harvested.

**POSITIVE EVOLUTION**  
Isabelle Polfliet notes that a positive evolution is noticeable in consumer purchasing behaviour. Customers are increasingly asking questions about certification and the origin of the timber. Buyers are becoming increasingly aware of the need to use certified timber.


“Importing tropical wood goes further than just asking for

certified wood. Internally, the processes and procedures must also be in order. Say what you do and do what you say. This means a continuous evolution within our company, because there are always new insights and legislation does not stand still (‘the new Deforestation Law’). Due to our collaboration with external experts, we are broadening our internal knowledge and continuing to make progress.”


Considerable steps have already been taken with the arrival of the EU Timber Regulation, but we can and should do even better. “We want to see and monitor a stronger application and support for certified timber. Vandecasteele communicates continuously with the users via the website and campaigns in order to get that

message out. This is necessary, because the purchase of FSC® certified wood contributes to 14 of the 17 Sustainable Development Goals (or SDG’s) of the United Nations’. Since the year 2000 Vandecasteele Houtimport has committed itself through the Corporate Durability Charter by signing up to environmental objectives exceeding the applicable legislation. In 2018, the charter started a partnership with CIFAL Flanders, the local HUB of UNITAR, the Training and Education centre of the UN. In 2021, Vandecasteele Houtimport was the first timber company in the world to have obtained the international recognized “SDG Pioneer certificate” from UNITAR CIFAL.


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+32 56 43 33 00



# 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.

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# The UK's number one sealing solutions provider



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 stands on the front line when it comes to the development of innovative, practical solutions for sealing and fire systems. Providing the very best in German engineering, DOYMA 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, prevent against structural damage and incorporate rubber mouldings that ensure all gas and watertight features.

Demanding building types, such as power plants, large industrial plants, reservoirs or airports, often require highly specialised custom-made constructions. They place high demands on the fact that building penetrations such as cables and pipe work need to be permanently sealed. In the case of extraordinary pipe dimensions or special thermal, chemical or physical requirements, sealing systems in the form of a special construction are the required solution.

DOYMA have the expertise and an experience of over 50 years to develop and produce the best solution for any building or project, using state-of-the-art design and manufacturing methods as well

as professional simulation methods to ensure safety when using DOYMA special constructions.

Suitable mostly for builders of commercial properties, Service Sealing Solutions Ltd has a large range of DOYMA products that come with a 25-year warranty. DOYMA product brochures are available on the website and include products that have been supplied 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.

As a UK distributor for FRANK puddle flanges, Service Sealing Solutions Ltd provide assured watertight sealing of pipes through concrete walls, foundation plates and manholes. The FRANK puddle flange is an extremely flexible product and comes in a range of versions. Made from EPDM,



the puddle flanges act as a barrier which are also chemically resistant to a wide range of acids and bases. Depending on the diameter, they are proven to be tight and to hold pressures between 8 to 10 bars. FRANK puddles flanges also offer exceptional resistance to ozone and weathering conditions, and can be installed during construction resulting in a perfect cost-effective alternative to conventional sealing systems.

Lastly, Service Sealing Solutions also supplies HKD products, which are now owned by DOYMA. HKD manufacture a large range of pipe sealing systems and service conduits that are guaranteed to withstand up to four bars pressure. HKD systems have a sealing solution for service conduits cast into concrete without the sleeves. They are supplied and ready to use, requiring no site preparation work prior to installation. With options such as KE Socketless service conduits, KG Wall Ducts and Floor Ducts, together with KG Twin Sockets for installation in pump sumps, HKD products are ideal for situations where suitability for thin-walled concrete structures is vital.

**Contact**  
**T 01952 510050**  
**[www.servicesealingsolutions.co.uk](http://www.servicesealingsolutions.co.uk)**



**Service Sealing Solutions Ltd**



**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.

The very best in German engineering is used to seal penetration points at the wall to permanently prevent any infiltration of gases and water into the building, and the duct sealing systems are guaranteed for 25 years.





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

**T**uff 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.

Regarding its progression over the last year, Tuff Waterproofing is pleased to have continued to progress significantly since 2020. With the impact of the COVID-19 pandemic affecting many industries, Tuff Waterproofing was able to remain open throughout and further developed on its product range during the last 12 months.

We caught up with Greg Gimenez, Managing Director of Tuff Waterproofing and asked him about the company's developments over the last year, he stated that, "We have progressed very well. We didn't have to close during the Pandemic because we are in the construction industry, so the government's directive was to stay open. We have mostly remained the same, we're always trying to develop new products and develop our existing products. We're quite happy with the overall year and foresee further progression for 2022."

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.

"As I have always said, the life blood of this company is the service, exceptional training and technical support that we give. It's more than just providing products, it's all about the service and support," Greg added.

In terms of the company's most recent developments this year, Tuff Waterproofing has further expanded



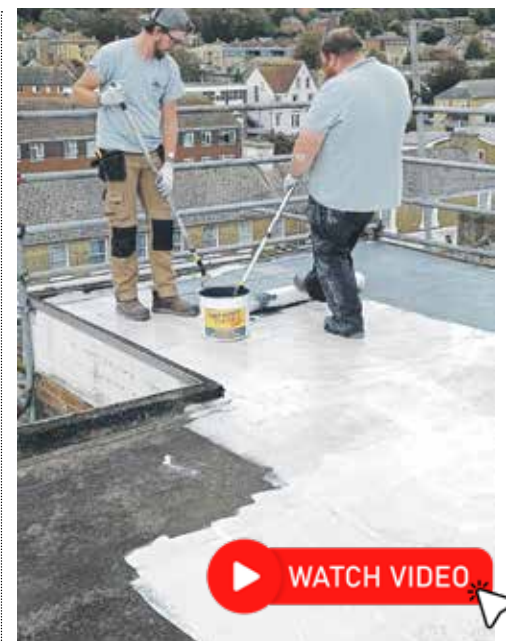
its TuffStuff® product range and is now offering its latest GRP roofing innovation; TuffStuff® flexible GRP. TuffStuff® flexible GRP is a single resin solution that provides an exceptional combination of versatility and durability. It's extremely quick to lay and does not require stripping or re-decking of the roof, saving customers both time and money. It can be applied to a variety of surface types and structures including vertical sections.

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.

On the back of its successful launch of TuffStuff® flexible GRP, Tuff Waterproofing is planning to further feature its new product at various tradeshow throughout 2022. These include: UK Construction Week 2022 in May, in London and UK Construction Week 2022 in October, in Birmingham.

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.



Indeed 2021 has seen impressive growth and development for Tuff Waterproofing and the company anticipates much more progression, leading on from its new product launch. After what many industries have deemed as a challenging year in regards to the COVID-19 pandemic, Tuff Waterproofing has showcased its industry leading expertise and is pleased to have been acknowledged for their hard work.

For more information about the company or to view its range of products, please see the details below or alternatively, contact them directly on the number stated.

**Contact**  
T 01977 680250  
[www.tuffstuff.co.uk](http://www.tuffstuff.co.uk)



## FLEXIBLE GRP

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.

**TUFF STUFF**  
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## Door scheduling made easy, fast and error free



Established in 2002 by Derek Brown, RapidSpec is the first software developed for automatically creating door schedules, drawings, project estimates and bills of materials. Designed to eliminate errors in door set specification and the production of door schedules, RapidSpec is an industry leading software product proven to find any doorset's details from any customer and any project within 15 seconds.

"As software specialists for manufacturing processes, we have produced a software system for fire door manufacturing that not only improves productivity, ensures a faster turnaround and is proven to eliminate a greater number of errors, but also results in lower admin costs whilst producing a higher return on investment than other software systems on the market," stated Carol Cole, Business Consultant.

With RapidSpec everything is instant. Long gone are the days of spreadsheets, RapidSpec offers instant quotations that include all of the auto generated doorset drawings required. Simple to navigate, the operator uses multiple choice, yes and no questions together with the required dimensions and RapidSpec does the rest. The process is time efficient, cost effective and simple to use. Manual data entry falls victim to human input error, which is both time consuming and frustrating for the employer and the employee. It not only impairs performance and efficiency



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## Landscaping News

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The savings from RapidSpec's error free automatic bill of materials alone is normally enough to pay for the software.



Take the worry and stress out of scheduling. In the background, as you select items, RapidSpec is making hundreds of checks for you. Less double checking = higher output!

## Lightning Protection & Risk Assessment News



[www.lightningconductor.org](http://www.lightningconductor.org)

Formed in 2014, and having over 40 years of expertise in the lightning protection industry, South West Lightning Protection, provides a full range of services from our office locations in the UK. With our trained operatives we are able to provide a full range of services, from conception to completion, and with our SafeContractor accreditation you can be assured works will be carried out adhering to all relevant health and safety requirements.

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Email : [North@lightningconductor.org](mailto:North@lightningconductor.org) — [South@lightningconductor.org](mailto:South@lightningconductor.org)

Airport Business Centre  
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PL67PP

Also located in Scotland,  
& London



but can result in higher operating costs and fluctuating levels of performance and continuity. With this in mind, RapidSpec offers two services: Fire Door Scheduling and Door Manufacturing Software.

Door Manufacturing Software allows manufacturers to produce detailed door schedules much more efficiently than traditional spreadsheets, calculators and catalogues. RapidSpec uses the existing skills of your estimator who will be able to create professional quotations immediately with just one hour of training. The orderly input of data ensures that nothing is left out and everything is checked. From the data input RapidSpec then automatically creates a scaled, detailed, and dimensioned doorset drawing.

Ideal for manufacturers and fabricators of custom, standard interior and exterior doorsets, as well as architects, contractors and fire door manufacturers. "We have now introduced a barcode functionality and we are constantly updating and improving the software to create greater efficiencies for our clients," said Carol.



**Robin Bell, Sales Manager  
at Rapid Spec**

It is vital fire doors are designed and manufactured to the right specifications to ensure they have the correct level of fire resistance. Fire Door Schedule is a door specifying and scheduling software from RapidSpec that allows door manufacturers and designers to quickly and simply create accurate fire door schedules from standard specification sheets. The simple process is designed so that the operator only needs to answer a few questions and input the dimensions of the door for the software to then produce an accurate fire door schedule complete with diagrams, dimensions, project estimates and bill of materials.

T **03337 000017**  
[robin@rapidspec.co.uk](mailto:robin@rapidspec.co.uk)  
[www.rapidspec.co.uk](http://www.rapidspec.co.uk)



## Steel buildings to suit all budgets

Founded by Dave O'Brien in August 2017, Castle Steel Buildings has evolved from a basic start-up, operating on what was essentially a franchise model, to a rapidly growing construction company with a permanent install team and a developing back-office operation. Previous to the company, Dave O'Brien had worked in the steel construction industry as an installer for over 20 years. After many years Dave was keen to build his own business that offers bespoke steel buildings with a guaranteed installation option. On the search for a business partner who could run the administration and logistics side, Dave approached John Rosling, who had a number of years' experience in public and private sector management. Since joining, the business has grown in strength at a fast pace.

Today, Castle Steel Buildings is well-known as an industry leader in its field. Offering a number of services to suit every budget including steel buildings for agriculture and rural, commercial and industrial, garages and sheds, as well as cladding installation. Understanding that customers prefer a personalised service, Castle Steel Buildings is committed to ensuring 100% satisfaction

from start to finish and prides itself on its; affordability, to offer cost effective light weight composition of the buildings designed to reduce production and installation costs; versatility, with a range of buildings to suit every application; and top British quality, endeavouring to always support British economy. All Castle Steel Buildings materials comply with British Standards BS 6399(pt 2) and exceed ISO9001-200.

"These are among the many qualities that set us apart from our competitors," mentioned John Rosling, Director. COVID-19 has left a dramatic impact on steel production over the last 12 months, with many steel mills across the world shutting down. As such, steel suppliers are running low on stock, the price of steel has risen and there are incremental delays to customer orders. Castle Steel Buildings has worked hard to ensure this implication has not affected its production and most of all, its service to its customers.

"One of the major things we've noticed over the last year is that many people are put off having their steel building because of the cost of raw materials,

something that has increased enormously with the pandemic and global shutdown. We've met this challenge by partnering with Peregrine Finance in York to offer a bespoke finance solution. This is a great option for companies looking to get their projects off the ground quickly while spreading the cost over time," said John. With more to offer in its arsenal, we asked John what the company's future plans were, he answered, "alongside a determined go for growth mindset, we're focussed on developing our range by introducing hot rolled steel designs. Cold rolled steel is inexpensive and effective but there are some limitations in the scale of building that can be done in cold rolled steel."

T 01302 301402  
info@csbuildings.co.uk  
www.csbuildings.co.uk



## Complete compliance solutions



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. We have lots of developments in our pipeline - some very exciting that will be real game changers. 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.

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# Finding the right funding for you

**S**ME 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.

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.

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.

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. Henry added, "We plan to continue building a sustainable business working ethically and transparently with both our clients and lenders."

**T 01223 848844**  
**www.smefunding.uk**

## Drainage News

### Concrete Channel with Basalt Fibres – New Era Begins for Hauraton

**H**auraton makes concrete material even more efficient for modern drainage technology by enhancing the formulation with natural basalt fibres.

The addition of mineral or textile fibres increases maximum stability, strength, and impact resistance. By amplifying the impact resistance, the more robust and durable the product. This is particularly important for components that are exposed to considerable dynamic stresses, in this case, drainage channels subject to vehicles at high speeds or regularly trafficked by heavy loads.

#### Basalt Fibres: Natural and Sustainable

Hauraton's new era in concrete production by utilising basalt fibres has not only created a durable building material, but also one that is 100 percent natural. The

basis of basalt rock is available all over the world in large quantities which is formed naturally on the earth's surface. By combining basalt fibres with the well-known material concrete, both the structure and the service life of the product is increased.

#### Mineral Mixture: Easy to Recycle

Since the end product is a purely mineral mixture, there is no need for material separation during disposal. This protects the environment as it is simply fully-recyclable at the end of the product's life cycle.

#### Convincing Strong Properties

Basalt fibres have outstanding properties. They can withstand temperatures of up to 800°C and are highly resistant to alkalis, acids, salts, oxidation and radiation. The effects of adding basalt fibres to precast concrete

elements gives even more of a dimensionally stable, resistant and durable structure. Drainage systems made of basalt-reinforced concrete will assure longer performance.

#### Basalt Fibres are Versatile and Climate-Friendly

Basalt fibres are mineral fibres that have a higher melting temperature, better resistance to water, acids and alkalis, and more positive flexural strength. All this makes basalt fibres attractive in drainage technology, but also numerous other applications in construction.

Given the stricter climate targets, the energy consumption during production also clearly speaks in favour of basalt fibres, as basalt it has the lowest CO<sub>2</sub> footprint.

[Click here to learn more about FASERFIX](#)

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Feasibility of a project can usually be determined with a site postcode.

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### H.D. Services Ltd: Sewage Treatment and Water Boreholes

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

We offer a one stop shop for self-builders, developers, contractors, consultants and architects, providing waste and drainage solutions, independent water supplies and renewable heating options – all specifically tailored to meet individual needs and suited to the geology of the Southeast.

#### Sewage Treatment, Boreholes and Soakaways

We have been involved in the design, supply and installation of sewage treatment systems for over 30 years. We can either provide package solutions or we can design bespoke systems to meet individual client needs.

Projects undertaken throughout the southeast range from small solutions for single households to larger scale solutions for estates, business parks, farms, schools, caravan sites, hotels and public houses.



We offer a support service for consent to discharge applications to the Environment Agency – a requirement when installing sewage



treatment systems. All our boreholes are constructed using the cable-tool percussion method - preferred by the Environment Agency (EA) when drilling the chalk aquifer – and are logged with the BGS. Our underpinning ethic is that we want to protect the aquifers from which we make our living.

#### Ground Source Heat Pumps

We are award winning installers of Open-Loop GSHP installations. These systems utilise ground water as a heat source. Groundwater is pumped from a water supply borehole directly to the heat pump where temperature is extracted.

The water is then returned to the aquifer, normally via a buried harvesting tank where it can start to regain this temperature. As ground water is utilised, there is the option of a potable water supply (subject to analysis



and suitable filtration) or irrigation.

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

We achieved regional success in 2015, 2016, 2017, 2018 and 2019 at industry awards. In 2020 we won the REA Pioneer Awards and this year we have achieved recognition at the East of England Energy Efficiency Awards, winning 2 categories as well as receiving a Special Commendation for one of our renewable heat installations at the 20/21 National Energy Efficiency Awards, which were held on the 18th February 2022. Having never entered the national awards before, we are extremely proud to have been recognised for our involvement in this project.

The company is proud to employ land drillers, electricians, plumbers, civil engineers, heat pump engineers, graduates and fellows of the British Geological Survey.

We are members of the WDA, GSHPA, REA, EEA, NaCSBA and are ISO 9001, 14001 and MCS accredited.

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



## Building & Joinery News

# The South West's Number One Timber Building Company – MAC Cabins

**M**AC Cabins Limited is a fast-growing Timber Building company based in Okehampton, Devon, with over 30 years' experience in the construction industry. Proud to be the providers of one of the largest selections of; Timber Buildings, Log Cabins, Leisure/Holiday Cabins & Glamping Pods, in the heart of the South West of England.

To complement the extensive ranges of timber buildings, MAC Cabins also offers a vast variety of other Timber Frame & Modular Frame options,

providing one of the widest selections of timber building options, within the market-sector.

For all timber frame styles, MAC Cabins works with self-build and custom-build projects, where the initial design has already been completed with architects. We help to guide small to medium-sized developers, on sites of 1-30 plots, to identify the best way to convert vision into reality. MAC Cabins continues to expand its vast portfolio of designs and build options, allowing you to select the perfect combination of style,

size and price, confident you will find the perfect selection to meet your growing demands.

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## 30 years of joinery excellence – Happy Birthday to us!



**B**luerun Ltd is dedicated to manufacturing top quality, bespoke custom-made joinery for the domestic and commercial markets. All of our joinery is manufactured on premises using hardwood, softwood or sheet materials. As well as offering finished goods sprayed to a primed or painted finish, Bluerun Ltd also offer other treatments and installation services for some products.

Bluerun Ltd is a family run business and was established in October 1991 by its current Managing Director, John Jones. Based in Wimbish, just outside Saffron Walden in Essex, its factory covers 7,000 sq. ft., and can manufacture in hard or softwoods, and veneered and painted panels. Its modern spray paint and lacquer facility enables products to leave the factory in a fully finished state. The ethos surrounding the company boasts comradery, team work and dedication to the customer. Here at Bluerun Ltd we promote quality, family and pride in all that we do. The bespoke items manufactured in our workshops are made to a high standard thanks to the joiners who make them. The whole team take pride in their work.

A proud moment, in 2019, John Jones' daughter was the most recent addition to the board. From humble beginnings, the company has gained remarkable growth within the building trade and is well known for its top-quality joinery. Our bench joinery team is small and has extremely high standards. Whilst we use power tools and machinery, there is no CNC or computer aided design, or drawings used. We pride ourselves on being 'old school,' and still use hand tools to finish off many of our bespoke items. Everything is designed in-house, that is if no drawings are supplied by the clients.

For the commercial industry, the majority of its production is for commercial builders and manufacturing. Bluerun provides all type of commercial joinery products from large-scale repeat production runs of windows, frames, and doors, to both large and small-scale customers for internal and external projects. We also produce high quality joinery to meet the exacting standards of conservation areas or heritage sites.

We also provide domestic bespoke joinery from custom door replacements to bespoke furniture. Our portfolio includes decking, balcony balustrading, and gazebos as well as replacement stairs, banisters, mouldings or bespoke cabinets and bookcases for interiors. Bluerun Ltd has even designed and produced a custom-made Wendy house for a private client. Whatever your joinery needs, Bluerun Ltd can provide exactly what you're looking for.

October 1991 marks the company's 30th anniversary of incorporation – what a tremendous achievement made by all. We are all extremely proud. The company couldn't have made it this far without our joinery team and our loyal clients we have worked with over this time. Some employees have worked with John since the 1970s, at a previous company, and we believe that we have a great and loyal team.

**T 01799 599995**  
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## Varnish News

# Unbeatable Varnish for a Range of Uses

**L**e Tonkinois Varnish is a specially designed varnish that was first formulated back in China almost three centuries ago. The natural oil based yacht varnish comes with a range of excellent benefits, including being permanent, removing brush marks, not cracking or flaking off.

On top of that, the varnish boasts exceptional corrosion protection for metals and has a durable coat too, meaning it can withstand impact without peeling or cracking.

The highly raved about varnish can be seen on yachts and boats, whether in fresh water, sea water, or sludge up and down the country. Not only that, but you can also use Le Tonkinois Varnish in kitchens, outdoor and interior woodwork.

As a result of being fully waterproof and non-microporous, the varnish is resistant to boiling water, alcohol and has even been classified as safe to use in food areas.

Le Tonkinois Varnish can also be used to stain wood, and pigments can be mixed in with the varnish if



a particular colour is desired, whilst still allowing the wood to breathe, a feature not typically found among other varnishes.

The varnish is also naturally glossy and can be made matt or satin with an additional coating of Gelomat.

If you would like to find out how you can get your hands on some of the remarkable Le Tonkinois Varnish, or would like to find out how you can use it for your own needs, then be sure to get in contact using the number below.

Alternatively, more information can be found by checking out the website.

**Contact**  
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**LE TONKINOIS**

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**Le Tonkinois is a traditional natural oil based varnish. It is perfect for outdoor, indoor or marine use. With Le Tonkinois varnish the options really are endless.**

Combining unrivalled long lasting protection on materials including wood, metal, cork, stone, teak, mdf and grp Le Tonkinois varnish leaves absolutely no brush marks and will restore the beauty and colour of the wood. Flexible enough to move with the timber and able to withstand abrasion and impact, Le Tonkinois varnish is resistant to boiling water, UV, petrol, diesel and sea water. It won't crack, chip or peel off, making it perfect for all outdoor purposes as well as indoor.

**www.letonkinoisvarnish.co.uk**  
**01628 548840**



## Waterproofing you can rely on

Carlisle CM Europe (CCM Europe) manufacture high quality EPDM waterproofing membranes for flat roofing, façade systems and building solutions for the construction industry. CCM Europe is a dynamic company with ease of installation and durable roofing systems including EPDM & Liquid Waterproofing. As a leading manufacturer of waterproofing membranes and sealants, our market leading products are suited for a wide range of flat roof substrates for both new build and refurb.

The market leading advantages of Resitrix® is the unique combination of materials: the synthetic rubber EPDM and polymer-modified bitumen – making it a durable hybrid membrane. Our extremely flexible, single-layer waterproofing membrane can thus be applied on almost

all substrates. The membranes are welded together quickly, easily and safely using a hot-air device without any need for naked flames," stated Shail Chauhan, Marketing Manager.

One particular product worth noting is the ARBOFLEX® PU, a single component liquid made from pure polyurethane, which, once cured, forms a seamless elastic membrane without any joints. The material properties of ARBOFLEX® PU enable it to be air tight and waterproof on a range of substrates. Alongside its high performance and wear-resistant membrane, ARBOFLEX® PU can adapt to any surface: uneven, curved or irregular, and with its fast-curing properties can be walked on in 24 hours. Comprised of one component that can be applied straight out of the tin, it allows for fast and easy installation, is green roof compatible and weather

resistant, so it can be used all-year round. CCM Europe is not only dedicated to offering state of the art EPDM flat roofing seal solutions, but to also extend its expertise and knowledge to other professionals through its dedicated EPDM and PU Liquid system roofing training courses at the CARLISLE® ACADEMY. Designed by professionals for professionals, with a view that knowledge is sustainable material. The more you share it, the more you get back. The training content is intended to enable attendees to learn of the proven advantages of EPDM waterproofing solutions relating to roofs, façades and building in an up-close and hands-on manner. For more information, visit: [www.academy.ccm-europe.com](http://www.academy.ccm-europe.com)

With ambitions to continue their impressive growth, CCM

Europe plans to keep collating together more opportunities for further development. As a dynamic company that aims to support and motivate its people as much as possible, it is continuing to review and develop new products all the time.

**T 01623 627285**  
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**CARLISLE**  
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## Architectural Glass News

### Demon Designs: Experts in glass

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.

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." 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 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.

**T 01903 733206**  
[info@demon-designs.co.uk](mailto:info@demon-designs.co.uk)  
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When you're looking for top quality work, Demon Designs is here to help. Our construction professionals are available to provide a wide range of customizable options, all guaranteed to meet and exceed expectations. Contact our office today to learn more about this and our other available services.





# Number one choice for recycled plastic building materials



In this issue of Building Update, we have chosen Kedel as our Eco-Friendly Plastic Products Company of Choice 2022.

Kedel is a family business founded on ethical and ecologically sound principles. Dedicated to making sustainable living attractive, Kedel believe that by incorporating sustainable recycled plastic products into personal and working environments, it can create a happier, healthier and infinitely more sustainable future for generations to come.

Established by three brothers, Kieran, Dermot and Lewis Walch, Kedel is based in Burnley and supplies nationwide. We spoke to Lewis, who explained more about the company. "We manufacture plastic wood made from waste polystyrene, and we are also suppliers of many other types of recycled plastic profiles from other manufacturers. We stock tongue and groove boards, plastic sheet materials, decking, cladding, ground reinforcement and drainage grids, fencing and gates. In addition, we make a wide range of outdoor furniture often combining different types of recycled plastic into one product. These products include benches, tables, picnic tables, notice boards, to name just a few. We also offer design services and have a large flatbed CNC (computer numerical controlled) machine for cutting and shaping to the CAD design parameters supplied by our customers or created for them by our in-house design team."

As specialists in building supplies and outdoor furniture, one of the main benefits of the products and services provided by Kedel is the long-term investment advantages of recycled plastic. "It never rots, so if you build fencing or decking with it, you only do the job once in a lifetime. There's no cost of ownership, no maintenance - no costs for labour and materials, or for that matter, replacement costs.

Timber merchants are our main competitors, but wood is becoming increasingly expensive and difficult to source, due to the war in Eastern Europe, Brexit, and COVID-19 causing driver shortages leading to increased transportation costs.

And as everyone knows, the problem with wood is that it needs constant attention to avoid deterioration. Recycled plastic needs nothing more doing with it. Yes, the initial costs are higher, but over a 25-year period, a study by WRAP (Waste Resources Action Programme), in 2000 resulted in recycled plastic proving a more cost-effective material due to the product's extended longevity and zero maintenance properties," Lewis explained.

'Your Housing Association' in South Manchester installed plastic fence panels made from Kedel's recycled plastic about 10 years ago. They haven't had to replace a single fence panel since!" said Lewis.

Kedel's plastic wood was named 'Best Recycled Product' at the National Recycling Awards in 2015 and is an ideal maintenance free replacement for wood and other traditional building materials. Suitable applications include cladding, gables brackets, pediments, fascia boards, rafter tails, finials, fencing and decking. Kedel has over 1000 products in recycled plastics available on its website with a wide variety of profiles to choose from that could save you a lifetime of maintenance and replacement costs.

A notable product in Kedel's sustainable product range is fencing, that comes as fixed or portable panels, or you can buy the materials to make your own. You'll never need to replace a fence again. They are rot-proof and non-absorbent making them very hygienic and easy to clean. They don't chip, crack, or splinter, and are water and frost proof.

Ideal for education establishments and facilities management are Kedel's maintenance-free benches and picnic tables. They look like wood but perform like plastic, and the tables last at least five times longer than wood, making them a very attractive long-term investment. Key advantages include no splinters for little

fingers, more hygienic and easier to clean with standard household cleaning products, no painting or preservative applications, and they are very robust and vandal resistant.

"Recycled plastic products are carbon positive, because the waste plastic is reused rather than being thrown into landfill or used as EFW (energy from waste) i.e. burned like any other fossil fuel. They also reduce the use of traditional materials such as wood, leaving the trees in our precious forests where they belong, absorbing the CO<sub>2</sub> emitted by fossil fuels, and concrete whose production is highly polluting and makes the building industry a major contributor to global warming," said Lewis.

Since 2010, demand for Kedel's products have risen by about 30% each year. To accommodate such growth, Kedel has recently acquired additional computer controlled plastic extrusion lines to increase production of its plastic wood. We asked Lewis what Kedel's future plans are, "We plan on continuing to increase production and expand our buildings to house the additional machinery we need to meet this seemingly insatiable demand for recycled plastic products."

For more information, see below.

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# The world performs on Harlequin Floors

Professional  
flooring for  
performing arts  
& dance  
education



Chris Stark



Dance

## The world performs on Harlequin floors

Harlequin is the global leader in the manufacture, supply and installation of sprung and vinyl floors for dance and the performing arts and dance studio equipment. Established as the industry choice for architects, building contractors and the world's most prestigious dance and performing arts companies and schools.

For information about specifying the correct floor for dance and performing arts download our RIBA approved CPD online at [www.harlequinfloors.com](http://www.harlequinfloors.com) or via the RIBA CPD page.

Contact our technical team for more information:

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**H**arlequin is the world leader in advanced technology floors for the performing arts, entertainment and display.

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

The floor is a dancer's most important work tool; not only is it the canvas for their creativity, it also gives them protection against slips, falls and longer-term stress injuries. It is a common assumption that a well-designed sports floor will suit the needs of dancers, but this is not the case. There may be a temptation to specify floors for aesthetic or budget reasons, or to specify sports floors in the mistaken belief they will be suitable for dance but only a floor developed specifically for dance will do.

Harlequin's experience and reputation are founded on the design, manufacture, supply and installation of a range of high quality portable and permanent sprung and vinyl floors chosen by the world's leading venues – from the Royal Opera House to the Paris Opera Ballet to the New Zealand Ballet.

**Harlequin is the global leader in its field with offices in Europe, the Americas and Asia Pacific.**

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## First class food machinery provision

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

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

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

Similarly, their sundry and clothing is made using the finest materials, and encompasses commonly used cooking attire, such as aprons, gloves, hair nets, coats and trilby hats.

Food equipment, which includes knives, steels and racks, are also popular purchases among clients. PFM also supply clients with first-rate safety efficient chain mail gloves, which have been specially fabricated for both hygiene and protection.

Their latest merchandise, the Epelsa Range of scales and printers, has been so efficaciously constructed that they have attracted multiple clients such as the Co-op, who have had this product placed in a number of stores across the UK. Moving forward, the company are looking to enlarge their current market footprint as a leading provider for the meat industry, extending their consistent and efficient services to new sectors and client bases.

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## Refine your brand with PS Monograms



When it comes to quality embroidery and clothes printing, PS Monograms can be relied upon for an excellent service no matter the client.

PS Monograms can embroider everything from polos to t-shirts, hoodies with logos, names of schools, clubs and more. Not only that, but they can also personalise clothing with special lettering, logos, pictures, printed graphics and more. As PS Monograms sell to both commercial and residential clients, they have built up a strong reputation as a first rate embroidery and printing company among numerous different types of companies.

PS Monograms have a vast client base that includes schools, restaurants, cafes and much more. They are able to supply beautiful looking garments in a range of sizes, styles, colours and materials. Their school uniforms are highly popular among schools across the country, as are their polo uniforms which can be used in multiple types of businesses and settings. Their aprons are a favourite amongst café and restaurant workers, as they are able to be emblazoned with names, logos, symbols and slogans. PS Monograms even work with yacht companies up and down England, providing them with durable coats and outer layers for a polished yet comfortable look.

Better yet, they are also renowned for their cost-effective pricing, offering a quality, premium service at sensible prices. As a lot of their clients are schools and small chain, local cafes, PS Monograms are well aware that these types of clients have smaller budgets and yet require high quality, prideful uniforms just the same. As such, they offer excellent rates for all of their services.

If you are interested in kitting out your team with the very best in embroidered and printed clothes, then don't hesitate to get in contact with PS Monograms today.

Contact  
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www.psmonograms.co.uk

## Online Courses News

### Make the best use of your time

Make the best use of time for you or your staff by taking an accredited online health and safety training course. NEBOSH, IOSH and CPD Short Courses to help you use your time wisely. You can study from home and at your own pace.

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## Make the Wise choice!

In this issue of Industrial Solutions we are proud to announce that we have selected Wise Global Training as the recipient of our Commitment to Excellence Award.

Based from its location in Hull, Wise Global Training provides online health and safety training courses which are accredited by NEBOSH and IOSH. Boasting many benefits, eLearning is a modern, efficient and cost effective solution for health and safety training. The company caters for individuals all the way up to global organisations such as UNIDO and multi-national companies such as Smith and Nephew.

With a whole host of achievements, Wise Global Training has been recognised for numerous awards including:

- 2020 Northern Enterprise Awards - eLearning Company of the Year - North East England
- 2019 SME News UK Enterprise Awards - Best Health and Safety Training Provider
- 2018 CV Magazine HR & Training Awards - Best Health & Safety eLearning Specialist - UK
- 2018 Yorkshire & The Humber Enterprise Awards - Best eLearning Training Course Provider
- Global CEO Excellence 2021 Awards - Best Health and Safety Training CEO (UK), Dave Newgass
- East Riding of Yorkshire Global Business Insight 2021
- Most Outstanding Health and Safety Training Provider and Education and Training Awards 2021 - Health & Safety Training Provider of the Year - UK.

All of the training courses were written by trainers, with learners need's in mind. This ethos has enabled Wise Global Training to be able to provide material that contains the right tools and skills, to assist its clients to engage with the subject and course material. Full tutor support is guaranteed at no additional cost and its flexible approach allows users to study at their own pace. The courses are easy to access, and Wise Global Training also holds an impressive

100% Pass rate on IOSH Courses.

"With recent success and acceptance of online training that has been spearheaded by COVID-19, we are continuing our course development to increase the number of relevant accredited courses we offer," stated Dave Newgass, Managing Director. After an increased interest in online courses following the COVID-19 Pandemic, the company has many plans in terms of strengthening its global presence and course offering. Dave explained, "We are in talks to open satellite offices in South Africa and Dubai where our courses are very popular and respected in the health and safety industry."

With now another award securely under its belt, we asked Dave about how the company feels after receiving our award, for the company, he told us that, "We are very honoured to have received this award as it's testament to our desire to do our best so others can succeed."

If you would like to find out any more information, please see the details below.

T +44 (0)1482 211989  
https://wiseglobaltraining.com

WATCH VIDEO

**Wise Global Training Ltd**

Safety isn't expensive, it's priceless



# Newland Magnetics: Create a better, cleaner world



control the manufacturing process to ensure any waste material is recycled back into production.

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

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

**Contact**  
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**info@newlandmagnetics.eu**  
**www.newlandmagnetics.eu**



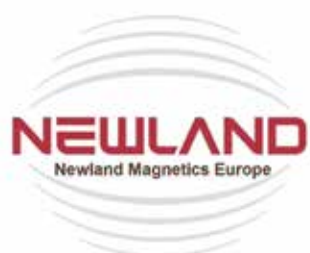
Established over 12 years ago and with ISO 9001:2015 and IATF 16949:2016 accreditation, Newland Magnet Corporation Ltd, located in Ningbo China is recognised as a leading supplier and manufacturer of NdFeB magnets, magnetic assemblies, separators and more cutting-edge technologies.

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

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

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

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



## Newland Magnetics Europe SAS

Your total magnetics solution provider



## Supplying a complete range of magnetic solutions from our European Offices

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

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

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

Please visit [www.newlandmagnetics.eu](http://www.newlandmagnetics.eu)

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# MR. J.W. RODNEY PEYTON OBE MD

## An Epitome for Experts in the Medico-legal Industry

Medicine is regarded as one of the most dignified professions around the world. The relationship between the doctor and the patient stands on pillars such as trust, confidence, and hope. However, like several other industries, commercialization has largely impacted the medical profession and services as well. Today, there is increasing anxiety both within the medical profession and in society regarding the constantly increasing trends of complaints and lawsuits against physicians.

It is imperative for doctors to be aware of the legal aspects linked to their profession and take precautionary measures to protect themselves and their patients from legal traps. The knowledge of medico-legal issues has become as fundamental to the practice of medicine as clinical skills.

Thus, experts in the field of medico-legal services are in demand presently. While several new leaders have been emerging in recent years, veterans like Mr. J.W. Rodney Peyton OBE MD are still regarded as one of the prominent leaders in the medico-legal sector.

### A Distinguished Career spanning Over Three Decades

A Consultant Trauma Surgeon by profession, Mr. Peyton has been driven by a desire to improve surgical practice and ensure better outcomes for patients—throughout his eminent career spanning four decades. He has served as the Head of Faculty Development and Examiner Training for the Royal College of Surgeons of London and has been at the forefront of innovation in the delivery of teaching and healthcare.

Widely regarded as the World's #1 surgical coach, Mr. Peyton has received numerous recognitions. He has received the Werner Korte Gold Medal for services to German Surgical Education in 2002. Moreover, he was bestowed with the Medal of the Swedish Surgical Society for his services to medical education in 2005.

He is also a law graduate and has been involved in medico-legal reporting and court appearances as an expert witness since 1983. He is also a founding member of the Expert Witness Institute and has played an important role in providing an independent expert opinion in cases of potential medical negligence. He has been reported over 70,000 personal injury cases as well as being asked to advise in more than 3000 cases of potential medical malpractice.

Mr. Peyton's prowess in the medico-legal domain, blended with his avid experience in both military and civilian trauma has been instrumental in him being regarded as an authority on medico-legal

issues. He has been actively involved in training doctors and lawyers in dealing with medico-legal cases—both individually and in professional groups, also as a trainer and keynote speaker. In a conversation with Mirror Review, Mr. Peyton shed light upon what it is like to be a medico-legal expert in today's world and shared some invaluable insights that would help those aspiring to step into the industry.

### A Satisfying Intellectual Exercise

Preparing medico-legal reports—according to Mr. Peyton—is a very satisfying intellectual exercise, particularly regarding malpractice, and is one of the best ways of keeping up to date in his field of expertise. "Each case is unique with many twists and turns. Having to think out the pros and cons in any given range of opinions allows the expert to become even more secure in their own practice which can only be for the benefit of patients," affirms Mr. Peyton.

According to him, the best way to learn anything is to teach it. In this case, barristers/ trial lawyers will ask detailed, probing questions to gain a full understanding—requiring the teacher/expert to more clearly understand their own practice and personal biases as they consider legitimate differences of opinion.

### Stay Relevant, Neutral, and Clear

As Head of Peyton Medico-legal Services, Mr. Peyton's philosophy is that the objective is to assist those in litigation including the clients, their legal advisers, and the court to clearly understand the nature of medical evidence in individual cases so they can make informed decisions. It is the court's jurisdiction to determine facts under dispute in a case, and the expert opinion guides the court in its deliberations.

While the judges are highly trained and experienced in the interpretation of the law, they—alongside the barristers and trial lawyers—are not the experts when it comes to healthcare professions. They need help in understanding the medical evidence before them. Thus, the expert must assist the court in decision-making. According to Mr. Peyton, any expert must stay relevant in their profession, remain neutral throughout no matter who is responsible for their fees, and must clearly understand their paramount duty is to the court.

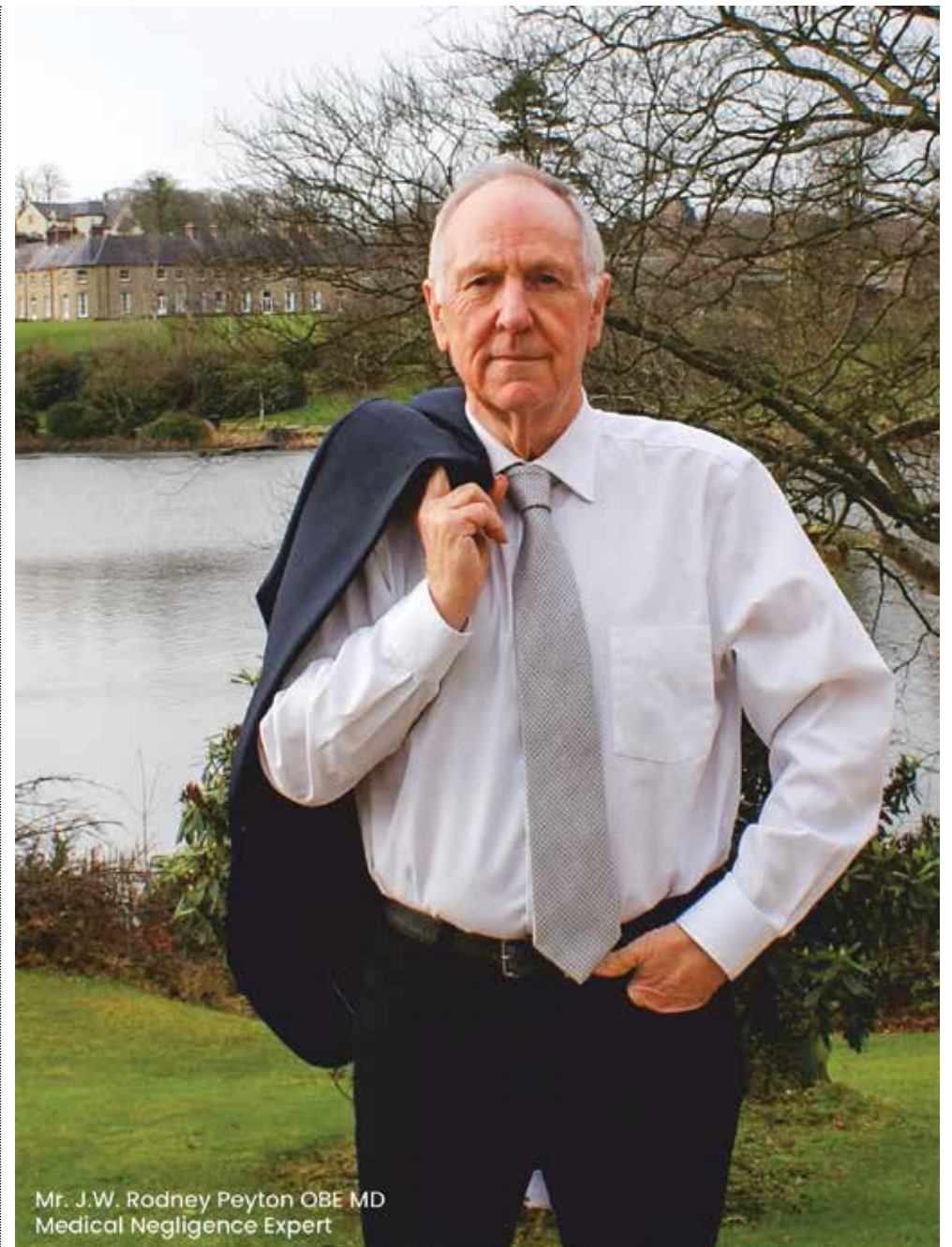
Mr. Peyton further mentions it is important to remember innovation in the legal profession is slow and steady. When in the witness box, an expert must not display innovative behaviors in terms of thoughts about managing cases. As the courts are looking for a fair degree of certainty, all the arguments have to be clear, logical, and well-thought-out. "In this case, experts must acknowledge there always exists a range of opinion and clearly announce with an evidential base as to why their opinion should be preferred," he advises.

Furthermore, an expert having personal prejudices or inclinations can sometimes cause confusion and trust issues. Mr. Peyton, however, believes having a personal bias towards a particular method of treatment is not an issue if the preference is transparent and the expert can demonstrate they are prepared to consider and discuss the viability of other options. According to him, experts require the flexibility of mind to review their opinion if compelling evidence to the contrary becomes available.

### Determining the Probability of Success

In recent years, medical negligence/malpractice has become one of the major growth areas in medico-legal practice. However, figures from defense organizations suggest that only a few actions actually succeed with a vast majority failing based on causation. As consequence is not the same as consequence, Mr. Peyton believes that it is important to determine at an early stage the probability of a case to succeed.

To help offset the escalating costs of litigation, Peyton Medico-legal has introduced a provision



of preliminary screening reports to ensure that the elements of duty, breach, and consequential damage are likely to be in place before commissioning other more costly specialist reports. This keeps down the costs for clients and their legal advisors as well as enables lawyers to manage clients' expectations at an early stage at a minimal cost.

### "Lack of Professionalism will not be tolerated..."

Mr. Peyton believes that being an expert witness has become more professionalized now than it was when he started. He mentions that courts have tightened up concerning their expectation of witnesses and, of particular importance, has been the loss of immunity from liability for those giving evidence. "Overall, I think this has been for the better. There still tends to be a lot of exaggeration, if not outright fraud, inflicted within the claims industry," he asserts.

The business environment in personal injury cases—with an added emphasis on financial compensation—can induce a tendency to discard facts for portraying the claimant's case in the best way possible. Unfortunately, this has been enabled by some medical practitioners who fail to understand their duty is towards the court and not to those instructing them. This can lead to the defamation of professional medico-legal experts and can have a severe impact on their personal, professional, and financial well-being. Mr. Peyton adds, "The message is clear. Such a lack of professionalism will no longer be tolerated."

### Why do Medical Mistakes Occur?

Alongside a lack of professionalism, there are several other mistakes medico-legal experts make. Expressing his views on those mistakes, Mr. Peyton

says, "It is in the way in which decisions are made." According to him, there are three primary types of logical reasoning—deductive, inductive, and abductive. Deductive argues from the general to the specific and if the generality is correct, then the specific is correct. "For instance, if I have a jar of white marbles and I take the marbles from the jar, then those marbles are liable to be white. In court terms, this is the doctrine of res ipsa loquitur," he adds.

Inductive logic, on the other hand, starts from the specific and works back to the general. Mr. Peyton illustrates, "If I have five white marbles in my hand and they came from a specific jar, then all marbles in the jar are liable to be white." This, however, may not be true and is the basis of the null hypothesis in statistical research. Thus, papers that states results "nearly reached significance" have to be handled diligently. They either reached significance or they didn't and the problem in the law is arguing with a specific bias and producing only evidence that equates to one side of the argument.

At last comes the abductive reasoning. "For instance, if I have white marbles in my hand and there are white marbles in the jar, then the marbles in my hand came from the jar," states Mr. Peyton. This is a big step and is one of the major causes of medical mistakes where a set of symptoms are assumed to indicate a particular disease process. "This is a cognitive bias where alternatives are not even considered in spite of evidence to the contrary," he adds.

**For more information or any queries on Medico-Legal issues, please visit [www.rpeyton.com](http://www.rpeyton.com) to schedule a complimentary consultation**





# Leading the way in deep hole drilling

**A**t Industrial Solutions, we take pride in showcasing the very best services provided by companies that provide a wealth of benefits for their industry. As such, in this issue we are proud to



Since its establishment, UNISIG has built up a trusted reputation amongst its broad range of customers. As the leading producer of gun drilling and deep hole drilling machines, customers of UNISIG rely on its deep hole drilling technologies for the powerful, intuitive capabilities they offer.

Serving industries such as aerospace, energy, firearms, hydraulic cylinders, medical, military and defense, molds, oil and gas, and automotive, UNISIG has a strong presence all over the world with installations in the Americas, Europe and Asia.



announce that we have selected UNISIG as our Deep Hole Drilling Specialists of 2022 and the recipient of our Industry Specialist Award.

Originally founded to provide deep hole drilling machines, accessories and related services to the US market, UNISIG is one of the largest producers of deep hole drilling machines, and an industry leader in technology, innovation, support, and service. From small job shops looking to expand their capabilities, to large OEM's that need to drill millions of holes, UNISIG has the capabilities and the strong understanding of the deep hole drilling process, drilling tools and their applications, to accommodate any specific requirement.



By offering a complete deep hole drilling solution that includes machines, tools and automation, customers will receive the upmost, highest quality service from engineers that hold extensive experience and expertise on deep hole drilling machines. Throughout the years, UNISIG's impressive drilling capabilities



have propelled the company to the forefront of the industry offering a service that goes completely unrivalled amongst competitors. Setting the standards of the industry high when it comes its technological advancements, UNISIG doesn't just manufacture deep hole drilling machines, it can also develop machines for other deep hole processes such as BTA, gun drilling, counterboring/reaming, pull boring, trepanning, skiving and roller burnishing, bottle boring, bottom forming and many more.



Pushing the limits of BTA drilling, with on and off-centre capabilities that offer intuitive operation, UNISIG manufactures high power BTA drilling machines and trepanning that enable BTA drilling of 25mm to 500mm up to 20 m deep.

The B-Series machines handle an impressive range of on-centre BTA drilling and are the ideal solution for a majority of BTA range diameter deep hole drilling applications. This series uses BTA and related tools to produce centreline holes on parts up to 20 m deep and are supported with training from UNISIG throughout the process.

The larger swing B-Series machines have virtually limitless capabilities, giving

manufacturers the most in power and dimension requirements. As part of the deep hole drilling system, this range combines rigid deep hole drilling with durable components and powerful drives with smart controls, allowing manufacturers to get the most out of their deep hole drilling investment.

It is evident that UNISIG is at the top of its game, manufacturing some of the highest-quality machines in the deep hole drilling industry. With its team of dedicated experts all pulling together, the company is really showing how anything is possible when you work together to solve problems, not create them.

For more information, see below.

**Contact**  
**T +49 7125 9687590**  
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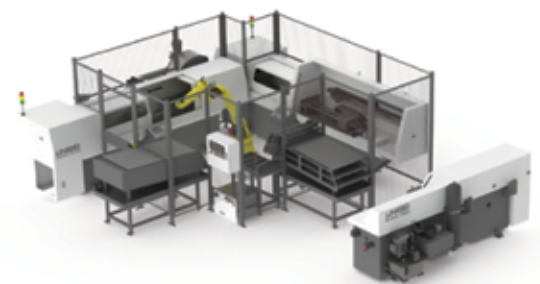
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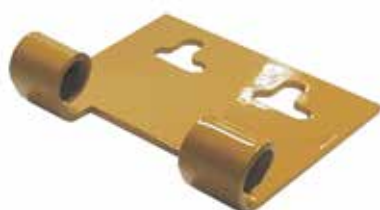
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# The UK's Number One Manufacturer of Hinges

**W**ith an impressive, expansive history spanning over 200 years, Gold and Wassall Hinges was first established in 1790. From the company's manufacturing facilities based in Tamworth UK, Gold and Wassall Hinges provides a range of services for design, production and manufacture of hinges, all produced in house and distributed throughout the whole of the UK. An industry leader in its trade, Gold and Wassall Hinges has established itself as the UK's number one manufacturer of hinges.

"We pride ourselves on the quality of what we make. We manufacture all of our hinges right here in Tamworth, so we have complete control over the quality of our goods. Other hinge companies



import from abroad, which means we might not always be the cheapest, but we are certainly the best in terms of quality." Said Scott Bareham, Sales and Marketing Manager.

Gold and Wassall Hinges provides a full turnkey comprehensive design and manufacturing service, offering a wide range of hinges including: piano hinges, butt and backflap hinges, standard, heavy duty and bespoke made to order hinges. With an extensive range of stock on offer, Gold and Wassall Hinges is equipped to meet any hinge requirements and all of its stock is available for immediate dispatch.

"All our hinges are UK made; we are

the only hinge company in the UK which can offer this. We offer a bespoke design and manufacture service, which means we can create virtually any hinge from a simple idea." Added Scott.

One of the main focuses of Gold and Wassall Hinges is to provide first class customer service. Ensuring that from initial inquiry to delivery and aftercare, Gold and Wassall Hinges' team engages on a personal basis with each customer to find out their specific requirements, measurements, application and style, to ensure they find the right door hinge for the individual's needs.

While providing an impressive range of off-the-shelf hinges, Gold and Wassall Hinges understands that for some

projects, a custom built hinge is required. Whether it's a simple design alteration such as rounded corners or a more complex design with multiple bends, the team at Gold and Wassall Hinges is dedicated to providing the right hinge solution for you, providing a bespoke custom-made hinge solution.

"Our bespoke hinge service is ever growing in popularity and is possibly our biggest asset. We make all the

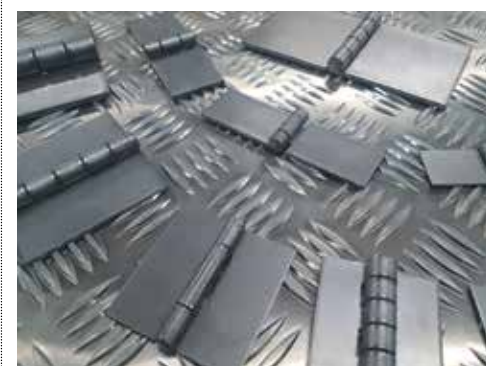


hinges no one else can - we have an in house toolroom which helps us meet customer requirements which would usually be dismissed. We have made over 250,000 unique hinges now, and counting. It really gives the customer flexibility when designing a product." Scott noted.

Gold and Wassall Hinges has created over 250,000 unique hinges and continuously develops new patterns produced on a daily basis. The company is well equipped with the

and create a smooth premium finish. The company's array of finishing options is perfect for increasing protection, matching the application or to create that smooth premium finished look.

With a history spanning across centuries, Gold and Wassall Hinges has seen and experienced many tribulations for the world and its industry since its fruition and has been able to maintain its production and dominate its industry. During the uncertainty for many industries during the on-going COVID-19 Pandemic, many manufacturers saw a halt in production and in sales. Demonstrating its renowned manufacturing capabilities, Gold and Wassall Hinges maintained production



and was approached for providing hinges for the Nightingale hospitals.

We spoke to Scott about how the COVID-19 pandemic has affected the company; he told us that, "We worked all the way through. We experienced some demand for hinges for the Nightingale hospitals, as well as a customer who is involved in the manufacture of food delivery vans. Although our sales obviously went down during the pandemic, we feel that we are making steady progress coming out the other side. We have managed to keep our workforce whole, with no redundancies."

Gold and Wassall Hinges plans to continue its dominating presence in the industry. Scott stated, "We plan to continue doing what we have been for so long - if it isn't broke, don't fix it!"

**Contact**  
**T 01827 63391**  
**[www.goldwassallhinges.co.uk](http://www.goldwassallhinges.co.uk)**

knowledge, skill and tools to create solutions for any application and has the ability to meet mostly any hinge size or shape requirements.

Another example of the company's customisation services, Gold and Wassall Hinges provides an abundance of finishing options for its customers. Able to customise colour, add branding





# 'The Health Professional in Court': 10 principles for practice

**F**or this month's feature article, we interviewed someone who is acknowledged as one of the world's top surgical coaches and an international authority in medico legal issues.

**Mr Rodney Peyton, OBE MD is a Trauma Surgeon who has the unique distinction of holding Fellowships in all four Royal Colleges of Surgeons in the UK and Ireland as well as being a Fellow of the Royal College of Physicians in London. He holds a master's degree in medical education from Cardiff University and graduated in law from the College of Law in London.**

**In his career spanning 40 years, he has been engaged in over 70,000 personal injury cases as well as being asked to advise on more than 3,000 cases involving medical malpractice.**

**He therefore has a wealth of experience in preparing cases for and giving expert testimony in Court and has been involved in the training of doctors and lawyers in dealing with medico legal cases, individually on a face-to-face basis, and also as a trainer and keynote speaker.**

**In this article, he will cover his 10 top strategies to help health professional's deal with the Court process.**

**He is also a well-known author and international keynote speaker. For his availability to speak at your corporate events, contact him at: rpeyton@rpeyton.com.**

Increasingly, senior professionals from all branches of the healthcare industry are finding themselves involved in the Court system, either on an involuntary basis, as a witness to fact or defendant, or on a voluntary basis as an expert witness.

Gone is the paternalism of 'the professional knows best' and there has been more and more scrutiny by the public of professional actions and attitudes.

Leaving aside the criminal law, which is an entirely different situation, civil legal cases are predicated on the fact that within every profession, or branch of profession, there exists a range of opinions as to what constitutes good practice. Defendants and expert witnesses are expected to provide opinions, witnesses to fact are not.

It is important to understand that, while judges are highly trained and experienced in the interpretation of the law, they and the barristers or trial lawyers who argue cases are nevertheless lay people when it comes to the healthcare professions. They are not medical experts and therefore require help in understanding the medical evidence before them. For the health professional, whether as defendant or expert witness, the duty is to assist the Court in their decision-making whilst at the same time maintaining and promoting their own professional integrity and reputation.

Most healthcare professionals rarely appear in Court. From personal experience as a teacher and trainer to those who do become involved, there are recurrent themes, which arise and so the following 10 principles have been developed to help guide professionals through the Court process.

## Record keeping

Keep detailed contemporaneous records.

Any major findings or decisions, whether it be from working with a patient, a client or undertaking a project, should be on record, as one never knows when such



events may become the object of scrutiny. There is an old saying, 'if it is not written down, it did not happen' and oral evidence is likely to be regarded as weak and suspect unless there is written evidence to back it up. A little extra time spent in ensuring accurate, contemporaneous recording may save considerable time, effort and indeed stress at a later stage when trying to convince a Court that decision making was sound. Remember, all written communications are discoverable and may be used in Court proceedings. Therefore, it is important not to make any gratuitous comments within the written record.

When acting as an expert witness, always look for original, contemporaneous documentation to back up later oral recall of events. Stick to the facts as presented and derive opinions from them.

## Producing a report

Reports should be timely, factually based and the opinions well-reasoned, taking full account of appropriate legal tests.

When producing a report, clarify whether you are acting as a professional or as an expert and keep the distinction between the two. As a defendant, you will be required to explain your position. It is important you outline any reasonable range of opinion, which informed your decision-making and actions, stating why your own should be preferred, 'defence being the best form of attack.'

Being a witness to fact is a requirement rather than a choice. If you have been directly involved, provide evidence under clinical findings, observations and actions. Limit evidence to that which has been recorded and remember not to venture opinions or speculate on events.

An expert witness's function is to help the Court by virtue of their knowledge, training and experience within their professional field of expertise. Reports must not intentionally mislead and any omission of relevant information reveals prejudice, whether acting as a professional or an expert witness. All opinions proffered must be logical, based on recognised clinical evidence and guidelines to include the appropriate standard of care, being clear what was relevant at the time of the incident. Always anticipate counter arguments, addressing them within the body of the report wherever possible and be alert to the potential for your own professional bias. Expert witness reports must be and must be seen to be independent.

Do not revise your report unless you have been subsequently provided with new facts, which need to be taken into account, at which time you must explain why these have made a material difference to the previous conclusions.

## Attendance at Court

Always present as professional and credible.

First impressions count. This includes dressing appropriately for the Court and ensuring you have all your papers with you, particularly when actually giving evidence.

Make sure you take time to prepare thoroughly, highlighting any relevant areas in your report and those of others for ease of reference. Make sure you have taken time to think out potential questions or possible arguments which may be raised and

know your reasoning behind everything you are going to present.

## Court procedure

Be aware of the Court procedure in whichever jurisdiction you attend, while you may be senior in your branch of the health care profession, unless you are highly experienced in Court practice, you are relatively junior in relation to the Court process. This is particularly pertinent for witnesses to fact who may be unfamiliar with legal proceedings.

An expert is engaged because of expertise in a particular subject and must, not only keep up to date in their own field, but also be cognisant of the requirements of the Court process. They are there to represent their point of view and assist the legal process.

It is important they do not come across as overbearing, as they are, in fact, servant/leaders, tasked with educating the Court and therefore must understand what is required from the Court's point of view.

Constantly strive to improve your presentation skills, for example by giving talks on medico legal issues, so that you are used to standing up and delivering legal points in relation to medical cases.

## Duty to the Court

Your professional duty as an expert or a witness to fact is always to the Court, no matter who engages you or why you have been called to attend.

This responsibility must be taken seriously. The role is to help litigants, their lawyers and the Court better understand the nature of medical evidence in individual cases so they can come to reasonable decisions. In this context, it is important they are helped to understand what acceptable practice was at the relevant time.

Health professionals do not have immunity when giving evidence. Not having this protection has unfortunately meant that some have been at the receiving end of severe public criticism, up to and including the award of costs against them and even a custodial sentence when the Judge considered that, by acts of omission or commission, the Court had been misled. This can have severe implications on personal, professional and financial standing.

## Range of opinion

Always acknowledge there may be a range of reasonably held opinions.

In this context also consider possibility vs probability 'more likely than not.' If a matter comes to Court, there is going to be an opposing view from another professional expert who does not fully, if at all, agree with your opinion. Therefore, it is important to cover counter arguments in your considered opinion, which adds to the credibility of the report. The report must contain logical reasoning for accepting or rejecting other opinions and include any references, which are to be relied upon.

Guard against emotional statements and hyperbole and never denigrate others. Very rarely is 'in my experience' relevant in Court unless it is thoroughly backed up by objective evidence.

## Credibility

Experts must stay within their field of expertise when giving opinions. They should have a bespoke CV for each case, indicating why they are a reliable expert for the matters at hand. It is in the nature of the Court process that opposing lawyers will try to diminish your credibility and it is wise to have answers for the three questions, which almost every barrister/trial lawyer will utilise at the beginning of an examination.

## These are:

**Do you know your duty to the Court, including your knowledge of relevant legal tests?**  
**Are you an expert on all points on which you are giving an opinion?**  
**Is there a range of opinion, which reasonable and respectable doctors may hold?**



Ensure you are clear on your answers before getting into the witness box. This is all about credibility and as far as possible stay away from arguing about legal, technical and ethical issues.

## Giving evidence

There are three types of oral examination for all types of witnesses, the evidence-in-chief, cross-examination and re-examination.

For Evidence-in-chief, your barrister or trial lawyer will lead you through your report and highlight any specific points relevant to the case. Cross-examination by opposing counsel looks at those points in detail, helping the Court assess credibility and ascertain whether there are in fact other opinions, which are equally valid. Do not get into an argument with the barrister or trial lawyer who is questioning you. Expect to be put under pressure during cross-examination but resist being provoked. Keep calm and answer to the bench. If you feel that your answers are being cut short unreasonably, ask the Judge if you may expand and follow their direction, always coming across as reasonable and professional. After answering the Judge or presiding officer then look back to the barrister or trial lawyer for the next question.

If you are given new information, which you did not have before then say so and, unless the answer is obvious, do not give a knee jerk reaction but ask for time to think it out. If it is not in your field say so and be careful of your own personal bias, again clearly separating fact and opinion. All your reasoning must stand up to logical scrutiny.

Re-examination is led by the instructing party to clarify issues, which have been raised during cross-examination. This phase is usually fairly short and rarely are any new matters raised.

## Keep it simple

Keep all your evidence as simple as possible.

Remember, although the Court consists of lay people, they have considerable expertise and experience in handling different kinds of evidence. Take time to explain the issues at hand in jargon free, transparent terms, the more so if it happens to be a jury trial. Speak slowly, follow the Judge and his/her speed of writing or typing as they will be keeping a record of the proceedings.

## Reflection

Reflect on the outcome.

After the verdict, as an expert do not take anything personally and learn what you need to learn. Similarly, as a witness to fact.

Think over what transpired and take time to reflect on what went well and what could you have possibly done better, or at least differently. As Stuart Emery states, 'The path to mastery in any subject is to correct, not protect.'

Be open and honest with yourself and always seek to improve your practice as well as in the reporting and delivery of your evidence.

Once you have done so, move on. Civil Courts are not saying you are right or wrong in general terms, they are saying they prefer one set of evidence over another and it is only in the balance of probabilities.

## Conclusion

Whether as defendant, witness to fact or expert witness, the process in civil litigation is the same.

By gaining an understanding and some familiarity with the process, practitioners can develop both confidence and competence in their role of presenting evidence. As an expert, the more often you appear in Court the more competence you gain and therefore the more confident you become.

Healthcare professionals are required ethically and by their professional bodies to continually update their practice, knowing why they do what they do in the way they do it, ensuring practice is evidence-based. However expert you are, you must not become complacent in either your practice or in Court.

Finally, all witnesses must remain neutral, explain the range of opinions, and be aware of their own potential for selective bias in any evidence presented. Courts are reliant on credible, impartial and articulate healthcare professionals and presenting as such impacts greatly on personal, professional and financial standing.

## Contact

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# Deep-Hole drilling automation is more than part load/unload

Originally published in Modern Machine Shop

Photos: UNISIG

**UNISIG**  
DEEP HOLE DRILLING SYSTEMS

**F**or deep-hole drilling, part handling might be the most visible automation element, but it's not necessarily the most impactful. Often, it's internal process automation that yields the most significant results even with a manually loaded drilling machine.

When it comes to automating deep-hole drilling, there are challenges unique to the process itself. These include fixturing complexities – where maintaining alignment requires elements such as guide bushings and tool supports not present in a conventional lathe or milling machine – and part attributes such as length and weight.

Long parts mean a long drilling cycle time, and maintaining production rates often requires multi-spindle, deep-hole drilling systems. Unfortunately, stopping a two or four-spindle machine means two or four spindles sit idle until the parts are loaded and unloaded. So in these instances, the more parts in the machine at one time, the more automation can actually inhibit cycle time while the machine is running.

Solving this problem in multi-spindle machines requires internal automation to achieve the objectives of lean manufacturing and one-piece flow. In-machine loaders singulate processes so that even within a small four-piece batch you maintain one-piece flow. The operator or automation device puts in a part and takes a part out and the machine does a bit of maneuvering inside to sequence those four parts in such a way as to minimize spindle downtime while maintaining upstream and downstream processes for one-piece flow. For instance, parts could be loaded onto a smart conveyor, indexed, and lifted into chucks for the drilling cycle before robotic unloading on the out-feed side so that there are no bottlenecks to a steady production flow.

Tool life management is another form of internal



automation. Getting feedback to the machine enables the deep-hole drilling process to adapt or halt, if necessary, before tools and parts are damaged.

Tool life management is built into a machine's control, and the machine senses torque thrust and coolant. Chip condition is usually the first indicator of wear, which would otherwise require an operator present to detect, so the machine actually monitors the process and can predict tools starting to wear and identify when they need to be changed. A tool life management system also can count distances drilled and the number of cycles then prompt a tool change at the appropriate time.

That kind of in-machine automation smooths the path for external automation. As the process builds, highly standardized options for robot-ready machines such as an automatic door, workpiece-present sensors and programmable workpiece fixturing makes it easier to add a robot at a later date. These robot-ready

machines also create efficiencies before they are fully automated. Even with manual loading, the automatic doors and programmable clamping make the process more efficient.

In UNISIG's experience, an embedded reamer tool changer enables manufacturers to manage significant throughput increases, even with an operator. With this technology, operators can maintain the pace of production loading the machine, while eliminating the task of inserting reaming tools for each cycle. This allows the operator to redirect efforts towards tasks such as additional quality checks and off-machine setups.

**UNISIG is also exhibiting at the AMB show in Stuttgart, Germany 13th-17th September 2022. Further information on all machines of the UNI series and the complete UNISIG machine program is available at: [www.unisig.com](http://www.unisig.com) or follow the company on LinkedIn and Twitter (@UNISIG).**





# 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](http://www.unisig.com) or follow the company on LinkedIn and Twitter (@UNISIG).**

