

## Inside this issue:



**Sustainability Today**  
See pages ..... ST I-XVI



**Kingston Park & Leisure Homes**  
See them on page .....3



**GI Systems**  
See them on page .....5



**Wilkinson Accounting**  
See them on page .....9



## Zimmer Group wins Red Dot Award again



ONE OF THE WORLD MARKET LEADERS IN HANDLING, ONCE AGAIN AT THE FOREFRONT IN PRODUCT DESIGN

In addition to product quality, product design has always been a high priority for the Zimmer Group. Thus, the company has now been honored at the renowned Red Dot Product Design Award for the third time after the years 2018 and 2019.

In the process, the handling specialist was honored with the coveted seal of quality by the Red Dot DESIGN AWARD's expert panel in the Industrial Equipment, Machinery and Automation category for its gripper developed specifically for human-robot collaboration (HRC)

The HRC-07 is one of the world's first electric 3-jaw centric grippers designed specifically for human-robot collaboration, i.e. for working with a collaborative robot or cobot. Back in 2015, Zimmer Group was one of the first manufacturers in the world to bring MRK-capable grippers to market, and this series has now been expanded with the HRC-07.

The award ceremony traditionally took place on June 20 at the Essen Opera House, the Aalto Theater. The Red Dot Design Award dates back to 1955 and is today the largest and most important design competition worldwide.

The competition distinguishes between the three competition disciplines of product design, communication design and design concept. In 2021, designers and manufacturers from 70 nations submitted more than 18,000 objects to the competition.

[www.zimmer-group.com](http://www.zimmer-group.com)

## Health charity benefits from Burg-Wächter's Secure Communities Scheme



A mental and physical health support charity serving people living in Wiltshire, Carmarthenshire and Norfolk has won the support of Burg-Wächter UK's 'Secure Communities Scheme'. The security specialist singled out an application from Gul Outdoor Therapy to its scheme, and was impressed with the charity's work.

As a result, Gul has now received a padlock and electronically locking safe donated free of charge by Burg-Wächter. Now, the charity is able to store its possessions safely and keep its perimeter gates secure, which is especially important given that it has an off-grid, rural location.

The Secure Communities Scheme gives regional community leaders and volunteers the chance to win a security kit worth up to £200 for their organisation. Any regional initiative that is run by or supports the local community can apply.

James Dwyer, Operations Director at Gul Outdoor Therapy, comments:

"Gul provides mental and physical health support in the outdoors. It was wonderful that the scheme afforded access to security products ideal for our needs."

To view a brief video concerning the company's donation to the charity head to <https://youtu.be/BIYWr8VjB9k>

For further details of the scheme and rules of entry head to [www.burg.biz/uk/community/](http://www.burg.biz/uk/community/)

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Foreyte Online Condition Monitoring Powered by Nidec

Foreyte is the remote vibration/temperature monitoring system manufactured by NIDEC and promoted by GES as part of our machine condition monitoring programme, used by many customers throughout UK & Ireland. The Foreyte system allows continuous vibration monitoring of any equipment over an unlimited period of time and at recording intervals determined by the user.

GES Group's 5 Pillars of Expertise

GES Group established in 1972 as Grants Electrical Services (NI) Ltd., the Company has grown and developed into GES Group, a leading Electrical and Mechanical Engineering business, now serving customers throughout Ireland, the UK and Europe. Currently employing over 80 staff, including many professionally trained and accredited Engineers, we respond quickly to Industry's ever-changing demands and needs, while offering geographic coverage to many of our customers. Traditionally AC/DC motor rewind and re-manufacture specialists, we have developed our portfolio as a market leader to now provide an extensive range of technically advanced products and services.

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## Norfolk Industries for Disabled People launches new 'Furry Friends Farewell' product

Norfolk Industries for Disabled People is delighted to have launched an innovative new product on Pet Remembrance Day on 5th July 2022.



Designed in house, 'Furry Friends Farewell' is an eco-burial pack for mice, hamsters, rats and gerbils that's been created to help children cope with the loss of their special pet.

Because humans become so attached to their pets, we find it very difficult when they die. Our pets have a big place in our hearts and losing them can be very upsetting, particularly for children who may be experiencing grief for the first time.

Furry Friends Farewell provides a safe, personal and sensitive way to bury your beloved pet. Supplied in a printed bag, each kit contains everything needed to say a special goodbye, including a biodegradable burial tube, grave marker and service sheet. There's also a pack of coloured pencils so little ones can personalise the burial tube, and wildflower seeds to create a memorial at the burial

site. For parents, we've put together an information leaflet giving help and advice about the best ways to support a child coping with the loss of their pet. Furry Friends Farewell is the latest addition to the Norfolk Industries range of small pet products and sits alongside our planet-friendly pet bedding lines, and award-winning Nibble & Nest and Animal Houses.

The product is available now and can be bought by calling us directly and soon through our website which is currently being redeveloped.

We are proud to be a disability employer and are continually looking to expand our product range. Each new product we launch generates further work opportunities in our factory and allows us to help more disadvantaged people, whether through direct employment or provision of work placements.

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

## SafetyCulture invests in groundbreaking IoT player Inauro



Global workplace operations company, SafetyCulture, has today announced a GBP £1.7 M investment into a data and IoT software company, Inauro. This latest investment continues SafetyCulture's support of emerging technologies that enhance workplace experience for frontline staff.

Launched in 2020 by co-founders Craig Kesby and Angus Kennard, Inauro was created to realise the value of IoT technology across industrial applications and improve everyday operations, with a particular focus on health and safety. IoT devices produce a vast amount of data but are typically siloed. By linking data from digital systems, Inauro provides teams with a single source of data, streamlining workflows. Inauro has built a customer base spanning agriculture, manufacturing and construction, and its flagship Perspio™ platform has been recognised by global award bodies.

"The IoT market is thriving globally, but most IoT solutions are built to solve a specific problem which creates data silos across organisations. We want to solve this and enable businesses to make the most of their IoT technology," said Craig Kesby, an Inauro Co-founder.

SafetyCulture CEO and Founder, Luke Anear, said: "Inauro will help us to automate many equipment checks for our customers [and] will be a key partner as we continue to raise the bar for frontline teams."

Find out more: [www.inauro.io](http://www.inauro.io)  
<https://safetyculture.com>

## Breaking the boundaries of toolmaking and plastic injection moulding

Dudley Associates was founded in 1990 and is the UK's leading precision toolmaking and plastic injection moulding specialist. Its industry leading services are backed by ISO 9001 Quality Management certification and with a commitment to offer only British quality workmanship coupled with a friendly and approachable service.

Following a management buy-out in 2014, Dudley Associates has implemented a £1.7 million investment in modern, efficient equipment to better support its operations and service to its customers. Currently owned and managed by John Churchard and Andrew McIntyre, Dudley Associates is headquartered in Lutterworth, East Midlands.

Operating across a variety of sectors such as automotive, aerospace, defence, electronics,



industrial, household/leisure, medical/dental, oil and gas, safety equipment, and scientific, Dudley Associates provides innovative solutions and volume production for all your plastic moulding and toolmaking requirements.

"We have two over-lapping business units: Toolmaking and Injection-moulding production. Our fully equipped toolroom manufactures bespoke injection-mould tooling. We cover rapid prototyping through to production tooling in aluminium or steel depending on the anticipated production requirements. We have modern moulding machines, ranging from 35-300 tonnes. We also manufacture in a vast array of different polymer materials including filled



and unfilled ABS, acetals, acrylics, nylons, polycarbonates, polypropylenes, peek and ultems. Furthermore, we also use some highly specialist materials with 'extreme' attributes in relation to flame retardancy, electro-conductivity or operational temperature ranges," stated Andrew.

Dudley Associates is proud to provide its customers with over 30 years of specialist experience in overmoulding. The process of overmoulding is unique and results in a seamless combination of multiple materials into a single part or product. Typically, this is either plastic on metal or plastic on plastic. "We are experts in over-moulding and perform this for a number of clients across different sectors," said Andrew. Some further services include the operation of a Class 8 Clean Room, and additional add-on services such as additives along with inserting, printing, ultrasonic welding, drilling & tapping, packaging and CNC machining.

"We aim to be a one-stop-shop covering everything from optimising the original design, making the tooling and progressing through to production of bespoke injection-moulded components. A great advantage of our service is that both our toolmaking and injection moulding production are both done in-house meaning we can sample new tools very quickly and remove any grey areas of dispute between the toolmaker and the moulder. We are also very flexible when it comes to production. Our clients' requirements vary so we can manufacture from very low quantities to large volume production

runs and using a vast array of different polymer materials," explained Andrew.

With the recent addition of Jacob Taylor, who has joined the business to drive sales and marketing activities, Dudley Associates is pushing forward. Andrew commented, "Through the process of building back up over the past eighteen months and the ensuing supply chain difficulties, we became much more efficient. We are a well-established, focussed, business with an experienced and loyal workforce who take pride in what we do. Everything we do is bespoke to a client's specific needs and we do not outsource overseas."



In closing, we asked Andrew what the company's future plans were, he responded, "Our aim is to expand our production volumes, further utilising current available capacity. We believe we are in a good position for businesses looking to re-shore their injection-moulding requirements and shorten/de-risk the supply chain."

For more information, please see below:

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# Design your own luxurious, affordable and bespoke lodge

In this issue of Business and Industry Today, we are proud to announce that we have selected Kingston Park and Leisure Homes as our Luxury Lodges Company of the Month.

Kingston Modular Systems was established in 2016, with the sister company Kingston Park and Leisure Homes started in 2018. Its owners are Kris Robinson, Carl Galbraith and Jon Bradshaw.



Based from its location in Kingston-Upon-Hill, Kingston Park and Leisure homes manufactures high quality mobile park homes and luxury lodges. The company boasts extensive experience from its existing modular building business, in which it has constructed buildings for clients, ranging from multinational businesses to high profile government contracts, such as schools, hospitals and railway stations.

Kingston Park and Leisure Homes is renowned as the benchmark for quality and service in the park and leisure homes sector. Boasting industry leading skills and extensive modular architectural and engineering experience, Kingston Park and Leisure Homes has created a luxury, modern range of holiday lodges and park homes that excel on quality, value for money and service.

Alongside its lodges, the company is able to create any of the park amenity buildings,

including: bistro/café, reception buildings, spa, gatehouses, gymnasium, security offices, bars, restaurant, office suites, laundry facilities, toilet blocks and much more.

Utilising the company's experience of precision engineering, high profile project management and architectural skills, Kingston Park and Leisure Homes has transferred its high-profile government contract mentality into the leisure sector, to create the next generation of lodges, delivered on time, in full and error free, complemented further with its late delivery cash back offer.

One of the main advantageous for the company, is the use of its own unique customisation framework, which provides its clients with the ability to create their own dream lodge. Adding the personal touch to the design process enables clients to choose from classic styling to modern and contemporary looks, and Kingston Park and Leisure Homes' expert team is equipped with the knowledge, skill and experience, to deliver the lodge that's designed perfectly for each and every client.

"We have a unique customisation framework which allows our client to choose pretty much how they would like their home/lodge built as long as it adheres to the BS 3632 regulations," stated Steve Taylor, Sales Director.

In terms of its clientele, the company holds several client bases including: Residential Mobile Home Parks, Luxury Lodge Holiday Parks and Own Land clients looking to have dependent relative home/lodge on their own land.

Indeed, the company has worked with a multitude of clients, which has led to Kingston Park and Leisure Homes obtaining a resounding reputation for quality and its outstanding customer service. Dedicated to providing a personal service at every step of the journey, the company welcomes its clients to visit to its factory, to be hands-on and experience how Kingston Park and Leisure Homes uses its unique construction methods to create a new generation of lodges and multi storey modular buildings.

On the Modular building business side, Kingston Modular Systems has over 150 years' experience in the design and production of modular buildings. The buildings offer a multitude of benefits, including shorter build times, as prefabrication speeds up the production of the building, resulting in faster production times of up to 50%. Furthermore, with the time saved in



construction, modular buildings are significantly cheaper than traditional buildings, offering a cost saving of up to 30% compared to a traditional building.

Kingston Modular Systems has produced buildings across a plethora of sectors including: education, healthcare, retail and commercial. Its clients have consisted of some of the top players across the country, and the company has also undertaken and completed high profile government contracts including a four storey project in central London.

In recent developments for the modular side of the company, Kingston Modular Systems was approached by the NHS to build emergency hospital wards in response to the COVID-19 pandemic. This in turn, transpired to be the busiest year in business for the company yet. In addition, Kingston Park and Leisure Homes

has also seen an increase in business. Through the added boom in 'staycation' holidays, the company has experienced a significant rise in orders for its lodges. In fact, Kingston Park and Leisure Homes now has a full order book until February 2024.

As the company looks ahead, Kingston Park and Leisure Homes maintains a very busy schedule and with this surge in new custom, the company is currently looking to expand its production facility to support its new found growth, in the near future.

If you would like to find out any further information or to view its range of leisure homes and services, please see the details featured below.

**T 01482 835835**  
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## Private dental market forges ahead, finds latest Christie & Co report



Christie & Co, which advised on, valued, or sold over £925 million in dental practice value in 2021, notes the resilience of the dental sector and the rapid recovery of the transactional market over the last 12 months. According to Christie & Co's consultancy team, which completed the analysis, there are 1,300 dental practices marketed each year, and approximately 520 sold in a given 12-month period.

Despite over 75 per cent of independent purchasers still favouring a practice with an NHS contract, Christie & Co reports a notable increase in the number of groups, which previously favoured NHS-led practices, now focusing solely on the private sector.

Before 2021, the average time from offer accepted to exchange was 233 days. This decreased by 19 per cent to an average of 188 days in 2021 and H1 2022. In England, fully private practices which are share sales typically transact the quickest, whilst asset transactions involving the transfer on an NHS contract take the longest.

When asked "What has the rate of like-for-like growth been in private revenue over the last 12 months?", 45 per cent said more than 10 per cent, 40 per cent said between 5-10 per cent, and 15 per cent said less than 5 per cent. Key growth drivers include the continued high demand for cosmetic and aesthetic treatments, patients being more aware of oral health, the access crisis in NHS dentistry, the increase in demand for bigger treatments, digital workflows which are driving efficiencies and better results, and more flexible pricing which enables an increase in fees.

To read the full 'Dental Market Review 2022' report, visit: <https://christie.com/dentalreview2022>

## Recruitment bias preventing talented engineers from returning to work after a career break

Bias in the recruitment process prevents STEM professionals who have had a career break return to employment, according to a new survey by STEM Returners.



The STEM Returners Index, published on International Women in Engineering Day, showed bias against age, gender and lack of recent experience to be the main barriers to entry.

The Index asked more than 1,000 STEM professionals on a career break a range of questions to understand their experiences of trying to re-enter the STEM sector.

Nearly a third (29%) of women said they feel they have personally experienced bias in recruitment processes due to their gender compared to 7% of men, and despite 39% of females wanting to return to work due to children now being of school age (vs 8% of males), 40% of females still feel childcare responsibilities are a barrier to returning due to lack of flexibility offered by employers.

In the survey, men (46%) were more likely to be victim of bias because of their age compared to women (38%). Bias also appears to become more prevalent with age, with more than half of over 55's saying they have experienced personal bias, compared to as low as 23% in younger age groups, according to the survey.

STEM Returners, based in Hampshire, has conducted the STEM Returners Index for the past two years. The programme helps highly qualified and experienced STEM professionals return to work after a career break by working with employers to facilitate paid short-term employment placements. More than 260 engineers have returned to work through the scheme across the UK since it began in 2017.

[www.stemreturners.com/the-stem-returners-index-2022/](http://www.stemreturners.com/the-stem-returners-index-2022/)

## ACF awarded Best User Experience at the Customer Centricity Awards

Global leader in customer flow management ACF Technologies has won Best User Experience (UX) in the highly acclaimed Customer Centricity World Series.

The World's most Customer Centric companies were crowned this week at the inaugural Customer Centricity World Series Virtual Ceremony, and ACF is bringing home the trophy for Best User Experience.

The event, run by ARCET Global had over 300 Entries from 122 companies across 34 countries. After a difficult shortlisting, 149 Finalist Entries were evaluated by large panels of independent expert judges.

On the day 450 attendees turned out over the 2 days from 53 countries. Viewers were kept in suspense at the Virtual

Ceremony on Wednesday afternoon as the winners were announced. We are so pleased to have been awarded Best User Experience for building and successfully rolling out of the appointment scheduling systems for the national COVID-19 Testing and Vaccine programmes.

<https://customercentricityworldseries.com/winners>

"The number of entries from all around the world this year was much greater than any competition we have run so far. It was extremely challenging to shortlist each of the categories, with so many stellar stories to choose from. Every Finalist which made it through should be immensely proud of what they have achieved and a huge congratulations to all the Highly Commended and Winning Companies," Mark Hamill, CEO of ARCET Global, commented.



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# Custom Challenge Coins for the Military and Corporate industries

In this issue of Business and Industry Today, we are pleased to announce Challenge Coins UK as our Challenge Coins Company of the Month.

Established and run by former serviceman Tom Newey, Challenge Coins UK stems from the United States Army tradition where a 'Commanders Coin' is formally presented to military personnel in recognition of excellence in competitions or service.



Tom's career in the British Armed Forces began upon completion of basic training at ATR Basingbourn before joining the Royal Electrical and Mechanical Engineers and beginning training as an Aircraft Technician at Arborfield. Once trained Tom was posted to 3 Regiment Army Air Corps at Wattisham Airfield, an Apache helicopter unit. After spending long periods of time on exercise in America, Tom was given his first Challenge Coin whilst on exercise in Southern California by a US Navy Blue Angels display team technician. After swapping some patches for the coin, Tom felt his unit needed a coin to swap with

the Americans. An initial batch of coins were made and sold in under two weeks, and Challenge Coins UK was born.

A huge benefit to Challenge Coins UK's service is that by having experienced the forces first hand, the company really understands how important recognition is, not just in the armed forces, but through any form of service. Based in Northwich, Cheshire, Challenge Coins UK has supplied over 180,000 coins to units throughout the Armed Forces and Emergency Services in the UK and around the world including SQN Army Air Corps, Irish National Police, South Wales Police, Cervus Defence, JTAC, Warfare Training Group, and many more.



Proudly veteran owned, we asked Tom what the benefits of their service are, he answered, "we like to think we are setting the standard of challenge coins in the UK. The overall quality of the end product and our customer service is second to none. Our efficient, fast and reliable service means that we can have an enquiry that comes in at 12pm on a Monday and by 12pm on a Tuesday the order can be fully invoiced and placed into production."

"The coin itself is made to the highest quality, and it resembles something far greater than just a gift card so to speak. A coin lasts forever, it's like a medal, there's a lot of pride that goes into receiving such a gift. Also it's a great way for a company to look back on and remember the milestones it has achieved over the years by marking them with a custom-made Challenge Coin."

A Challenge Coin has become increasingly more popular now within the corporate world, as the concept and tradition has evolved from the

military to large companies who are now using the idea and product to honour members of staff for their services, mark senior leadership or company milestones.

"We had a large influx of corporate customers throughout COVID-19 who wanted to show their appreciation to their staff by commending them and we received orders of up to 10,000 Challenge Coins. It put us in a really healthy position going forward and also increased our brand awareness. We are vastly merging into the corporate sector as the concept of Challenge Coins is quickly building momentum," mentioned Tom.



If you're a business, military unit or even involved in the education sector looking to commend a person, unit or occasion, see below for more information on how Challenge Coins UK can help you.

**T 0333 335 1012**  
**sales@challengecoinsuk.com**  
**www.challengecoinsuk.com**

## Commitment To Excellence

# Instrumentation, Measurement, Data Acquisition & Test Systems

In this issue of Business and Industry Today, we are pleased to recognise GI Systems for its ongoing Commitment to Excellence in delivering industrial process instrumentation, test measurement and data acquisition to a range of key industry requirements and specifications.

Established in 2019, GI Systems Ltd.'s team of experts bring 30 years of knowledge and experience gained in the process instrumentation market. "Our knowledge of customer needs and application requirements provide sales and business opportunities for GI Systems supplier



companies, each of which have a high reputation for excellence and innovation in test and measurement for their own product area. GI Systems Ltd is the UK representative of Gantner Instruments GmbH (Austria) and is also the UK representative of Manner Sensortelemetrie GmbH (Germany). Both of these are experts in producing solutions for challenging and demanding requirements often found in leading edge product development challenges," stated Rob Stockham, Director.

GI Systems Ltd.'s partner companies have decades of experience in each of the above specialities which positions the company to work closely with customers on an 'engineer to engineer' basis developing solutions for applications, rather than being classed as a 'catalogue sales shop'.

We asked Rob, what three words best describe



the company, he answered, "Firstly I would say measurement because we are familiar with most physical parameters, signals, and processes, understanding the nature of the measurements and how best to handle them effectively. Secondly, integrity because we strive to provide robust and dependable technical solutions to meet customer needs, matched with fair and equitable business relationships to meet commercial obligations and expectations. And thirdly, value as we offer products and solutions at competitive pricing, building in quality of product performance to improve customer outcomes on investment and life cycle ownership."

Currently GI Systems Ltd is deeply involved in the automotive sector, carrying out work for electric vehicle development and testing, with its capabilities also being utilised to stretch to both drive train and battery systems in test cells and 'on vehicle' testing for drive and half-shaft torque measurement telemetry. "We are also seeing great success in power plant conditioning monitoring using a wide range of flexible IO module architectures. These meet the needs of measuring vibration, stress, strain, temperature, pressure, motor, and electrical parameters to provide plant operators information,

dash boards and early warning of component failures. It also helps them plan for required maintenance ahead of unexpected failures that can cause plant shutdowns, loss of revenue and possible safety issues," added Rob.

Continually broadening its network to reach a wider audience, GI Systems Ltd has recently entered partnership arrangements with some well-established systems integrator companies



including Sella Controls Ltd of Stockport, Fluidic Ltd of Glasgow and another significant partner soon to be announced. "Each of these bring their own considerable experience and resources together to the industrial market segments that they service. Partnering with such companies extends the reach

and capabilities of GI Systems Ltd and will allow for further growth into their customer base," said Rob.

As the company begins to find ways to manoeuvre towards other markets, industries, and its competitors, GI Systems Ltd is placing emphasis on increasing customer awareness for Gantner Instruments and Manner Sensortelemetrie, working for a similar success of both products and solutions here in the UK that has been replicated on a global level by these companies.

In closing, we asked Rob what commitment to excellence means to GI Systems Ltd and how he feels the company achieve this. He answered, "as certified to 'Cyber Essentials', we always strive to make incremental improvements and use lessons learnt to 'meet and beat' customer expectations. In 2020 I was elected a Fellow of the Institute of Engineering Technology. I believe my contribution to the industry over a number of years, particularly with regard to promotion of furtherance of functional safety (e.g. IEC 61508) adds great value to our service."

**For more information, see below.**  
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## New Green Laser Dazzler



The new Green Laser Dazzler GLM-520-850-25560 from Lasence delivers 850mW of green light (520nm) which is sufficient to dazzle in a distance of up to 30m at night. The dazzling distance is adjustable from 3m to 30m. There is a distance scale at the adjusting part to make sure that the power density is between 0.1-2.6mW/cm<sup>2</sup> at daytime and between 0.06-1.3mW/cm<sup>2</sup> at night. There is also an LED lighting function with >100lux@10m.

The dazzler is operated with a rechargeable battery with 5000mAh which grants a long operation time. It fulfils the requirements for protection class IP65 and can be operated within a temperature range of -20°C to +50°C. With a length of 255mm, a diameter of 40mm (Tube) / 60mm (Head) and a weight of 800g it is very compact and lightweight.

sales@frlaserco.com  
www.frlaserco.com

## Do we have to put up with vibration from plant equipment?



Acoustics guidance for building designers and plant room managers ~

Water pumps, ventilation, air conditioning and heat pumps are all essential equipment in many modern buildings, whether industrial or residential. However, all of these types of plant equipment have mechanical elements, which generate vibration. This vibration can be carried round the building via ducts, pipework or parts of the building structure and can be realised as audible noise

Ideally, building acoustics should be considered at the design stage. The Chartered Institute of Building Services (CIBSE) provides clear guidance on this. The document summarises some of the main problems that arise from things like HVAC systems and has a special section dedicated to plant rooms. Enforcing these guidelines from the outset would quickly eliminate most of the common problems in new buildings.

Where you face a noise or vibration problem in a pre-existing building, the B4 document should still be your first port of call. Broadly speaking, the two most common issues related to vibration are incorrect choice of isolator or poorly designed product.

Many of the most common problems are readily solvable, but non-experts put up with them because they think they have no choice and contractors install sub-optimal systems due to lack of oversight or experience.

Noise from plant equipment may be something we all put up with, but it shouldn't be that way. If the industry standards set out in the CIBSE B4 guidance were enforced properly, noise disturbance would be the exception and not the norm. Don't be afraid to demand more, you deserve that peace and quiet after all!

Mason UK are the official UK agent for Mason Industries, world leaders in vibration and noise control. If you need help in following the CIBSE guidelines, visit mason-uk.co.uk

## New Lanemark process gas burner installation

The latest process gas burner technology from Lanemark Combustion Engineering Ltd. is now helping one of the country's leading manufacturers of construction equipment to benefit from optimised energy usage and minimised emissions. Warwickshire-based Thwaites Ltd., who provide a wide range of dumper truck designs particularly to the construction industry, have replaced two well-proven existing Lanemark FD5EP-3 burner installations with the company's latest force-draught gas and air FD5GAP-3 models. The result is a combination of excellent heat control and an anticipated, significant saving in gas usage.

The replacement of the two existing Lanemark burners – both hi/lo units which have delivered reliable performance since 1998 – have allowed Thwaites to gain from the latest designs and technology. Lanemark's FDGA burners utilise the latest 'air pressure lead' mono-bloc gas valve technology which is central to ensuring safe and efficient gas/air ratios are always maintained even under variable plant

operating conditions. These offer significant benefits compared with alternative fixed gas/air valve linkage control arrangements while the absence of mechanical linkages between the gas and combustion air control valve and dampers means the need for adjustment or the risk of sticking are avoided. With the ongoing support of the Lanemark BurnerCare service package – which offers a range of benefits from installation, commissioning and service plans to spare parts supply and rapid engineer call-out, if needed – the new installations at Thwaites are set to deliver reliable, long term process heating efficiency for many years to come. Central to such an important element of the production process, this translates into significant, ongoing peace of mind for the dumper truck manufacturer.

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# Springing ahead through continuous development

## EUROPEAN SPRINGS & PRESSINGS

European Springs and Pressings has built a strong history since its establishment in 1948, which has led the company to be regarded as experts in the field of spring manufacturing and high speed press technology.

European Springs & Pressings is based in Beckenham, London. In 2007, European Springs & Pressings became part of the Lesjofors group, with two sister companies in the UK: Metrol Springs in Northampton and Lesjofors Heavy Springs UK in Cornwall. In addition, the company has an extended family of around 40 manufacturing companies, which equipped the company with the ability to deliver a comprehensive range of spring and strip metal products, services and solutions across Europe and globally.

The business boasts extensive leading facilities, which has recently undergone a 25% increase in footprint, in order to uphold its ability to adapt and expand its products and services. "Our warehouse in Beckham has had a 6,000ft<sup>2</sup> extension to help us develop our stamping and pressings area. Work began in February 2020, and only finished in September of the following year, owing to COVID-19 regulations. This has given us the opportunity to relay our production facilities, and invest in the



additional capacity," added Liam Bland, Marketing Manager.

European Springs & Pressings provides a full design and manufacturing service for bespoke and standard metal pressings, wireforms, coil and gas springs. European Springs & Pressings offer a truly complete service, designing and manufacturing standard and bespoke metal components in a comprehensive range of materials.

"Our products range from tension, torsion, extension, compression and gas springs, to wire forms and metal pressings. Our secret is our engineers, product developers, and the SQA people who design and develop a product that works for the customer. Often we will look at what the client is proposing, and then bring it together based on feasibility or cost to give the customer the part performance, and price, that they need," said Liam.

In terms of recent events, like the rest of the world European Springs & Pressings faced new challenges due to the COVID-19 pandemic.



Highlighting its clear resilience and strength, the company was able to face these challenges head on, by developing IT procedures and systems to support home working environments for its staff, to retain efficiency and service. In addition, the company made investments into new staff to bolster the business, including a new Business Development Manager, Finance Manager, Marketing Manager and Apprenticeships.

Indeed, European Springs & Pressings demonstrated its industry-leading expertise and strength in rising and adapting to new challenges. In addition, the company has further strengthened its team, through its ethos of continual development and investment. In fact, the company has made many investments including a significant investment in 2021, where European Springs & Pressings invested £1 million pounds in technologies (including a Bruderer BSTA 410-110B2 high speed precision press and Bodor i5 laser cutter) to improve and optimise its manufacturing capabilities, now and into the future.

If you would like to find out more information on the company, please see the details below:  
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## Charter Auctions – THE auction company for all of your Industrial disposal requirements

Charter Auctions is a UK based Industrial Online Auction Company, helping businesses buy and sell across Europe and the rest of the world. They pride themselves on offering a wide range of services.



Customers can take advantage of Charter Auctions integrated solutions, either as one-off projects or, on an ongoing basis for more complex requirements.

Each item of equipment is prepared fully for sale, it is then listed on Charter Auctions comprehensive YouTube channel, with HD videos of the items, which are made using the latest software and photographic equipment, ensuring that customers are able to view every item in detail.

All Charter Auctions product items are live online, using very detailed social media pages to help keep customers up to date with progress during an auction. The company also prides itself on professionalism and reliability, and to ensure excellence, each project is overseen personally by a company director to ensure that standards are maintained to their highest level.

Charter Auctions buy and sell everything from one off machines right up to entire plant and machinery factories, with a wide range of manufacturing and industry products ready to sell.

Visit the company's comprehensive website [www.charterauctions.co.uk](http://www.charterauctions.co.uk) where you will find details all available items as well as full specifications for each, plus details of how you can participate in the auction process.

To find out more information about the items and auctions, please contact:

**T 01905 384910**  
**info@charterauctions.co.uk** or visit:  
**www.charterauctions.co.uk** or search **Charter Auctions on social media.**

## The problem with project-based companies

Most ERP systems are designed for either distributors or manufacturers. They use a simple set of processes:

- Take sales orders
- Plan where you will source the demand from
- Purchase what you need and receive the goods and the invoice
- Make the demand (if you are a manufacturer)
- Ship product and invoice for it
- All the rest of the finance stuff.

However, what if you are a project company, be it dealing in supply, service or manufacture?



Finance processes are completely different as they need to report by project. Inventory transactions need to be allocated to projects not in-house stock.

Profitability is measured by the project and timescales are always different.

This means most project companies end up with two systems and then interface them. Inevitably the transactions do not match across systems, so it all ends up in a spreadsheet.

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## Digital Edge Subsea

Digital Edge Subsea supplies the oil and gas industry with its digital video recording system.



The company, established more than 10 years ago, has nurtured strong customer relationships that has allowed for honest customer feedback, and this has been incorporated into the development of the Version 5 Edge DVR.

Conversations continue and now Digital Edge are pleased to be able to offer further software that will help their customers to serve their clients better.

### Data Archive App

Digital Edge will soon release a data storage and back-up solution that uses an integral app within Edge architecture, to avoid needing a 3rd party app. Edge Archive handles the transfer of data from the internal DVR drives to Client storage, either on a NAS, a Raid, or a phased delivery to multiple external hard drives.

Being a Native app, the data transfer ensures that the quality of Live recordings are not impacted by a 3rd party program trying to access the same file that the DVR app is currently using. Ensuring recorded data integrity and quality is of the highest importance.

Archive can act as a Simple data mirror of the correct internal drive data folders, or can be used to create multiple simultaneous backups of Client Deliverables. This can be done in continuous backup or a phased approach, ie. after each dive.

**For more information or a demonstration of the system, contact: [info@digitaledgesubsea.com](mailto:info@digitaledgesubsea.com) or visit: [www.digitaledgesubsea.com](http://www.digitaledgesubsea.com)**

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# SUSTAINABILITY TODAY

Issue 436 August 2022

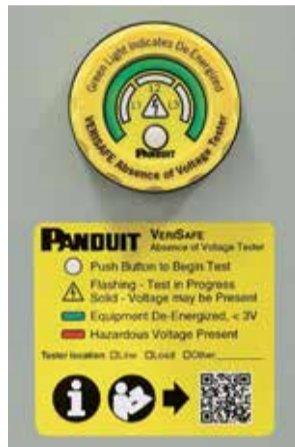
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## Electrical Safety at the touch of a button - VeriSafe 2.0

**P**anduit's VeriSafe system minimizes the risk of electrical hazards by confirming the control cabinet is voltage-free before access. Compared to other portable test instruments, plant operators and machine builders can check whether an electrically safe environment is present much faster.



VeriSafe 2.0, automatically ensures that the entire test process is followed for every single test. With a push of a button, you can achieve tested safety in both 3-phase and 1-phase applications in the now extended voltage range up to 1000 V for AC and DC applications. The fail-safe design uses active indicators for plant status and complies with SIL 3 (IEC 61508-1) safety functions. According to the NEC, specified in NFPA 70E, an electrically safe environment must be ensured before working with electrical installations without voltage, and the measurement procedure is precisely defined.

VeriSafe 2.0 is ideal for 480/600V CAT IV applications including outdoor, service access and all power distribution equipment including frequency converters and remote motor disconnect switches. The now extended VeriSafe increases the possibilities to protect the entire electrical area. If desired, the isolation module can be easily integrated into control systems via redundant semiconductor signal outputs (SIL 3).

In addition, a network module for real-time diagnostics and performance reports is available. Thus, test results can be recorded with time stamps or data logs, or it can also be used for remote troubleshooting, monitoring the status of sensor lines as well as battery life or temperature development. Via the EtherNet/IP and Modbus TCP connection, VeriSafe 2.0 can be easily integrated into Scada systems, for example, or the integrated web server can be used.

The test system can be easily mounted and integrated into EMC-compliant superstructures. The background to Panduit's new development is that hazards and risks in switchgear for people, production and buildings must be avoided at all costs. Plant manufacturers must guarantee their design and compliance with standards, electrical safety, fire protection and mechanical safety.

The crucial basis is the National Electrical Code (NEC). The NEC is comparable to VDE 0100 or IEC 60364 and is published by the National Fire Protection Association (NFPA) under the working title NFPA 70E. In the data sheet, Panduit refers to all other international and European standards according to which VeriSafe is tested.

www.panduit.com

## New study reveals microplastics can carry pathogen threatening human and wildlife health

**A**s the world celebrates World Environment Day, a study from the University of California, Davis, reveals that microplastics can carry land-based pathogens to the oceans, posing a threat to the health of humans and wildlife alike. Bluewater, a world-leading innovator of water purification solutions designed to end the need for single-use plastic bottles, said the study's findings highlighted the need to celebrate, protect and restore our planet.

A UC Davis press release said the study by a team of its university researchers had indicated that, by hitchhiking on microplastics, pathogens can disperse throughout the ocean, reaching places a land parasite wouldn't be found usually.

The study, published in the Scientific Reports [6] journal, is the first to connect microplastics in the ocean with land-based pathogens.

"The study provides even more evidence of the threats posed by tiny microplastic particles smaller than 5 millimeters, which are literally everywhere, in the air we breathe, the food we eat, and the water we drink," said Swedish environmental entrepreneur Bengt Rittri, founder and CEO of Bluewater (Photo above). He noted how a study [7] by OrbMedia had found microplastics in bottled drinking water after testing more than 250 bottles from 11 brands.

The research team at UC Davis conducted laboratory experiments to test whether the selected pathogens can associate with plastics in seawater. They used

two different types of microplastics: polyethylene microbeads and polyester microfibers. Microbeads are often found in cosmetics, such as exfoliants and cleansers, while microfibers are in clothing and fishing nets.

They found that microplastics can make it easier for disease-causing pathogens such as Toxoplasma gondii, Cryptosporidium (Crypto), and Giardia to concentrate in plastic-contaminated areas of the ocean.

T. gondii is a parasite found only in cat feces, which has infected many ocean species with the disease toxoplasmosis, connected to the deaths of sea otters and other critically endangered wildlife, including Hector's dolphins and Hawaiian monk seals. In people, toxoplasmosis can cause lifelong illnesses, as well as developmental and reproductive disorders.

david.noble@bluewatergroup.com.



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## Efficient and sustainable biomass energy



**R**anheat has been selected as one of our Top Exhibitors from the Futurebuild Show 2022. More can be seen on pages X & XI.

Ranheat has one of the most experienced and knowledgeable team of biomass engineers in the UK. Since 1991, the company has lived and breathed biomass boilers and heating systems and is trusted by customers nationwide to reduce costs and increase energy efficiency by designing, manufacturing and installing its UK-made range of industrial wood-burning systems.

Designed for industrial and commercial customers, Ranheat's services include biomass boilers, automatically fed warm-air heaters, biomass silos and hoppers, ceramic flue gas filters, and automatic stoker systems.

Manufacturing from its own site based in Northampton enables the company to offer many benefits over competitors such as no costly imports or long lead

times. This then ultimately results in delivering a faster and more responsive customer service.

As a family run business, Ranheat take great pride in its highly-skilled team who handle all the vital aspects of biomass projects directly. Its in-house engineering and software development skills ensure that the company continues delivering the smooth-running of its systems throughout the lifetime of the installation.

As the UK leaders in commercial and industrial biomass boilers for industrial wood waste management, Ranheat has the capabilities to customise its biomass heating systems to be able to use all wood fuel types. This not only helps businesses to save costs but provides a greener carbon neutral energy for businesses and non-profit organisations nationwide.

For more information, see below.  
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Hi-tech fabrics, functionality and fit are the hallmarks of these market-leading products. The AllroundWork trousers are ready for any kind of work in any trade. FlexiWork trousers deliver superior freedom of movement. While LiteWork trousers keep you cool, dry and ventilated.

Then there's RuffWork trousers, reinforced and tough for the roughest work on site. ProtecWork protective wear for hazardous environments and certified High-Vis trousers when personal visibility on site is a priority.

Snickers Workwear Trousers also deliver certified protection with the patented KneeGuard System for greater flexibility, comfort and durability. It's what makes them the optimal choice for craftsmen and women who need to get every job done comfortably and sustainably on site.

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# Sustainability excellence and a wide range of services



In this issue of Sustainability Today, we have selected Stuart Canvas Group as the recipient of our Industry Excellence Award.

Stuart Canvas Group is a long established and very experienced textile finisher and custom-made covering solutions manufacturer. Based in Warrington, the company was founded in 1971 and its sister company, Mudfords, was founded in 1832. Headquartered in Warrington alongside one of its production centres, Stuart Canvas Group also has



a production centre in Sheffield and a distribution centre in Wardle. The company has approximately 100,000sqft of purpose-built manufacturing facilities across these three sites.

Stuart Canvas Group specialises in the manufacture and design of bespoke coverings for a range of sectors including industrial manufacturing, haulage, schools, military and home use. "Many UK based manufactures are facing increased storage issues and protecting their products adequately during both summer and winter months, due to unpredictable weather conditions. Stuart Canvas can offer bespoke storage solutions and products to help companies protect their raw resources and equipment." – Craig Groves, Key Accounts Director.

The company also owns Mudfords and JMS Cricket, and these established brands have brought extra capability to Stuart Canvas group due to their experience and extra diversity of products and services. These range of sports covers are widely used, at Wimbledon as well as cricket grounds around the country. In addition, cricket products, nets, and sight screens are produced for every level of the game from school cricket, through to test match venues.

Stuart Canvas Group works with many blue-chip companies from around the country and exports to over 25 countries. With no job too big or too small, the company's client base

stretches as far as the West Indies, Hong Kong and California.

As the group has grown and developed, it has invested heavily in new machines and technology in order to remain at the forefront of the industry. Stuart Canvas Group produce bespoke coverings to help the transportation of equipment between sites, thus preventing damage. These covers can also help when equipment or plant machinery that is on site as they protect against the weather, industrial dust and manufacturing overspill. To further customise the covers, the company use a wide range of materials and offer bespoke printing enabling each cover to be custom made to the client requirements.

One of its primary products is the retractable aggregate bays which are designed to reduce the wastage of raw materials. These bespoke retractable roofing tunnels are custom made to fit existing or new aggregate bays. There is both a cost-effective manual operating system and a remote-controlled electric system for these roofing solutions that help reduce wastage by up to 30% by protecting raw material from the elements. Sustainability is at the heart of all work undertaken by Stuart Canvas Group and Marketing Manager Steven Ball stated, "our goal is to help other companies reduce their wastage of raw manufacturing materials and prolong the life of their equipment."

Many of the systems installed at some of the UK's largest concrete, asphalt and brickwork manufacturing plants also feature a new motorised system which was pioneered by Stuart Canvas Group. This allows the cover to

be retracted over the top of each bay quickly and efficiently with a single push of a button. This system then creates a watertight seal that protects the material underneath the tunnel.

Whether large or small, fixed or retractable, Stuart Canvas Group offer a solution to all clients' storage needs and advise on how to create the best additional workspace both internally and externally. The tunnels can be produced as mobile or static workshops and can be designed to be dismantled and assembled should they need to be relocated in the future.

Offering a problem solving solution to all clients' needs, the company can deliver design solutions to address these problems. One of these being a CAD drawing service for its products that is offered in-house if the design of a product requires it. With over 50 years of experience, the group can ensure that all of its solutions are custom-made, and by offering a full service including a site



visit, design concept and installation, clients are guaranteed the service their business requires.

One of the company's prestigious clients is the iconic Wimbledon tennis championships held every June in SW19. Stuart Canvas Group has been supplying equipment to the tournament for over 30 years, including the championship nets and posts and the green perimeter fences for each court that helps separate the courts and create safe areas for spectators.

Stuart Canvas Group provide equipment that is nationally distinguishable throughout the UK. Most people would recognise the green rain covers that are unrolled every time the rain falls at Wimbledon. The covers are manufactured in-house by the company and features a specialist material that allows sunlight through without burning the grass while continuing to remain waterproof.

Looking to the future, Stuart Canvas Group will continue to remain innovative in its

design solutions in order to keep up with the demand of its diverse customer base. and one example of this was during COVID-19, when the group was able to use some of its textile manufacturing knowledge to produce over 100,000 pieces of PPE for the NHS.

Upon receiving our Industry Excellence Award, Steven said "with so many years of experience in providing solutions for companies throughout a variety of sectors, it is a thrill to receive this award. It demonstrates the vast knowledge and skill base that the company has gained from our dedicated staff."

For further information:

T 01925 814525  
sales@stuartcanvas.co.uk  
www.stuartcanvas.co.uk



# 'Skip'ping ahead to help create a brighter future



a special anniversary, as next year marks the company's 50th year of business.

Glosta Engineering is a manufacturer of skips, containers and bespoke products for numerous industry sectors, including: Waste, Plant & Machinery, Construction and Agricultural Industries. The company also manufactures steel structural frames for a wide range of industries and is equipped with CE Accreditation, which ensures that the company is compliant with legal directives for the manufacture of steel structures.

Dedicated to providing a comprehensive service, Glosta Engineering strives to excel at customer services, always going above and beyond to find the right solution for each customer. Utilising a team of highly experienced, personable and devoted sales personnel, Glosta Engineering ensures that all queries and orders are fulfilled to the highest standards of customer service.

"We always go the extra mile where we can, to make quality bespoke products for the construction industry ranging from flatbeds to insulated tarmac bodies," added Chelsea Stansfield, Sales and Accounts.

In this issue of Sustainability Today, we are proud to announce that we have selected Glosta Engineering as our Skips and Containers Company of the Month.

Glosta Engineering is a North West of England based designer and manufacturer of skips, containers and steel structural frames for various industry sectors. Established in 1973, Glosta Engineering is owned by Gary Moore.

Over the last five years owner Gary has worked hard to develop new projects, specifically for the waste and recycling industry such as biomass drying skips, water tanks and much more. Under Gary's leadership and the strength of Glosta Engineering's dedicated team, the company has developed significantly and now maintains an industry leading reputation.

The company is pleased to be approaching



Glosta Engineering is equally as passionate about customer service, as it is about the environment, and as such, the company endeavours to use materials and consumables throughout



the production of its products, which are environmentally safe. The company prides itself on its mission of providing quality skips and containers to the waste, recycling and reclamation industry, with the aim to secure a greener, brighter and cleaner outlook, to contribute towards the environmental investment for future generations.

With its ethos of 'no job ever being too big or too small', the company has worked with a large amount of different industries, and through its industry leading skillset, is able to provide specified and custom made products to fulfil an array of different needs for customers and industry sectors. Furthermore, through the company's commitment to quality, all of Glosta Engineering's skip products are designed to C.H.E.M specifications.

In regards to recent developments, Glosta Engineering, like many others, faced many new challenges due to the COVID-19 pandemic. Showcasing its resilience and commitment to its customers, the company worked hard during these unprecedented times, continuously working during the COVID-19 pandemic. "We worked throughout the COVID-19 pandemic, without a day of not working as it was important for our business to continue to work in the manufacturing industry," said Chelsea.

As the company looks towards its future, Glosta Engineering plans to continue developing its products and services, to further its offering and expand through organic growth. The company is also currently developing some exciting new products which it will be unveiling by the end of this year.

Indeed the future looks bright for Glosta Engineering, and with many prestigious plans



currently under development, Glosta Engineering has many exciting developments in the pipeline, and Chelsea added, "watch this space!"

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

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## Building Sustainability Into Commercial Hot Water



For more than fifty years, Advenco has been a leading innovator providing hot water (DHW) for commercial-scale projects across the UK. Today its focus is shifting to encompass a blend of traditional and new, more sustainable technologies in the form of solar thermal for those on gas and especially heat pumps for new builds to integrate greater sustainability into DHW systems.

With a predicted one-third rise in non-domestic floor space by 2050, much of the current focus resides on new builds, but this still leaves more than 1.6 million pre-existing non-domestic buildings in England and Wales, generating almost one-fifth of the UK's carbon emissions, needing expert, practical support.

Air source heat pumps (ASHP) have become the poster child technology for the government's net zero strategy. The advantage of ASHPs is that, with a performance greater than 100%, they can extract additional energy from outside of the building's metered systems delivering significant carbon savings. For a commercial DHW system, it is recommended that a working water temperature from the ASHP, such as



Advenco's FPi32 or L70, must be at least 55°C.

This is certainly attainable from current generation ASHPs when deployed in a hybrid approach. This uses the ASHP as preheat and combines it with either gas-fired or more preferably an electric top-up to achieve the required hot water temperature. This is where the additional system complexity and cost can creep in. But by correctly balancing a system through a mix of physical spacing in the vessel and system monitoring with dedicated controls, as developed for the Advenco FUSION, the system no longer fights itself, working seamlessly to deliver the highest operational efficiencies

In line with the European Commission's proposal for a tightening of F-Gas regulations, development work continues at pace to support the introduction of R290, or propane as it is more commonly known. This refrigerant offers a coefficient of performance (COP) that enables working flow temperatures from an ASHP of up to 75°C and potentially much higher. This means future commercial systems can be less complex, without the need for additional electric immersion for high-temperature flushing for legionella protection. That said, immersions remain perfectly suitable for low-demand backup applications in boiler-fed indirect cylinders, ensuring business-critical DHW demands are met.

What we have seen more recently though is a shift in use, where immersions are used 'directly' in high-demand commercial applications as the primary heat source. An electric immersion heater has a high heat intensity compared to gas or indirect and, when coupled with high operating temperatures and hard water will increase the rate of scale formation which, over time, will cause the element to rupture.

In response, protecting a system from limescale is often only addressed by a vigorous cleaning regime. This method has a cost and downtime associated with it that is not acceptable for many commercial buildings. For this reason, minimisation of scale formation with water softener or a scale inhibitor may be adopted, but for many sites neither provides a satisfactory response because of space, maintenance, downtime, or cost. A better option for these

sites would be to replace the immersion heaters with a low scale forming hot water system.

The new Advenco electric boiler range provides a proven and cost-effective answer. The boiler still utilises immersion heaters located in a small tank heat exchanger within the boiler housing. This electric boiler supplies a sealed 'primary' loop to an indirect coil in the cylinder. The electric boiler heats the same water continuously so there is only a finite amount of scale in the system which will not damage the elements. The heat exchanger in the cylinder is a large coil operating at relatively low temperatures. Advenco's extensive experience with indirect coil use in the UK has shown that scale is not a significant problem



reliability, the operational and maintenance savings will offset these additional capital costs. The electric boiler additionally offers a level of redundancy that is not achieved with a single immersion heater.

As limitation on new gas grid connections for heating systems becomes effective this year, it will become critical for system longevity to recognise the new challenges electric-only presents over more familiar gas-based applications.

But if a business already uses gas, the application of solar thermal with Advenco's built-in drainback functionality, can really improve the sustainability of a building's DHW system. When used as a preheat with coldest water possible to maximise the efficiency and output, solar thermal remains the best option, maximising free heat with no additional carbon emissions. This is an important consideration given buildings with an existing connection can still upgrade to new gas appliances until 2035, with 100% hydrogen-ready options extending that window well into the 2040s based on current appliance lifespan.

Advenco continues to support the refurbishment of existing buildings, recently extending its ranges of direct-fired condensing water heaters – the AD and the ADplus. Both ranges provide a compact, floor-standing design that is easy to introduce into an existing plant room to provide high-demand semi-instantaneous and instantaneous hot water applications. Improved combustion efficiency means the burner requires less gas, delivering up to 30% savings in fuel consumption, making it more cost-effective, while reducing emissions.

For smaller on-demand needs, ADplus heats only what is necessary, with no ignition for smaller withdrawals providing considerable additional energy savings. Both AD and ADplus as a result exhibit ultra-low NOx (Class 6 appliance at 27 mg/kWh) and CO emissions (19ppm). With the government already committed to enabling the



in these systems. The electric boiler operates at the same efficiency as an electric immersion heater (100%) so the only overall difference in system efficiency is the minimal pump electrical consumption and a small amount of heat loss in the pipework.

An electric boiler hot water system will take up a little more space than an all-in-one electric cylinder, but it has more versatility and requires less clearance for the cylinder. Similarly priced to an immersion heater, an electric boiler-based system will cost slightly more due to the small amount of additional installation work. But with virtually no maintenance and the cylinder forming significantly less scale, vastly improving

blending of hydrogen in the gas grid it is also worth noting that these latest generation direct-fired condensing water heaters will already support the initial 20% hydrogen/natural gas blend.

Together, these technologies offer actual development arcs right now for existing commercial properties that are currently on-gas, or new builds seeking to embrace low or no emission choices to deliver more sustainable operations that will help achieve net zero by 2050.

Contact [www.advenco.co](http://www.advenco.co)





# Panasonic Provides 5-Star Heating and Cooling for Holiday Rentals



Overall guest comfort is an important factor to ensure a successful year-round holiday rental and having high quality heating and cooling can be the ideal accessory to help attract visitors. Installers, Pinder Cooling + Heating, helped take two holiday rentals to the next level with Panasonic's Etherea with nanoe™X.

The first property is a self-contained flat based near Bradford, and the second is a 2-bed, 2-bath penthouse apartment in the heart of York. Both properties were seeking a highly efficient and discreet solution to maintain heating and cooling levels throughout the year to ensure maximum comfort for guests.

Panasonic's range of Etherea with nanoe™X units is the smart solution to keep any environment clean,

comfortable, and welcoming. It's renowned for being highly efficient, and the sleek and stylish design allows for a unit that suits any interior with a compact width of just 870mm. Etherea boasts the highest energy rank of A+++ in heating and cooling, providing the greatest level of comfort. The air-to-air technology allows for a highly energy efficient solution to ensure optimal use year-round, utilising R32 refrigerant for a much lower environmental impact.

The units come with nanoe™X technology as standard. Panasonic's advanced technology produces up to 9.6 trillion hydroxyl radicals (also known as OH radicals) per second. Abundant in nature, OH radicals have the capacity to inhibit certain pollutants, viruses, and bacteria to clean and deodorise. nanoe™X technology

can bring these incredible benefits indoors so that hard surfaces, soft furnishings, and the indoor environment can be a cleaner and pleasant place to be. nanoe™X works independently from the heating and cooling operation when the unit is in fan mode, improving protection 24 hours a day, 7 days a week.

To find out more about the range - [https://www.aircon.panasonic.eu/GB\\_en/](https://www.aircon.panasonic.eu/GB_en/)

For more information on all involved in the above project please visit: <https://pindercooling.com/>

See also video interviews of the above story - EN\_Panasonic\_Case Study Provides 5-Star Heating and Cooling for Holiday Rentals - YouTube

The standard for holiday rentals in the UK is high, with a very competitive market post-pandemic.

**SmogStop BARRIER** THE WORLDS MOST EFFECTIVE AIR POLLUTION CONTROL BARRIER

**GRAMM BARRIER SYSTEMS** European Partner

**OVER 50% NO<sub>x</sub> removal**

## SmogStop is the most effective air quality barrier for highways and road in the UK

SmogStop is the most effective air quality barrier in the world. Below are some of the key attributes of our system.

- 10 years development with unique technology & design IP Protected
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- Coating works in UV & Visible Light
- Full Lab Test Results in Solar & Wind Tunnels
- In Field Results comparable with Lab results
- Handles NO<sub>x</sub> & VOCS
- 1 Km of barrier reducing approx. 16 ton of NO<sub>x</sub> per annum.

**That's like 200,000 cars removed from that 1 km road per DAY!!**



SmogStop Trial on the M1 working with National Highways

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## SmogStop® Barrier

SmogStop® Barrier is the World's first Approved roadside pollution barrier scientifically proven to significantly reduce noise and hazardous NO<sub>x</sub> & VOC emissions.



Independent studies by world-renowned universities have proven that the patented technology can remove 16 tonnes of NO<sub>x</sub> each year; the equivalent of removing 200,000 vehicles from the road every day.

SmogStop® is specially designed to reduce traffic emissions by more than half, helping reduce occurrences of cancer, stroke, cardiovascular disease, asthma and other respiratory problems linked to motor vehicles.

1km of roadside SmogStop® Barrier can create up to £6 million in benefits each year. That's just the savings created by reducing premature death; add to that fewer doctor visits, fewer emergency admissions and less income lost to sick days. You'll earn back your investment in less than a year. And best of all, it's powered entirely by light (sunlight or artificial light) and the natural flow of air.

### How it Works

SmogStop attacks air pollution in 2 ways, improving both local & regional air quality. Our patented aerodynamic design disperses pollution and our patented photocatalytic coating on the barrier actually breaks down the (NO<sub>x</sub>) and (VOCs) that produce smog, transforming them into harmless by-products.

### Testing & Results

Over its development, SmogStop has undergone independent testing at universities across Ontario. The proof keeps stacking up: this ground-breaking technology measurably reduces traffic-related air pollution. A year-long field study conducted by the University of Guelph and the Ministry of Transportation Ontario proved the effectiveness and viability of SmogStop®. The results from the field study, the overall average removal of NO<sub>x</sub> was calculated to be 49% with the highest monthly average reduction being 54%. The highest daily & hourly reductions were determined to be 92% and 95%, respectively. The study showed that the patented photocatalyst continues to work during nighttime hours, provided that some ambient lighting is nearby.

### Conclusion

In conclusion, motor vehicles are a significant source of hazardous pollutants and until now there has not been a roadside mitigation measure available anywhere in the world that could be implemented.

After 10 years in development, SmogStop® Barrier has been independently proven to effectively reduce NO<sub>x</sub> and VOC air emissions, helping reduce occurrences of cancer, stroke, cardiovascular disease, asthma and other respiratory problems.

A further trial in the UK on a lower height barrier has also been carried out by National Highways with results due to be published soon.

Discover more about SmogStop® benefits - Contact Steve Barnes [steveb@grammbarriers.com](mailto:steveb@grammbarriers.com) 07930 558 116





## RECOUP

In this issue of Sustainability Today, we are pleased to announce RECOUP as our **Plastics Resources and Recycling Company of the Month**.

Established in 1990, RECOUP is a charity and leading authority providing expertise and guidance across the plastics recycling value chain. Built on a network of valued members, collaboration is central to RECOUP's activities. The organisation is committed to securing sustainable, circular, and practical solutions for plastic resources both in the UK and worldwide.

Headquartered in Peterborough, RECOUP works with organisations across the UK and is also on the EPRO board which works with companies around the world. Meeting the demand and support for change, RECOUP embodies a genuine confidence as it encourages others to also step up to the challenge of a plastic circular economy. RECOUP's work is based on evidence, research and facts with unbiased integrity. "We work with the whole of the plastics resources and recycling sector including manufactures, brands, retailers, packaging companies, local authorities, individuals, schools, waste processors and reprocessors. This means we understand the whole of the plastics packaging process and can provide information and research based on facts and evidence," stated Amanda Bakewell, Communications & Engagement Manager.

An event not to be missed is the RECOUP Plastics Resource and Recycling Conference 2022 which will be held on Thursday 29th September at KingsGate Conference Centre, Peterborough.



Usually welcoming 500 delegates, the free to attend event is unique in its ability to draw together stakeholders, NGOs, Local and National Government bodies, and companies with business interested to network and share best practice.

Lined up is an excellent set of speakers and panellists to ensure the event remains an engaging conference and networking opportunity.



Tom Heap, BBC presenter and author of '39 Ways to Save the Planet', will be returning to Chair the morning sessions, who has quoted 'it promises to be a great day which will continue to challenge the status quo within the plastics resource and recycling space'.

The event will start at 08:00 for registration and networking breakfast and continue on to three sessions centred around Plastics Resource and Recycling, as well as an awards ceremony and many chances to mingle and network. The sessions will include speakers from across the industry



discussing and debating the topics of the day.

RECOUP, CEO, Stuart Foster, commented "the ongoing popularity and success of our annual event is of course linked to the ever-growing priority to get the plastic resource agenda right. But it is also a reflection of our pursuit of evidence-based change and improvement whilst retaining our independence and integrity. We are, once more, expecting vibrant and thought-provoking debate which we hope leads to actions."

Registrations are now open at [www.recoup.org/recoupconf22](http://www.recoup.org/recoupconf22)

With a vision to be THE UK's plastic value chain coordinators and the independent voice of reason, RECOUP's expertise and teamwork approach are one of the many reasons the company is essential to the future success of plastics recycling and resource management in the UK. As the company continues to expand and grow to keep up with the demands of its members, we asked Amanda what RECOUP had planned for the future. She answered, "There is demand and support for change. It is not right to allow plastics to leak into the environment or for the resource to be lost. Nor is it acceptable

to remove the opportunity to use plastics where it is often the most cost effective and carbon efficient material available. Improved recycling, refill, re-use, and reduction programmes will all have a part to play as the world works towards net zero and a sustainable future.

Everyone has a responsibility to question the detail, look for the facts, and ensure environmental decisions are based on sound science, evidence, and data. RECOUP's work continues to be based on evidence, research and facts with unbiased integrity. Thanks to the members and sponsors that continue to support us, RECOUP continue to be able to demonstrate a high level accountability and transparency, viewed through an independent lens."

For more information, see below.

T 01733 390021  
enquiry@recoup.org  
[www.recoup.org](http://www.recoup.org)



## Water Management

### CWF technology

CWF: Self-regulating, controlled water storm tank flushing



The ELIQUO HYDROK CWF technology offers an efficient and cost effective alternative to the normal storm tank cleaning procedures. The CWF will only operate when it needs to, immediately after a storm event and can be utilised at the end of any length tank.

The CWF Storm Flush is a simple method for sediment removal. Storm water is held in reserve in the storage reservoir, filled as the tank fills during a storm – no separate water supply is required. At the end of a storm event and after the system has emptied, the retained flushing water is released via the vacuum break within the flushing vessel. This creates a RFP (Roughing, Fine and Polishing) staged flushing regime which mixes and carries the sediment from the base of the tank to the receiving sump.

A CWF system needs very little maintenance because of the few moving parts – the only moving part on the CWF is the non-return valve, which is an easily interchangeable off-the-shelf item, quick and easy to replace.

View the video of it in action at: [www.eliquohydrok.co.uk/en/product-videos.html](http://www.eliquohydrok.co.uk/en/product-videos.html)

For further information, contact: [sales@eliquohydrok.co.uk](mailto:sales@eliquohydrok.co.uk) or visit: [www.eliquohydrok.co.uk](http://www.eliquohydrok.co.uk)



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# High quality calibration services



In this issue of Sustainability Today, we are pleased to announce OBW Technologies as our Gas Detection Company of the Month.

Headquartered in Limerick, OBW Technologies is the leading national provider of portable and fixed gas detection instruments and solutions in Ireland. Supplying to a number of industries OBW Technologies is committed to the principles and practice of excellence and conforms to the requirements of ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018 standards.

Its vision is to provide its clients with the best advice when choosing gas detection instrumentations for personal protection in the workplace. By working closely with its customers, OBW Technologies endeavours to enhance the overall service it can offer by maintaining a first-class relationship that keeps both parties satisfied with all products, calibration and repair services.

OBW Technologies is the supplier of choice for many of the largest life sciences, high tech organisations and utility providers in

Ireland, which has been a true driving force to its continuous growth over the years. "We specialise in the supply and service of gas detection. We act as a main distributor and authorised service agent for Honeywell Analytics and are also the main distributor for Blackline Safety, Bacharach, and PermAlert," stated Rebecca Keogh, Business Development Manager.

Established in 2010 by Sharon O'Brien, the family-owned Irish company is one of the largest independent gas detection solution providers in Ireland. Over the years, OBW Technologies has built a strong reputation for delivering a reliable and professional range of services that include



gas detection calibration, gas mapping, fire safety consultancy, instrumentation solutions, project management, gas monitor training, ex hire sales, confined space entry equipment, and service contracts. "Our specialist engineers are highly-trained on each supplier and are experts on everything their brand offers." explained Rebecca.

Recently, OBW Technologies has been

successful in winning the contract to supply Blackline Safety G7c portable gas detection monitor with Northern Ireland Water. The product will be rolling out over the next few months marking an exciting time in the future growth of the company.

2021 was also a significant year for the company as it was on the receiving end of many awards including being chosen as the supplier of the year both for Honeywell HGAS for the West Zone and Blackline Safety Europe. OBW Technologies is hoping to continue its achievements and repeat successes throughout Ireland as it directs its focus to future expansion within the UK and the EU. Hoping to mimic its industry recognised high standards here in the UK, Rebecca explained more.

"We are currently working to increase our brand presence here in the UK. We are eager to mimic what we have done in Ireland and put our stamp on the UK market. Our recent expansion has also seen us increase our workforce to nearly 50 members of staff which is a great achievement for us as this was done throughout COVID-19. We



are extremely proud because we actually thrived throughout COVID-19. Our engineers remained busy and our sales began to rise quite rapidly. Like everyone at first, we thought it may really affect business, but we managed to grow despite of it."

With the launch of its new ecommerce website at the start of 2022, OBW Technologies has a fantastic future ahead as it continues moving from strength to strength.

For more information, see below.

T +353 (0)818 005290  
info@obw.ie  
T 0121 3874025  
uksales@obwtechnologies.com  
www.obwtechnologies.com

## Electric Utility Vehicle Dealership of the Month

# A turning point for electric utility vehicles

In this issue of Sustainability Today, we are pleased to announce Off-Road Electric as our Electric Utility Vehicle Dealership of the Month.

Off-Road-Electric supply a full range of all-electric off-road and utility vehicles including UBCO 2WD work bikes, Eco Charger quad bikes, HiSun UTVs, Farmtrac tractors, electric converted Land Rover Defenders, and SUVs built electric from the ground up.

"Off-Road Electric is based in Oxfordshire and grew out of a renewable energy consultancy founded in 2017, called Power Progress Consultancy Ltd. We started distributing Eco Charger quad bikes in 2019, and in late 2020, Off-Road Electric was launched to supply a wider range of all-electric off-road vehicles. Now, we are proud to be able to distribute a full range of electric utility 2WD and 4WD vehicles, including UBCO motorbikes to the Munro Mark I SUV. We supply a large area across the central and southern part of England, and also provide all the after sales support on the vehicles, except the quad bikes, which is carried out by the manufacturer," stated Marc Monsarrat, Founder and Director.



Adding to its already striking portfolio of partnerships, Off-Road Electric has recently announced it has agreed on an established distribution and support partnership with Munro Vehicles as their first UK



dealer. The Munro Mark 1 is the main product from Munro Vehicles and is the first British-made full-size electric SUV that is marked as rugged and more than suitable to better any diesel run-around. The off-road-orientated 4x4 has a one-tonne payload and 150-mile range. Expect no compromises in off-road performance as the Munro retains a two-speed transfer box, lockable differential and rigid axles. Ideal for carrying people and cargo, it is also easily repairable with a custom-engineered body and frame that are also complimented by widely available OEM parts including brakes and suspension. The Munro Mark 1 will be available from early 2023, and customers can place their order now.

Of course, Off-Road Electric offer much more than Munro Vehicles, its portfolio of vehicles is the perfect fit for many industries that offer a strong environmental benefit too. With the UK energy industry growing, the electric vehicles market is fast becoming not just a



trend, but the future. "We only deal in electric vehicles and aim to provide a real alternative to noisy and smelly petrol and diesel-powered vehicles that are expensive to run, with no drawbacks on going electric whatsoever. Farm vehicles often need the torque for heavy applications, and landowners need to be able to hear their surroundings, and approach livestock and wildlife without disturbing them. Electric vehicles bring all of these attributes together, with the added health & safety benefit of a vehicle that does not produce harmful vibrations or toxic emissions. The time to act on reducing greenhouse gas emissions to avoid a climate change catastrophe is now, and our range of vehicles can help landowners to do just that," stated Marc.



Off-Road Electric recently took on the UBCO two-wheel drive electric motorbikes, as well as a new 2WD lightweight buggy called the 'Runner'. Available as an 'Adventure' or 'Work' Bike, the UBCO range is designed for tough outdoor settings and are completely silent. Working with HiSun, the 'Barrus

'Runner' is light and simple to drive, with a 40-mile range and 5kW motor.



Off-Road Electric take its sustainable responsibility seriously and therefore partners with Renewable World, donating a percentage of its profits to helping marginalised communities in Nepal and Kenya to power themselves out of poverty through renewable energy installations. Here in the UK, the company also aims to expand through inclusive employment to help serve a growing customer base, while also helping to employ people who might otherwise find it difficult to get a job.



M 07734 530452  
marc.monsarrat@off-road-electric.com  
www.off-road-electric.com





# Recycling & Waste Management

## Environmentally efficient solutions for your recycling plant



presses, you can optimally process a wide variety of materials such as industrial and commercial waste, household waste, paper and cardboard waste, plastics of all kinds, as well as aluminium and tin cans.

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equipment manufactured from A-class materials that are capable of processing high quantities of materials.

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RCP Systems is headquartered in Switzerland and specialises in the consulting, sales, installation, and service of recycling systems, of which it has been supplying and maintaining for 45 years.

Located across Switzerland, United Kingdom, the CIS countries and Serbia, RCP Systems is a family-owned business now in its second generation that has proven time and time again that it is a competent and innovative recycling specialist that offers the best possible solution from the individual component to a complex turnkey waste sorting system.

Through the use of MACPRESSE Baling Presses, RCP Systems offers an optimal and environmentally friendly solution to your recycling needs.

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## WATER PROCESS SOLUTIONS

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We pride ourselves in providing engineered water and wastewater treatment solutions across the global marketplace.





## Recycling UK Limited

Recycling UK is one of the largest independent recycling companies/traders in the United Kingdom.

From its head office at Tarporley, Cheshire, and associate processing plants throughout the UK & Ireland, it can cover most recycling needs. It also has office/joint ventures in Mumbai, India, and Waterford, Ireland.

It is a trader of all grades of waste paper & plastic in the form of bulk loose, baled, or palletised material, surplus or damaged



reels & redundant stock of paper and plastic packaging and supply material to customers in the UK, Europe, India and throughout Asia.

Its wholly owned subsidiary OWP Ltd processes over 1,500 tonnes per week at a dedicated plant at Oswestry situated on the England/Welsh border with material collected by various means within a 150 mile radius. It also collects material throughout the UK and Ireland using trailers for delivery to Oswestry or to one of our associate processing plants.

Please contact our commercial team on +44 (0)1829 732471 or email: [commercial@rukgroup.com](mailto:commercial@rukgroup.com) or visit: [www.rukgroup.com](http://www.rukgroup.com)

## Berkshire Based Aldermaston Recycling Ltd stay on the CASE



Based in Reading and servicing Berkshire and the surrounding counties, Aldermaston Recycling Ltd is part of the Hutchins Group, a family-owned business that has more than 35 years' experience in skip hire and waste recycling.

Over the years, the group, which includes some well-known companies such as Ron Smith Recycling, Chiswick Skip Hire and Big Bull Bags, have established advanced recycling standards by adopting the latest technology to ensure that zero waste goes to landfill. Their operations are led by an experienced and professional team who are committed to delivering the highest level of customer service.

Aldermaston Recycling's aim to reduce the impact on the environment & improve health and safety in the workplace by utilising the latest technology, is evident in their latest investment of over 1.5 million pounds redeveloping their Reading based transfer station. The new state of the art facility is equipped with a new picking station, trommel, the latest in dust suppression systems and three brand new CASE G-Series Evolution wheel loaders.

The new CASE G-Series evolution wheel loaders are champions of productivity thanks to the optimal weight distribution, resulting in a tipping load at the top of each machine's range, for the maximum productivity. The cooling system's innovative "cube" design ensures the best cooling efficiency when compared to the conventional overlapping radiators: as such, all the coolers are simultaneously crossed by the same air flow at the same temperature for increased reliability, preventing overheating failures on engine, transmission, and hydraulics.

The NEW range of machines also come with CASE SiteConnect and SiteWatch™ as standard for three years. This telematics solution is built to gather critical information about the machine's performance and location, with the data quickly available for site managers to make decisions without being physically present.

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# Futurebuild Review – Top Exhibitors

## Catalysts for change



Futurebuild is the built environment event where leading brands can share innovations, from products, to processes and solutions, with thousands of industry influencers and shapers. The world class knowledge programme, alongside the exhibition of innovative and inspiring brands, combine to create an unmissable experience.

Futurebuild is the industry event which empowers visitors to become the catalyst for change that is needed to tackle

the biggest challenges facing the built environment.

The industry leading Arena programme had sessions which focused on solving the current climate and ecological crisis led by politicians, academics and industry shapers.

This is our pick of the best exhibitors from the show, listed here in alphabetical order: Aceleron, Anhydretic, Clivet, EDGE, EV Blocks, Excel TM Group, Halcyan Water, Kensa, Kiss House, Marmox, Ranheat Re-flow, REHAU, SWIFIX and Zypho. Further details can be found on this page and the next two pages.

Futurebuild is such an important event for business and it will return 07 - 09 March 2023 at the ExCel London.

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

## Aceleron: Energy Storage Solutions with a Circular approach



Award-winning cleantech company Aceleron designs and builds the world's most sustainable, low-waste Lithium-ion batteries available on the market.

Anticipating a future with tonnes of unnecessary battery waste, co-founders Dr Amrit Chandan and Carlton Cummins designed a patented compression technology battery assembly method, allowing for each individual part of the battery to be easily accessed for repair, upgrade or replacement (with replaced parts being easily recycled or repurposed).

The technology is utilised throughout the entire

product range, currently comprising Essential and Offgen.

The Essential – a lead-acid battery replacement - offers up to four times the cycle life and three times more continuous power than a lead-acid battery, providing uninterrupted, reliable power at several different voltages.

Offgen is a complete and modular Battery Energy Storage System (BESS), designed for off-grid or grid-tied residential and light commercial use. It is optimised to work with solar PV systems and has several benefits including easy and flexible installation, and the ability to be upgraded, which significantly improves the ROI whilst also reducing battery waste.

Operating at optimal performance at all times, Aceleron products have an endless lifespan which is kinder to the planet, keeps long-term costs down and contributes to the circular economy.

T +44 (0)121 201 2933  
sales@aceleronenergy.com  
www.aceleronenergy.com

## EV Blocks

There are now a wide range of EV chargers available in the UK each with different fixing arrangements for their pedestals from one model to another, some provide the information you need, others don't do that so well.

It was from these problems that EV Blocks were born, EV Blocks are a universal pre-cast EV charger base made in the UK and prepared in a controlled environment. Casting EV charger foundations on site can be problematic both in the winter and summer, with extreme temperatures at each end of the spectrum. We all know how being at the mercy of the weather can cause project delays and disruption to project timelines.

EV blocks can be installed during the construction phase, which allows for projects to commence before chargers have been selected or they can be retro-fitted to

an existing site. With large national EV roll outs happening across multiple sites and multiple contractors completing the works, discrepancies will creep in, with an EV Block you can be sure you will get a uniform finish every time.

With futureproofing in mind, if the charger needs to be changed after the project has finished, it's just the case of replacing the adaptor plate and fitting the new charger, what could be easier?

T 01733 513 777  
info@EVblocks.com  
www.EVblocks.com



## EDGE

The urgency for the built environment to reduce its carbon footprint is very real considering the recently experienced global warming impact on our lives and something EDGE, an acronym for Eco Design Green Environment, aims to address with a solution driven approach.

EDGE have created a showroom in response to the tremendous impact the construction industry has on the environment, both in the building of structures and in their lifelong footprint. It has created a space to connect sustainably-conscious material suppliers and specifiers while welcoming the general public and anyone dedicated to building and designing with the environment in mind.

Located in the central London Marylebone design district, London, it hosts a library of materials that are either by products, re-using and recycling different waste streams, natural and are biodegradable, zero carbon footprint in their production or 100% recyclable. It works with innovative, sustainable brands in the paint, heat recovery, wall finishes, flooring, carbon-neutral furniture categories and is a holistic showcase of



the many ways that we can design our spaces so that they integrate with the environment, rather than disrupt it.

EDGE is also an event space that hosts sustainably-minded CPD's, think tanks, talks, networking events, bringing the industry of sustainably-minded professionals and consumers together to push the boundaries of what a sustainable future means.

T 02038 767093  
edge@edgelondon.eco  
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## Construction telemarketing & lead generation

Located at stand E69, Excel TM Group had an incredibly successful week at Futurebuild 2022, where not only did it exhibit but was named an official data partner for the show.

Excel TM Group is the UK's fastest growing and most efficient, outsource construction specific telemarketing and lead generation provider. With a combined experience of over 30 years of knowledge in the construction and built environment, Excel TM Group have an unrivalled level of market-leading intel and expertise.

Developed to offer you a maximum return on investment, Excel TM Group's services include CPD call campaigns, appointment scheduling, framework and supply chain agreements, product launches, events and seminars, website audits, all of which guarantee to provide your business with the highest quality leads into the construction and built environment sectors.

Founded by Managing Director Mike Dunn whose own experience across various stages of construction led him to create the company is what gives Excel TM Group the edge when it comes to running construction telemarketing and lead generation campaigns. This coupled with the capabilities to tailor all services to each customer is the company has grown from 1 to 21 employees in two years and why it received a 96% renewal rate in 2021.

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## Re-flow

Re-flow is a Devon-based company providing award-winning field management software for construction and infrastructure.

The software's comprehensive set of powerful features spans numerous areas of field management. This includes the creation of digital job packs, which can be fleshed out with attachable site-relevant PDF documents. Events can be scheduled against jobs, and operatives can be assigned, ensuring the right people are on site and effortlessly getting works moving. Work details can even be updated on the fly in the dashboard, synchronised to the app and communicated through the messaging system.

Customisable forms that can be built from the ground up to regulatory standards ensure strict compliance, with real-time data instantly communicated from the app to the dashboard as forms are completed. Going beyond the capabilities of paper forms, submitted data can even trigger automated workflows which can update job progress or change the status of plant,

vehicles and equipment within the system's records.

With over 180 firms successfully implementing Re-flow field management software, the company is trusted by industry heavyweights such as M.V. Kelly, Colas and BMI who have freed themselves of the many small inefficiencies causing roadblocks in their business and taken their field management to the next level.

T 01392 574002  
info@re-flow.co.uk  
www.re-flow.co.uk



## Gyvlon® screeds : a range of flowing liquid screeds from ANHYDRITEC®

Anhydritec are experts in free flowing screeds and are part of the Anhydritec® company which applies over 14MilL/m2 of screed per year in 15 European countries.

Anhydritec's properties and performance gives Gyvlon® Screeds many unique advantages compared to cementitious screeds. With over 30 years' experience in the formulation of self-levelling screeds, its research and development centre designs innovative products that offer a vast range of benefits across multiple applications and platforms.

In the UK Anhydritec Gyvlon screeds are supplied through a network of 90+ partners across the UK & Ireland and installed by their 200+ approved screeder's. Gyvlon® Screed has a full range of fluid liquids screeds that are quality controlled and manufactured in the customer's concrete plants or mixed mobile trucks. Ready-to-use, from the delivery truck and pumped into place.

Anhydritec® understand that the products chosen in the construction process can have a huge impact on the environment both in embedded carbon used and also energy to operate the building. Benefits of using Gyvlon® Screed products are that their binder is made



from 98% recycled material and greatly contributes to sustainability in the supply chain by reducing embedded carbon by +80% compared to cementitious screeds. They also have specialist UFH screeds which can be used to reduce the input energy for the same heat output, saving on running costs.

For more information on the Gyvlon® Screed range, see below.

T 01925 428 780  
enquiries@anhydritec.com  
www.gyvlon.co.uk

## REHAU

REHAU, a leading polymer specialist, supports designers, contractors and clients in developing low carbon projects by providing product solutions for today's challenges, including the drive to net zero and the need for easy-to-install flexible pipework to meet ambitious, government-mandated decarbonisation targets.

Such solutions available from REHAU are the RAUTHERMEX pipe range for medium-to-large district heating installations and RAUVITHERM pipework for small-to-medium scale systems, which is the only PE-Xa district heating pipe made in the UK. Alongside this, REHAU offers a leading plumbing and heating system, RAUTITAN, well-suited for communal heating in multi-



occupancy properties.

A spokesperson at REHAU said, "The need to decarbonise the nation's building stock has been a long-standing challenge that has become increasingly pressing, and to do this will require a wide array of district heating and communal heating solutions suitable for different circumstances, from built-up urban areas to low-density housing in the suburbs and countryside.

"At Futurebuild 2022 we presented on the increasing use of polymer pipes in low-carbon heat networks for low-density housing. New build housing is a key area for lowering emissions nationwide and it was an opportunity to show the role polymer pipework can play in the ongoing transition to more sustainable residential properties."

T +44 (0)1989 762600  
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www.rehau.uk/districtheating



## Why you should specify a Halcyan in every home and business

Hard water affects 60% of UK dwellings and businesses and, while causing considerable damage to appliances, fixtures and increasing maintenance costs, it also has a highly significant impact on energy usage and fuel bills.

To put that into perspective, just 3mm of limescale build-up on the heating elements of appliances means they will use at least 21% more energy.

By treating hard water with a Halcyan Water Conditioner, the following energy and utility bill savings can be made every

year for 30 years:

- ▼ **Family Home** – Reduce bills by c.£500 and CO2e by 0.7 tonnes
- ▼ **Commercial Office** – Reduce bills by c.£8,300 and CO2e by 15.7 tonnes
- ▼ **Large Hotel** – Reduce bills by c.£25,000 and CO2e by 61.8 tonnes
- ▼ **Craft Brewery** – Reduce bills by c.£12,200 and CO2e by 43.4 tonnes

The Halcyan is a 'fit and forget' device the size of an old Smarties tube and can be installed by a plumber in under an hour. For existing buildings, it offers a quick and easy retrofit solution, preventing future limescale build-up and treating



existing limescale for a guaranteed 30 years.

Halcyan is THE SUSTAINABLE SOLUTION for hard water problems.

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## SWIFIX award-winning fittings for EWI



SWIFIX fittings have been designed and developed specifically for refitting and installing both lightweight and heavy items through External Wall Insulation systems.

The fixings can be used during the EWI system installation, or as a maintenance provision for future installations providing a cost effective and maintenance-free solution, whilst also ensuring the integrity and protection of guarantees and warranties, and fully compatible under PAS2035 for compliance.

Fully tested and recommended by numerous EWI system providers

and installers, the fixings are manufactured from high quality recycled plastic and provide an aesthetically pleasing appearance to enhance newly installed external wall insulation. Currently supplying and versatile across the retrofit, new build and volumetric sectors where EWI is applied.

Recently receiving the Innovation Award at the recent INCA (Insulated Cladding & Render Association Awards) the fixings are an excellent alternative to timber pattresses. There are a suite of products all compatible with any finish such as brick slip, render and spar dash. The fixings are manufactured in the UK in black and white, however bespoke finishes and in a fire retardant material are available to compliment the finished render.

Fixings are available from [www.swifix.co.uk](http://www.swifix.co.uk) and from various distributors and builders' merchants throughout the UK.

## Let's stop throwing heat down the drain!



Did you know that after space-heating, hot water is the largest energy consumer in the home? At current energy prices, 30 minutes of shower use per day costs a household around £520 per year. But this can be reduced significantly by the installation of waste water heat recovery units such as Zyphe under a shower or bath, or in the waste water pipe.

Most showers send waste water down the drain at 40°C – a major waste of energy. With Zyphe, the outgoing waste water is run against a copper coil of incoming fresh cold water. While the two streams are kept physically separate, heat passes from the waste hot to the fresh cold, effectively recycling the heat and lightening the load placed on the hot water generation system. The pre-heated fresh water can be directed to the shower tap, to the water heater, or to both. By the simple act of recovering heat from waste water, Zyphe improves the efficiency of the shower by between 30% - 75%, depending on the application and model. Perfect for new build or for retrofitting, its unique, self-contained mechanism requires no mains connection or maintenance. One day, all showers will work this way.

Contact [shower@zypho.uk](mailto:shower@zypho.uk) to discuss your building project or get a quote.

[www.zypho.uk](http://www.zypho.uk)



## Futurebuild Review – Top Exhibitors

### Over 30 years: Solutions for sustainable comfort, people and environment well-being



Established in Feltre, Belluno in 1989 by Bruno Bellò, the company began its activity with the production of chillers and heat pumps. Then Clivet develops innovative specialised systems based on Roof-top units, WLHP Systems (Water Loop Heat Pump) and residential systems.

In 2016, thanks to the strategic alliance with MIDEA Group, Clivet

completes its offer integrating it with MIDEA's products, technology and sales structure, offering the market a complete and competitive range of chiller, heat pump, packaged, mono and multi split, VRF solutions.

#### Specialised systems for any application and climate

Today, buildings have to deliver an elevated and constant standard of well-being, regardless of the outside conditions. Not all buildings are alike: depending on their use, there are considerable differences in terms of load intensity, simultaneous requests for hot and chilled water, domestic hot water production and air renewal.

That is why Clivet has created a series of specialised system solutions for applications that meet the specific needs of different buildings by optimising the overall efficiency in relation to traditional systems (boiler, chiller, AHU).

Clivet's specialised systems simplify the design and installation work, improve the control of the entire system, reduce the environmental impact and, at the same time, optimise the initial investment, reduce running costs, increasing the building's energy rating and therefore its value on the market.

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

### Flexibility and scalability of the renewable heat solution are key

It is one thing to make low-carbon heating technologies like ground source heat pumps available, but it is entirely a different matter to achieve their installation in homes and their adoption for use on a mass scale.

Rather than replacing gas boilers with ground source heat pumps on a house-by-house basis, Kensa is urging key stakeholders to focus efforts on street-by-street installations of Networked Heat Pumps on ambient temperature loops that utilise the natural heat in the ground combined with waste heat, to facilitate the widespread roll-out of the technology.

Kensa has developed a split-ownership model: energy companies, water companies, local authorities and pension fund managers fund, own and maintain the underground infrastructure in return for income via a modest, long-term infrastructure access fee. This approach provides a viable pathway for a subsidy-free replacement of the gas grid network.

With the right legislative changes, this would be a self-sustaining, subsidy-free method for widespread decarbonisation. Whilst these policies are put into place, strategic Government subsidy investment could bridge this gap to kickstart a low carbon transition.

Kensa is working to break down the perceived barriers to the widescale electrification of heat and showcase to policymakers and the public that Networked Heat Pumps can achieve mass decarbonization goals at scale for the lowest economic and societal cost.

T 0345 222 4328  
info@kensacontracting.com



### Kiss House

Kiss House delivers innovative Passivhaus homes, building systems, and products for self-builders, developers, housebuilders, and the mass market. The Kiss House team is dedicated to changing housing for the better, so that people can live better, healthier, more fulfilled lives.

After decades delivering bespoke homes, they have innovated a high-quality housing product which they deliver via a vertically integrated solution. The result is that they design, manufacture, and deliver Kiss House homes using a highly efficient model that reduces uncertainty and the site-specific design and engineering required for Passivhaus.

The Kiss House team has innovated a timber component based, low-rise residential construction system

with a high degree of in-built architectural flexibility. Designed to utilise ethically sourced multi-grades of timber from sustainable local forestry, it minimises reliance on engineered timber and creates a new market opportunity for variable grade timber not usual in this application.

Their system can deliver a wide range of housing typologies that are Passivhaus compliant and low in embodied carbon. When designing their construction system, they determined to move away from a traditional ground floor system. They now have a patent pending, Passivhaus compliant ground floor system that virtually eliminates the requirement for concrete and steel; and which is viable on the vast majority of sites. They have further reduced their carbon impact by innovating an enhanced natural



fibre insulation which is in testing at Bangor University BioComposites Centre. It has the mass market potential to displace petrochemical based products and is further testament to their commitment to decarbonising residential construction.

Find out more about Kiss House  
Subscribe to news here: <https://kisshou.se/Subscribe>

T 0118 3800 172  
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www.kisshouse.co.uk

### Marmox Building New Relationships With Thermoblock

The high level of interest in Marmox's Thermoblock from attendees at this year's Futurebuild (Stand FO2) has underlined how the product was actually ahead of its time when originally launched back in 2012.

The 600mm long composite units have always been recognised as presenting a ready solution to the problem of cold-bridging at the floor/wall junction or beneath parapet walls, but stricter Building Regulations and an overall greater emphasis on energy saving across the industry has served to make Thermoblock ever more attractive to specifiers.

Grant Terry, the Marketing

Manager for Marmox, commented: "We were delighted though not really surprised at the enthusiasm architects and builders showed for Thermoblock at Futurebuild, it's proved itself in a range of applications and is now widely used in commercial contracts as well as by housebuilders. Crucially it avoids having to use punishing default values under SAP and it is also now being used beneath modular multi-storey buildings."

Thermoblocks are available in widths of 100, 140 or 215mm and are formed from sections of XPS (extruded polystyrene) encapsulating two rows of high strength, epoxy concrete mini-



columns. These are attached at either end to the top and bottom layers of glass-fibre reinforced polymer concrete, to ensure a good bond with the rest of the structure.

For Further Information, Please Contact:

T 01634 835290  
sales@marmox.co.uk  
www.marmox.co.uk



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15%

of a buildings heat gets lost through the wall/floor junction

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Reduce heat loss at the base of walls



# Your environmental future



Winner of Best Flexible Working Initiative in the Employee Experience Awards 2022, as well as attaining High Growth Business of the Year at The Yorkshire and Humber FSB Awards 2022, Comply Direct has achieved so much already.

Cherry commented, "we are hugely proud of our environmental and sustainability achievements. Last year we achieved a 36% reduction in total gross emissions, switched to a renewable electricity supplier so electricity makes up 0% emissions, signed-up to the Race to Zero campaign and committed to reach net zero by 2030 for our direct emissions. Alongside this, we also joined as a supporter of The CEE Bill, signed-up to the Better Business Act, and have started the process for transformative change for the business which will become apparent later in 2022 and into 2023."

Drawing on its 16 years of experience, the company has established an inhouse team of expert carbon and energy management consultants, helping organisations at every stage of the carbon management pathway, from measuring emissions, to target setting, reducing emissions and offsetting. Comply Direct's Carbon Management service is designed to help organisations effectively measure and manage their carbon emissions whilst understanding where greenhouse gas emissions are generated within their business, in order to take proactive action towards Net Zero.

Need help building an ESG proposition? Comply Direct offers a flexible ESG package that enables you to choose the most relevant ESG factors to your business and create your own timeline. Comply Direct has experts who work with you to breakdown each area of the ESG criteria to provide your business with a complete ESG review that highlights valuable information to stakeholders, reduces natural resource and operational costs, boosts employee productivity, and many more benefits.

In this issue of Sustainability Today, we are pleased to announce Comply Direct as our Environmental Services Company of the Year.

Comply Direct is a market leading environmental consultancy and compliance scheme. Supporting and empowering organisations to achieve their sustainability obligations and aspirations, Comply Direct deliver offerings for mandatory and voluntary initiatives, from carbon management and environmental social and governance (ESG), to packaging sustainability, plastic packaging tax and extended producer responsibility. Furthermore, the company also fulfils the legislative requirements of obligated companies under the waste packaging, WEEE and batteries legislation; for which they are the largest WEEE scheme and second largest packaging scheme in the market.

The company has witnessed a remarkable growth over the last few years to which many areas of the business have developed and changed making way for implementations of new services, projects and initiatives. We spoke to Cherry Whittaker, Marketing Manager, who explained how the last 12 months have fared for Comply Direct. She answered, "overall, very successful and the business has grown in many ways with the last year being full of exciting developments and change, award wins, and employee growth to which we are now up to 40 employees. We have performed well against our sales targets and overachieved these in multiple service areas. Overall, we have grown our service offering and achieved an increase in sales revenue compared with the previous year. Furthermore, we have also started our journey to B Corp certification to underpin our business ethos of being a business for good and have already made significant headway, currently at the verification queue stage. In support of this, we have defined our revised vision, purpose and values to align with our B Corp journey."

Its recent sustainable growth has enabled Comply Direct to take full responsibility for all its business impacts allowing growth that is repeatable, ethical and responsive to current and future economies. In reflection of this, Comply Direct has launched multiple new service offerings including Environmental, Social and Governance consultancy and a bespoke data management platform to support packaging producers with Extended Producer Responsibility preparation, plastic packaging tax and more.



and successfully. "To do this we will utilise our ESG framework to make our business' future fit and have multiple ISO standards in place that assure our internal processes and procedures are resilient, allowing us to quickly adapt to change and achieve continuous improvement. To ensure business longevity, our customers' needs are paramount to all our key business decisions and strategic direction, therefore, we will continue to place them at the forefront of our business strategy and operations," stated Cherry.

It is evident that much of Comply Direct's success over the past 16 years is the result of its hard work, blend of expertise and experience, and its ability to adapt with the changing sustainable environment we live in. In closing, we asked Cherry how the company felt receiving our award. She answered, "we are delighted to have won Company of the Year in our sector, as this very much recognises the consistent dedication and hard work of our full team towards achieving a better, fairer, sustainable world for all. We have always operated as and continually focused on being a business for good so it's wonderful to have our efforts noticed."

For more information, see below.

T 01756 794951  
[sustainability@complydirect.com](mailto:sustainability@complydirect.com)  
[www.complydirect.com](http://www.complydirect.com)



Two other notable services provided by Comply Direct include Plastic Packaging Tax, a consultancy service to help you understand how plastic tax impacts your business, manage your liability and data reporting, and recommends mitigation options to reduce these effects. In addition, Sustainability Integrated Database (SID), which is a service that echoes the company's focus on guiding producers through the transition to EPR and other new environmental legislations seamlessly. SID is an online data analysis portal enabling intelligent data upload, storage, editing, filtering and bespoke outputs, and is essential to prepare for the complexity of reporting under Extended Producer Responsibility and Plastic Packaging Tax.

Comply Direct offers a simple, trusted and transparent approach to compliance focused upon providing a premium level of customer service. Marked as not just an 'environmental compliance scheme' or 'purely a consultancy', the company endeavours to support and empower organisations to achieve both sustainability obligations and aspirations. "We hold multiple ISO standards and are committed to reducing our emissions and impact on biodiversity. Our dedication to creating an improved environment is underpinned by our company vision to build a better, fairer, sustainable world for all," added Cherry.

Over the next five years, Comply Direct has a roadmap in place to ensure it can navigate the changing environmental legislative landscape strategically





## CCTV Drain Inspection Systems Company of the Month

# If you can do your job well, then we are doing ours well

In this issue of Sustainability Today, we are pleased to announce XTI Ltd as our CCTV Drain Inspection Systems Company of the Month.

Based in Oldham, XTI Ltd manufactures specialist drainage equipment and also repairs numerous other brands' equipment. The company was founded by company director Anna Humphreys in February 2010 who has now worked in the industry for 20 years, and she was driven to develop the business into a market leader by her previous knowledge and experience.

XTI provides its customers with state-of-the-art CCTV drain inspection systems, with repair and customer services to match. All XTI products are designed and manufactured on-site and the company believes that ongoing product development is key when it comes



to delivering technologically advanced drainage equipment. Since its inception, XTI has grown year-on-year serving customers across the UK.

By manufacturing all of its products and undertaking all repairs on-site, XTI is agile in terms of keeping the right levels of parts and equipment on the shelf. Anna stated, "by producing so many products



here, companies can rely on us at short notice and that's something our customers comment on time and again. I'm not a person who likes to say 'sorry we can't help you' so it's part of XTI's ethos to be prepared to say 'I can ship that to you today', although lots of customers also collect items because there will be a cuppa waiting."

As well as having a its own range of products, the

company can also repair other brands of drainage camera equipment. Anna continued, "many of our customers came to us originally with a repair on another brand because they needed a rapid turnaround.

When they have experienced our customer service and learned about our products, the next time they have needed new equipment they've come straight back to us."

Anna is particularly proud that XTI helps smaller businesses as well as large and its USP is the 'while you wait' repair service, which really helps those companies to negate down-time. Anna commented, "if a small business owner has a problem with their equipment, it could mean that they are out of action for some days, letting their customers down and ultimately losing money. I always tell people they can call us at any time, and if they drive their equipment to us, we will make it a priority to undertake the repairs so they can quickly get back to business as usual."

Being easily accessible from the M60 and M62, Oldham is in a central location for customers – whether in Scotland or London – to bring things to be repaired. However, XTI also works in partnership with numerous courier services so if companies prefer to wait one more day, rather than making the journey to Oldham, Anna and her team can arrange rapid collection and delivery to anywhere in the UK.

Since its establishment, XTI has always kept ahead of the swift moving technological times that we are in. Anna mentioned, "moving, for example, from DVD to USB technology was a challenge to all companies, and we adapted very quickly. Being a small company does not mean that we cannot keep



up, I think it makes us more reactive and forward-thinking if anything. We manufacture great products, offer robust systems and prioritise the need of our customers."

While COVID-19 affected many businesses adversely, XTI continued to work because drainage and sewage water management systems had to keep running smoothly in hospitals, schools, and many other crucial businesses. The company therefore remained on call to aid organisations that had any problems, and as a result they XTI has gained even more loyal customers.

Anna concluded, "whether a company is looking for a new CCTV drainage inspection system, a repair to another brand's product or an upgrade for a specific piece of equipment, we make the customer our priority and go above and beyond to meet their needs. From fast turnaround times to competitive prices, from straight talking to a good cup of tea, there's a few reasons why new customers end up as long-standing customers."

For more information:

T 0161 652 1393  
info@xtiltd.co.uk  
www.xtiltd.co.uk

## Industrial Machinery Manufacturing Company of the Month

# Engineering at its best

In this issue of Sustainability Today, we are pleased to announce STADLER as our Industrial Machinery Manufacturing Company of the Month.

STADLER is one of the leading global manufacturers of materials sorting facilities for the waste management industry. Headquartered in Germany, STADLER is a 7th generation, family business that has successfully transformed into one of the most well-respected environmental, high-technology companies within the recycling industry. Countries around the world have benefitted from STADLER's high-quality machines and expertise, and in 2007 STADLER UK was set up as a project delivery and operational management company for the UK market.

"At STADLER UK our priority is the assembly of automated sorting systems with a main focus to solve and manage the UK waste problem through functioning recycling streams. Materials that our plants process are plastic bottles, municipal solid waste, dry mixed recyclables, commercial waste, paper and cardboard, mixed construction materials and bulky waste, and



many more," stated Benjamin Eule, Director STADLER UK.

Contributing towards the 400+ STADLER sorting plants around the world that feed the global recycling loop, STADLER UK has recently designed and built a new processing plant for Hywel NMP Ltd. in Wales, that is unique in its capacity to treat fines below 50mm, achieving exceptionally high recovery rates with a process that has a remarkably high yield for producing Solid Recovered Fuel.



Benjamin commented, "we have a close-knit collaboration with Hywel NMP Ltd. and have worked with them on previous projects. We understood the particular material they wanted to process and we were able to advise them on certain processes.

The main objective was to generate a high-quality fuel that is highly efficient and therefore saves resources as the residue of the material is minimalised and diverts high amounts of material away from disposal. We installed energy efficient motors so that the energy used in the processes was as low as possible."

The continues rise of fuel prices and a focus on saving natural resources is driving growth in the demand for Solid Recovered Fuel. This demand goes in line with reducing the amount of waste going to landfill. STADLER UK hope the industry will recognise its expertise, and that its collaboration with Hywel NMP Ltd. will create a ripple effect for further work within the UK, and for more opportunities to continue its R&D processes.

STADLER has also recently released two new products; STADLER Label Remover and the New STADLER PX Conveyor. Both products fall in line with the company's overall



commitment to produce sustainable ways to maximise the efficiency of the recycling process and quality of output. The STADLER Label Removers are a valuable asset for plastic bottle



sorting plants, where they can significantly increase the output and purity rates. The new STADLER PX acceleration conveyor integrates the best features of the BB and DB conveyors, for optical sensor sorting and takes purity to new heights.

In the future, STADLER UK will continue its efforts to improve processes in the recycling industry and offer its expertise and guidance on implications of the new Deposit Return System legislation, here in the UK. Sustainability in the workplace is a key priority for STADLER UK, and together with its parent company, they will continue finding ideal solutions for every requirement to tackle the global waste problem.

For more information, see below.

T 01233 225 602  
benjamin.eule@stadler-engineering.com  
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# Strength. Reliability. Honesty



In this issue of Sustainability Today, we have selected Deltax as our Scrap Metal Machinery & Engineering Company of the Year.

Deltax is the market leader in hydraulic shears and cable strippers and its machinery can be found operating in every continent in a number of different industries. As a leading designer, manufacturer and supplier of all equipment and machinery involved in scrap metal, demolition and construction industries, Deltax has built a strong and thorough reputation of being reliable, trust worthy and professional amongst its clients.

Deltax has proven its wealth of industry leading expertise and is now registered as a United Nations Approved Vendor. Over the last two years, Deltax has supplied various DTX model shears with operator training to eight separate Caribbean Islands as part of the UN's Weapons Destruction Programme in the Caribbean.

Focusing on the last 12 months, we spoke to Lee Stainton from Deltax who explained how business has been for the company. "We have been very busy production wise and our sales have increased which is great. We are currently trying to improve our aftersales support and up to now it has been really good. We are generally looking to improve in all aspects of the business and our service. The sales of our machines and spares have been fantastic and we have seen considerable growth in this area."



Deltax provides an extensive range of high-quality equipment, consisting of standard duty shears, heavy duty shears, heavy duty rebar shears, wire and cable strippers, vertical metal shears, scrap electro-magnets, hydraulic grapples, mobile portable shears and specialty equipment. In addition, the company also maintains a well-stocked selection of common spares, including cutting blades.

With extensive experience and a team of qualified personnel, some of whom

were responsible for the original design concepts in this field; Deltax equipment is unique, innovative and designed to the highest quality. Most of the component production is created in-house, using only quality materials and the latest production techniques. These technologies include the use of Computer Aided Design (CAD) and manufacturing systems, and Deltax maintains an ongoing policy to constantly improve design and production, to ensure that Deltax consistently meets the changing needs of the industry.

The Deltax range is an internationally recognised brand for shearing, cleaning and cutting any material into manageable sizes. The Standard Duty Alligator Metal Cleaning Shears are known for their manufacturing quality and are designed for years of



trouble-free service. They are available in seven types with blade lengths ranging from 120mm – 680mm. The Heavy-Duty Alligator Metal Cleaning Shears design features a special hydraulic scrap hold down which is a unique design that gives more stability to material that may want to move during the cutting process. This product is ideal for heavy items including plate, rolled bar or odd shaped scrap.

Heavy Duty Alligator Rebar Processing Shears is the most popular range for cropping and cutting in a shearline application. This range includes three machines with blade lengths ranging from 300mm – 600mm. For process of plant work, the Vertical Metal Cleaning Shears are excellent at cutting high volumes and comes as a stand-alone vertical shear. Lastly, the Mobile and Portable Shears and Attachments deliver a range of hand-held cutting equipment and attachments for small excavators and skid loaders.

Designed for mobile scrap and demolition applications, these are excellent for car dismantling, interior demolition and site work. There are multiple versions available including "Self-Contained" Hydraulics and "Hydraulic Powered with separate Power Units". They can be remotely operated with gas, electric and battery powered options. For daily recycling applications and heavy



cutting load, Deltax recommends hydraulic powered tools with separate power units.

Another product range to note is the Deltax Wire and Cable Strippers that come as bench top or stand alone and are perfect for stripping cable from 1mm to 135mm diameter. They are made to last and are designed and manufactured to the highest quality. In support of its products, Deltax's aftersales support and service is second to none. The depth of experience and knowledge of each qualified personnel means that every product has been given the upmost care and attention during the manufacturing process. All Deltax equipment and parts are guaranteed under its standard warranty policy and its service is supported by its highly qualified technicians who work efficiently to ensure that the normal operation of your machinery resumes as quickly as possible. Some other dedicated services include: telephone assistance for service requests, spare parts, maintenance advice, telephone assistance for spare part estimates, special requests and general assistance.

Its commitment to quality is echoed throughout its operations and as such, Deltax ensures that from the smallest component part to the largest finished machine, that quality is maintained. This guarantees that when purchasing Deltax products, the highest level of engineering and design has been applied to the production of the equipment.

With a brand-new website soon to launch within the next month, the future for Deltax is looking bright. In closing we asked Lee, how the company felt receiving this award, he answered. "It feels amazing that a small run business can achieve such awards. It shows what sort of company we are becoming and now being recognised for this."

For more information, see below.

T 01489 784 711  
deltax@btconnect.com  
www.deltax.co.uk





# Leading accountancy and consultancy firm

In this issue of Business and Industry Today, we have selected Wilkinson Accounting Solutions as our Accountancy and Consultancy Company of the Month.

Wilkinson Accounting Solutions was founded by Julie Wilkinson, a chartered Global Management Accountant from East Anglia. Derived from Julie's plethora of experience delivering financial expertise, Julie established the company to transform the accounting industry, by offering a unique service that goes beyond 'more than just tax accounting', and provides tailored finance packages for businesses.

Wilkinson Accounting Solutions is an accounting and consultancy firm, that offers virtual finance and CFO services. The company specialises in working with SME businesses who are looking to grow by acquisition, or support ambitious directors to raise investment for growth and build their exit strategies. Wilkinson Accounting Solutions is dedicated to helping businesses grow by offering solutions that manage their profits, cash and resources effectively, and



to help ambitious business owners focus on achieving their future growth.

"Our mission is to help ambitious owners grow with confidence, credibility and calculated risk backed by clear strategies," added Julie Wilkinson, Director.

Maintaining a team of highly qualified finance staff, consisting of bookkeepers, finance managers and CFO's, Wilkinson Accounting Solutions can provide a comprehensive range of accounting and business advisory services, tailored to their client's requirements.

As every business is unique, Wilkinson Accounting Solutions offers an initial discovery session, where they work with the client to review their business model, systems, reporting and pricing strategies. From this, Wilkinson Accounting provides a recommendation of what the focus should be to streamline a client's business, increase sales, reduce costs and ultimately generate higher margins.

Wilkinson Accounting Solutions maintains three key categories to its services, consisting of virtual finance and CFO, business and exit planning and acquisition CFO services. Under these key categories, the company provides an array of services including tax, compliance, bookkeeping, cashflow planning, adjusted EBITDA valuations, entity and tax structures, financial strategy and much more.

One of Wilkinson Accounting Solutions most notable services is its acquisition service. The company specialises in mergers and acquisitions, offering

financial, operational and tax due diligence, where they work with their clients as a strategic partner to help them grow by acquisition. The company helps business owners build strong financial forecasts that will fulfil the requirements of lenders, while assuring the acquirer that the deal is viable. Wilkinson Accounting Solutions offers a full turnkey service, from providing key financial data, that helps clients make informed decisions, to health checks on risks and opportunities that will maintain healthy cashflow. Furthermore, once a deal is closed, Wilkinson Accounting Solutions stays onboard as a dedicated partner to support with key financial areas post acquisition.

"We bring a bespoke nature to our clients strategies, as we have a mix of professional accountants that are experienced in working with SME's but also have an understanding of corporate structure, that really help our customers transform from an owner based to an investor based business model," said Julie.

In terms of recent developments, Wilkinson Accounting Solutions has been able to respond effectively during the COVID-19 pandemic and has showcased its leading expertise in terms of its strength, in managing its finances and business responsibly during a global pandemic. Julie elaborated, "We have constantly sustained our growth, which we denote as being down to having a clear risk strategy and a lot of different income streams. We can also help our clients with risk strategies, which assess how they can diversify into different areas. We often find that people have a vision for what they want to achieve but don't know how to create tangible strategies and we are able to say here are the KPI's, objectives and financial guide behind it."

As the company looks ahead, Wilkinson Accounting Solutions plans to continue to grow and provide its services for businesses. Julie added, "we want to be the world leader in helping people grow through acquisition and building exit strategies."

For more information, please see below.

T 07843559414

Julie.wilkinson@wilkinsonaccountingsolutions.co.uk

<https://wilkinsonaccountingsolutions.co.uk>



Julie Wilkinson, Founder of Wilkinson Accounting Solutions



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# The world leader in force measurement



Interface Force Measurement Solutions (Interface) is a UK company specialising in the supply and distribution of high-quality sensors and associated electronics and displays for a wide variety of industries. Working previously with clients such as Airbus, BAE Systems, and Formula One Teams, we spoke with Tony Rokins, Business Development & Pressure Mapping Specialist, who explained some of the companies well known products.

“Our product portfolio is applicable to many industries. For instance, we are well known for our high-quality pressure mapping systems that are used by many of our automotive and motorsport customers. Our sensors deliver highly accurate, repeatable measurements and many of our load cells are used by calibration houses as calibration reference devices. Our high-quality, yet competitively priced 3 and 6 axis load cells are used for many R&D, renewable energy and robotic applications.”

Reflecting on last year, Interface has faced much adversity from COVID-19. Fortunately, its sturdy business model and reliable service has enabled the company to pick up the pace and continue projects that were left postponed. “Trading conditions have been tough, but business levels picked up strongly towards the end of the year. I think we came out of it stronger than we could have reasonably expected.”

In terms of recent developments, Tony continued, “We’ve taken some time to review our business model, how we operate on a day-to-day basis. Being responsive to our customer’s needs and being able to offer a high-quality product with strong product knowledge at a competitive price with the best possible lead times is our number one priority.”



2021 also welcomed the launch of the G-Series Load Cells. The range comprises of miniature and small sensors for industrial applications, with capacities starting from just 4.5N Newton up to 200kN with metric threads. “These are high-performance devices but aimed at more cost-conscious applications. This is a new market for us, but we are seeing increasing interest. We have launched an e-commerce website at: [store.interfaceforce.co.uk](http://store.interfaceforce.co.uk) – competitive pricing and availability from stock will be key to this new venture’s success,” stated Tony.

In the future, Interface is keen to continue its growth trajectory for 2022. We asked Tony how he felt receiving the award and what their plans are going forward, he answered, “We work hard for our customers to offer the best measurement solutions. The recognition is greatly appreciated. Long term, we are strengthening our position with our customers in our more traditional markets of aerospace, automotive, motorsport, Universities and alternative energy research.

We are also working on new, wireless force and vibration sensors for remote monitoring in systems such as luggage carousels. One more area we are pushing for growth is with XSensor’s pressure mapping systems, particularly in the Hi-speed systems designed for high-speed impact or crash testing and tire foot-print research. These systems are capable of capturing data up to 2,500 frames per second. The tire sensor can be driven over at speeds of up to 140kph. I believe this is a unique capability we can bring to the industry.”

T 01344 776666  
[info@interfaceforce.co.uk](mailto:info@interfaceforce.co.uk)  
[www.interfaceforce.co.uk](http://www.interfaceforce.co.uk)



## Hydrogen Compatible Pressure Measurement

Hydrogen offers a cleaner, secure and more affordable source of energy with the potential to drastically reduce and tackle CO<sub>2</sub> emission levels.



With that in mind ESI are committed to offering a product range that is not only versatile and environmentally friendly, but also offers the same outstanding performance and stability that they are known for

### What is Hydrogen Compatibility?

Samples of the materials used in the manufacture of the range were tested based on ISO 11114-2:2017 in accordance to the European Regulations EC 79/2009 and EU 406/2010 to determine an “embrittlement index” of the material when placed in a saturated environment over extended periods of time. Results have provided a pass rating to the compatibility of the material against Hydrogen.

### The Material

The pressure diaphragm and threaded pressure port are machined from a specialist Titanium alloy specifically designed to withstand harsh and demanding environments. This, along with the non-oil-filled sensor and high integrity stainless steel housing results in a robust and versatile unit that offers excellent media compatibility across a range of environments.

The Hydrogen range also benefits from the same Silicon on Sapphire (SOS) sensor technology used throughout the ESI brand, providing outstanding performance, stability and highly accurate pressure measurement.

### Applications

Hydrogen is already used in a growing variety of industries, and although the Oil & Gas sector still remains the predominant source of energy supply and usage, there are significant efforts being made to find an alternative.

Applications for ESIs newest range include;

- Hydrogen storage
- Hydrogen production
- Hydrogen re-fuelling
- Hydrogen engines
- Marine propulsion
- Hydrogen fuel cells
- Laboratory environments
- Industrial applications

For more information on Hydrogen contact ESI on 01978 262 255 or email [sales@esi-tec.com](mailto:sales@esi-tec.com)

## Interface Force Measurements: Force, torque and pressure measurement

Interface Force Measurements has been supporting UK industry with the highest quality force, torque and pressure sensors for more than 25 years.

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- **GP50** – pressure and temperature sensors for oil/gas, aerospace, automotive food/ beverage and general industry
- **DDM** – miniature pressure sensors for automotive R&D
- **XSensor** – pressure mapping systems for bed/mattress, seating, automotive R&D, tire testing applications and impact testing for seats, airbags, helmet and protective equipment

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## Fristads Green High Visibility

Fristads takes the next step in becoming a more sustainable supplier of workwear by launching its most comprehensive sustainably produced workwear collection to date – Fristads Green High Visibility.

The Fristads Green High Visibility collection consists of a wide range of garments making it possible for professional workers within many market sectors to dress from top to toe in high visibility garments with lower environmental impact – without compromising on safety and quality.

### Leading the way in sustainability

Fristads has a long-term goal to lead the workwear industry when it comes to sustainability and broke new ground when it launched the world's first environmentally declared clothing collection Fristads Green in 2019. All Fristads Green products have an Environmental Product Declaration, an EPD, showing the garment's total impact on the environment, from construction and material choices to waste and transports.

This is the fourth Fristads Green collection to be released. Since the launch of the first environmentally declared collection for craftsmen, the Fristads Green concept



has been expanded to include garments for service and industry as well as outer garments. The plan is to offer environmentally declared Fristads Green garments in all product segments.

You can now calculate the environmental impact of your workwear using the GREEN calculator: [www.fristads.com/en-gb/fristads-green-calculator](http://www.fristads.com/en-gb/fristads-green-calculator)

Contact Rob Freeman,  
T 0203 026 7767  
sales.uk@fristads.com

## The Clearway Group enhances its service capability through addition of specialist fire and security technology business

The Clearway Group Limited ("Clearway" or the "Group") is delighted to announce the acquisition of Sitewatch Fire and Surveillance Ltd ("Sitewatch").

Headquartered in London, Clearway is a leading commercial security services provider specialising in securing vulnerable properties, sites and assets. The Group delivers solutions that are tailored to their customers' needs, utilising an extensive range of specialist services integrated with market-leading technology. The Group's critical technology-led security solutions include CCTV and alarms, to monitor, secure and protect properties and assets. Employing 250 people, the Group has nationwide operations across the UK and France. The addition of Sitewatch to Clearway further strengthens both its technology proposition and its UK-wide operations with three new locations in Halesowen, Swindon and Sandbach.

Sitewatch was founded in 2002 by Managing Director,



John Karvaski, and has a strong team of security and fire safety experts across the business. Building on the security-focussed technology solutions already provided by Clearway, Sitewatch adds automated fire and life safety systems whilst also enhancing the Group's CCTV and access control offering. Sitewatch will form part of the Clearway Technology business unit where its security specialists will further expand the knowledge and experience of Clearway's existing team, specifically in the area of fire security and safety.

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

## WernerCo to reach new heights with Ladder Safety Campaign

WernerCo, the leading access equipment specialist, has unveiled a new safety campaign – Stepping up to Ladder Safety – to promote best practice when working at height.

The campaign explores how to stay safe on site for both construction workers and health and safety professionals. As part of the campaign, WernerCo has created a series of guides covering topics such as how to use equipment safely as well as offering practical training courses.

To launch the campaign, WernerCo has recently carried out research amongst professionals and non-professionals to determine their work at height practices. The research revealed that when purchasing access equipment, stability and safety are the most important factors when choosing



equipment for professionals, secondary to price and value.

WernerCo has also recently become a Gold Supporter of the No Falls Foundation, a charity dedicated to

working at height and height safety. The charity has three objectives: raising awareness of the risks associated with working at height; undertaking research into the causes; and providing guidance and support for those affected by a fall.

The campaign includes a coordinated online and onsite approach with WernerCo offering training to professionals and customers for the use of ladders and towers, covering Do's and Don'ts for ladder users and how to inspect ladders correctly.

To view WernerCo's Ladder Safety Guides please visit [www.wernerco.com/uk/ladder-safety](http://www.wernerco.com/uk/ladder-safety)

To find out more information on the range of access solutions and training available from WernerCo please visit [www.wernerco.co.uk](http://www.wernerco.co.uk)

## Hygiene Control

In order to protect food and beverage products from contamination, regular monitoring is required to check for food spoilage microorganisms and food poisoning pathogens. In the past food hygiene testing has been done using either ATP monitoring or the more traditional TVC assessment.

Several rapid tests applied as a spray on test surfaces are now available in the Christeyns portfolio to detect the presence of different contaminants on surfaces after cleaning and disinfection operations. These kind of hygiene tests have the advantage of enabling visual inspection of the contaminated areas, a useful tool to support hygiene audits and assess the efficacy of the cleaning procedures.

### TBF300

A quick test for identifying the presence of any type of biofilms on the surface. Biofilms provide



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protection for microorganisms such as Listeria and Staphylococcus posing a threat to food safety and potential equipment operational issues. A fuchsia-coloured reactant confirms the presence of biofilm after only 5 minutes.

### BIOFinder

A test for detection of contamination on surfaces including many

microorganisms and some food residues. Simply spray and wait approx. 60 seconds, any positive presence of residues will generate micro-bubbles and a white foam.

### FreshCheck

A test for detection of low levels of contamination either microbiological or chemical

FreshCheck, a patented formulation, is a unique hygiene verification test that reveals the presence of viable bacterial populations and organic soiling on food contact and preparation surfaces in only 10-30 seconds via a colour-change of the sprayed formula.

With their ease of use, rapid qualitative identification of bacterial populations and a low cost per test, these products offer a new alternative in the management and control of bacterial food safety.

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

## Test, Measurement & Instrumentation

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## Magnetrol's Revolutionary New Multiphase Detector – Join The Levelution

Magnetrol's Genesis Multiphase Detector is a Time Domain Reflectometry (TDR)-based, 24 VDC level detector designed to accurately define and quantify the various layers in multiple interface level measurement applications. Encompassing a number of significant developments from Magnetrol's progressive engineering team, this innovative level detector can deliver a full interface profile of a vessel with performance which surpasses many of the more traditional technologies.

Utilizing patented "Top-Down" and "Bottom-Up" signals, along with advanced level detection algorithms, this single device can be used in a wide variety of interface applications ranging from very light hydrocarbons to water-based media. For example, Genesis can be used to define the multiple interfaces in a separator vessel (sand-water-emulsion-oil-gas) with exceptional precision and can even determine the magnitude of any emulsion layer.

This detector, like other Magnetrol



devices, is designed to maximise ease of wiring, configuration, and viewing of the versatile graphic LCD display.

Genesis supports both the Field Device Integration (FDI) and Enhanced DD (EDDL) standards, which allow viewing of valuable configuration and diagnostic information in tools such as PACTware™, AMS Device Manager, and various HART® Field Communicators.

### Features

- 24 VDC interface detector with four (4) 4-20mA outputs for convenient control of top level, top of emulsion, water level, and sediment
- Concurrent patented Top-Down and Bottom-Up signal generation
- Changing media characteristics have no effect on level measurement
- No need to move levels for calibration
- No moving parts in the process, reducing measurement errors and downtime
- Detects four levels with one top-mounted process connection
- Probe designs are available up to +400F / 1000psi (+200C / 70 bar)
- Proactive diagnostics with troubleshooting tips

ABLE Instruments & Controls Ltd are Magnetrol's exclusive partner for sales and service in the UK & Ireland.

For more information or to discuss an application, phone our level specialists on 0118 9311188 or email us [info@able.co.uk](mailto:info@able.co.uk)



## Europe's leading online retail sourcing show

The White Label World Expo gathered together an unparalleled line-up of speakers and exhibitors to show online sellers, suppliers and buyers the best tools to equip themselves to encourage business growth and guarantee profit.

On the 2nd and 3rd March 2022, the show saw a magnificent number of attendees. Across both days, 7,396 visitors rushed through the doors, eager to gather the latest innovative products, services and educate themselves through interactive masterclasses. Visitors came from many esteemed brands from the industry, such as Ebay, Primark, Waitrose, Boohoo, Google and many more! The list could go on!

They came to see an unrivalled line-up of speakers and an incredible array of exhibitors - and they got more than they could ever have dreamt of. A mind-boggling 500 exhibitors and 200 speakers came to the show to meet delegates and introduce their products and

expertise to a wider market. Stands were packed from the word go, and exhibitors were buzzing as visitors filtered their way around the showfloor. Brands such as Hermes, Orange County CBD, and SellerX presented some of the latest innovations in the online retail sector to business owners looking to prepare for the coming year.

The show is coming back at the ExCeL London on the 28th February and 1st March 2023. This is our pick of the best exhibitors from last year's event, listed here in alphabetical order: Amirose London, CurraNZ, FordeBaker, Gumipod, Hercules, MB Professional Beauty Ltd, Product Sourcing Services, Statford Seed Oil, Taopix and The Storage Place. Further details can be found on this page and the next page.

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## Introducing Snore Stop

Snoring is often considered to be a joke subject but in reality it's the cause of problems between couples often ending in a break up of the relationship.

Created to help stop snoring. Made from medical grade silicone and with strategically placed magnets to help keep the device in place. Simple to use. Once inserted you will feel that the airways are more clear. You will love it, and your partner will love it even more!

Each box contains 4x 7 day reusable dilators in storage case giving a 28 day supply. Each dilator comes with a hygienic carry case for storage or travel.

For further details, contact Amirose London:



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## 'Game changing' CurraNZ making its mark in the supplement sector

If you're looking for on-trend, award-winning products that are underpinned by extensive gold-standard research, then look no further than the CurraNZ® supplement range.

CurraNZ® Original and CurraNZ® Immune hero the powerful polyphenolic bioactives of one of the world's highest nutrient-value berries, the New Zealand blackcurrant.

As a new angle in sports nutrition, CurraNZ offers multi-factorial benefits loved by users of all fitness and activity levels.

Over 35 clinical studies showcase the potent and unprecedented health and fitness properties of the CurraNZ® anthocyanin extract, which recently sealed a clean sweep of Nutra Ingredients Sports Nutrition Product awards in Europe, Asia and the USA.

The most trusted blackcurrant supplement brand globally, CurraNZ® is used by some of the biggest names in world sport for optimising health, performance and recovery.

Plus, our newly-launched CurraNZ® Immune Support supplement is an expertly-formulated botanical



blend of berry extracts, plus nature-identical sources of Vitamins C, D, A, beta-glucans and selenium, which contribute to the normal function of the immune system.

CurraNZ® is also now available to purchase in bulk as an ingredient, along with bespoke white and private label services.

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## Hercules Pick Pack Despatch

Based in Peterborough, Hercules offers a wealth of experience in all things pick and pack. Our lovely team work hard packing items from clothing, high end consumables through to cosmetics and fine precision tools. The team will pick it, pack it, and deliver it with one key objective, to make our customers' brands stand out head and shoulders above the rest.

We offer additional extras including personalisation through to tissue wrapping. Our motto is simply uniqueness, as we will tailor our systems to suit and work with you. As standard all our customers receive full order integration, a vast array of couriers to use and online real time visibility of orders, tracking and inventory available via a secure log in.

At the recent White Label event, it was awesome



to meet so many people who were looking for assistance to grow their brands and make business a success. With no minimum order requirement and a sweetie cart in toe, Hercules definitely had a busy few days and are ready and waiting to be back at the ExCeL once more this autumn!

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## Gumipod – Changing Gum behaviour by Changing Perceptions



London based company Gumipod may have the solution to those annoying everyday problems of stepping or sitting on chewing gum, and having it stuck to you all day.

Founded in 2011, Gumipod is an easy to carry, small pod available in a range of colours. The pod has two sections – one to carry up to 12 pieces of gum and the other to store discarded gum to dispose of when you find a bin. The product has proved very popular as customers have seen the obvious benefits increasing

Gumipod's brand presence in the market. Such growth includes the completion of a successful Crowdfund campaign and also a meeting with MPs to discuss the importance of the products.

In 2021, Gumipod expanded by announcing its first chewing gum brand called iTAL which is a Premium CBD and Hemp Gum range. Following this, the company was granted an official patent meaning further expansion was imminent.

A few notable achievements for the company include in March 2022, when company founder Duval Middleton was invited to speak at the White Label World Expo at the Excel in London. Duval spoke about Gumipod's journey, iTAL and it's 'flip it bin it' campaign and received the Innovative Product of the Year Award 2022.

To find out more about Gumipod, its products and journey, please visit [www.gumipod.com](http://www.gumipod.com) or search for Gumipod on all social media.

## Statford Seed Oil

Statford Seed Oil is a family owned, and run, business founded over 25 years ago at our rural location in south east Staffordshire.

In that time we have become one of the UK's largest producers and global suppliers of cold pressed seed and fruit oils. In addition we have a contract packaging department and bulk sales.

We then made the decision to start Full Contract development, manufacturing and filling a vast variety of personal care products. We serve the organic and natural markets and we are committed to help building brands.

We wanted to be able to offer potential new customers the option to build a brand without the constraints of expensive development costs and the risk of stocking uneconomically large volumes of product.

To this end we decided to launch our own range of white labelled products.

We wanted to create a range that not only delivered

on natural, organic, vegan and cruelty free but also on performance.

We can also offer customers the option of their own, bespoke, formulations allowing time for them to realise their full brand potential.

There is a great deal of satisfaction working with and supporting our customers on the exciting journey of building their brands.

T 01827 830871





## We turn brands into Amazon best sellers

FordeBaker is a multinational team of former Amazon employees, Amazon business owners and in-house brand managers. Its work combines elite Amazon strategists, marketing specialists and creatives together to deliver a service where your business goals become more than just marketing metrics.

The company was founded by Tom Baker who experienced much frustration when previously trying to find an agency to help him launch a toy brand onto Amazon from his previous career. FordeBaker was created to offer knowledge, expertise and scalability to ambitious brands in the marketplace who are in this current position.

“We turn brands into Amazon best sellers. FordeBaker is a global Amazon marketing and operational agency for ambitious brands. The agency provides a one-stop-shop for brands. Their full range of marketplace services enable brands to grow and capitalise on everything Amazon has to offer. Set up three years ago by myself, the agency has grown rapidly to offer an international service with clients spread across Europe, North America, Asia and Australasia,” stated Tom.

FordeBaker offers a full service and is committed to only recruiting the best. Delivering strategy, marketing, content and operations in one cohesive unit, FordeBaker

treat each client as a business partner and are experts in every aspect of selling on Amazon.

Get your business started on Amazon today with FordeBaker.

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



## Cosmetic Bulk Manufacturing with White Label Service

MB Professional Beauty Ltd is a leading UK cosmetic manufacturer with its own formulation and R&D lab.

### Shifted Focus

Established in 2016, the business has shifted focus from small MOQ and startup brands to larger MOQs and well-established brands. The shift was due to increase demand in the sector after Brexit.

Companies in the UK are more actively seeking UK based manufacturers for easier, faster, and more environmentally friendly transportation of goods, as

well as to support the country's growing manufacturing sector.

Today MB Professional Beauty Ltd supplies 2 UK manufacturers with bulk products in drums or IBC for filling and numerous well-established brands and retailers under private label.

### It's all in the formulation:

With expertise in formulation, their range of white label shelf-ready formulations makes the company stand out from competitors.

### International Recognition:

The company's formulation



expertise hasn't gone unnoticed as the director was invited to be a Judge at the BeautyWorldME Awards in 2022 as the only chemist on the panel.

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**www.mbprofessionalbeauty.co.uk**  
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## Photo personalisation picks up the pace

For 15 years, Taopix has been leading the way in the market of photo personalisation software. Their business operates on a B2B white label model, with confidentiality of their customers being key to their success. In 2022, hundreds of e-commerce businesses internationally use Taopix software to sell personalised photo gifts online.

Taopix specialised initially in creating photo book formats for businesses to sell. In recent years, they have developed an ever-growing library of various gift products. Product offerings are regularly updated with new templates, fonts and styles in a bid to keep ahead of trends – giving their customers what they want before they know they want it.

With their latest software release, Shopify plugin and constant value-added approach to their customer relations, Taopix are once again leading the way in equipping their customers with all that is needed to sell quality personalised goods online.

Reports into purchasing behaviour shows that UK shoppers are likely to spend an additional 7% if an item features personalisation.

The growing photo personalisation market is a gift-wrapped opportunity for many businesses, UK and worldwide, with a forecasted growth of \$11.19bn before 2025. E-commerce retailers are realising the power in print boosting their revenue, no matter their current business sector.

**To join the revenue revolution, head to Taopix.com or call 0845 017 8660**



## Product Sourcing Services

Product Sourcing Services have been sourcing hard to find items from China for the past 20 years. Based in Wolverhampton, and with partners in various cities in China, they take the hassle and risk out of sourcing products. It doesn't matter if the item is metal / plastic / packaged / assembled / semi-finished / electronic, the key aspect is to get the item right, and from factories making items as similar as possible, to reduce risk.

The company manages sourcing, samples, inspection, payment, shipping and duty, getting items to a client's door, typically at the same price as if they tried to sourcing it themselves, yet with a safe pair of hands taking the worry away.

Many companies find they can get a standard item found, but if it needs several items being brought together, or painted unusually, or is a completely new item, then there is always a concern of how to do it and if it will be right, this is where Product Sourcing Services make the difference.

Shipping has been a major increasing factor over the past two years, but with costs now falling, and commodity costs falling first in the Far East, value is increasing in getting items from the China.

**Lawrie Elwell**  
**Product Sourcing Services**  
**T 01902 336919**  
**Lawrie@productsourcingservices.co.uk**  
**www.productsourcingservices.co.uk**



## Pumps & Valves

# Oliver Twinsafe Valves: A completely new seal design was the only answer!



The Fife LNG plant at Mossmorran, operated by SHELL, can provide a challenging environment for any high-pressure valve, but when a need arose for a number of ANSI class 300 DBB valves with a high operating temperature range, few manufacturers could meet the requirements.

The requirement for ANSI 300 class, 2" DBB valves suitable for a temperature range from -50°C up to +350°C would force the designers at Oliver Twinsafe to completely rethink the sealing technology used in their double block and bleed ball valves.

An additional layer of complexity, on top of this already challenging application, came with the requirement to meet the demanding MESC 77/300 design validation test that includes fugitive emission testing.

The actual ball sealing was readily achieved as Oliver Twinsafe already manufactures a wide range of metal seated valves, dispensing with any elastomeric seals completely. But even here special attention was needed in relation to the ball and seat materials, especially the tungsten carbide coating required to



ensure long service life. For zero and low through seat leakage requirements, such as this application, porosity control of the Tungsten Carbide coating is of paramount importance. Other sealing sites throughout the valve would prove more challenging, especially the dynamic sealing requirements for the operating stem used to rotate the ball.

Industry standard stem seals, for more challenging applications usually made from Graphite, PTFE or PEEK, see a rapid degradation in their mechanical and physical properties at temperatures above 180°C. Searching for seals that can function across the required temperature range, Oliver's R&D team turned to one of the world's leading elastomer

manufacturers who suggested a high-performance specialist polymer solution usually associated with jet engine technology.

Although now armed with a suitable material, turning this into an effect seal still remained elusive. The Oliver Twinsafe designers and R&D team worked through many traditional configurations, with limited success; the only answer was to design a completely new stem seal arrangement in house.

The decades of knowhow in the Oliver team and a rigorous testing led development process, eventually came up with, a now patented, stem seal design that delivered fugitive emission leak rate B across the full temperature range required also passing the MESC 77/300 design validation test.

A combination of experience, innovative design, class leading R&D, and the drive to meet the most challenging applications makes Oliver Twinsafe one of the world's leading valve manufacturers.

**For further information, contact Richard Featherstone at: [rfeatherstone@valves.co.uk](mailto:rfeatherstone@valves.co.uk) or simply call us on: +44 (0)1565 632636 or visit us at: <https://www.valves.co.uk/twinsafe>**



# Worldwide Logistics Group: Your trusted source in supply chain management

Worldwide logistics Group is the fastest growing 3PL service provider in the UK and Poland.

Our objective is to service amazon sellers, online returns, and removal needs. Poland has the facilities to enable us to rapidly deploy integrated returns, remedial processing, and reworks outfitted with our state-of-the-art warehouse management system. Technology is the driving force behind countless industries and logistics is no different.

We are adaptable to our client's needs by understanding buyer behaviour and therefore providing unparalleled support. Serving a range of vertical markets including fashion, renewable energy, chemicals, pharma, and food. We have empowered our clients around the world to penetrate new markets.

Like many of our customers, Brexit and COVID-19 have forced us to re-evaluate our profile and service offering in the EU. Poland provides a unique opportunity in Europe,

providing well-educated staff and a growing E-commerce-focused population the ability to have next-day delivery and late night cut off from channels like Allegro. The future is bright for Worldwide Logistics Group and our sector by constantly striving to enhance our service offerings.

**Contact**  
**T +48 536 734 041**  
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## ESG – moving towards net zero in freight transport



With decarbonisation targets in place for 2030 and net zero by 2050, environmental, social and governance (ESG) issues are rising up the agenda for businesses, customers and the firms who transport their goods around the world.

Large operators and shipping companies are already requesting sustainability and ESG-related data in order to fulfil their reporting requirements.

IFL has spent a total of £500,000 on fleet upgrades in the past two years to reduce its carbon emissions. Switching to lower carbon forms of transport is part of an ongoing programme of improvements.

But while government targets ultimately require greener transport, upgrades are just one part of creating a more carbon-efficient system.

**Carbon reduction means working together**  
Freight networks, for example, enable member firms to transport goods as efficiently as possible, optimising capacity and reducing the empty running of trucks. IFL has been a member of the Palletways network since 1992 and a significant proportion of our UK and European freight is moved through the network. Using a pallet network, CO<sub>2</sub> emissions are usually much lower per pallet since running at capacity maximises efficiency.

Investing in and operating the newest Euro 6 standard trucks also helps attract drivers, improve safety, increase fuel efficiency and reduce maintenance costs. With massive growth in the home delivery sector and an ongoing driver shortage, it is more important than ever to improve transport efficiency in the freight sector.

Other business and industry initiatives include restructuring the supply chain to reduce shipping miles, collaborating to consolidate orders and delivery points, making sustainability part of supply chain criteria, and measuring carbon emissions through transport.

standardised emissions data. But ESG-related analytics are growing in importance. They can help businesses track scope 1, 2 and 3 emissions across the supply chain, adapt to increased scrutiny and environmental regulation, and generally run operations more efficiently.

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# LapSafe® NEW Self-Service Locker range is on the horizon for 2022

In this issue of Business and Industry Today, we have selected LapSafe® as our Self-Service Device Management Solutions Company of the Year.

LapSafe® is the industry's leading expert in managing mobile computing, powering smart technologies and providing smart self-service locker solutions. The company specialises in providing safe power management solutions that allow charging, syncing and data transfer for laptops, tablets and other such devices in volume. Its portfolio offers technologically advanced solutions that ensures your assets are taken care of in volume with minimal staff interaction. By offering intelligent self-service locker solutions that issue best-charged devices as well as smart mobile solutions to suit many scenarios. LapSafe® gives you confidence that your IT investment is held in safe hands.

Originally established in 2000, LapSafe® has over twenty years' experience and is well known within the Education Sector for its laptop storage, tablet storage and recharging trolleys, so much so, that over 70% of UK Universities now use the Diplomat™ LapSafe® self-service lockers resulting in a dramatic increase in sales over the last 18 months.

Based in Wakes Colne, Essex, the company's self-service solutions are used all over the world. LapSafe® is notably known for being the original innovator of the laptop storage and



charging trolley that was first launched over 20 years ago and its flagship Mentor™ trolley that is still being sold today. As the original inventors of the laptop storage and recharging trolley, no other 'metal manufacturer' has been successful in providing or mimicking the ultra-safe power management solution that ensures charge of up to 40 laptops and 60 tablets in one cabinet without tripping any fuses.



Throughout the pandemic, LapSafe® worked hard to provide the London Ambulance Service with self-service lockers. Tablets were loaned to frontline workers at the beginning of their shifts, but its not just IT equipment that can be loaned from these lockers, items such as body cameras, headsets, radios, tasers, rescue equipment and PPE can be easily loaned to frontline staff with minimal fuss. Eradicating staff interaction, self-service lockers are a great asset in providing safe, equipment that needs to be ready to go, fully charged and easy for staff to 'check-out' devices and also return simply and safely.

Daisy Linihan, Marketing Executive explained a new product that will be available later this year. "This year LapSafe® is launching its NEW Self-Service Locker range, 'Sovran™'. Probably the most powerful, sophisticated, and innovative locker solution to date. The new locker range will offer a host of services and integrations when coupled with their NEW 'ONARKEN' software. ONARKEN™ has been designed from the ground up, following years of user feedback and is probably one of the most universal, powerful and innovative smart locker platforms to date. The new powerful ONARKEN™ software is at the heart of the new Sovran™ locker range and combines all of our software services into one centrally managed suite of applications. Intuitive and straightforward self-check application installed in a terminal allows quick and easy access to the service users' needs such as borrow, return, drop-off and collect."

To sit alongside the LapSafe® locker range or

of the device get sanitised. In laboratory testing, it resulted that the Phillips UV-C light sources deactivated 99% of SARS-CoV-2 virus on a surface with an exposure time of just six seconds.

Other features include:

- A no-touch operation
- Semi-automation solution
- Fail-safe and safety protection
- Senses when a device is placed in or taken out
- Step by step instructions on LCD screen
- Bulb failure warning
- A requirement of only one single standard power socket



Some of the main benefits of the NEW lockers is it can be added to all existing Diplomat™ Self-Service Lockers, it works as standalone, comes in a choice of colours and can be painted to match existing lockers or trolleys.

Bringing these latest editions to the UK market echoes the hard work and commitment LapSafe® has injected into its business practices to continually provide Safety As Standard products that are marked with ISO:9001 and ISO14001:2015 quality. As industry leading experts in self-service solutions and proficient charging solutions, the name LapSafe® has become synonymous with safety and quality as well as being a trusted brand leader across the world.

And LapSafe® are not slowing down, with plans for future projects already being discussed and expected to keep them very busy well into 2022. "We will continue to grow the business with our new product range whilst providing excellent after-sales and customer care. This year we have recruited three new staff members and are continuing to recruit new staff across our departments to accommodate our growth," added Daisy.

For more information, see below

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to work standalone, LapSafe® has also worked tirelessly during COVID-19 to bring to the market its NEW Diplomat™ UV-C Station which sanitises a laptop or similar devices in just 15 seconds.

COVID-19 encouraged us to wash our hands with soap and water more often and wipe down surfaces such as worktops, desks, doorknobs and high traffic areas. However, it's the devices we use that can be the most harmful. Viruses and bacteria left on laptops or similar devices increase when the devices are shared. This is why it is vitally important to not just wash your hands with soap and water and hand gel but to also clean your devices. LapSafe® has designed the NEW Diplomat™ UV-C Station to eradicate the spread of bacteria and viruses on devices, and therefore has fitted the station with 18 Phillips UV-C bulbs ensuring all areas

