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B&I
today

New cutting technology solves nuclear reactor drain blockages

Drainage engineers from Lanes Group plc have used new pipe cleaning technology to solve persistent drain blockage problems at a nuclear power station. They used two machines – a new Picote mini cleaner and an electro-mechanical cutter – to clear drains in one of the two reactor halls at Heysham power station in Lancashire.

Their success means station workers can be confident that the drains flow freely so they do not have to use contingency measures to take wastewater to a radioactive effluent treatment plant.

Steve Hackett, a systems improvement engineer at the nuclear power station operated by EDF Energy, said, "Having an effective system for cleaning these effluent pipes is a big benefit for us. Persistent blockages had been adding to the operational burden for our engineering teams. We have been impressed with the drain cleaning solution and the way Lanes has implemented it."

The stainless steel 75mm diameter drains were installed when the power station was built in the 1970s. They are encased in concrete which has made them difficult to keep clean. They are also located within the radiologically controlled area (RCA) of the Heysham 1 reactor hall. This meant the two Lanes operatives had to wear specialist



protective clothing and follow strict radiation protection procedures.

The drains, designated as 'active' because they could be contaminated with nuclear radiation, were cleaned in two stages.

First, a Spartan electro-mechanical cutter was used to break through blockage material. The device has a flexible cable with a rotating steel cutting head on the end for scouring the inside of pipes.

Then, the Picote mini cleaner was used to break up the blockage debris and push it into waste sumps, leaving the pipes clear. The device can be fitted with different rotating heads. In this case a flail was used.

T 0800 525 488
www.lanesfordrains.co.uk

Groupe GM launches new DAMANA® Solid Range

As part of its 'Care About Earth' programme, Groupe GM, the world leading player in the hotel amenity industry, is launching the first solid amenity bath line branded Damana® Earth & Sun. The Damana® Earth & Sun Solid Range is enriched with aromatic plant extracts and celebrates the Mediterranean nature.

DAMANA® is a Groupe GM brand, well known for its simplicity and happiness. Inspired by these values, Groupe GM has created a range of amenity lines that combine the richness and authenticity of products influenced by nature and traditions, with today's expectations of well-being, effectiveness and ecology.

This new solid line strengthens Groupe GM's commitment to sustainability and follows closely its 'Care About Earth' programme which aims to reduce products' impact on the environment.

Inspired by the apothecary tradition, the DAMANA® Solid Range evokes the traditional craftsmanship of herbalists.

The DAMANA® Solid Range is a vegan amenity line, formulated with natural origin ingredients. Thanks to its solid form, water consumption is significantly reduced by nine times that of the amount used with the classic formulas.



These products are true 'soap free', meaning these dermatological bars are ideal for sensitive and atopic skins. They are made with a blend of gentle surfactant, as the Sodium Cocoyl Isethionate obtained from coconut oil, emulsifiers and emollients.

As they contain neither soda nor SLS, their pH values are naturally close to water, which make them suitable for sensitive skins.

Discover all the brands offered by Groupe GM at: www.groupegm.com – or alternatively contact your local distributor. For the US, contact the TY GROUP on + 1 305 805 8085 or visit: www.tygroup.com – for the UK Distributor, please contact ASLOTTEL on +44 (0)1372 362533 or visit: www.aslotel.co.uk

Alpha Fulfilment: A thoroughly modern logistics business

Alpha Fulfilment, based in Rossendale, Lancashire, is a success story born out of the eCommerce boom, just as the original occupants of its premises, a 100,000ft² Victorian mill, were heroes of the industrial revolution.

Alpha Fulfilment's parent company, the Bacup Shoe Holding Company, took over the mill at Rossendale in 1928 and made shoes on the site until 1998, when it started importing products from China and India. Along the way Bacup Shoe has supplied many leading UK retailers, including Clarks, Marks & Spencer, Asda, Tesco, Sainsbury's, and Russell & Bromley. The company also set up three online businesses: Redfoot Shoes, Goodwin Smith Footwear and Clothing, and Bells Shoes. The group's business is still very much in footwear, selling under several different brands, but what it also has in abundance is logistics expertise and IT systems, which it offers to others under the Alpha Fulfilment brand.

Steven Smith, Group Managing Director of Bacup Shoe Holding Company, speaks about the company's origins. "Alpha came about following our switch from manufacturing to importing in 1998. A lot of customers began to ask for delivery to their ships at overseas ports and suddenly we had no use



for the mill other than our offices. It seemed logical to open it up to third-party storage, order-fulfilment, and remedial services. We have a reliable, dedicated, and capable warehouse team who've won many service awards from our high street retail partners. We have excellent IT systems. So I set up Alpha and work with very able team members to help manage the operation."

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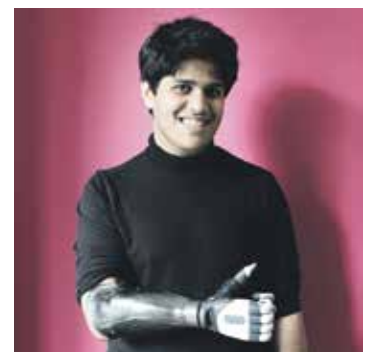
The First TASKA™ Hand fitted in the UK by The London Prosthetic Centre

The first TASKA™ Hand has been fitted in the UK by the clinical team at The London Prosthetic Centre. Originating from New Zealand, this multi-articulating hand is one of the first of its kind, with features including a fully waterproof rating and optimised durability.

The patient who received the TASKA Hand is a 15 year old below-elbow amputee from Qatar, who had never previously worn a prosthesis. After having trialled other multi-articulating hands, he favoured the TASKA due to its simplicity of use, durability, and its sleek cosmetic appearance.

Abdo Haidar, Director of Prosthetics at the centre, deemed the TASKA Hand to be the most suitable device for the patient, who he felt would likely be an active user – therefore more likely to expose his device to the elements such as water and dust.

He also took into consideration the fact the patient lived outside of the UK, so by having a more durable and robust hand would require minimal trips for repairs and maintenance.



"Newer technologies are not always straightforward to endorse clinically. However, the TASKA Hand's ease of use, patient-friendly features, functional outcome, durability and cosmetic presentation made its endorsement much easier. Our patient was delighted with the features and look of his new hand," said Abdo Haidar, Director of Prosthetics at The LPC.

For more information on the TASKA hand, and the private clinical services available at The London Prosthetic Centre, please visit: www.thelondonprosthetics.com

Local disability employer wins product awards at two of the UK's top trade shows

Norwich-based disability employer, Norfolk Industries for Disabled People, has had a run of success during February, receiving awards for its products at two of the UK's major trade shows.

The company's colour-in Small Animal House product was a finalist at the Giftware Association's Gift of the Year 2020 awards at the NEC Birmingham on 2nd February, taking home a Highly Commended in the Pet Gift category.

The awards took place at the Spring Fair retail trade

exhibition and the entries were reviewed by over 40 judges, all buyers and key influencers for the home and giftware industry making it a great way to get your products in front of the right people.

Factory manager, Sharon Tooke, received the award at an evening ceremony where all the finalists' products were displayed together.

The following weekend saw Norfolk Industries triumph again, this time receiving recognition for its 'Nibble and Nest' product which was awarded New

Product Showcase winner at the UK's premier Pet Trade Event, PATS Sandown on 9th February.

'Nibble and Nest' was developed in-house at Norfolk Industries and is an innovative product designed to promote natural scavenging behaviours and provide animal enrichment for mice, gerbils and hamsters. The product, which consists of small nests with treats hidden inside, has proved popular with hamsters, receiving favourable reviews from testers, and is part of Norfolk Industries plastic-free range, so it is also good for the environment.



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iLOQ continues co-operation with Kimi Räikkönen

iLOQ – the leading innovator of self-powered digital and mobile access management systems – is continuing its cooperation with Formula One World Champion Kimi Räikkönen also for the 2020 season.

"It has been a great publicity coup and a real pleasure to work with such a world-renowned figure as Kimi Räikkönen. Together, we created some fantastic experiences in 2019 which were extremely well received by our customers and partners. With the 2020 Formula 1 season due to start soon, and with events like the Expo 2020 being held in Dubai, Kimi's strong reputation and high-profile will help iLOQ expand into even more target markets and business segments and support our growth journey and expansion plans on a global scale," states iLOQ President and CEO, Heikki Hiltunen.



As Brand Ambassador, Kimi will continue to play a major role in the company's customer and stakeholder events. The iLOQ logo will be highly visible on all Kimi's apparel, and he will maintain his strong presence in all iLOQ's marketing communications.

"Kimi is famous for being a man of few words, but he has taken his role of Brand Ambassador very seriously. As a 'mechanic' himself, he has taken our products and innovation to heart and has really learnt about their functionality and benefits. So much so that he has even had iLOQ installed in his own properties," explains Joni Lampinen, Chief Marketing Officer, iLOQ.

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Think tomorrow, think SSI SCHAEFER



Business and Industry Today is proud to announce that SSI SCHAEFER has been selected as our Storage & Handling Company of the Month.

In 1937 Fritz Schäfer founded a manufacturing company for sheet metal products, and then in 1953, he developed a revolutionary storage fix box, now known as the semi-open front picking container. Today, SSI SCHAEFER is still owned by the original Schäfer family, and has established itself as a strong, independent family business.

The company's UK subsidiary was started in November 1960 and was originally based in West London. Now it has main offices in Andover and Towcester as well as many other sites across the UK providing residence maintenance and IT support. In the UK the company has 300 employees and globally has a presence in over 70 countries, with eight production plants and over 10,000 employees.

Over the years, SSI SCHAEFER has grown through acquisition to become one of the largest manufacturers of materials handling products in the world, providing complete storage and handling solutions to its large customer base. "We manufacture a wide range of products including plastic containers, shelving, vertical lifts and racking, through to conveyors, shuttles and pallet cranes and all potentially encompassing our IT from our own WAMAS® portfolio," explained Jason Hicks, Automotive Sector Manager.

"Because we manufacture such a wide range of products, we deal with projects and enquiries costing from £1 to £100 million. We offer a free advice service and we support the client through the early design phase, and we also have the capability to run data modelling to ensure the solution we offer suits the customer for today and tomorrow, whatever the size of the project.

"Furthermore, we offer a full wraparound service from design support and installation through to aftercare services such as regular servicing and preventative maintenance, as well as 24 hour IT support if required. Because we have many divisions in the UK we are able to help no matter what sector you work in or size of project you need."



Indeed, SSI SCHAEFER has representation in all market sectors, including automotive, fashion, healthcare, retail & wholesale, food retail, food & beverage, and industry, as well as a division covering the Ministry of Defence. Because of its dedicated division for each market sector, SSI SCHAEFER is well placed to offer the best advice and solution for each customer with the ability to talk to experts in their field.



With an unrivalled range of in house manufactured products, SSI SCHAEFER can offer multiple answers to a problem to ensure it is resolved in the most appropriate way for the customer's situation. "Our product range means we can offer a solution that matches the budget and circumstances of the client. We don't know the answer before we ask the questions. Moreover, as we are the single manufacturer, our products integrate so well together to create a truly integrated system, and they are scalable to allow us to design and build with the future in mind."

One of SSI SCHAEFER's most famous offering is its shelving ranges. Developed in 1965, the company's Regal range of shelving has evolved each year with a clipless and boltless construction. It is modular and flexible with options for long span and cantilever shelving, meaning one system can be used for everything. What's more, the shelving can be further enhanced with an extensive range of accessories and is often paired with SSI SCHAEFER's tailor made RK plastic drawer containers.

This shelving system can also be used to create



multi-level shelving platforms, meaning the height of a building can be utilised without the need for more traditional mezzanine floors. Walkways are installed between the rows of shelving, or complete platform surfaces can be installed on the shelving system, with multi-level platforms available up to four storeys high, something which is already widely used across the UK.

All of these shelving designs are easily scalable, optimise space usage, and can be connected to SSI SCHAEFER conveyor systems. What's more, these platform solutions are regularly used in combination with the company's LogiMat Vertical Lift storage and retrieval machine.

Building on the company's decades of success, recently Mr Steffan Bersch was appointed as SSI SCHAEFER's CEO from the GEA Group, and he will undertake the next chapter in the company's impressive history so far.



In the UK, during the course of 2019 SSI SCHAEFER developed the Market Sector approach so that the UK subsidiary has experts dedicated to the main UK sectors. This was due to the fact that although many sectors face similar challenges in regard to in house storage and handling of material, their strategies and solutions are incredibly diverse. Now, SSI SCHAEFER has the foundation in place to address the individual needs of each sector and ensure its customers receive the best and most appropriate solution available.



Each year, SSI SCHAEFER maintains a busy calendar of events to ensure it is coming face to face with its broad customer base. "We attend a wide range of events and networking events throughout the UK in all market sectors. As one of the market leaders we are often invited to speak at events on a variety of subjects which is fantastic. Our recent events have been the IMHX at the NEC at the end of last year, the Frozen Food Federation in March, and we have lots of seminars and events throughout the summer with plans also in the Autumn. Keep an eye on website which contains all the events we are attending."

With such an impressive record of successes behind it, SSI SCHAEFER will undoubtedly continue to shape the future of intralogistics and the supply chain industry, building on its already industry-leading solutions for a vast range of industry sectors. "Everything we do is in consideration of tomorrow's technology, tomorrow's best practice, and what the customer's business will look like tomorrow," Jason concluded.

If you would like to find out more information on everything SSI SCHAEFER has to offer, head to the website or get in touch using the contact details below.

www.ssi-schaefer.com

SSI SCHAEFER



The future of condition valve monitoring

By Imtex Controls

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

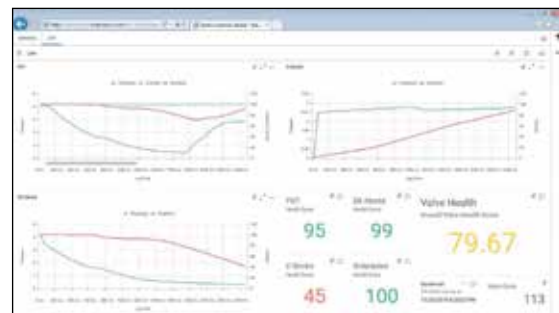
An important means of delivering on these expectations is to reduce the number of unscheduled plant shutdowns. On average 92% of shutdowns are unplanned and cost oil and gas companies an estimated \$42-88 million a year in worst case scenarios. It has been observed that most unplanned shutdowns are often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

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

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

Condition monitoring on valves

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



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

The result of all these factors is that, in the current environment, vast swathes of on/off valves are not being monitored and



While some operators are already deploying condition monitoring on control valves and critical valves, many valves, notably those used for on/off process and shutdown applications, are often left unmonitored.

Why aren't valves being monitored?

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

Although some OEMs have touted various valve testing and monitoring systems, many of the solutions offered can pose operational, financial and/or functional implementation issues. This is because they are generally significantly more costly than traditional systems; can require installation of new wiring and hardware and can have software integration. Where the automation is of relatively low value, as is the case with on/off valves, it can be difficult to justify the time and money involved with implementing a useful condition monitoring solution.



subsequently maintained in a meaningful or useful way, contributing to a significant increased risk of valve failures.

Introducing the Valve Diagnostic Monitoring System

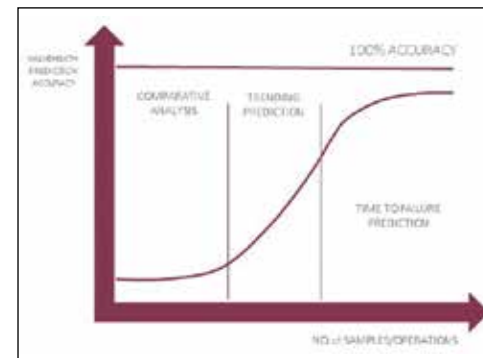
Imtex Controls has been developing and manufacturing solutions for the process industries for over 30 years. As part of this history, Imtex has been supplying valve monitoring and testing solutions that are easily implemented to both new and ageing assets, to enable operators to log data from shut down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

Following experience in data capturing for critical

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

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

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

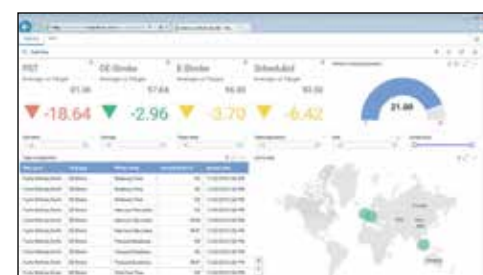


The system monitors the health of automated valves through comparative and real time analysis of every valve operation with the goal of predicting time to valve failure. Maintenance and pro-active interventions can then be scheduled in advance of any issues. By cost effectively installing this technology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

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

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

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Make it happen, make it Hako

Business and Industry Today is proud to announce that Hako Machines Ltd has been selected as our Cleaning & Maintenance Company of the Month.

Founded in 1979 in the UK, Hako Machines Ltd remained a family owned company until it was taken over by the Possehl Group around 20 years ago. Based in Northamptonshire, with depots in Wakefield, the group also operates globally in approximately 65 countries.

Hako Machines is a global leading manufacturer and service provider of superior technology for indoor cleaning, outdoor cleaning, and grounds/ winter maintenance. The company has a direct sales and service team based in the UK to offer bespoke solutions for any cleaning issue, as well as full aftersales and parts support. With a large range of equipment, Hako Machines' core markets are councils, contractors, and facilities management companies, supporting a vast range of industries including warehousing, logistics, manufacturing, leisure, healthcare and construction, as well as supporting the forklift truck market.

The company's product range boasts high levels of innovation, and Hako Machines' ergonomically designed scrubber drier is an AGR award winner. What's more, all of the company's Citymaster roadsweepers hold this certification, making Hako Machines the first manufacturer in the world to have received this enviable achievement for its ride-on scrubber driers. Hako Machines also



offers a range of scrubber driers specifically for healthcare applications, which combat viruses and help to maintain infection control.

Furthermore, Hako Machines developed the Dust Stop, a disc brush jacket that reduces the development of fine dust during dry sweeping by up to 90% when compared with conventional disc brushes. This jacket prevents dust from rising, an innovation which won the Purus Innovation Award 2019.

"On the back of the success of our Citymaster roadsweepers, we recently launched updated versions, the Citymaster 650 and 1650, which feature cleaner engines and therefore lower emissions," said Sylvie Giangolini, Managing Director. "Also, our dual-purpose robotic cleaning machines have proven



entire range, as well as investigating the use of lithium battery technology in our machines."

After Sylvie was promoted to Managing Director four years ago, there has been continued development in the company's growth, not only in its sales but also in the development of its team. "We've improved our service offering, customer support and overall service. We want to continue this into the future. We are the only manufacturer in cleaning that has increased its head count, rather than making redundancies. I'm focused on growing and retaining the talent we have and continuing our natural growth.



highly popular thanks to the fact they can be used as a ride-on machine or manually. This has led to us continuing to look into robotic functionality across our



"We want to engender a 'Happy at Hako' culture, looking after staff so that they are working here because they feel looked after and supported. A happy team means a better overall service, and therefore happier customers."

Maintaining a busy calendar of events each year, Hako Machines has so far attended Future Fleet Forum and APSE Facilities Show. Later in 2020, the company is intending to exhibit at the Facilities Show, APSE Scotland Fleet, Waste and Grounds seminar, APSE Environmental, and the Holiday Park Show, depending on how the dates change amid the current uncertainty.

If you would like to find out more information, head to the website or get in touch using the contact details below.

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www.hako.co.uk

Stoelzle: The art of making glass

Business and Industry Today is proud to announce that Stoelzle Glass Group has been selected as our Packaging Company of the Month.

The foundation of the Stoelzle Glass Group dates back to 1805 when the first Stoelzle plant was established in Austria. Later, in the 1980s, the two Austrian plants were acquired by the company's current owner, Dr Cornelius Grupp, who consistently expanded the Glass Group to the six European glass plants it now owns, including in the UK, France, Czech Republic and two in Poland, as well as the existing headquarters in Austria. This is in addition to sales offices across the world.

Manufacturing high-end packaging glass, Stoelzle serves a wide array of markets, including pharma, consumer (food and beverage), spirits, perfumery, and cosmetics. Certainly, Stoelzle is not limited to a single field, as is typically the case with other glass packaging companies, offering the highest standards in quality and design for every market. "We are a one stop shop, meaning we cover the development and design of a product, based on the idea or request from a customer, we manufacture, we do various types of decoration, and we supply the product including secure caps/closures," explained Doris Marka, Public Relations Manager. In addition to this, Stoelzle also offers a range of standard containers, which can be easily branded with decoration and are readily available from the company's stock.

Indeed, Stoelzle is highly flexible



in its production methods and can produce small runs or mixed productions, as well as having its own production back-up solution as its moulds are compatible between its factories. This expertise in design and production has been honoured multiple times by the WorldStar Awards and other international packaging awards.

"Currently, the market is seeing a clear trend towards glass," Doris explained. "Glass is inert and does not compromise the filled good, offering a healthy packaging solution which can be reused and recycled an infinite number of times. It is a true part of the circular economy."

These numerous advantages offered by glass packaging is causing an increasing number of brands to switch to this material, and Stoelzle's consumer operations deal with many large global companies as well as small local companies which are starting with new and innovative food & beverage products. "There are a lot of new product developments going on. For example, we are developing a range of sauce bottles and spice jars, too. All of our new developments follow ecological concerns and aim to reduce waste."



As well as food & beverage, the pharmaceutical market is also shifting its focus to glass packaging. In the light of the Covid-19 pandemic, pharmaceutical glass is in high demand to hold medicine and disinfectants, for example. "There is also a new trend in the field of OTC products, cosmeceuticals and paramedicine such as CBD oils. There are many brands which ask for pharmaceutical glass which is not only safe and high quality, but fancy and nicely decorated too."

This dedication to first class performance, flexibility and reliability in its products and services is complemented by an ongoing commitment to increasing the sustainability of the company's operations. "We cooperate in several innovative initiatives, such as the current FEVE project to develop more sustainable glass furnace technologies. In all Stoelzle sites, processes and technologies are being monitored closely in order to reduce our impact on the environment. In Austria, photovoltaic panels were installed on eight roof tops to gain green energy and heat recovery from furnace waste gas. Our French site in Masnières developed a special powder coating technology for the decoration of glass containers which saves 77% of CO₂ compared with the



standard decoration with liquid paintings."

If you would like to find out more information, head to the website or get in touch using the contact details below.

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The online retail sourcing show

From 27-28 November 2019, the White Label World Expo transformed ExCeL London into THE destination for private and white label experts as well as those starting out.

This event presented a fantastic networking opportunity for everyone involved in the industry. With thousands of white/private label professionals all meeting under one roof, this was the ultimate hub for making new business connections, meeting like-minded professionals and ensuring your business's future growth.

The speaker line-up was made up of top industry experts, from the most successful online sellers to e-commerce consultants, all bringing a wealth of experience and knowledge to the event. Visitors were able to leave equipped with all the tools they needed to step up their business game. Our speakers range and will share everything they've learned on their path to success!

With over 300 private and white label manufacturers and service providers at hand, visitors could find all the latest, most innovative products. Even better, they could also try, test, and touch all products/services and gain a detailed understanding of them, avoiding any nasty surprises when receiving the order.

Huboo Technologies delivered masterclasses on the 'Do's and Don'ts of Outsourcing Your Fulfilment'. This was a



prime opportunity to get an overall understanding regarding the basic elements of outsourcing and the benefits that come with it.

White Label World Expo will return to ExCeL London from 22-23 February 2021. There is also a European show in Frankfurt from 21-22 October 2020. This is our pick of the best exhibitors from last year's event, listed here in alphabetical order: Cap Coder, CBD Plus, E-Liquid Wholesale Ltd, GreenLeaf Processing, Huna Labs, Pluck Logistics & The Storage Place. More details are here and on the next page.

www.whitelabelexpo.co.uk

The Pluck Process: From stranded to sellable

Pluck Logistics makes Amazon sellers' stranded inventory, unfulfillable inventory, and unsorted stock sellable and profitable again, by sorting, relabelling and/or repackaging the items.

Because the company specialises in packaging products to Amazon's requirements, Pluck Logistics can offer a customised, efficient and cost-effective process to reduce time, effort and cost for sellers.

By working with Pluck Logistics, sellers can enjoy a wealth of benefits through the company's specialised expertise. Profits will increase, as stock that would have incurred long-term storage fees or destruction costs is now sellable again, and the stress of dealing with this stock is essentially eliminated as Pluck Logistics handles the entire process from start to finish.

What's more, because in-house staff are occupied with daily FBA tasks, they do not have the time to sort or repackage stranded inventory, and other providers do not specialise in this area. Thanks to Pluck Logistics' specialist services, the process is streamlined with a highly impressive turnaround



time to keep everything running smoothly.

These services are of course underpinned by outstanding customer service, and Pluck Logistics is committed to deliver and exceed its customers' expectations, with a responsive and flexible approach to their needs.

If you would like to find out more information on what Pluck Logistics offers, head to the website or get in touch using the contact details below.

Contact
T +44 (0)161 710 0771
info@plucklogistics.com
www.plucklogistics.com

Technology driven, cost-effective, order fulfilment solutions

The Storage Place is a leading ecommerce order fulfilment specialist offering a complete pick, pack and distribution service, specialising in large and medium scale B2C order fulfilment, Amazon Seller Fulfilled Prime and supply to high street retailers.

With expertise in fitness, supplements, health and beauty, and lifestyle e-commerce products, The Storage Place caters for a wide variety of industries and product types.

Order fulfilment isn't just about fulfilling orders – The Storage Place ensures your customers receive a positive experience every time, which is why efficiency and accuracy are at the core of its process. They offer a seamless fulfilment solution from receiving goods through to dispatching orders, supported by a cloud-based order fulfilment software.

Experts in Amazon Preparation – Receiving, inspecting, re-packaging, labelling & dispatching goods can be extremely time-consuming. For clients using Fulfilment by Amazon, Amazon Seller Central, Seller Fulfilled Prime, or selling in bulk to Amazon via Amazon Vendor Central, The Storage Place's preparation service takes the pain out of supplying to Amazon, ensuring a smooth integration into your Amazon depot, saving time



and avoiding Amazon penalties.

Specialists in Customs Bonded Warehousing – With its customs bonded warehouse, clients are able to improve cash flow and save costs by deferring import duty and VAT charges until the products are sold or leave the warehouse.

To find out more about The Storage Place and its order fulfilment services:
T +44 (0)191 438 1616
enquiries@thestorageplace.co.uk
www.thestorageplace.co.uk
www.linkedin.com/company/the-storage-place-ltd
www.twitter.com/_storageplace
www.facebook.com/thestorageplace.co.uk
https://youtu.be/jKiFVqt997M

Reputable cannabis processing with white label service

GreenLeaf Processing was established in 2018 in order to address the shortage of reputable cannabis processing companies in Europe which offer a white label service. With over 10 years' experience in large- and small-scale cannabis processing, GreenLeaf Processing is dedicated to constantly improving and manufacturing the highest quality cannabis and hemp preparations in numerous variations.

From the very beginning, GreenLeaf Processing shows the plant the respect it deserves, using no pesticides or harmful chemicals at any point. This ensures nurtured and healthy plants which in turn makes sure the finished products are unrivalled in their quality.

Having invested heavily into the industry, GreenLeaf Processing benefits from market leading equipment, allowing it to offer the most competitive prices for the highest quality products. The company works closely with its clients to ensure every requirement is met, and thanks to its large buying power, GreenLeaf



Processing has access to competitive packaging suppliers to help minimise costs as much as possible.

With expert knowledge, leading quality equipment and outstanding customer service, GreenLeaf Processing is well placed to advise and create almost any product you may have in mind. If you would like to find out more information on how GreenLeaf Processing can help you develop new CBD products, head to the website or get in touch using the contact details below.

Contact
T 01359 271952
enquires@greenleafprocessing.co.uk
www.greenleafprocessing.co.uk

Exceptional CBD products

Huna Labs is an online 100% natural CBD product manufacturer, wholesaler and retailer.

Company founder, Craig Hamilton, first discovered CBD in 2017 when a close relative came up against huge health challenges. Craig researched extensively online and came across the Canadians talking about CBD and wellbeing. Due to legal reasons around CBD specific claims cannot be made, but what Craig can tell you is that his father enjoyed taking CBD and felt a lot better for it.

Leading on from this discovery, the company set out to provide its own products and create the best quality CBD oil for its customers to help support wellbeing and a healthy lifestyle. Ensuring top quality products, Huna Labs has over 30 years' of experience in extracting pure botanicals/hemp oil which, once blended with other oils, creates the company's CBD products.

In terms of its product range, Huna Labs specialises in fine CBD oils in a range of strengths, CBD balms, CBD Proteins and even CBD derma patches. As members of the Cannabis Trade Association and The British Hemp Association, the company ensures it sources only all-natural hemp based products. All of the company's CBD products are regulated and tested for compliance in line with UK/EU regulations and are pesticide free and grown naturally.

M 07957 251126
www.hunalabs.com



Interface Force Measurements is pleased to launch DDM's innovative range

Interface Force Measurements is pleased to launch DDM's innovative range of small form pressure sensors to the UK automotive industry for the first time. Widely used by automotive manufacturers and test houses in Germany, DDM's sensors are designed to offer accurate flow and pressure measurement in applications such as:

- Fuel system pressure measurement
- Coolant pressure measurement
- Turbo charger pressure
- Exhaust back pressure
- Brake system fluid pressure
- Crankcase pressure
- Tank vent pressure
- Automatic transmission fluid



DDM's sensors are designed for both on vehicle and test bench use. All sensors feature a fully welded stainless steel construction. Pressure ports and electrical connectors can be user specified to best fit your application. Pressure ranges start at 0.1bar, up to 2,000bar with working temperature ranges from -40°C to +150°C.

T 01344 776666
www.interfaceforce.co.uk

Rockatek

Rockatek is a British-based company with headquarters in the UK and North America.

Founded in 2016, Rockatek has grown rapidly to become a renowned standalone mechanical engineering consultancy service provider to many engineering sectors.

It works closely with companies in the oil and gas, defence, aerospace, renewable energy and industrial sectors, providing engineering support to maximise performance and capability of its client's products.

Rockatek's streamlined business model and structure means it can utilise its Sustaining Engineering group to work with clients existing products or can deploy its New Product Development Team to work on new innovative products for specific clients and applications.

The result is ultimately the same – Rockatek offers an invaluable mechanical engineering consultancy service with a vast array of engineering knowledge



and expertise from its mechanical engineers, CAD designers, test technicians, analysts and electronics engineers.

With a vast in-house test facility, Rockatek is also able to offer a bespoke testing service to test clients' products to replicate failure modes or demonstrate design improvement. Most clients find the proof of a real world test the ultimate justification for the time and effort spent of product development.

It can be a challenge for companies to keep up with the ever-changing demands of the engineering industry. Rockatek can help those companies bridge that gap, helping clients all over the world to gain an edge over the competition.

T +44 (0)1452 379844
www.rockatek.com

Chamois Metrology

Two of Additel's market leading calibrators are now available for hire from our partners Aughton Hire – one of the UK's leading test and measurement equipment suppliers.

Chamois Sales Director, Jon Shan, says that this new rental agreement is designed for companies that have a short term requirement, want to work more efficiently and safely, whilst ensuring that they will not have to compromise on either performance or quality. The ADT760 series Automatic Handheld Pressure Calibrator takes portable pressure calibration to new levels. Weighing less than 1.8kg, the ADT760's innovative design contains a built-in pump, precision pressure sensor, internal controller and a large touch-screen color display.

Additel's ADT875 Dry Well Calibrator series provides portability, ruggedness, and precision over a wide temperature range, combining excellent performance in stability, radial and axial uniformity, and loading with speed. Chamois Metrology is the UK distributor, for Additel pressure calibrators, multifunction, loop and temperature calibrators



and precision digital test gauges and hand pumps, and is one of Europe's leading UKAS calibration facilities (Lab no. 0822), with internationally acclaimed standards in pressure, electrical, mass and temperature delivering some of the best calibration services available.

Contact the team at Aughton Hire for a quotation on 01928 589600 or email: roy@aghtonuk.com and kathy@aghtonuk.com

Or call Chamois Metrology on 01926 812066 or email: info@chamois.net

White Label World Expo Review – Top Exhibitors

Driven by science, inspired by nature

Motivated by personal experiences of the benefits of CBD, CBD Plus was established by Sam Cartwright and Jake Bytheway in 2017, who wanted to source and develop the best CBD Full Spectrum products they could find and make them available to everybody.

From humble beginnings in Sam's garage, CBD Plus has grown to become one of the most trustworthy suppliers in the UK market, using the best extraction technology to achieve the purest and maximum

strength CBD products.

Building on the success of the last few years, CBD Plus is looking to cement its leading reputation with a number of new products launching in 2020, adding to its existing range of oils, capsules and balms.

What's more, Sam and Jake are committed to ensuring their customers have access to reliable and accurate information. This is why they now offer

a Whatsapp chat feature on CBD Plus' website to share their knowledge and educate their customers on the benefits and side effects of CBD.

To find out more information and see the company's product range, head to the website or get in touch using the contact details below.

T 0121 572 0931
info@mycbdplus.uk
https://mycbdplus.uk



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www.e-liquidwholesale.co.uk



The UK's leading e-liquid wholesale supplier

Based in the UK, E-Liquid Wholesale Ltd serves the growing e-cigarette trade with a range of wholesale e-liquid products in a variety of flavours and bottle sizes. Offering highly competitive prices, the company works closely with its distributors to help develop their brands and retain their own customers in what is becoming a highly competitive market.

Through re-branding and white label options, E-Liquid Wholesale enables its distributors to sell its e-liquids under their own business identity. Keeping this identity in front of customers helps distributors to increase customer retention and sales of their own branded e-liquids.



Offering some of the lowest minimum order quantities and quickest order lead-times within the wholesale e-liquid industry, E-Liquid Wholesale offers a reliable solution to cater for any budget.

Whether you are an online retailer, start-up business or long-established company, E-Liquid Wholesale can tailor a solution to suit your requirements, including bespoke white label OEM branding and full co-packing services and flavour development, with full TPD compliance where appropriate.

If you would like to find out more information on E-Liquid Wholesale Ltd's products, pricing and re-branding features, head to the website or get in touch using the contact details below.

T 0800 772 3204
info@e-liquidwholesale.co.uk
www.e-liquidwholesale.co.uk

High quality coding, capping & filling machines

Cap Coder specialise in the design and manufacture of bespoke and standard machines for capping, coding, and filling applications. Cap Coder is well established in its field, serving a wide range of industry sectors, including: toiletries, cosmetics, pharmaceuticals, complementary medicines, chemical, food and beverages. All products can be handled by Cap Coder's machines, including all shapes and sizes of bottles, jerry cans and other bottles, tamper evident caps, pump action spray caps and trigger spray caps.

Its machines are ideal for a wide range



of industries, and are all accredited to 9001-2008 build standard and come supplied with a Certificate of Conformity/Incorporation. The array of machines is impressive, meaning there is no company too big or too small for Cap Coder, and no project too specific. From screw cap tightening (to a desired torque), press on capping, plug insertion (including brushes, roll-on deodorant balls, and dispensing

nozzles), liquid filling, agitator ball insertion, conveyor, and ATEX zone 1 and 2 compliance; Cap Coder have it covered.

Moreover, all of the machines are made in England and designed in-house, with this ensuring the team have complete control over the entire manufacturing process. The end result? Capping, coding and filling machines which are second-to-none in quality.

T 01865 891466
sales@capcoder.com
www.capcoder.com



5 smart ways to increase engine efficiency on AD plants

The UK's anaerobic digestion industry has experienced rapid growth over the past 10 years, with a total of 648 plants now in operation.

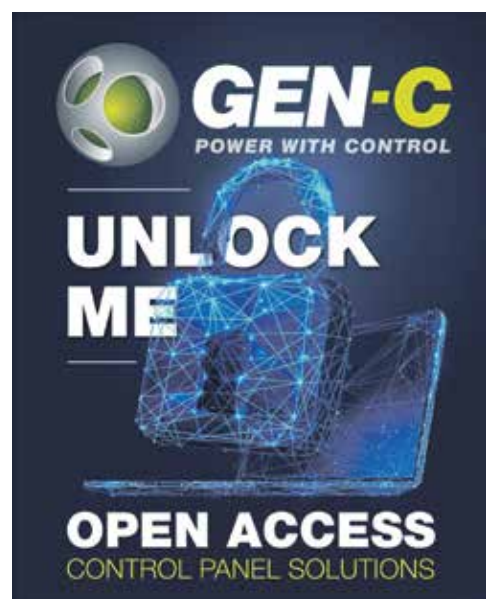
Despite the recent increase in biomethane facilities, most of the biogas produced from anaerobic digestion (AD) is used to generate electricity and heat, making the combined heat and power (CHP) engines that convert biogas into usable energy a vital piece of equipment.

But with many of these engines now at least five years old, what is the impact when they fail or underperform? And is there any alternative to either costly engine replacements or expensive service contracts?

Here are my five smart upgrades that can transform any gas engine into a more efficient and profitable piece of kit.

Install an open-access control panel

Many service providers use a 'closed' control panel as a means to coerce the owner into a restrictive service contract. This means that you are potentially looking at your engine being down for days whenever there's a problem while you wait for the service provider to despatch an engineer to your site – often



at an additional cost to you.

By upgrading to an intelligent, open access control panel, an operator can remotely take control of their own engine via their laptop, phone or tablet; instantly assess how their engine is performing; control their engine's running parameters, adjusting them to match the biogas composition; and restart their engine themselves within seconds – without even needing to be on site.

Fit a flexible fuel mixer

If an engine runs too lean it can backfire, resulting in exhaust damage, vibrations and instability, and causing parts to wear out more quickly. If it runs too rich, then too much fuel will be used, the engine can overheat, and there is a risk of parts burning out.

A flexible and fast-acting mixer enables an engine to handle variations in gas volumes and composition.

This is especially important for biogas plants treating food waste, as this is a constantly changing product. These air/gas mixers comprise a range of flow bodies to suit every feedstock type, based on a plant's individual gas composition. If the composition alters significantly, the flow body can be changed as required, ensuring the perfect fuel mix every time.

Use an ignition controller with pulse technology

If your engine shudders during the ignition phase, replacing the controller with one using pulse technology will deliver more reliable ignition and prolong the life of your equipment.

This creates thousands of tiny pulses, the intensity and duration of which can be programmed according



to the plant's demands, and which will remain the same throughout the lifetime of the ignition controller.

Switch to a smart knocking control system

A 'knocking' sound usually signals that the gas is igniting too early. A sophisticated, intelligent knocking control system can detect this and automatically alter the ignition timing point. If knocking still occurs, it will then reduce the load of the engine or even shut it down, preventing catastrophic engine failure.

Install an oil quality sensor

Oil is the life-blood of the engine. Impurities in the gas and air end up here and, in many cases, can turn the oil acidic which encourages premature engine wear. Most engine maintenance plans revolve around a fixed term of hours run which is often backed up with costly oil sampling an analysis, however, the optimal time for changing oil can vary with fuel type and engine life, plus many events can happen within the engine between oil changes.

Oil quality sensors are now available which constantly check the TanDelta number of the oil – its 'fingerprint' essentially... should there be an ingress of metal (from worn/failing parts), water/coolant



(failed seals), or other contaminants, the user is able to see these changes and take remedial action before excessive damage occurs. These are available with an engine mounted display, and/or direct liaison with the control panel so that alarms/shutdowns can be programmed into the system.

Take pre-emptive action. Every day that an AD plant isn't generating electricity is a day it's losing money, so don't wait for your engine to fail before taking action. By scheduling an engine upgrade to coincide with any planned maintenance shutdown, operators can benefit from increased engine availability, more reliable performance, longer-lasting components and greater electrical output.

About the author – James Thompson is the Managing Director of Gen-C Ltd, which specialises in gas engine technology and system upgrades.

Sales@gen-c.co.uk
www.gen-c.co.uk

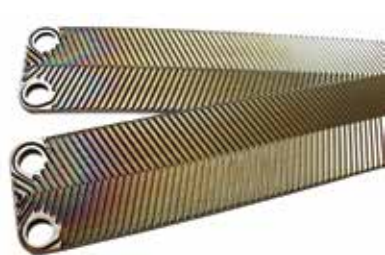


Heating, Ventilation & Air Conditioning News

Extra corrosion resistance for range of BPHEs

SWEP has launched a new range of brazed plate heat exchangers (BPHE) that keep tap water applications running efficiently for longer. This is achieved with SWEP Sealix coating, an SiO based thin-film technology that increases BPHE corrosion resistance, protects against fouling and scaling, and increases durability.

The protective Sealix layer is applied to all inner surfaces of the heat exchangers and when installed in HIUs and substations, that encounter drinking water, increases the lifetime and the operational safety of



the entire system. This in turn reduces maintenance costs and unplanned downtime. The innovative self-cleaning

coating minimises deposit formation and prevents contamination while protecting the surface.

SiO based coating is recognised worldwide and approved by the United States Food and Drug Administration, the European Food Safety Authority and the Japan Inspection Association of Food and Industry Environment.

Contact
T 01235 838612
www.swep.net

Scott Brothers is the exclusive UK supplier for the new Honeywell dehumidifier

Leading UK appliance supplier Scott Brothers are proud to be exclusive stockists of the Honeywell TP-Compact 12 litre portable dehumidifier.

The TP-Compact offers a durable and portable solution to household mould and damp issues in small sized rooms including bedrooms, dens, bathrooms – even conservatories prone to condensation during the winter months.

The team at Scott Brothers pride themselves on providing the best quality products at a competitive price teamed with exemplary customer service. At an RRP price of just £149.99 the Honeywell TP-Compact is no exception and comes with a 2 year warranty and is available for next day UK delivery. Scott Brothers also offer a full service to wholesalers UK-wide which can



include product training.

The TP-Compact is the latest addition to their Honeywell range of air coolers and air conditioning units. With this new addition to the range, Scott Brothers are able to react quickly to our fast-changing UK weather, varying from record breaking temperatures to record rainfall levels.

The TP-Compact is designed for convenience with user-friendly features and portability, with smooth-gliding castor wheels and convenient tip handles to move the unit from room to room with ease.

Contact
T 01477 539500
www.scottbrothersltd.co.uk

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The full solution for the pressure industry

Mandate Systems produces quality Written Scheme of Examination (WSE) and pressure systems testing, to assist its customers to comply with their legal obligations.

First established in 1991, Mandate Systems was created to provide Written Schemes of Examination (WSE) and to help companies be compliant with the Pressure Systems Safety Regulations (PSSR) set out by the Health and Safety Executive (HSE) in the Approved Code of Practice (ACOP).



After major expansion, from 2000 Mandate Systems expanded significantly and saw the gap in the market for providing a full solution for the pressure industry. Covering consultation, auditing, technical manuals, statutory Pressure System examinations and training; Mandate Systems developed a comprehensive service for its customers.

Demonstrating a strong understanding from the company's over 25 years of experience in compressed air, Mandate Systems maintains

a vast industry knowledge leading them to become the frontrunner in new technologies. Notably, one of the latest developments for the company has been its move from reports that were paper based to online in 2003. Leading on from this, in 2017 the company started using a Cloud system; Mandate Systems now maintains all of its reports and documents in an innovative Cloud-based system.

Throughout its years of production, Mandate Systems has assisted over 5,000 customers with PSSR and produced over 9,000 Technical Pressure System Safety Manuals, including Written Schemes of Examination (WSE).

For any further information, please see the below details.
T 0845 126 0307
www.mandatesystems.com

Lorien appoints David Mallinson as UK Managing Director

Lorien Engineering Solutions has promoted David Mallinson to UK Managing Director. He succeeds Steve Slater, who has taken on an international group role



L-R: New MD David Mallinson with Steve Slater

with parent company GP Strategies, which includes responsibility for all of Lorien's international operations including the UK, Poland and South Africa.

Lorien, which specialises in capital projects for food, brewing, drinks, life sciences, safety compliance and sustainability, has enjoyed a successful year to date with more than 15 new client wins.

Mallinson, who was previously Engineering Director, has been with Lorien for more than 11 years and has a track record of delivering successful projects and building strong client relationships. As a Chartered Engineer, David's background is in the design and implementation of manufacturing systems in the food and drink industry. Prior to Lorien he held senior engineering positions at a major food producer and an international packaging systems manufacturer.

Steve Slater has been with Lorien for more than 30 years. He joined as a Process Engineer and has held various positions culminating in Managing Director for the past 13 years. David Mallinson, UK Managing Director of Lorien Engineering Solutions, said, "With Steve taking on a more international role, I'm delighted to step up and focus on driving further growth for our successful UK business."

www.gpstrategies.com
www.lorienengineering.com

New IO-Link level controllers from EGE



EGE introduces a new generation of level controllers with guided microwave; the MFN series sensors feature an IO-Link interface and thereby enable continuous access of PLCs to process and parameterisation data. Using a corresponding master, the level controllers can be connected to any common bus system and conveniently parameterised via PC or notebook.

The guided microwave measuring principle ensures high reliability due to its insensitivity to external influences such as temperature, pressure, or density. It provides for precise measurements in liquids such as water, oil, and emulsions as well as in viscous media.

MFN sensors stand out due to their particularly short reaction times in case of level changes. Their display units can be configured to show the measured level in mm, cm, inch, litre, or percent. The housings can be rotated by 360° along with integrated LED indicators and control panels, allowing users easy access for configuring the devices and reading measured values.

The level controllers feature IP67 ingress protection and are designed for an ambient temperature range of -25 °C to +85 °C. EGE's level controller portfolio includes variants with coaxial, single, and double probes for use in different media. The company also manufactures probes from special materials such as Hastelloy or titanium for use in aggressive media. Moreover, EGE also adapts sensors to customer-specific tank geometries and difficult installation conditions, on request.

Contact: Sven-Eric Hiss
T +49 4346 4158-0
F +49 4346 5658
info@ege-elektronik.com
www.ege-elektronik.com

MandateSystems

PRESSURE SYSTEMS SAFETY

The truth of what you need to know about the Pressure Systems Safety Regulations (2000)

Providing Written Schemes of Examination and statutory examinations for around 30 years, with honest and independent advice for pressure system users. Receiving a number of calls with common misconceptions Mandate want to share our thoughts on the Regulations based around our motto

Think Safety First

What are the Pressure Systems Safety Regulations (2000)?

The Pressure Systems Safety Regulations 2000 (PSSR2000) came into force with the aim 'to prevent serious injury from the hazard of stored energy, as a result of the failure of a pressure system or one of its competent parts.'*



Who is responsible for compliance?

It is the responsibility of the user/owner of a pressure system, to ensure it complies with PSSR 2000. Installed Pressure Systems - User (employer)
Mobile Pressure System - Owner

The Myths & The Facts

Myth: My insurance company must carry out my examinations.

Fact: Any competent person can carry out examinations.

Myth: Anyone can write a Written Scheme of Examination.

Fact: A WSE can be prepared by anyone, but can only be certified by an Incorporated Engineer (IEng) or a Chartered Engineer (CEng)

Myth: Pipework does not come under the Regulations.

Fact: Pipework is included in the Regulations, as it has the potential to give rise to danger.

Myth: An examination should be carried out every 24 months.

Fact: The examination period is set by the competent person. In many cases this is set at 12 months, in line with many manufacture guidelines.

Myth: I don't really need it. Do I?

Fact: It is a legal requirement to comply with PSSR. Non compliance is a criminal offence.

Call 0845 126 0307 to find out more. Quote: Biz 1

* Taken from Pressure Systems Safety Regulations 2000: Approve Code of Practice L122

RK height adjustable monitor floor stand

With the new height adjustable monitor floor stand, RK Rose+Krieger is expanding its monitor mounting product range to include a robust ergonomic standing workstation for industry which can be set up quickly and is much more economical than complex workstations.

The work surface and monitor mounting are supported by a stable triple column system on a black powder coated base frame. The position can be easily adjusted by hand and has an adjustment stroke of 400mm.

The standard version of the stand has feet (steering rollers optional) and a rotary flange connecting plate. Pre-assembled modules are supplied for quick and easy set-up. The stand can also be combined with all available RK monitor holding components.

T 01296 611660
rk@pmgb.co.uk
www.pmg.co.uk/rk



6 River Systems unveils major enhancements to its mobile fulfillment robots

6 River Systems (6RS), part of leading global commerce company Shopify Inc., recently announced major enhancements to its wall-to-wall fulfillment solution, including upgrades to its collaborative mobile robot, Chuck.

6RS empowers operators to transform the entire fulfillment workflow from putaway, to picking, sorting and packing. Improvements to the solution's order allocation algorithm and optimisations to batch, zone and other picking methodologies continue to reduce associate walking in the warehouse. With new modular and larger multi-level workspaces, Chuck is the most flexible collaborative mobile robot in the industry.

"Operational efficiency is critical to providing an accurate and fast delivery experience, and the demand for this continues to grow. Our solution from 6 River Systems enables us to increase our throughput and get more orders out the door and into customers' hands. We are excited about their commitment to continually improving and developing their product," said Glen Sutton, SVP Americas, Ingram Micro Commerce & Lifecycle Services.

Chuck enhancements include:

- Increased capacity: up to 6 levels for a total of 43.5ft²/4.0m² of workspace, over three times more than the other providers, handles a broad range of SKUs and a payload of up to 200lbs/90.7kg
- Expanded compliance: patent-pending safety system meets international safety standards, including CE and UL1740
- Improved usability: globally recognised lighting, images, and prompts accelerates training and directs associates through their tasks

To request your own 6 River Systems and Chuck information session, please visit:
<http://info.6river.com/chuck-in-europe>
www.6river.com



NSK expands production of ball screw units for electric-hydraulic braking systems

NSK has implemented plans to expand its production of ball screw units for electric-hydraulic brakes. The move is in line with increasing numbers of regulators around the world mandating new vehicles be equipped with automatic emergency braking systems. The automotive industry is set to revolutionise safety over the coming years. Mandatory requirements in the EU, Japan and the US for new vehicles to be fitted with automatic emergency braking systems will enter force in 2021-2022.

Automatic emergency braking systems help prevent accidents by scanning the road ahead and engaging the brakes to avoid potential collisions. The system brakes

automatically if approaching another vehicle or obstacle at a speed that could result in an accident.

To pre-empt the rise in demand that will result from the forthcoming market changes, NSK has a new roadmap in place to produce 10 million of these ball screw units globally by 2026.

The company first began mass production of the units in March 2019 at its Saitama plant. However, the newly inaugurated line is located at the Akagi plant of NSK Steering Systems Co., Ltd, where production of the ball screw unit commenced in January 2020. NSK is now considering the establishment of additional production



facilities for the units outside Japan, supported by an investment fund of around ¥10 billion (approximately €84.2 million).

www.nskeurope.com

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Quantum's innovative Drive Asset Management System nominated for Water Industry Awards Final

Water & Wastewater Treatment Magazine have shortlisted our unique Variable Speed Drive Asset Management System for Asset Optimisation Initiative of the Year category. This category recognises the ability to deliver clear improvements in asset management, whether by reducing costs or improving efficiency, our system does both.

Our 2,000+ UK customers can get access to this amazing software as part of their Quantum Partnership. It gives them access to the full maintenance history of each of their drive assets, progress of ongoing jobs which are open/scheduled and the status of any equipment on order. They can also retrieve copies of maintenance, service, repair,



set up and equipment specification reports, job sheets and inspection certificates if needed.

In 2019, our DAMS systems won the prestigious Process Innovation of the Year Award from Maintenance & Engineering Excellence Awards which was for the application of new technology to improve efficiency of a complete process.

This service is completely unique to Quantum Controls, so if you need to tool to track and record the data for your expensive and critical Variable Speed Drives Assets, get in touch with us.

Book a FREE demo of this unique system today!
Get in touch at: assets@quantum-controls.co.uk or visit: www.qdams.co.uk

E-learning package goes from strength to strength

Warrington-based Christeys Food Hygiene celebrates the launch of its industry specific e-learning programme one year on.



The Movimento e-learning package, launched in January 2019 to support businesses in the food and beverage manufacturing sector, has been taken up by customers across the country. The unique platform allows manufacturers to not only adapt the hygiene training included in the package, ensuring it is suitable for their particular business, but to also upload internal training programmes, policies and procedures to ensure all staff have access to everything they need to know.

"Over the past year we have had some very positive customer interaction and feedback on the programme," states Elaine Hankinson, Business Development Manager. "As expected, we found that the biggest challenge faced when it comes to training employees in a factory, is to get everyone into a classroom at the same time without disrupting production."

"E-learning provides the ideal solution. Workers can participate in the training at any time, when it's convenient for each individual, logging into their own unique learner profile so they can pick up where they left off, and dip in and out without losing their place."

"Quite often, the person responsible for managing training in a food manufacturing business has many other responsibilities and tasks to manage. Therefore, they need a system that will streamline the work and remove hours of admin. Movimento has really delivered in this area and our customers are much more in control of their training programmes."

www.christeysfoodhygiene.co.uk/movimento

NSK endorses recommendations in TCFD report

NSK, one of the world's leading manufacturers of bearings, linear motion technologies and steering systems, has endorsed recommendations



made in the final report of the Task Force on Climate-related Financial Disclosures (TCFD). Within the report, it is recommended that corporations disclose information on risks and opportunities related to climate change which impact upon finance.

The TCFD was established by the Financial Stability Board (FSB), an international body that monitors and makes recommendations about the global financial system. As a business, NSK takes its corporate, social and environmental responsibilities very seriously. For instance, the company includes global environmental protection as part of its mission statement, has established environmental targets in its Mid-Term Management Plan, and is actively engaged in initiatives to prevent global warming, such as reducing CO₂ emissions generated by its business activities and creating environmentally friendly products.

The endeavours of NSK in this area have recently been recognised by Japan's Ministry of the Environment and the Global Environmental Forum. As part of the 23rd Environmental Communication Awards, the company received an excellence award for environmental communication in its NSK Report 2019. The report is designed to provide all stakeholders with a complete picture of the company and its initiatives to achieve sustainable growth over the mid-to-long term. NSK also publishes the 'NSK Sustainability Report' to disclose the company's relationship with the environment and society, and its extensive efforts in these areas.

www.nsk-europe.com

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Festival of Enterprise Review – Top Exhibitors

The UK's leading fast-growth business event

The Festival of Enterprise, which took place from 23-24 October 2019 at the NEC Birmingham, is the fuel you need to get your business to where you want it to be. The event agenda was designed to provide visitors with the tools and information needed for fast growth.

This is where visitors could learn about the experiences of real businesses. Hear how they went about getting the funding that enabled their growth. The big obstacles they overcame and how they reshaped their plans as they grew.

The show is the Olympics of networking. With 26 networking groups, 4,000+ entrepreneur peers and 100+ inspirational speakers, visitors could create more opportunities in two days than at any other time in their working life.

A day at the Festival of Enterprise could put business owners in the 'Ideas Zone' and help them refocus on the strategic issues that affect growth.



Festival of Enterprise returns to Birmingham's NEC from 7-8 October 2020. Before then, the Festival of Enterprise is also held at London's Olympia from 7-8 July 2020. This is our second pick of the best exhibitors from last year's Birmingham show, listed here in alphabetical order: Blue Grape. Further details can be found on this page.

www.festivalofenterprise.co.uk

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Blue Grape was founded by Rhiannon Stafford. After 20 years in HR and Leadership Development, she was frustrated at how organisations 'did' people management.

This led her to finding a better way of doing things. So she started Blue Grape and her mission to show how harnessing the power of your people can make



your business grow!

Make contact if you fancy 10% of your first leadership or team coaching package. Just quote BGT2020.

Contact
M 07545 326410
rhiannon@bluegrapetalent.co.uk
www.bluegrapetalent.co.uk

Therapy Expo Review – Top Exhibitors

There's only one Therapy Expo

Therapy Expo excelled once again last year with thousands of Physiotherapists, Chiropractors, Sports Therapists, Osteopaths and Sports Massage Therapists gathering at Therapy Expo at Birmingham's NEC from 27-28 November 2019, making it the UK's favourite education and trade event for therapy professionals.

Visitors gave the two day education conference and exhibition a resounding thumbs up – as did the 150+ exhibitors, including the trade's biggest

brand names, RockTape, Physique, Mammoth, Venn Healthcare and ToroPro among others, who showcased hundreds of the latest products and services on the exhibition floor which has increased year-on-year for the last three years! The aisles and theatres were packed with delegates on both days, enjoying plenty of lectures available for every therapy professional, plus hands-on education at the exhibitor stands.

More than 100% of the 2019 show's exhibition

space is already booked for 2020! If you want to be part of the most exciting show in the profession, which returns to the NEC from 25-26 November 2020 – then visit the website below.

This is our pick of the best exhibitors from last year's show, listed here in alphabetical order: AACP, Balens, Physiotoools & Thumper Massager Inc. Further details can be found on this page.

www.therapyexpo.co.uk



Cordless massagers: The wave of the future

Massagers are not only indicative of future technological advancements, but they also have a rich past. Indeed, electric massagers first appeared in the early 1970s, when Dr Lyman C Johnston, a Canadian Chiropractor, invented the first ever percussion massage device. At this point, Dr Johnston already established himself as a pioneer in postural research and was able to patent several devices and equipment that were used for posture correction and back pain.

Dr Johnston's work paved the way for the abundance of electric massagers that would be developed in the coming years. When it comes to massagers, there is not a 'one size fits all' approach, as electric massagers come in all shapes and sizes. Indeed, depending on your needs, you can find massagers in the form of dual handle orbital devices, single handle percussive devices, pulsed foot massagers, full body massage chairs, and so much more.

Despite the advancements in the massager realm, no change has been as pivotal as the introduction of battery-powered products. More specifically, the development of Lithium ion cell technology has led to a more reliable and powerful battery, which greatly



increases the functionality of the massager. This advancement led to the introduction of an array of single point and two head massagers.

In 2019, Thumper Massager Inc launched a revolutionary 8-head professional grade percussive massager, weighing 8 pounds. In addition to its slick design and versatility, it has the ability to provide a full body massage in only 5-8 minutes. The best part about it is the fact that you can enjoy massages all day long due to interchangeable battery packs, which charge on a separate charging nest.

Contact
T 001-905-477-5222
www.thumpermassager.com

The AACP

The AACP is the largest professional body for acupuncture in the UK; founded in 1984, the association has been operating for over 35 years and has grown steadily to become the organisation that it is today.

We form the association for the practice of evidence based, western medical acupuncture (WMA) in physiotherapy. We represent our members with law makers, the public, NHS and private health insurers and actively support them with clinical and legal advice, training and resources.

Close to 17,000 physiotherapists who work in the National Health Service, private practice and the Ministry of Defence have been trained by the AACP.

Our members are at the core of everything that we do, and we welcome you to join us in our mission to support the delivery of evidence-based acupuncture



Acupuncture Association of Chartered Physiotherapists

alongside physiotherapy to treat debilitating conditions.

We provide a 300 hour foundation course and over 50 CPD courses a year, throughout the UK. We made the decision in March of this year to postpone all of our courses due to COVID-19 but do check our website for an updated list as soon as we are able to add this.

For more information, please visit:
www.aacp.org.uk or email us at: sec@aacp.org.uk

Physiotoools exercise software

Use Physiotoools online to create home exercise programmes quickly and easily, then send them directly to your client's computer, tablet or smartphone. You can also choose to print and hand them out on the spot.

We are proud of our comprehensive exercise and patient education library that has been created in co-operation with world renowned authors and publishers. We offer a wide range of exercises from different specialist fields, which can be used not only in rehabilitation, but also in prevention and fitness. Depending on the exercise, instructions are available in over 28 languages. You can easily add your own content, create templates for re-use and share exercises with colleagues.

The Physiotoools annual subscription includes free support, updates and the Physiotoools Trainer app, which motivates clients to exercise, provides a training diary and daily reminders. You can also follow your clients' compliance in the programme.

Since its beginning in 1987, Physiotoools has strived to play a leading role in developing electronic and mobile solutions for the health sector. Our products not only help physiotherapists and other healthcare



professionals to increase their efficiency, but also to improve client experience and satisfaction.

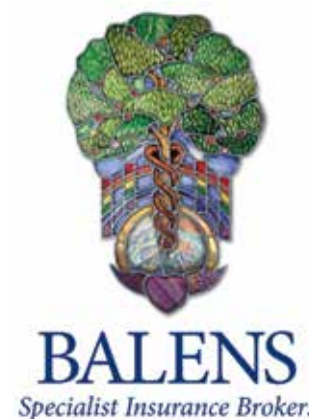
Visit: www.physiotoools.com to request a free 14 day trial.

T 01749 890870
uksales@physiotoools.com

Balens Specialist Insurance Brokers

Established in 1950, Balens is a fourth generation, ethical, family-run business specialising in Insurance for Health & Wellbeing Professionals. Balens has been a major Insurance Brokerage for privately practising Occupational Therapists, Case Managers and Other Health Professionals for over 10 years. It has created tailor-made policy wordings designed to encompass the wide range of activities that can be entailed in OT work and regularly keeps up to date with developments in the various fields.

Balens is delighted to offer its Specialist Insurance whether you are an individual OT or a corporate entity or other health service. It offers a wide range of Insurance packages for your home and



business requirements. Some of the areas it covers also include: Household Insurance that caters for seeing clients from home; Therapy/Treatment Room cover;

Income Protection solutions; Schools and Clinics packages; Health Products Insurance and more. It is an industry leader and innovator, proud of its quality record and renowned for good customer service.

For further information on what Balens has to offer, including articles to help you understand the various areas & terminology of insurance and lecture recordings from its CPD Events, please visit: www.balens.co.uk

Balens Limited is authorised and regulated by the Financial Conduct Authority.

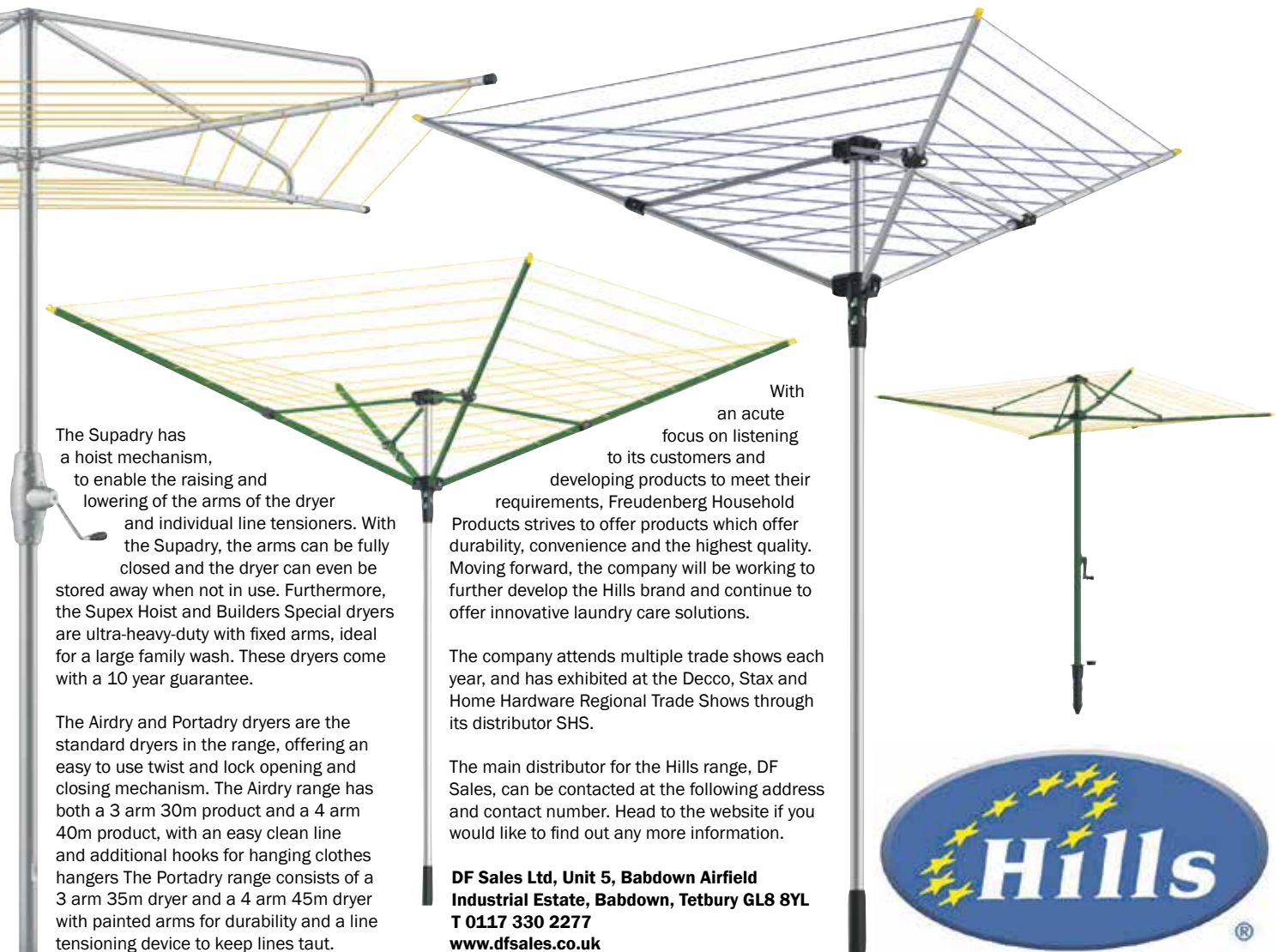
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Dry your best with Hills Rotary Washing Lines

Business and Industry Today is proud to announce that Freudenberg Household Products has been selected as our Laundry Care Company of the Month, for its outstanding range of Hills outdoor dryers.

In 2002, Freudenberg Household Products undertook a joint venture with Hills Industries, before acquiring the Hills brand in 2007. With a UK office based in Rochdale, a head office in Weinheim, Germany and various other locations across the world, Freudenberg Household Products is a manufacturer and supplier of household cleaning and laundry care products, with their brands of Vileda, Marigold and Hills. Through its main distributor, DF Sales, the Hills range is used by a diverse selection of customers, including Travis Perkins, Jewsons, Toolbank, Decco, Stax Trade Centres and Home Hardware.

The Hills outdoor rotary dryers are designed with the family in mind, available in two specification levels (premium and everyday). The dryers are fully galvanised inside and outside of the tubing, to prevent rusting and ensure durability, and they are expertly designed to provide convenience and ease of use. They are available in a variety of line lengths and turning circle dimensions, to suit the available outdoor drying space, and each product in the range provides different features and advantages.



The Supadry has a hoist mechanism, to enable the raising and lowering of the arms of the dryer and individual line tensioners. With the Supadry, the arms can be fully closed and the dryer can even be stored away when not in use. Furthermore, the Supex Hoist and Builders Special dryers are ultra-heavy-duty with fixed arms, ideal for a large family wash. These dryers come with a 10 year guarantee.

The Airdry and Portadry dryers are the standard dryers in the range, offering an easy to use twist and lock opening and closing mechanism. The Airdry range has both a 3 arm 30m product and a 4 arm 40m product, with an easy clean line and additional hooks for hanging clothes hangers. The Portadry range consists of a 3 arm 35m dryer and a 4 arm 45m dryer with painted arms for durability and a line tensioning device to keep lines taut.

With an acute focus on listening to its customers and developing products to meet their requirements, Freudenberg Household Products strives to offer products which offer durability, convenience and the highest quality. Moving forward, the company will be working to further develop the Hills brand and continue to offer innovative laundry care solutions.

The company attends multiple trade shows each year, and has exhibited at the Decco, Stax and Home Hardware Regional Trade Shows through its distributor SHS.

The main distributor for the Hills range, DF Sales, can be contacted at the following address and contact number. Head to the website if you would like to find out any more information.

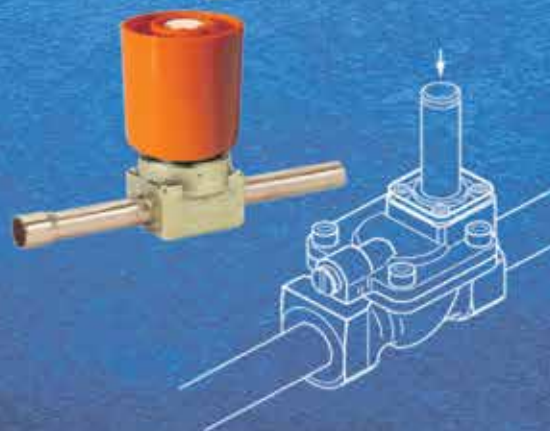
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BETA International shares its vision

Some of the industry's most famous names gathered at NAEC Stoneleigh as BETA International unveiled plans for its move there next year during a special Exhibitor Open Afternoon on Tuesday 3 March.



More than 100 delegates were given a tour of the venue's halls and facilities. There was also a presentation by the team who run the National Exhibition and Agricultural Centre (NAEC) Stoneleigh, followed by a question-and-answer session.

Show organiser Claire Thomas asked the group of existing and potential exhibitors what changes they would like to see at BETA International, which is owned and run by the commercial arm of the British Equestrian Trade Association.

Over lunch and refreshments, there was plenty of positive reaction to the show's relocation, with delegates expressing confidence in BETA International's organising team and their approval of Stoneleigh as a flexible and affordable venue.

BETA International will move from the NEC, Birmingham, where it has been held for the past 26 years, to NAEC Stoneleigh for its 2021 show, which runs from 24 to 26 January. Instead of three halls within an exhibition complex, it will take over the entire Stoneleigh Park site, making full use of its three large halls and 250 acres of parkland only a short distance from Coventry and conveniently located in the centre of the country, with Birmingham International Airport and road and rail networks close by.

This is our pick of the best exhibitors from this year's event, held at Birmingham's NEC from 19-21 January 2020, listed here in alphabetical order: Gibbins UK Ltd. Further details can be found on this page.

www.beta-int.com

High quality products for Farriers, Blacksmiths and equestrian market

Gibbins UK Ltd provides an online shop and website that provides high quality aprons and half chaps for primarily Farriers and blacksmiths and also caters for stone masons, draymans and catering.



Gibbins provides an array of products and services including half chaps, clothing, furniture and gifts.

In fact, Gibbins is renowned for its high quality, durable products and excellent services including an in-house embroidery and debossing service, enabling customers to tailor and personalise their products creating a professional branded product.

Gibbins showcased their products and exhibited at this year's BETA International show, the world's leading international equestrian trade show exhibition. Providing ample networking opportunities, the show was a great success for the company who displayed its wealth of experience and products for equestrian market.

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

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www.gibbins.co.uk

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Sanctus Training Limited provides a comprehensive offering of Health & Safety courses including: First Aid, Mental Health First Aid and Site Safety Plus. We are also a UKATA Approved Training Provider and can deliver Asbestos Awareness, and Non-licensable Work with Asbestos including NNLW courses for Groundworkers and Waste Management & Civic Amenity Operatives & Managers, all at our purpose built training facility.

We are an approved City & Guilds Centre delivering courses and Diplomas/NVQs in Heating, Ventilation, Air Conditioning & Refrigeration (HVACR). We also host Electrical, Hot Water Systems, Legionella and Water Regulation courses at our practical training centre.

In addition to the above, we deliver a range of Professional Development courses. These courses focus on key topics such as: Successful Communication, Equality & Diversity, Building

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first Queen's Award for Enterprise in the innovation category in 2016 and won their second, in the export category, in 2019," said Bloccs' Business Development Manager Hannah Prickett.

The company now manufactures Bloccs waterproof cast and dressing protectors for arms and legs from its factory situated near Bristol. Bloccs maintains a worldwide network of distributors and a number of country-specific websites



Within this issue of Business and Industry Today we have selected Bloccs as our Waterproof Medical Products Company of the Month.

Bloccs is part of Precision Dippings Manufacturing (PDM), a company that has gained a wealth of experience through its 56 years of production. PDM specialises in bespoke rubber medical products and contract manufacturing services.

The idea for Bloccs waterproof protectors came about when one of the directors noticed a gap in the market. "One of their children ended up with a plaster cast and that sparked the concept of using the company's expertise to create a waterproof cover that allowed the child to swim and bathe. Years of intense research and development followed – resulting in Bloccs, PDM's first consumer product, being launched in 2013. Bloccs won their

Supplying a range of waterproof protectors for the medical industries, Bloccs provides award-winning waterproof re-usable arm, leg, knee and elbow protectors. "Snug-fitting and comfortable, the covers allow patients with a cast or dressing to swim, bathe and shower normally – making them an especially big hit with families going on holiday," Hannah continued. "As well as Bloccs, PDM offers contract manufacturing services to a range of clients in the medical, military, veterinary, automotive, fire safety and marine sectors. The company has recently made significant investment in robotic machinery and energy efficiency."

As well as its own Bloccs product range, PDM has high volume production facilities that can provide rubber contract manufacturing and product development services for clients internationally and its manufacturing is certified to ISO 9001.

A useful innovative product for patients recovering from injuries that require casts and dressings, Bloccs' waterproof protectors enables users to protect their cast/dressings while not affecting their washing, bathing and showering routine. The protectors can also be used for swimming purposes.

"Bloccs' unique design and highly effective watertight seals have made the product range a firm favourite with medical practitioners, pharmacists and customers in more than twenty different countries. They have also resulted in two Queen's Awards for Enterprise – the first presented to PDM in 2016 for innovation and the second in 2019 for sustained growth in global sales."

Bloccs waterproof protectors have been recognised for their outstanding protection for casts and dressings, and they are now available on UK prescription. "The company works closely with hospitals and pharmacies to provide information for patients. Bloccs waterproof protectors can be purchased from major online retailers like Boots.com and Amazon."

Offering an array of options in terms of sizes, the protectors are available for both adults and children internationally who have a cast or dressing that needs to be kept dry. Notably, Bloccs is credited worldwide with being a necessity in saving family holidays because users are able to swim, shower

and bathe normally.

"The re-usable arm, leg, elbow and knee covers are easily pulled on at home – enabling adults and children with a broken limb or other injury to swim, shower and bathe as normal," Hannah stated.

In terms of recent developments for the company, Hannah told us that, "The success of Bloccs has led to significant growth in terms of staff numbers and turnover and large-scale investment in new energy-efficient machinery. The company is planning major expansion into new international markets."

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

T +44 (0)1454 318197
info@bloccs.com
www.bloccs.com



International Disaster Response Expo 2019 Review – Top Exhibitors

International Disaster Response Expo 2019

International Disaster Response Expo (IDR), held at London's Olympia from 3-4 December 2019, is the only global showcase uniting the humanitarian aid & disaster relief communities to debate, innovate and deliver relief to areas affected by crisis and conflicts.



Taking place alongside International Security Expo for a second time, this two-day free-to-attend event featured a high-level conference and capability workshops surrounded by an exhibition of specialist equipment and services in the disaster response arena.

With equipment and technology critical to many disaster response scenarios, International Disaster Response Expo showcased an exhibition of the latest specialist solutions and innovations that make responders tasks possible and hopefully easier.

Given the changing nature and growing frequencies of disasters, the IDR conference brought together influential industry leaders to discuss the

key challenges and trends in the sector. Visitors could benefit from expert advice which they were able to take away and implement into their response programmes.

The workshops showcased the latest products that are shaping the future of humanitarian aid and disaster relief. Reflecting on operational practice and development needs, attendees learned about the tools, training and techniques to improve the efficiency of emergency aid.

The International Disaster Response Expo will return to Olympia London from 2-3 December 2020. This is our pick of the best exhibitors from last year's event, listed here in alphabetical order: Berwicks & Hippo Multipower. Further details can be found on this page.

www.internationalsecurityexpo.com/international-disaster-response-expo

The Hippo All Terrain Support Vehicle



The Hippo All Terrain Support Vehicle (ATSV) has four key characteristics that make it ideally suited to supporting emergency service and disaster relief operations in difficult terrain.

Payload

The ATSV can carry 750kg of cargo on the rear deck; in addition to a driver and passenger. The vehicle can also tow 2,000kg. For remote firefighting this would allow the ATSV and trailer to deliver over 2,000 litres of water.

Mobility

The ATSV is amphibious and can cross the most demanding terrain such as mountains, moorland, bogs, etc. For deep snow and soft sand, it can be fitted with a track kit. The ATSV can deliver equipment and supplies to communities cut off by flooding when conventional vehicles could not reach them.

Exportable power

The ATSV has a 5 kW generator which can export power at 24VDC, 110AC or 230AC. This allows it to power pumps, fire fighting equipment, charge batteries, power lighting, etc.

Optional robotics

The ATSV can be operated by remote and/or autonomous control. This allows it to deliver mission essential equipment to high risk environments without exposing the operator to danger.

The Hippo ATSV will be on display at the Emergency Services Show.

Contact: Rob O'Connor, International Business Development

M +44 (0)7850 971558
hippoBD@hippomultipower.com
www.HippoMultipower.com

Berwicks: Building capabilities that count

Berwicks have a proven track record of building capability and confidence in some of the world's most complex businesses.

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Berwicks consultants are as well-informed as they are well liked. They have the experience and aptitude to excel in challenging circumstances – and an intuitive understanding of how to help others do the same. Grounded and good humoured, our team are known for making the process as enjoyable as it is productive.

Our approach blends agile thinking with incisive advice. We deliver maximum impact in the most efficient way, earning a reputation for staying focused on the end result no matter what.



Berwicks

Our results revolutionise everything from response to performance. Berwicks is in the business of transformation. We redefine the way organisations think and work, leaving our clients more knowledgeable about themselves, more empowered and more effective.

Specialising in high risk, high hazard and complex businesses, we give our clients the capabilities and confidence to thrive in an unpredictable world.

M +44 (0)7741 873696
info@berwicksconsultants.com

Five shows, one event

The Farm Business Innovation Show has closed its doors for another year, but that doesn't mean it's over yet...

Held at Birmingham's NEC from 6-7 November 2019, Farm Business Innovation 2019 was co-located with the following events: Holiday Park & Resort Innovation 2019, Family Attraction Expo, Country House Business Innovation, and Leisure F&B Expo 2019.

The organisers have been blown away by the feedback received from the show, and have put together some stats from questionnaires and emails. Firstly, the leisure, hospitality and tourism shows altogether welcomed 17,890 visitors, which was a massive 27% increase from last year!

Out of these attendees, 90% are looking to attend the 2020 show. This comes as no surprise when you consider that 70% of visitors said meeting exhibitors was the most beneficial element of the event.

When it comes to exhibitors, over 96% have said they are happy with the diversity of the visitors, bringing new business opportunities and leads. In fact, 78% of visitors purchased from exhibitors at the show, and many of the exhibitors confirmed they'd be doing further business



with potential buyers post show. Due to this, 90% of exhibitors re-booked for 2020 on the days of the show!

The show and its co-located shows return this year to the NEC, Birmingham, from 11-12 November 2020. This is our pick of the best exhibitors from last year's show, listed here in alphabetical order: Alan Rogers, All Good in the Wood, ArcCan, BCP Caravans & Caravan Park Electrical Services. Further details can be found on this page.

www.farmbusinessshow.co.uk

Made for shade

ArcCan is a leading fabric architecture solutions company that specialises in the design and supply of high quality shade structures for residential, commercial and education sectors.

ArcCan manufacture and supply architectural fabric structures, shade sails, awnings, gazebos and retractable pergolas that provide sun shade and shelter from weather conditions such as rain and wind. The company provides a full comprehensive service including design, structural engineering, manufacture, installation and aftercare.

With a growing global presence, ArcCan has designed, engineered and installed its structures worldwide. Delivering a bespoke, personalised service, the company ensures that no solution is the same and is devoted to creating the right solution to meet its customer's needs.

Working with many different sectors, ArcCan has created solutions for a multitude of different projects including commercial and military aircrafts, beaches, restaurants, holiday parks, hotels, retail, homes, schools and many more.



Creating not only high quality reliable products, but also aesthetically pleasing designs that optimise the use of geometric shapes through its high quality, fully engineered tensile fabric structures; ArcCan's solutions illuminate sophistication.

For any more information, please see the details below.

T 01444 450454
www.arccan.com

Introducing the Escape by purepods

This is a unique glamping design built by artisans in the Forest of Dean, using locally sourced Oak, Sycamore and Sweet Chestnut. Sustainable, durable structures with the stability and strength of traditional carpentry and construction.

Escape pods are unique, with a free-flowing feel and finish that only natural wood and hand construction can create. The welcoming design and cosy atmosphere help your guests to enjoy a fantastic glamping experience that they will want to return to again and again. The Escape by purepods can be



located on any accessible ground, and constructed either on or off site.

The self-contained pods include sleeping, sitting and kitchen areas, with a wood-burner for heat and cooking, and integrated



lighting supplied by solar panels and inverter. Designed by award-winning craftsman, Eon Graves, and constructed by artisans at All Good in the Wood, England.

Purepods have created this stunning and sustainable solution for farms and landowners to expand their businesses into the highly profitable glamping market.

M 07851 931261
info@allgoodinthewood.co.uk
www.purepods.co.uk

Are you looking to develop a small camping site?

Often landowners dipping their toe in the water regarding land diversification are looking to develop a small 5 pitch camping site. Over the years Caravan Park Electrical Services (CPES) has supplied hundreds of landowners with 5CL electrical connection units, designed to get them up and running in the touring caravan and motorhome market.

These products are designed to be easily installed by your local electrician. CPES is happy to give design advice and liaise with your electrician if required. For larger developments, we can offer a complete design and installation service, taking advantage of the vast experience we have available from our many years of experience within the



holiday park sector.

CPES Ltd was formed in 1982

in the small market town of Spilsby in Lincolnshire. Over the years the product range has expanded enormously and CPES has been at the forefront of innovations, designing and developing product for both the UK and vast European holiday and caravanning markets.

This has ranged from the humble camping control unit for tenting holidays in Europe to wireless computer-controlled metering systems, allowing you the freedom to monitor and control the consumption of electricity and other utilities at each pitch.

If you want to know more about our products and services, please call us on 01790 753153 or email: sales@cpes.co.uk or visit: www.cpes.co.uk

Alan Rogers: We know camping

Since 1968 the team at Alan Rogers have produced a series of annual guides comprising 'independently inspected and selected' campsites in over 30 countries throughout Europe. Furthermore, we have become renowned for the provision of offline and online B2B advertising services for campsites and businesses wishing to attract customers from all European markets.

We've been inspiring campers, caravanners and motorhome owners for over 50 years, and for many of our customers we're the go-to destination when researching their next camping adventure.

Our product range includes an annual European campsite guide, containing verified reviews of over 400 of the best campsites in Europe. A variety of smaller themed guides supports this publication.

Our bi-annual outdoor leisure and lifestyle magazine, 'Destinations' is distributed to over 10,000 readers at the February and October camping, caravan and motorhome shows in Birmingham.

The Alan Rogers website receives around 2 million visits a year and offers multiple advertising opportunities, including website listings, sponsored content and advertisements. Advertising opportunities exist in all the above products and publications, with campsite listings starting from only £300.

For more information and pricing, visit: www.alanrogers.com/advertising or email: trafficking@alanrogers.com



Marketing Services
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Since 1968 Alan Rogers has produced a series of annual guides containing "independently inspected and selected" campsites - covering over 30 countries throughout Europe.

Moreover, the business has become renowned for the provision of offline and online B2B advertising services for campsites and companies wishing to attract customers from European markets.

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or call us on 01580 214 052

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Delivering the healthcare of the future



Business and Industry Today is proud to announce that Catfoss has been selected as our Healthcare Construction Company of the Month. As a family-run business established over 30 years ago by Andrew Foreman, Catfoss has grown and developed significantly over the last 15 years, and is now run by Andrew's eldest son, Ben Foreman.



Ben and Daughter, Darcey Foreman

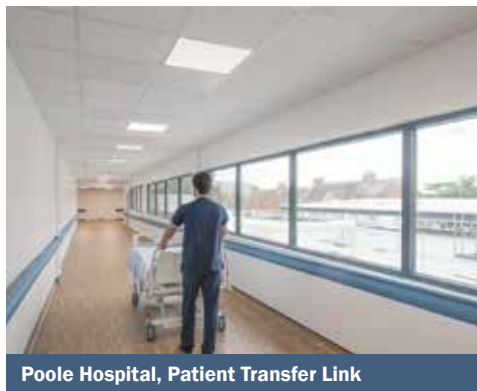
With a head office in Beverley, East Yorkshire and various satellite offices established across the country, Catfoss offers turnkey

construction and delivery of healthcare buildings, predominantly through the use of offsite construction methods. These solutions include concept and project feasibility, planning and design, site enabling works, groundworks, superstructure, construction, internal architectural and clinical fit out. Catfoss also offers fully funded turnkey development solutions should capital be limited, subject to building application and use, which can often be cost neutral to the end user and in some cases can provide a capital contribution to the trust.



Colchester Hospital Entrance Opening

"We treat each new enquiry as the start of a long term partnership to deliver an effective cost and time efficient service to the NHS," Ben Foreman explained. "We pride ourselves on an open and agile approach to each individual enquiry, listening and truly understanding the estate's challenges before proposing any solutions. This ensures the service we offer fits within the existing strategy for each trust and provides a real solution, rather than creating further challenges."



Poole Hospital, Patient Transfer Link

On most occasions, the NHS trusts have a space problem or an issue with the condition and suitability of its existing estate. Because of referral within the NHS and the rapidly growing reputation of Catfoss as sector experts, the company is regularly engaged at the very early stages of schemes to assist with understanding issues and to be part of the team developing a resolution. This is often before the extent of the problem or the potential requirement is known. In response, Catfoss quickly deploys its resources, sharing its wealth of knowledge and expertise to find the most time and financially efficient solution, while keeping the interruption of the day to day running of the hospital to an absolute minimum.

"Why are we different? We believe in supporting the NHS estates team to come up with a strategy that works for them, which often presents its own challenges to us. All of our buildings and schemes are developed in tandem with the onsite teams and existing supply chain. This ensures our bespoke solutions are built and delivered to meet the NHS' ever evolving needs, and it is why we are fast becoming the supplier of choice for being actively involved in the long term estates strategies at multiple NHS trusts throughout the UK."



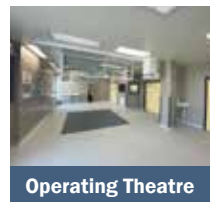
Colchester Hospital, New Main Entrance

Certainly, over the last 30 years, Catfoss has gathered a wealth of experience in delivering varied schemes across multiple sectors, and in recent years has developed a keen focus on providing healthcare solutions for the NHS, including surgical units, radiology and imaging buildings, ward accommodation, A&E departments, front entrance/retail schemes, outpatients departments and administration buildings, to name a few. To reinforce its commitment to maintaining the NHS as its primary sector, Catfoss has made strategic recruitments across key departments in order to support the growth of its healthcare construction operations.

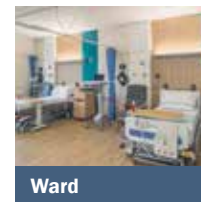
Most recently, Catfoss completed a £20.0m + project for Burton Hospital. This took 14 months from start to finish, including the design phases, and delivered a 28 bed ward including four isolation suites, two operating theatres, two separate x-ray facilities, urology and breast screening clinics.



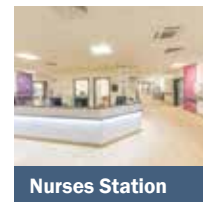
Queens Hospital Burton, Treatment Centre



Operating Theatre



Ward



Nurses Station



Paul Brooks (MSc), Director of Patient Experience, Estates and Facilities Management, commented, "Catfoss were appointed as a contractor but quickly became a crucial partner in delivery of this new facility; this was 100% the right choice of company and they are now an integral part of the team delivering the Trusts 5 year estates strategy."

"The customer is at the centre of everything we do. It is only by listening, understanding and working collaboratively with the onsite teams to develop the right solution that we are able to meet our clients' exact needs. Our mission is to become the obvious choice and recognised provider of healthcare buildings throughout the NHS and the UK healthcare sector regardless of their intended use," Ben concluded.



Ben Foreman with James Chadwick, University Hospitals of Derby & Burton

Moving forward, Catfoss will be continuing the development of its solutions to create further growth in the healthcare sector. "We are keenly focused on enhancing the already enviable reputation we have gained within the NHS and healthcare sector by helping more estates teams throughout the UK, for trusts that are yet to experience the benefits of working with Catfoss as a delivery partner," Ben explained.



Last year, Catfoss exhibited an actual NHS ward/single bed set up in a single module at IHEEM/Healthcare Estates, which gained a highly positive response from those within the sector and the media. As a result, Catfoss has taken an extended presence at IHEEM/Healthcare Estates 2020, including becoming a main event sponsorship partner, to enable the company to showcase more aspects of its work in the sector.

If you would like to find out more information on everything Catfoss has to offer, and how it is transforming the future of healthcare estates, head to the website or get in touch using the contact details below.

T 01964 542225
contact@catfoss.co.uk
www.catfoss.co.uk

Decorex International sees a 10% rise in visitors

Decorex International's 42nd edition was its most exciting yet, with thousands of visitors flocking to the most important show in the UK's design calendar. Debuting at Olympia London from 6-9 October 2019, its new home in the heart of the capital, this year saw a 10% rise in visitors across the four day spectacle.

Over 400 of the world's top design talents showcased everything from hand-painted wallpapers and printed fabrics to bespoke furniture and conceptual lighting. Visitors could preview the latest launches from leading brands including Arte International, Hästens, Beaumont & Fletcher, Bert Frank, Dedar, Devon & Devon, Ferreira de Sá, Lincrusta, Nicholas Haslam, Officine Gullo, Rose Uniacke, Tom Faulkner, Thibaut, Vaughan and Villaverde.

Environmental responsibility was central to this year's edition, with Decorex finding new and innovative ways to put the environment at the heart of luxury design. Nowhere was this more evident than in the VIP room, created by UK interior design studio, Harding & Read. The team worked closely with suppliers, including Vinterior, Matthew Cox, Christopher Howe, British Standard and Farrow & Ball, to encourage a conscious approach to consumption. Mindful of the lifecycle of furniture and fixtures, the studio chose vintage and reclaimed pieces where possible. Each and every piece that featured was given the opportunity to find a new home after the show,



with an online auction that raised £14,300 for Emmaus – the charity working to end homelessness.

Decorex International will return to Olympia London from 11-14 October 2020. This is our pick of the best exhibitors from last year's event, listed here in alphabetical order: Ateliers C&S DAVOY, Davenport Original Ltd, Mini Moderns & Victoria Gayle Interiors. Further details can be found on this page.

Contact
www.decorex.com

Ateliers C&S DAVOY

Sharing our common passion for the unique and exceptional, that's what we do.

The unexpected, the chance, the irrational, these are our guiding lights. Classical or eccentric, the spirit of our amateur's Cabinet will always be out of the ordinary. Inspired by the 18th and 19th Century's cabinet, influenced by nature, history, science and technology, our collections always invite you to dream and emotion.

They only have one goal: bringing you to amazement. This is our universe, which knows no limit. We touch upon the extraordinary and the sublime, throughout different styles and periods.

Our cocktail is composed of respect of traditions, constant attention to excellent craftsmanship and to ethics, plus know-how and technical innovation. Add a pinch of magic, some talent and a lot of work, and you get... the unique and authentic collections that we are known for throughout the world.

Bon voyage.



"We are what we repeatedly do. Excellence, then, is not an act, but a habit." – Aristotle

ateliers-csd.info@orange.fr
www.ateliers-csd.com

Beautiful furniture built to last

Based on the edge of the Lake District, Davenport Original Ltd is a design and manufacturing practice specialising in designing and making contemporary furniture, lighting and homeware that is built to last.

Working with a diverse customer base, including private clients, designers, architects, retailers and manufacturers, Davenport Original Ltd produces pieces using hardwoods, metalwork and concrete, boasting the facilities to machine and manufacture this entire range of materials.

From its custom-built workshop, Davenport Original Ltd offers creative solutions based on a practical knowledge of a wide range of materials and their applications. The company works with these materials using its expertise to produce high quality, well-made pieces



that exceed its clients' expectations.

As a family-run business, the company was formed from a combination of innovative ideas and expert knowledge, a foundation which continues to support the company to this day. Indeed, Davenport Original Ltd has a passion for collaborations with its customers, in order to create individual and bespoke pieces for home living and architectural projects.

If you'd like to find out more information on everything Davenport Original Ltd has to offer, head to the website or get in touch using the contact details below.

Contact
T 015395 60630
info@davenportoriginal.co.uk
www.davenportoriginal.co.uk

Victoria Gayle Interiors

Victoria Gayle is an experienced upholsterer and curtain maker in Kent offering bespoke furniture, a reupholstery service, made to measure curtains, blinds and soft furnishings.

All new furniture is manufactured over solid beechwood frames which are made locally, and then all pieces whether new or restored are upholstered using the best materials and with careful attention to detail. Our friendly staff are on hand to advise about fabric & colour and you can choose from our vast array of fabric samples.

We have many years' experience and an invaluable knowledge of upholstery styles and fabrics and can undertake orders from a small chair or footstool to large sofas or complete suites.

We design and manufacture bespoke furniture including chairs, sofas, headboards and more and all can be made to your design and specification. We work for many top London-based interior designers and have featured in magazines such as Elle Decoration and Your Home. Our friendly staff are always on hand to assist you in the best choice of upholstery, wood or fabric to match your interior design needs.



Victoria Gayle Interiors also creates made to measure curtains & blinds and we offer a friendly & professional fitting service.

Unit 15, Rows Yard, Manston, Kent CT12 5FA
info@victoriagayleinteriors.co.uk
www.upholsteryandcurtains.co.uk

Mini Moderns

Often described as 'a cult Brit homewares brand', Mini Moderns was established in 2006 by London based designers, Keith Stephenson and Mark Hampshire, and specialises in applied pattern, primarily focusing on wallpaper and fabrics. Sharing a passion for social history, their work is informed by music, literature and travel, leading them to describe their signature style as 'pattern with a story'.



Their initial wallpaper collection was snapped up by Heal's and the brand has gone from strength to strength ever since, with the entire Mini Moderns wallpaper collection now retailing through John Lewis, and via specialist stockists around the world. A raft of licence deals over the past 10 years has extended the brand across ceramics, enamelware, stationery and home fragrance.

Mini Moderns produces in the UK whenever possible, developing long-standing relationships with its manufacturing partners. Its wallpaper carries excellent eco credentials, being printed in the UK using water-based inks on substrates sourced from FSC certified forests. In addition, the print process uses energy from renewable sources.

Mini Moderns also works on specialist commissions in the museums and culture sector, collaborating with organisations including Southbank Centre, National Theatre, Manchester Art Gallery, London Transport Museum, Turner Contemporary and Museum of London.

Contact
info@minimoderns.com

mini moderns

.....

All our wallpapers are printed in the UK using water-based inks on substrates sourced from FSC certified forests.

Our print process uses energy from renewable resources.

info@minimoderns.com

VICTORIA GAYLE INTERIORS

info@victoriagayleinteriors.co.uk

Parasoft partners with HackEDU – Focus on Cybersecurity

Parasoft, the global automated software testing authority since 1987, recently announced its partnership with HackEDU, an interactive cybersecurity training company. This new partnership will allow organisations to train their developers and testers on the latest threats and mitigations for modern secure software development.

Parasoft offers the best in class Static Analysis Security Testing (SAST) solutions, and HackEDU provides innovative hands-on secure coding training covering the latest technologies and threats. Coupled with Parasoft, teams



Source: Pixabay/ GAltman

now get the benefit of HackEDU's training directly related to the security issues they are working on, right at the moment it's needed.

According to Parasoft, the reason why the industry has insecure software today is that most software developers don't

understand the principles of application security. Parasoft provides the tools that testers and developers need to secure their software. The partnership with HackEDU brings vital training and knowledge to teams, giving them the necessary skills to harden the application against today's threats.

The community relies on training and tools for a secure software development lifecycle. Making hands-on, interactive training available inside the tools is the most effective way for a team to address their security challenges.

sales-uk@parasoft.com

Parasoft brings AI innovations to embedded development

Parasoft, the global leader in software test automation for embedded development, brings innovations in the field of AI and machine learning to embedded developers as part of the new release of Parasoft C/C++test. It is the most comprehensive C/C++ development testing solution on the market for embedded safety and security. With the new release of Parasoft C/C++test, which includes a sophisticated dashboard which is adaptable to specific rules, embedded developers will benefit from augmented workflows that leverage AI and machine learning to boost efficiency.

Static analysis, although widely accepted as necessary to produce safe and secure software, has always been challenging because of the large number of development hours required to sort through static analysis warnings. Parasoft is releasing new functionality to make it easier and faster for developers to sort through static analysis findings using AI and machine learning, changing the status quo for the embedded industry.



Unit testing, although required in safety-critical industries, can also present challenges as it is difficult to create tests that cover the whole codebase. To reduce this complexity, Parasoft is providing developers with new technology that leverages advanced heuristics to make unit testing easier.

sales-uk@parasoft.com

Occupational Therapy Show Review – Top Exhibitors

What an incredible couple of days!

The Occupational Therapy Show was held at Birmingham's NEC from 27-28 November 2019. The organisers thanked all of the delegates, speakers, exhibitors and sponsors who attended the 2019 show – once again THEY created THE show for inspirational Occupational Therapists to discover, learn, celebrate and shape the future together.

With amazing keynotes, 7 theatres of content, insightful speakers and a trade floor jammed packed with the latest technologies, products and solutions for clients, the

2019 show had something for everyone. If this year was anything to go by, visitors and exhibitors alike will want to make sure they come back in 2020 for what will be another fantastic conference for the OT profession.

With a bustling trade floor comprising more than 300 manufacturers and suppliers, this free exhibition was the ideal place to source the latest and greatest products on the market. Whether visitors were looking for innovations to streamline their daily processes, advanced new skills to

enhance their treatment provision or expert advice to take the next step in their career, they had it all at the Show.

The Occupational Therapy Show returns to Birmingham's NEC from 25-26 November 2020. This is our pick of the best exhibitors from last year's event, listed here in alphabetical order: Aergo, Leighton, Steeper Group & Trekinetic. Further details can be found here.

www.theotshow.com



Trekinetic

Trekinetic is not like most other wheelchair manufacturers. Trekinetic believes that wheelchair users deserve the same access to our planet as everyone else and has challenged decades of conventional wheelchair design with its unique three-wheel drive system and carbon fibre seating system. Utilising its previous experience working in Formula 1, Trekinetic has created both a manual and power version of its flagship all terrain wheelchair that is as practical as it is striking.

Comfortable enough to use all day and capable of handling pretty much any terrain on the planet, Trekinetic wheelchairs are designed for those who refuse to let their disabilities get the better of them and don't like being told where they should or shouldn't go. At 34kg, the Trekinetic GTE powerchair is one of the lightest on the market and easy to fold down and fit into a regular sized vehicle, without the need for a WAV. With two international patents and a unique seat lining for children, the Trekinetic K2 and GTE can be used by almost anyone... anywhere. With a growing team and global distribution network, trying a Trekinetic wheelchair is now easier



than ever. Visit: www.trekinetic.com for more information.

info@trekinetic.com
www.trekinetic.com
 Social Media: @trekinetic

Introducing Aergo PS

A neutral posture is essential in maintaining healthy respiration, digestion and upper motor function. Without adequate equipment to maintain a healthy spinal alignment, wheelchair users that spend at least 8 hours a day in a seated position can become uncomfortable and require frequent repositioning from therapists.

Aergo PS comes with a network of pressure sensitive air supports to reinforce better posture, reacting dynamically to how users are positioned. By inflating or deflating separate cells, we achieve a more natural and responsive form of support. Controlled either by the user or automatically, Aergo allows for hands-off support throughout the day, radically increasing independence. Watch Josh's experience with Aergo in the Science Museum here: <https://www.youtube.com/watch?v=5clBMJkFDhM>

The company was founded by Sheana Yu, who grew up with scoliosis due to a childhood accident. She collaborated with Treloars School as a Postgraduate student at Imperial



College London and observed the struggles children with neuromuscular conditions are experiencing with their seating systems. Through working closely with children and their therapists, the idea of Aergo PS was created and soon gained support from James Dyson Foundation and Alder Hey Children's hospital to further develop the technology.

Aergo is currently in the final stage of development but is taking pre-orders via the website, please register your interest at: www.aergo.co.uk or email: hello@aergo.co.uk for more information and one of the team will get back to you within 24 hours.

human. by leighton

Say hello to human, the online employee onboarding platform which introduces new recruits to their new place of work as soon as a job offer is accepted, delivering the essential pre-start date paperwork sharing guidance and company procedures. human can outline expectations and introduce a buddy – all measures proven to reduce the anxiety associated with starting a new job.

human really comes into its own when you look at the time it can save on pre-boarding admin; the team are confident customers will see an 80% time saving in 90 days.

Research undertaken by the human team highlighted 37% of HR professionals ranked the time spent doing paperwork as their number one pain point.

human provides a clear and customisable compliance audit trail for when it comes to evidencing new starters have been issued with all the documentation they need.

The platform is also customisable, therefore aligning the look and feel to the brand to help boost the employer brand right from the start.

human does the admin jobs you hate and gives you control of your onboarding.

Get in touch for more information at: www.wearehuman.hr or call +44 (0)191 305 5140.

Steeper Group approaches 100 year anniversary

With a history stretching back almost 100 years, Steeper Group's mission is to create turning points that empower patients, customers and our people, by delivering world-leading technologies and products, alongside responsive clinical services, across the fields of prosthetics, orthotics and assistive technology – fundamentally enhancing people's lives.

A family business founded in 1921, Steeper began fitting and measuring prosthetic arms to help improve the lives of veterans returning from the war. Today, Steeper has grown to be a global business with a dedicated assistive technology division seeking to ensure that everyone has the right to reach their full potential, helping to empower individuals to take control of their environment and reduce their reliance on care. Through the latest technologies and



comprehensive range of services, our experienced engineers and product advisors are here to guide you through state-of-the-art devices and innovative systems that will help put you in control of your environment.

One of the highlights of the assistive technology calendar is The Occupational Therapy Show,

and the team were excited to exhibit the latest in-home control innovations, talking to delegates and raising awareness on the impact that these devices can have on the lives of people across the UK.

For more information on Steeper Group, please visit: www.steepergroup.com

PFS & EML payments primed to assist governments & NGOs

On 13th March 2020, Prepaid Financial Services (PFS) along with EML Payments (EML) stated that it is strategically positioned to help local and central governments and non-governmental organisations with the distribution of payments as the world battles the global COVID-19 pandemic.

Lee Britton (pictured), CCO at PFS, expressed, "This is a time for international governments, NGOs, businesses and communities to pool their resources to problem-solve during this unprecedented time in history. The PFS team is



at the ready to help governments and organisations as they strive to combat this serious health crisis and we have extensive experience in humanitarian relief globally.

"Alongside the other group companies within EML Payments, we have capabilities to provide relief services in North America and Australia and elsewhere."

Discover more about PFS' next-generation payment solutions today and contact us with any requirements at: assist@prepaidfinancialservices.com

PFS closes deal to complete acquisition by EML

Prepaid Financial Services has recently finalised its acquisition by EML and has become part of a listed entity, EML Payments. PFS/EML is now one of the largest prepaid FinTech enablers in the world. This deal was approved by the financial regulators in the UK and Ireland.

Against the background of the current global Coronavirus situation, the terms of the original deal worked out in November 2019 were renegotiated in recent weeks.

Noel Moran, CEO at PFS, noted, "Our original deal was on track to close, until recent weeks, when COVID-19 started to have an impact on global stock markets. With share prices plummeting around the world, the value of FinTechs was

similarly affected. Luckily, we had built a solid, profitable business over the past 12 years thanks to the dedication of our entire team. In light of the current worldwide business reality, I believe we have achieved a great result for everyone involved. We are eager to play a pivotal role in complementing EML's sizeable international and diversified electronic money portfolio."

**sales@prepaidfinancialservices.com
www.prepaidfinancialservices.com
www.EMLpayments.com**



14 steps to make any business more diverse and inclusive

By Valerie Moran of PFS, a FT 100 BAME Leader in Tech

Diversity and inclusion topics took center stage ahead of the recent 50th annual World Economic Forum gathering at Davos 2020. World Leaders were joined by delegates at the annual think tank in Switzerland. Startling figures from the World Economic Forum suggest it could take 99.5 years for the world to bridge the current gender gap.

It's difficult for me not to feel a responsibility toward the fintech sector's statistics as a FT 100 BAME leader in tech in the U.K. The latest performance indicators in the industry from RBR London show that in Europe, spending has grown to €3.9 trillion annually on payment cards, the industry in which my company operates. The UK, France and Germany lead the growing tendency toward these digital payment methods. I expect growth like this will come with a growing number of business development and employment opportunities for women in financial technology.

Let's not wait almost a century for real progress. These are the steps I followed to hire more women and ethnic minorities.

1. Implement a "come to work as you are with no labels" mentality across every level of the enterprise and get all departments involved.
2. Fintechs worldwide should recognise that, as Deloitte explains, diversity and inclusion statistics are not where they need to be in the sector. Encourage boards to change their thinking on this topic to enhance your company's competitive edge.
3. Choose employees based on their qualifications and never based on skin colour or the nature of any diversity.
4. Encourage and recognise the differences among your employees.
5. Open your mind to the idea that diversity can be good for business: 2017 McKinsey research found that "companies in the top quartile for gender diversity on their executive teams were [21%] more likely to experience above-average profitability than companies in the fourth quartile."



6. Create an environment where cultural variety and neurodiversity are celebrated and where diverse teams can share their ideas.
7. Cultivate a collective mindset, vision & passion for your industry as personal strengths in your company.
8. Truly wish to see more inclusion in the world.
9. Nurture change, and avail of every opportunity to get your message to a wider audience. I have found speaking engagements to be an excellent way to spread messages as, invariably, there will be several journalists in the audience who will report on the event.
10. Always start with education and implement robust training modules in the organisation around diversity and inclusion.
11. Treat diversity as a growth strategy. I've observed a direct correlation between an enhanced presence of diversity and inclusion and an increase in revenue year over year.
12. Encourage the next generation of change makers in society and the government to make their world a more equal place.
13. Consider why minorities may not be in high-paying jobs and what you can do about it.
14. Encourage and give your support to mentoring programmes, and allow different departments to become involved. This has been a hugely rewarding experience for me since I heavily implemented this model in 2017.

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Hospitality & Catering News

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Aqua British puts the lid on half measures in sustainable packaging

Sourced from the purest Herefordshire spring water, Aqua British will appear on UK shelves this month. And thanks to BVG Distributors, the entire pack will be fully biodegradable – and that includes the cap and the label.

This month a new brand hits the shelves. Aqua British arrives in the UK and is a game-changer for the bottled water market, helping consumers make an environmentally conscious choice. And thanks to a massive investment by BVG Distributors Limited, an international leader in sustainable packaging, the packaging is fully biodegradable – a huge step for the sector. Brands label their bottles sustainable, but the actual labels belie their claims. In the UK, so far, no bottled water has been packaged in a way where the labels and lids – accompanying every single bottle of consumed water – are biodegradable.

Sustainable challenger

This is not the case for Aqua British, a Herefordshire-sourced spring water, which is in a bottle that (including caps and labels) is made primarily of plastic-free sugar cane. The packaging is biodegradable, 100% fully compostable, and made with a revolutionary technology that uses no oil. Aqua British offers the one environmentally sound packaging solution that is not a half measure.

As an ever-growing number of people are becoming aware of the risk that plastic pollution



poses to the environment, UK consumers' expectations become higher – they demand more from their packaging. The UK uses 13 billion plastic bottles every year, of which only a part is recycled. The majority of this number is made up of bottled water. As its consumption has doubled over the last 15 years and continues to grow, UK consumers now drink as much as 7.7 billion bottles of water every year.

The Ellen Macarthur Foundation

The Ellen Macarthur Foundation, a UK-registered charity that aims to help build an economic system eliminating waste, reported on plastic usage. It called for “creating materials and formats that

reduce the negative environmental impact of plastic packaging leakage.”

With Aqua British able to provide such a solution for the plastic pollution crisis, BVG Distributors are now making a push to produce millions of bottles every year, and make Aqua British available all across the UK in shops, supermarkets, and in the hospitality industry. Aqua British aims to be the number one affordable solution to the UK customer, who is looking for no compromises when it comes to eco-friendly bottles.

Quality Product

Aqua British is a high quality English spring water,

sourced from the Berrington spring, located on protected land in the heart of Herefordshire in the West Midlands.

The unique geology of seven different layers of sandstone below the spring that the water filters through gives Aqua British its smooth and crystal clear qualities.

This refreshing spring water, in addition to being an eco-conscious and fine-tasting choice, is also a healthy one: its balanced mineral content and neutral pH value of 7.8 makes it particularly fitting for everyday consumption.

As shops make space for Aqua British on their shelves, its distributor is making a commitment to underline its dedication to making a stand against the environmental crisis: BVG Distributors pledges to spend every four pennies from the price of every bottle of Aqua British sold on planting trees and financing needed bio waste bins across the UK.

Get in touch

For placing an order or to become distributors of this unique brand, please use: sales@aquabritish.co.uk – for a fast response to other enquiries, please contact us at: info@aquabritish.co.uk

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Quartix mid-Wales office opening

Powys-based international vehicle tracking supplier Quartix, is excited to announce that it has relocated its Newtown



headquarters. After almost fourteen years based at the town's Chapel Offices, and five years holding a secondary location in the area, the whole of Quartix's operations in Mid-Wales are now under one roof in a new purpose-built space in the heart of Newtown. Formerly the Ladywell Shopping Centre, the new headquarters will house approximately 120 employees and features a private car park for staff and visitors, plus bicycle storage facilities.

With continued growth in the UK market, Quartix expanded to operate in France in 2010 and the USA in 2014. In the last eighteen months the company expanded further into Europe, offering its services in Spain, Italy, Poland and Germany. A larger head office and set out to find a single building to house all its Newtown operations.

Following a chance meeting with the Managing Director of Evabuild, Nick Evans, a potential office space was identified. Over the last twelve months Quartix and Evabuild have been working closely together to turn the former supermarket into a modern, purpose-built office space to house all Quartix's Newtown-based staff with additional room for expansion.

To mark the occasion, Quartix invited staff and associates to celebrate and raise a toast to the new office – with the help of surprise celebrity guests, Craig Williams MP, and Welsh rugby legend Ieuan Evans MBE.

T 01686 806663
www.quartix.com/en-gb

High quality sanitation products

Based in Fenny Crompton, Warwickshire, Lee Sanitation Ltd has over 30 years of experience in the sanitation business. Having started out in the leisure marine market, the company has now expanded into sewage pumping installations & commercial, domestic & industrial equipment.

Close to major transport links, Lee Sanitation Ltd's warehouse is 6,500ft² and holds an extensive range of products. The company's LeeSan brand of high quality products is available from their stock, keeping a range of spare parts and accessories from all major manufacturers. In fact, the LeeSan online store is the largest single source of marine sanitation equipment, parts, and service kits on the internet. What's more, many of the products on the website show recommended accessories, which have been carefully selected to enhance the performance and longevity of a customer's sanitation equipment.

Since its inception, the company has built a solid reputation of fast, efficient and friendly service, making them the number one choice for sanitation solutions for a growing number of industries. Indeed, Lee Sanitation Ltd is not just a supplier of its LeeSan branded high quality products; the company boasts staff who are highly experienced in



design, manufacturing, technical support and maintenance, ensuring its customers are expertly looked after.

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Armstrong Ceiling Solutions wins ISO 45001

Armstrong Ceiling Solutions' UK manufacturing facility has successfully migrated – in super-quick time – to ISO 45001 for its Occupational Health and Safety Management System.

The migration, which took the mineral tiles business nine months when it can take a couple of years, took place when some corners of the safety industry are changing as well as during a period of unprecedented change for the business.

Now approved internationally to BS EN ISO 45001:2018 (certificate number 517640) for the manufacture, storage and distribution of ceiling tiles and panels for use in suspended ceiling systems, certification is a feather in the cap for the production facility at Team Valley in Gateshead.

While some processes under the former OHSAS 18001 certification remain the same, such as risk assessments, the new standard has focused on a greatly enhanced participative, collaborative and inclusive approach to Health and Safety management.



At a time when it has seen substantial investment in employees and new equipment on the horizon, Armstrong chose to shift some of its focus from the low-severity, high-frequency slip-and-trip type risks toward high-severity, low-frequency risks such as machine isolation, which if not recognised could result in fatal or life-changing injuries.

The company is also planning the roll-out of a pilot scheme where they created teams of people ranging from shop floor workers to senior management for dedicated areas such as working in confined spaces, emergency preparedness and vehicle and pedestrian movements. They are expected to meet six times a month.

Contact
T 0800 371 849
www.armstrongceilingssolutions.co.uk

Before we started, there was no basement

Situated in Wandsworth, London, the property was just your normal suburban terraced house.

The new owners wanted to create a more spacious home, perfect to entertain in and for family life. SDA Build London were called upon to extend the house in all directions and transform it into a space with a cinema room, bar area and even a gym.

SDA Build London are a team of award winning builders that specialise in refurbishments, renovations and restorations. With almost 100 projects completed, Samir Ene (Sammy to colleagues and clients) and the SDA Build London team are known for their expertise, eye for detail and ability to find workable solutions to unforeseen challenges.

Sammy knew a rear extension would be possible, but limitations in property development in the area meant that in order to achieve the maximum space possible, SDA would have to build downwards. Working with the designers at Ade Architecture, the addition of an entire floor underneath the house was planned.

The centre piece of the extensive basement renovation is undoubtedly the home cinema room. With artisan-built furniture, luxury seating, Dolby Atmos surround sound and 100% sound proofing – the movie experience rivals most cinemas. The



owners also wanted to add a private bar area that could be used as a natural extension of the garden. With no permission to extend the property above ground, SDA utilised the basement conversion. The open design with transparent sliding doors, natural lighting and colour palette of the staircase means it feels like the garden flows in from above ground.

SDA Build London is a building company with a difference... we are a complete property refurbishment company offering a start to finish service, including architectural services, interior design services and of course constructing or refurbishing your dream home.

SDA Build London offers a FREE refurbishment consultation. They'll visit your property, discuss your needs & share ideas & recommendations for your space. Please visit the website to book your consultation.

Contact the SDA Build Team

T 0208 191 7595
enquiries@sdabuildlondon.co.uk
www.sdabuildlondon.co.uk
Architect: Daniel from ADE
Architecture, Designer: Karena Clayton
Main Contractor: BTL



Cleaning & Hygiene News

Connect 2 Cleanrooms offers services for ventilator production drive

Connect 2 Cleanrooms is a UK cleanroom design and build specialist, with nearly 20 years' experience delivering aerospace, automotive, medical device and healthcare clean rooms for the manufacture of precision components.

Its CEO, Joe Govier (pictured), has issued the following message.

"We would welcome any organisation who is looking for a quick-to-production cleanroom manufacturing environment to support the UK Government's efforts to increase ventilator production to contact us.

"We have contacted the BEIS Business Support Helpline to offer our contamination control services and are also reaching out to manufacturers directly due to the urgency of the situation.

"With our agility and expertise in this area, we can help organisations be quick to



production.

"We keep stock of standard size modular cleanrooms and these are offered with optional installation and validation, but also with clear self-assembly instructions and validation equipment, should your site have personnel restrictions in place. Bespoke cleanrooms are also available, with in-house capabilities to expedite the design process.

"We plan to give any organisations looking to support this effort the highest priority and are already ramping up production in support of this industry drive.

"Our cleanroom environments are modular with ceiling-mounted HEPA fan filter units to remove particulate contamination, with no requirement for plant space. This makes them a simple solution to upgrade an existing factory to achieve particle

counts as determined by ISO 14644-1:2015.

"We also offer cleanroom validation services and continual environmental monitoring to ensure clean facilities meet the requirements of ISO 13485, as well as the PPE and cleaning products needed to control particulate and microbial contamination.

"We appreciate this is a difficult time for many, but we have always championed the power of the British manufacturing industry and we truly believe that as a collective we will rise to the challenges that lie ahead."

Any organisations wishing to explore cleanroom facility options further with Connect 2 Cleanrooms are invited to contact Joe Govier, CEO, Connect 2 Cleanrooms Ltd, at: joe.govier@connect2cleanrooms.com or by calling 01524 812899.

Free Manufacturo COVID-19 app

Andea, the developer of the Cloud-based Manufacturo platform, is offering a FREE app to help manufacturing companies better cope with the coronavirus pandemic challenges. The app allows for rapid risk assessment of employee infection risks and can be deployed quickly to all factory workers.

The Manufacturo COVID-19 app was thoughtfully designed to quickly and effectively assess the quarantine needs of employees. The app gathers all the essential information: current symptoms, recent travels, general health, and potentially related disorders, to evaluate employee infection risks. The aim is to help management decide whether workers should be quarantined or not. Thus, giving managers more valuable time to adjust production schedules ahead of time – deciding whether to shut down a plant or to adapt manufacturing with the available workforce, ensuring a safe workplace.

The COVID-19 app is available for FREE. In times of global pandemic and economic challenges, Andea



has vowed to help other businesses handle the crisis and decided to provide it free of charge. To get the app, companies need to register on the Manufacturo website. All sensitive company and employee data is confidential and will not be used by Andea nor shared with any third parties.

To get the app, companies need to register here: www.manufacturo.com/covid19-app

Go green cleaning

The Preparation Group says it is driving the way forward in the cleaning industry.

The company is an award finalist for its Go Green Diamond cleaning pads. From deep restorative floor maintenance through to daily hygiene cleaning, Storm Diamond Pads are washable and re-usable for a more sustainable choice, and double-sided for twice the value. Using just water, the pads offer a chemical-free, cost-effective alternative to traditional cleaning methods.

The Storm Diamond Pads attach to most makes of cleaning machines, burnishers and



scrubber driers. Floors that were previously scratched, stained and contaminated can be expertly cleaned and polished at the same time. Simple to use, they are designed to leave a soft sheen or a

high gloss finish, depending on the grade selected.

Storm Diamond Pads are said to overcome the need to recoat with environmentally unsound waxes or polishes. No more chemical build-up.

As the pads are saturated with billions of microscopic diamonds on both sides and formulated with up to 33% more diamond content than competitor's products, they offer more production per pad. They'll clean thousands of square metres of surfaces, if washed and stored correctly.

Contact
www.ppcgroup.co.uk

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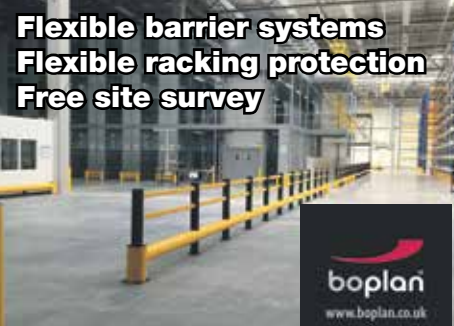


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Agile payment solutions for a Contactless world



Business and Industry Today is proud to announce that Prepaid Financial Services has received our Financial Technology Company of the Year award for its agile and innovative solutions developed in response to the world's ever evolving challenges.

As a specialist in prepaid cards and payments technology, PFS offers flexible and quick to market services, working with national governments, mobile network operators, banks, and global blue-chip organisations. With own label and white label e-money financial solutions, including e-wallets, prepaid cards, and business current accounts, PFS provides complete end-to-end solutions, designing, developing, implementing, and managing each programme.

Moreover, PFS is authorised and regulated as an e-money issuer by the FCA in the UK and has passported its e-money license to enable issuance throughout the EEA region. It is also regulated by the Central Bank of Ireland to allow continued passporting post the UK's total EU exit. This allows PFS to issue prepaid cards, acquire card payments, sponsor money transfers, offer third party payments, issue and manage e-wallets, issue vouchers, and sponsor vouchers and e-money.



PFS is also licensed as a principal member with Mastercard and VISA. Not only does this level of regulation ensure PFS' products and services are credible and of exceptional quality, it is also beneficial to PFS' FinTech clients, who need the regulated side that PFS offers to aid their projects.

"PFS has always been highly innovative," said Marie O'Riordan, Head of PR. "It's at the core of the company, and the past year has been extraordinary for PFS. We're growing each year and increasing profit. More traditional companies have perhaps been more 'slow and steady' in their growth, but PFS has been a powerhouse, remaining robust with rapid expansion, but that's the nature of FinTech. You need to stay up to date with the latest developments,



making sure you're jumping ahead to find solutions to the problems of the moment."

As a reassurance to its customers and the marketplace, PFS recently released a press release in relation to Covid-19 in multiple languages. "We're doing our best to be as sensitive and understanding as possible, and to help people where we are able to," Marie explained. The press release highlights how PFS is in a prime position to help local and central governments and NGOs with the distribution of payments, as we continue to battle the Covid-19 pandemic.

In addition to this, PFS will be releasing a new solution in the coming months to help people deal with the crisis. "Soon we'll be offering a brand new, first to market solution to help families with the costs of the current global pandemic. This is a real example of PFS' agility and intelligence, and ability to quickly respond to a crisis. A traditional bank would be much slower in getting such a solution to the market, but we've managed to address this growing challenge in a matter of days.



"It's important to have cool heads in a crisis so that you can develop the solutions that are urgently needed. We use a 'no panic' model at PFS, remaining a united team and problem solving together to make sure we are running as fast as we can to keep up with the latest developments."

Indeed, in the current climate, the need for safe, Contactless payment solutions has never been more pertinent, and PFS is poised to help support this ongoing movement. "The very first prepaid Contactless card was provided by PFS, and since then we've issued 6.65 million cards across Europe," Marie elaborated.

"Now, with the ongoing Covid-19 crisis, our message



about the importance of Contactless payments is also being encouraged globally by the World Health Organisation. Contactless has massively increased in popularity in the last few years and is continuing in this way, with less and less cash being used, especially with the possible infection risk cash currently poses. In Europe, many places have increased the payment limit of using contactless to €50 maybe even €75, something which makes a lot of sense at the moment. It's all about making it as easy and as safe as possible for people to make payments, and we're constantly developing our solutions to make sure we are addressing this new challenge. Our innovative approach is more important now than ever."



Certainly, in light of the World Health Organisation's advice to use Contactless payments where possible, PFS' customers are in the best position they can be for making payments. "Because so many of our cards are already in the marketplace, our customers are already crisis ready. Of course, nothing can fully prepare you for something like this, but our prepaid Contactless cards are a definite advantage."

Undoubtedly, PFS is a prime example of an innovative, agile and customer orientated FinTech company, and a well-deserving winner of our Company of the Year award.

"We are so honoured to have received this award. We ensure we make things like this all about the staff; there's such a family feel across the whole company, so this award is for everyone, across the board," Marie concluded.

If you would like to find out more about PFS, head to the website or get in touch using the contact details below.

sales@prepaidfinancialservices.com
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