

INDUSTRY UPDATE

Global sales partnership

The **Schmersal Group** and **Satech Safety Technology** have entered into a global sales partnership. The product ranges of the two companies complement one another, meaning they can now offer complete systems to protect people and machinery in industrial production.

Schmersal primarily develops and produces solenoid interlocks, safety

sensors and safety controllers to keep guards safely closed, which protects operating personnel from dangerous machine movements.

Satech focuses on developing and producing modular safety components such as safety fences, doors and accessories.

"Thanks to the cooperation with Satech, we can now offer complete solutions from a single source to our customers who secure their machines



with separate safety guards," explains Oscar Arias, chief sales officer at Schmersal Group.
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Five-year warranty

More than £50,000 has been ploughed into the growth of temperature and pressure instrumentation manufacturer, **Eurolec Instrumentation**, following a successful buyout by Scientific Measurements in 2017. This has resulted in an extended distributor network and increased international sales.

Chris Mears, MD, said:

"Thanks to the investment and support by Scientific Measurements we have been able to introduce Eurolec's first five-year warranty which has boosted interest in our portable thermometers and probes, particularly within the highly competitive HACCP and food markets."

He added: "We also have new product development well under way, together with enhancements to our existing product range across portable

thermometers, manometers and temperature calibration sources."

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Management changes

Management changes have been announced at **Hart Door Systems**. Dan Ward has been appointed general manager, operations. Callum Hamilton is manager, site operations. Doug Hart becomes chair, and Nick Hart is MD designate.

Doug Hart says the company has reshaped the management structure to accommodate expansion and to ensure its corporate mantra 'quality and customers first' is adhered to. He says: "We are in challenging times, but this company is soundly financed and has grown prudently. I am confident that we have the right products and the right team to take us forward."

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Distributor award

Harting has announced that Northern Connectors, a distributor of industrial cable, connectors and components, has won its Specialist Distributor of the Year Award, 2017. The company has been distributing Harting products for more than 20 years and has now won the award eight times.

Luke Dixon, business development manager of electronics for Harting said, "Northern Connectors has had another excellent year in developing Harting business in the UK. The company's commitment to offering customers the highest level of service and technical support has been a key factor in its success."

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Accredited training provider

Mark Clare, **Engcon's** demonstrator and area sales manager, has qualified as a training provider and assessor for the National Plant Operators Registration Scheme (NPORS).

Mark Clare is now fully certified to train and qualify owner-operators on all categories of excavator - both wheeled and tracked 360° excavators above and below 10t and backhoe loaders, as well as the



tiltrotator safety awareness course launched at Hillhead by Engcon in 2016.

NPORS registered instructors have all achieved

a fully-recognised national training accreditation by completing a course covering instructional techniques, technical competence and a range of teaching methods. NPORS is one of four founder members of the Accrediting Bodies Association for Workplace Transport which was officially approved by the HSE Board in January 2013.

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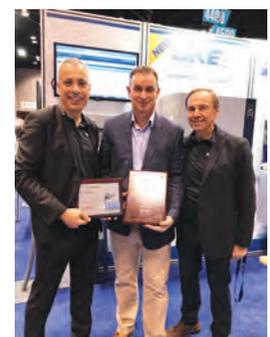
Double success

Humidity Solutions has received two awards from Neptronic, one of its principal suppliers - Best Sales in the European market and Prestigious Project. The latter related to the supply and installation of 18 SKG gas-fired humidifiers for four paint spray booths for the Ministry of Defence.

Neptronic president, Zev

Kopel, says: "The great strength of Humidity Solutions is their understanding of customers' needs and the ability to design the best solution. This gives us the confidence that our products are being applied to optimum effect and are adding value for the end customer."

The awards were announced at the 2018 AHR Expo in Chicago in January, where the new Neptronic SKE4 evaporative



humidifier was previewed. It will be launched in the UK later in 2018.

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Brands join up

HVAC brands **Ambirad**, **Airbloc**, **Benson**, and **Reznor** have been brought together under a single brand - **Reznor**.

Each of these brands forms part of Nortek Global HVAC UK, and by combining their respective offerings, the business simplifies the customer experience by providing a single point of contact for all

HVAC solutions.

The HVAC brand transition coincides with a number of new product developments, and a portfolio that is now fully compliant with the Energy related Products (ErP) regulations.

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REZNOR

Showing support for technology sector

Improving support for high tech engineering and technology businesses as Brexit progresses was high on the agenda when Victoria Prentis MP for Banbury and North Oxfordshire met staff at **Sensor Technology** during National Apprenticeship Week.

Tony Ingham, who has led Sensor Technology's sales and marketing department for 30 years, says: "I went to

meet Victoria Prentis at the Houses of Parliament in January. She agreed to visit us and we suggested National Apprenticeship

Week as education, training and development are a strategic necessity for us."

The company has a long-standing apprenticeship scheme and is an

active member of many support groups.

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