



INFORMATION APR 2019

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CONFERENCE & EXHIBITION

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The Irish Branch exhibited at the above Exhibition held in the Titanic Exhibition Centre Belfast on 13th Feb 2019, with Fred Andrews, Sam Briggs, Greg Payne and Bulent Tepe manning the stand.


There were 176 exhibition stands and 10 Seminar areas covering the following subjects:

Northern Ireland Construction Expo., NI Smart & Green Building Show, NI High Tech Manufacturing & Precision Engineering Expo., NI Supply Chain & Logistics Expo., NI Lean Productivity & Continuous Improvement, NI IOT & Industry 4.0 Expo., NI Pharmaceuticals & BioPharma Expo., NI Healthcare Expo., NI Brexit Summit, Seminar on Research, Innovation and Collaboration.

In excess of 4000 people registered to attend, it was a very busy day with a lot of people enquiring about what services we offer, and how we could help them within their organisations.

A number of companies enquired about Membership (Personal and Sustaining) details were taken and follow up communications will be made.


Fred, Greg, Sam and Bulent were pleased with the continuous footfall at the stand. Along with the new contacts it was good to meet up with 'old' friends as well.




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Secretary Generals Column, May 2019

This will probably be a very short and concise column, as, apart from a couple of days, I have spent the last five weeks out of the UK. Firstly I spent a couple of weeks enjoying some winter sun (yes I know, another holiday) but the last two weeks I have been in China and the UAE for Indestructible.

China was a really interesting trip, as, for the first time, we at Indestructible linked up with the Department for International Trade. What a refreshing take on a government department this was. The team in Shanghai, where we were helped by two really knowledgeable Chinese ladies, who arranged key meetings with major players in Chinese industry. We certainly couldn't have easily reached the level of contact these ladies linked us up with.

Now back in the UK, and life continues as it has been for the past few months.

At the beginning of May I attended the inaugural "ChemUK" conference and exhibition held at the Harrogate Events Centre. This is a very refreshing venue for exhibitions, being in a modern hall with good road access and "free parking". Perhaps the NEC could learn something from this?

The exhibition was really well attended, and there were many stands that I am sure would be of interest to members. The show will be an annual event, and I'm told next year it will be in Manchester. I'll maintain a contact with the organisers, who I have worked with in the past, and keep you all up to date with information as it comes to hand.

Again at the beginning of May, I attended (will attend as I write this!!) the latest Cross Sector Group Meeting. REACH and Brexit will obviously be major topics of conversation, and the group will be joined by senior civil servants from DEFRA and BEIS.

Once I have the minutes, I will put together a short precis and circulate, probably in the next issue of IMformation.

Again, please excuse the conciseness of this page; I promise I will have more information for the next issue!

Graham Armstrong
May 2019



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AWARD-WINNING WEEK FOR APPRENTICES AT HMG PAINTS



After decades of nurturing and developing skills with apprentices across the business **HMG Paints** latest cohort are making their mark.

National Apprenticeship week 2019 has seen Business Apprentice, Melissa Edwards win Outstanding Higher Apprentice of the Year, and Joe Williams pass his Electrical Apprenticeship with 96.3%.

As the UK's largest independent paint manufacturer, encouraging personal development has always been fundamental to HMG's culture and growth. From BTEC's in Applied Sciences to Degree level Business Apprenticeships, the programmes pair up a wide variety of roles across the business including Business Administration, R&D and Product Manufacturing, where apprentices can put their theory, in to practice at HMG Paints' Headquarters in

Manchester. "The skills I am learning at University, I am able to put in to practice on a day to day basis at HMG and gain real first-hand experience. I was delighted and surprised to have won the Outstanding Higher Apprentice of the Year and I am really happy that my hard work has been recognised" Commented Melissa Edwards, Business Apprentice, Salford University. Melissa gained the title of Outstanding Higher Apprentice of the Year at the Salford University Apprenticeship Awards, where colleague Shannon Williams was also nominated for 2 awards including Business Apprentice of the Year.

AWARD-WINNING WEEK FOR APPRENTICES AT HMG PAINTS



Electrical Apprentice, Joe Williams completed his Level 3 NVQ Diploma, in installing Electrical Systems and Equipment this week after 3 years of hard work, backed up by the support of his colleagues and mentor at HMG, John Atkinson, Maintenance Manager, "It makes me very happy and proud to be congratulating Joe on passing his AM2 assessment, and achieving the title of Electrician. From the very beginning Joe has continuously worked hard at both his college work and on-site practical installations. Joe has successfully achieved something that will provide him with a profession for the rest of his life." said John.

HMG Paints' Managing Director, John Falder, is pleased about the ongoing success of the Apprenticeship scheme "The future of HMG is in the hands of the young staff who are currently gaining their experience from our staff members who have been here for decades. We have full faith in them and look forward to guiding them through the process with huge support from leaders in apprenticeship schemes such as Salford University, as well as Trafford College, The Skills Company and Oldham College." said John Falder.

If you require further information on the press release, please contact:

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NEW MILITARY COATING STANDARD FULLY MET BY INDESTRUCTIBLE PAINT



A new range of military standard paint systems is being introduced by coatings specialist Indestructible Paint Ltd. in direct response to the introduction of Def Stan 80-225 towards the end of 2018.

Importantly, the new products, which replace a series of previous standards, are free from Chrome VI and meet low VOC requirements.

"This is a sector in which our laboratory has been developing chrome replacement options for a number of years so we were in a good position to respond quickly to the introduction of the new military standard," says Brian Norton, Indestructible Paint's Managing Director at the company's manufacturing facility in Birmingham. He points out that the Def Stan 80-225 compliance is designed for use with military vehicles and non-aircraft equipment, and can be supplied in a range of colours specified by the military.

Comprising a choice of primer and top coat options – making the system suitable for both ferrous and non-ferrous substrates – the paint can be supplied to provide either a near matt IRR or gloss non-IRR finish. Application is by spray system with the coating requiring only a simple drying stage.

"The defence sector is an excellent example of our long standing focus on developing products that meet specific application needs," continues Brian Norton. "Quite clearly, equipment in this context has to meet significant operational and environmental challenges so it is important that the full range of coatings we supply is consistent and robust, while also being quick and simple to apply.

"Our latest Def Stan 80-225 system fulfils these needs while also answering important concerns about chrome usage. The overall result is a highly practical solution for our customers in the military sector and an excellent demonstration of the knowledge and capability of our in-house research and development team," he concludes.



Issued on behalf of:

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INSTITUTE OF MATERIALS FINISHING



WORKSHOP

The Institute of Materials Finishing in conjunction with Fischer Instrumentation (GB) Ltd will be holding a seminar entitled:

“Coatings, do you measure up?”

Date: 14th May 2019

Place: Fischer Instrumentation (GB) Ltd
Gordleton Industrial Park
Hannah Way
LYMINGTON
Hampshire SO41 8JD

The workshop will commence at 12:00 for lunch and is estimated to finish around 16:00 – 16:30 hrs and comprise of:-

- i) Demonstration of the latest measuring equipment by Fischer and attendees will be able to try out the equipment for themselves. Please bring any samples along that you would like to have tested for thickness, coated in whatever finish but this must be restricted to 1 per person.
- ii) Presentation by Fischer Instrumentation: “Coating thickness Measurement”
- iii) Presentation by Clive Arnold (Lloyds Register): “Marine Metallic Coatings, Measurement & Approval”
- iv) Guest Speaker: To be announced

There will be available a problem/information desk.

Attendees will be charged £10 to cover catering expenses and if you wish to reserve a place please email to John Burgess: JohnB_IMF@btinternet.com

PJ RETIREMENT PRESS RELEASE



The end of an era has come for Phoenix County Metals as the long standing Managing Director, Paul Johnson retires, handing over the reins to his daughter, Jo Johnson and niece, Lucy Tee, keeping the family tie very much alive.

Paul retires after more than 38 years with the Northamptonshire based precious metal recovery specialist, having begun his career with the company as a production technician before working his way up to Managing Director.

Jo and Lucy joined Phoenix back in 2010 and have since been working their way throughout the various departments of the business. Lucy said, "It has certainly been a sharp learning curve for Jo and myself, but one that has been enjoyable as well as challenging. We are both extremely optimistic about the future and welcome the opportunity to take the company forward".

From their base at Woodford Halse, Phoenix has evolved over the years from predominantly serving the Electroplating Industry to recovering precious metals from a variety of sources on behalf of the Aerospace, Electronics, Jewellery, Ceramics and Scrap Metal Recycling industries. Gaining ISO 9001 and I4001 along the way, they have also installed their own fully equipped laboratory enabling them to conduct prompt in-house analysis.

After a celebratory lunch enjoyed by all the Staff at the Northampton Saints -vs- Leicester Tigers match, former Managing Director, Paul Johnson said "I am immensely proud of my time at Phoenix, and delighted that Jo and Lucy will be taking the business forward. I would especially like to thank the staff at Phoenix for their support and commitment, all of whom have been with the Company for many years. They should also be proud of their achievements in making the company so successful". He added "I would like to wish everyone the very best for the future. I intend to relax and enjoy my free time knowing that I am leaving the Company in very capable hands".

Paul is pictured receiving a commemorative jersey from Saints player James Craig.



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CAPITAL INVESTMENT – A THREAT OR AN OPPORTUNITY?



The intuitive answer is that most enterprises would view a capital investment as an opportunity and that of course is what it should turn out to be if all goes as planned. The opportunity to increase output, reduce unit costs and ensure consistent levels of product quality. These are the primary reasons on which returns on investment are projected and expenditure justified. However, in the background lies a latent threat to the business if the project is not completed and put to work on time and on budget. It is likely that future commitments have been made to supply product to meet key customer demand and if this cannot be properly satisfied the consequences to both the financial and reputational standing of the business can be serious.

So potentially there is a lot at stake, on the one hand the bright profitable future envisaged when the decision to invest was made and on the other the potentially serious consequences of the project reality not living up to expectations. In all projects it is worthwhile to carry out the classic SWOT analysis, many will be familiar with this technique when comparing their products with those of their competitors but perhaps not so familiar in this application. At Plating Line Advice, we believe it

is also a useful technique when assessing key project decisions and especially when comparing possible suppliers of capital equipment.

What is a SWOT analysis?

SWOT is an acronym that stands for Strengths, Weaknesses, Opportunities, and Threats. A SWOT analysis would be used by project teams during strategic planning to identify what their project is doing well, where it can improve, what are the risks and how it fits in the investment landscape. It can also be applied with great effect at the supplier selection level.



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CAPITAL INVESTMENT – A THREAT OR AN OPPORTUNITY?

Components of a SWOT analysis

Strengths	Strengths are an assessment of the project's or supplier's attributes that give it an advantage over other alternatives.
Opportunities	Opportunities are usually dependent on the success of the project and can range from supplying to new markets, improving quality, cost reduction etc. often driven by unmet customer needs that the business has identified.
Weaknesses	The weaknesses component of the SWOT analysis is an assessment of the project's or supplier's attributes that put it at a disadvantage when compared to alternatives. For example, a weakness that could be a key consideration is a lack of previous experience in the realisation of specialised turnkey projects.
Threats	Threats are typically factors impacting the project or supplier. These factors can be anything ranging from limitations of available resource to emerging technology. Ultimately, these threats are the obstacles facing the business and what could adversely affect the project outcome.

The benefits of carrying out the SWOT are summarised by the saying:

"Forewarned is forearmed" which dates back in Britain to at least 1592 and means "prior knowledge of possible dangers or problems gives one a tactical advantage".

The conclusion being, that to ensure the opportunity presented by the decision to invest is realised to its full potential the possible risks should be identified in advance and steps taken to eliminate them or at least mitigate their impact.

This philosophy is at the heart of our approach, bringing to bear 40 years' experience of project realisation with the objective on ensuring "a happy landing every time" for your project.

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