

# Where to find the right supplier

Many UK manufacturers are looking to outsource or subcontract major facets of their business. That in itself is not new; what is new is the changing relationship between manufacturer and the subcontractor. In the past, the buyer/supplier relationship was primarily based on price, quality and delivery.

Today, many buyers are looking for a much deeper more involved relationship with their suppliers. Risk sharing, and shared product development are rewarded by a long-term commitment to create a partnership that works to the benefit of both.

For the buyer there are the obvious benefits of access to expertise that may not be available in-house combined with spreading the financial load. It's not all one

sided, the supplier benefits include locking the work in, and insulating it from Global competitors.

Buyers need to locate forward thinking suppliers who are happy to work under such a regime. A good place to start looking is the East Midlands Manufacturing show. Around 100 subcontractors form the major part of the 150 plus exhibitors. All the subcontract services will be represented. Electronics

design and manufacture will be there as well as plastic injection mouldings and metal casting and forging. All these disciplines particularly benefit from the new style "partnership" relationships. Press tool design is another area where the supplier can make a significant contribution to productivity.

Also to be seen around the show will be all the machining disciplines - turning, milling, grinding and gearcutting. In addition, companies that specialise in laser cutting, metalforming & fabrication and all the metal finishing processes will be highlighting their expertise. If you're evaluating your subcontractor requirements you know where to start.



## Shock absorbers launched



Ace Controls International has launched the new High Cycle range of shock

absorbers to cope with the rigors of high speed production machines.

There are three self-compensating miniature shock absorbers in the range. All offer a quick time through stroke as well as rapid repeat strokes. Effective rates range from 2 to 635kg and each shocker has integral mechanical stops built into the front of the units.

The rapid performance of the units can directly lead to faster production machinery. They are particularly suited for packaging equipment, machine tools, rotary actuators and pick and place units.

For Further Information enter 415

## The benefits of pre-registration

The organisers of the show ETES benefit from simplified administration when you pre-register as a visitor. It's only fair that they reciprocate with benefits for you, the visitor. The show catalogue costs £5.00 to unregistered visitors. Every pre-registered visitor gets a free copy of the catalogue. Perhaps even more important than the financial incentive, is the convenience that pre-registration brings.

At peak morning and afternoon times, queues for registration and entry to the show are inevitable. If you pre-register as a visitor, your entry badge will be forwarded to you before the show.

Simply head for the "Pre-registered Visitors" entrance, pausing only for a few seconds while your bar-coded badge is zapped and to collect your catalogue. That's it, you're in!!

There are a number of options you can choose from to pre-register. These are listed below:-

- Complete and return by post or fax the coupon on this page.
- Visit the website [www.industry.co.uk/eastmidlands](http://www.industry.co.uk/eastmidlands)
- Telephone 01784 880 890.

**This could also be a good time to confirm your Seminar bookings.**

## USE THE COUPON BELOW TO...

- Request information on any of the articles and exhibitors featured in this Preview.
- Reserve seats on the Free Seminar Programme - see page three (NB, whilst places are free, seats are allocated on a first come-first served basis, so you are advised to book early).
- Order extra tickets for your colleagues.

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Please send  extra free tickets to East Midlands Manufacturing Exhibition

Please reserve  place(s) on Seminar Session

Please send additional information on

The following Preview articles on exhibitors (enter the article ref No)

Please send me details about exhibiting

## Not a time to be turning your back

**It's a brave, some would say foolish, man who turns his back on a helping hand. That's exactly what's on offer on the Manufacturing Advisory Services (MAS) stand - a helping hand. MAS is tasked with stimulating the growth and improving the global performance of UK manufacturing industry. Not financial services, not the film industry, just manufacturing. It is totally focused on companies like yours.**

Before anyone says I don't need any help, here's something to chew on. A statistic I read a few years ago really struck a chord with me. It said "90% of all the scientists and technologists who ever lived in the whole history of the Earth are alive today." Just think what that means in terms of the torrential out-pouring of new ideas, concepts and technologies. If you find that difficult to take onboard, just think PC. Don't check current specs for three months and you're out of date.

MAS has on tap a host of experts who all bring specialist knowledge to the table. Finance, process engineering, marketing, management techniques, electronics, and design, so the list grows. There is probably someone who is totally focused on your current problem. By the way, the people they employ are not academic types; they are people with real experience at the pointy end of manufacturing.

MAS services are not free, they prefer to see a company make a commitment to any project. But, they are heavily subsidised. Here's a real opportunity to get some of your hard-earned tax bucks back. And, where it will do some good. Here's a thought. What if your competition does it .... and you don't? What if they're directed towards a new technology, new process or new material that give them an edge over you? What then???

For Further Information enter 416

## Protect your ideas to preserve your future



If you have a novel idea that's worth developing that introduces obvious benefits in the marketplace, then it's also got to be worth protecting. That's where an exhibitor like Marks & Clerk comes in; they specialise in Patent and Trade Mark law.

Most people are aware of the benefits and rights that holding a patent brings. They are less aware of how these rights can be successfully managed. On the stand, and at one of the concurrent seminar sessions, visitors can find out all about the

appropriate strategies to reduce or defer costs and what actions to take if another company infringes your Intellectual Property (IP) rights. Also, it is important to ensure that you don't infringe on the IP rights of another company.

M & C have extensive experience in a wide range of technologies including biotechnology, nanotechnology, medical, software and electronic & mechanical engineering.

The East Midlands must be a hive of activity when it comes to hatching out new ideas. This is the company's third year at the show.

For Further Information enter 417

## Natural synergy between software packages



Two key software packages will be seen together for the first time since EdgeCAM, the part programming software was acquired earlier this year by Planit Holdings who market Jobshop, the production planning and control software.

This offers SME's the level of sophistication usually only associated with large, expensive packages.

There is a natural synergy between the two packages that will be exploited to the benefit of both users. With the latest version of EdgeCAM, there are full mill/turn capabilities with up to 5 axis milling and improved features for 3D toolpath generation. On the turning front, there is a new "Finish turn" cycle together with advances in automatic feature recognition.

Jobshop enables manufacturers to take control of all aspects of production resources. This takes in purchasing, estimating, costing data can be imported and output linked to accounts.

Programs generated by EdgeCAM can be integrated into Jobshop. Together the combined strength of the two programs is greater than the sum of the parts.

For Further Information enter 418

## Boxing clever



Most products finish up in a box for shipping. Packaging requirements for smaller quantities are much more difficult to keep on top of and that's the market sector served by Bosworth Wright. The company aptly describes itself as "Cardboard Box Craftsmen".

Small batches, deliveries of around 100 to 3,000 are typical, even one-off's are not unknown. The company's whole ethos evolves around rapid response, combined with flexible customer service. When a customer is in trouble, same day response happens. For regular customers, same day delivery even comes without a premium charge.

Bulk orders can be placed with agreed call-off quantities. Once a batch is delivered, the next batch is manufactured to await call-off. Because of the vast range of sizes that can be specified, this includes bespoke designs and ISO standards, no unallocated stock is held. The normal one working week delivery satisfies most requirements.

The company specialises in die-cut, shaped boxes - even pet coffins have been produced!! Separate or integral lids can be specified. And, for presentation purposes covered boxes with leatherette paper or even the customers own printed designs can be manufactured.

For Further Information enter 419

## Optimise storage space

How to get the most out of (or should that be into?) warehouse space will be the theme on the Interior Motives stand. The company handles a comprehensive range of shelving & storage, access and handling & lifting equipment.

Customer service and technical advice are central to the company's mode of operation. It carries out major turnkey projects where it undertakes design, supply and installation of equipment. Also in the product range will be found office equipment, environmental equipment and workshop accessories. All likely to be part of a turnkey project.

The objective of all projects is to use the latest technology to introduce handling benefits that can be measured on the bottom line.

Projects have been successfully completed for companies ranging in size from Honda to local SME's. The same levels of customer service can be accessed through a new website catalogue that will be unveiled at the show.

For Further Information enter 420



# We Look forward to seeing you at the show!

# East Midlands Manufacturing 2006

EXHIBITION NEWS EXHIBITION NEWS EXHIBITION NEWS

DONINGTON PARK, DERBY • 20th - 21st SEPTEMBER 2006

SUPPORTED BY: **mas**  
east midlands  
manufacturing advisory service

## If you're a manufacturer - this exhibition is for you!



Note these dates:- 20th and 21st September. That's when the East Midlands Manufacturing Exhibition opens at Donington Park. The name says it all. If you're based in the East Midlands and you're involved in manufacturing, this is your show. From streamlining your product innovation and process improvement to product traceability and time to market, the event gives you an insight into latest manufacturing technology.

All exhibitors serve engineering manufacturers - period. East Midlands Manufacturing will be tightly focused on the needs of manufacturers. There will be over 150 exhibiting companies, and this preview will give you a taste of what's on show. Have a look; there will definitely be something for everyone.

Remember if you identify just one exhibitor in this preview that will be highlighting something that could be beneficial to your company, then statistically there will be another eight when you attend the show. The preview only covers about 15% of exhibitors. Where else can you identify eight opportunities to improve your business in just half a day?

That doesn't take into account the rewards that can be reaped from setting aside just one hour to attend one of the twelve seminar sessions (See inside). Developing new markets is a strong theme for 2006 with sound advice on how to tackle the automotive and aerospace markets as well as sales prospects to the MoD.

Other topics addressed take in Hybrid Vehicle Technology, Lean Manufacturing, Six Sigma, Legal obligations of CE Marking, Machine Safety legislation, Protecting your designs. Electricity is a rapidly rising cost for most manufacturers. One session will highlight how to curtail these costs.

Subcontractors always play a prominent role in the East Midlands Exhibitions. Anyone looking to locate new suppliers will find plenty to hold their interest. A visit can be used to Benchmark existing suppliers. Incidentally, there is even a "Benchmarking" seminar session on how to evaluate business performance.

**East Midlands Manufacturing offers something for everyone**



## Press gets 12% productivity boost

At the show the wraps will be coming off the latest version of the Pemserter automatic fastener-installation press. This will be found on the PEM UK stand. In this latest development, top speed has been increased to 2,750 strokes/hour that's 12% up on the previous version.

Among new features, the job search and recall mode allows operators to reference 300 stored jobs and return to previous jobs quickly and easily. An upgraded PLC with increased memory readily accommodates custom programs. In addition, a redesigned cast aluminum bowl with epoxy coating can handle larger parts and performs quietly.

Also, a wide feeder track increases fastener-feeding rates; while the shuttle support has been redesigned to improve small-fastener feeding. Operation has been generally simplified with enhanced graphics and a larger touch screen.

This press comes equipped for potential expansion. It is Ethernet capable and expandable to interface with data collection systems, production management systems, and off-site



troubleshooting systems. The Series 2000 press system features a 24"/61cm throat depth and can deliver a ram force of 400lbs. to 16,000 lbs.

For Further Information enter **400**

## SHOULD YOU BE HERE?

This preview will give you a taste of what to expect at East Midlands Manufacturing 2006. It's set to be the biggest gathering of manufacturing industry in the region this year. There's no doubt that it will attract buying teams from all the major international companies in the East Midlands.

Having read all that's going on, perhaps you're thinking "My company should be part of this." It's not too late. There are still some stands available. For details phone Chris Bullen on

**01784 880 890**

Alternatively, return the coupon on the back page.

## Digital meters for just about everything

If you need a digital meter to measure just about anything, it's odds on you'll find it on the Labfacility stand. By adopting a modular approach to case design and display screens, a comprehensive range of competitively priced portable meters has been created.

You name it, and if it can be measured, it is probably available. The list of parameters includes temperature, sound, voltage, air speed, frequency, LUX (light), conductivity and many others. Versatile multi-meters for various electrical parameters are part of the range.

A novel digital tachometer combines both contact and non-contact modes as standard, unusual in a low cost portable meter.

The instruments are microprocessor based resulting in wide measurement ranges combined with high sensitivity and



accuracy.

They feature large bright digital displays and long battery life while a compact loop current calibrator allows rapid simple calibration. If you need something measuring you know where to go!!!

For Further Information enter **402**

## Traceability can save millions



Nobody likes product re-calls. But, some things like the wrong material can be difficult to spot. So, here's a simple question: What would you rather, re-call 500 products or 50,000? No answer needed.

The real question is what can make this magnitude of difference? In a word it's traceability. Tracking every component that goes into every assembly. There's nothing new about traceability. The

aerospace industry has had it for at least 50 years (real life experience of aged editor).

Back then it happened because it was mandatory. But it needed an office the size of a small football pitch, an army of clerks and a rain forest of cross-referenced index cards. OK, a bit of exaggeration may have crept in, but I think you get the drift. Outside the aerospace industry the cost of full traceability was totally prohibitive.

Telesis Marking Systems will be showing machines from their extensive range of Pinstamp, Scribe and Laser Marking Systems that can be linked to low cost PC's to provide full traceability at a fraction of the cost of the old clerks and cards days. Also on show will be a portable marking machine, ideal for applications where the part is too large or heavy to be brought to the machine. This can mark up to five characters/second.

For Further Information enter **403**



## A breath of fresh air

The constant carping from contract electronics manufacturers about work going offshore to Taiwan and the like can be depressing. That's why the latest news from Kingfield Electronics is like a breath of fresh air. The company reports a 25% increase in turnover over the last 12 months, achieved in the face of increasing competition from offshore manufacturers.

There's no big secret about how they achieved this, they have set out their stall to give customers exactly what they want. Today's customer wants a partner rather than a supplier, a partner who will have a programme of continuous manufacturing process optimisation, a partner who will

not provide assemblies, but complete units packaged and ready for dispatch. A partner, who will even look after distribution and logistics, if required.

And, of course, all this is wanted at minimum cost and maximum quality. PCB population used to be the business, now it's just one stepping stone on the road to providing complete customer solutions. This sort of partnership delivers year on year increased performance coupled with cost reductions. If this sounds exactly like the sort of electronics subcontracting service that you are looking for, make sure you visit the stand.

For Further Information enter **401**

For Stand availability please call **01784 880890**

**FREE PARKING**  
for all visitors

**YOUR LOCAL EVENT-**  
catch up on  
latest technology in just  
half a day

## One million pound investment pays off



was invested in new laser cutting equipment from Trumpf. This has been followed up by placing another order with the same supplier for an additional laser cutting system and a CNC press brake with a total value of £440,000. That's a one million pound investment in less than a year.

By the end of the year there will be five lasers operating in the Cannock headquarters. Maximum laser output available is 6,000w; this can cut steel plate up to 25mm thick. The largest cutting area is 4,000 by 2,000mm. The latest pressbrake will increase bending capacity to 3,000mm wide, sheet up to 5mm thick over the full width, and proportionally thicker over less than full width sheets.

The investments are obviously proving attractive to customers. Currently, despite the increased capacity, the plant is operating 24/7. A relatively new venture is the Marketplace department. This offers laser marking on a wide range of products and materials.

For Further Information enter 404

It's universally accepted that the only way a UK subcontractor can maintain a competitive edge in global markets is by having a programme of continuous investment in the latest technology, high productivity equipment. Lack of investment only leads to a slow atrophy of any competitive edge.

At Laser Process the opposite is true, the competitive edge has been finely honed. Only eight months ago £550,000

## Toolsetter comes with free special show options

If you're looking for a toolsetter, it's your lucky day. Visitors will be able to take advantage of a show offer on the Royal Tool Control stand. As part of the offer, a number of options will be provided for free and will be included in the basic price. These include replacing the standard 6.4" screen with a 10.4" version; also magnification is boosted from 10X to 20X. Full front illumination is part of the freebie package. This enables the tool tips to be visually inspected.



The system uses a vision system for intelligent image processing. This makes an important contribution to setting accuracy. The decision whether an edge is touching is taken out of the hands of the operator. This leads to more consistent measuring results.

The system can be used to align and position profiles and contours in the X and Z axes as well as manual measuring. It possesses a high degree of built-in intelligence. Its automatic contour recognition recommends the most suitable method of measurement to the operator.

Tool tip angles and radii are automatically displayed. The system can interface with machine tool programs via an RS232 port using MyXPert Preset.

This software provides an online interface with a PC and then onto all the company networks. This can be upgraded for full DNC operation. Precision glass scales and pre-loaded linear guide ways give the system a repeatability of one micron.

For Further Information enter 405

## Tool storage system can save money



can be measured on the bottom line.

On the Bott stand, various sizes of drawer cabinets will be seen. A system of internal divider options allows the amount of useable storage space to be increased significantly.

There is also a "Tool Store" system, which features four vertical extending slides. By use of dividers, over 3m<sup>2</sup> of storage space is provided. Each slide has a maximum load capacity of 25kg capacity. Heavy-duty versions of the Tool Store increase this figure to 100kg.

Visitors will also see a selection of louver panels and bin sets. These can also be found on maintenance trolleys that incorporate a tool board, shelf kit and louver back panel for bins.

For off-site work, in-vehicle racking and storage systems can be customised for maintenance and service engineers. For major project work, a workshop can be created inside a standard ISO shipping container for transport around the world.

For Further Information enter 406

Tooling is a significant cost for any manufacturer. Investing in the right storage system can reduce tooling costs and enhance productivity. Better protection and easier, faster tooling access

## Arms for all reasons



The multi-axis measuring arms developed by Faro have grown into a family of units designed to tackle a variety of different measuring requirements. For example, for complex shapes that require masses of data capture, the Laser ScanArm is the perfect solution.

This comprises a fully integrated laser scanner on a seven axis arm already equipped with a contact probe. Both measuring devices can digitise interchangeably without having to remove either component. The contact probe can accurately measure prismatic features while the laser can scan sculptured details that require larger volumes of data. It can capture around 20,000 points per second without adding or removing attachments or having to use a separate CMM to import data.

For maximum accuracy, the Faro PowerGAGE enables manufacturers to verify that a part conforms to CAD file specifications to within 0.005mm right on the machine tool that is producing the part.

This device operates either in "programmer" or "play-only" modes. The play-only mode can be used, without previous training, to make fast, precise measurements. In programmer mode, customised measurements procedures can be set up. It is possible to import all CAD files and utilise all the in-built analytical functions.

For Further Information enter 407

## Machine design standards unravelled

When engineers like Stephenson or Brunel developed an idea, they started with a blank sheet of paper. Not any more. Today's starting point is dictated by a stack of regulations and standards big enough to sit on.

Picking a path through this minefield is a daunting prospect. That's where the expertise of Laidler Associates comes in. It has charted all aspects of the "Directive with the Supply of Machinery (Safety) Regulations". Just as an aside, is it compulsory to have a degree in "Tortuous Titles" to work on EU regulations?

On the stand, Laidler will be offering a free standards search to help designers identify the appropriate guidelines they should be working to. Visitors will also see the newly launched Machinery Safety Standards Kit, which is made up of the most commonly used and generic standards for machinery safety.

The stand is shared with Safety Systems Technology who will be showing many of the safety products that it supplies. Together the companies offer risk assessment solutions, CE marking and the remedial installation of safety products.

In order to demonstrate compliance, a whole raft of standards have been produced to assist (?) the machine builder comply with the EHRS's or Essential Health & Safety Requirements to us lesser mortals. Bring back the good old days!!!

For Further Information enter 408

## Riveting brings some major advantages



parts of the automotive industry means that spot welding is a non-starter. Look at anything from the washing machine carcasses to car seat pans; these are often made from pre-coated materials with riveted assembly.

Another big plus for the process is that it can be used to join dissimilar materials, for example plastic and steel. For the automotive industry this can make an important contribution to weight reduction and corrosion resistance initiatives.

At the show Henrob will be demonstrating self-piercing systems that eliminate the need for pre-drilled holes. Also, the rivet does not completely pierce the lower sheet; the lower die controls its final position. This has positive benefits when it comes to corrosion resistance. The machines on show can achieve cycle times of 1 to 4 seconds, which is comparable with spot welding.

For Further Information enter 409

Riveting of ships was replaced by welding in the early 1940's as a method of rapidly constructing Liberty ships to replace the tonnage sunk in the Atlantic. That was the start of the decline of riveting as a joining process. Recent years however have seen a resurgence of the riveting process. A number of factors contribute to this revival; development of high-speed automated insertion machines, and a realisation that the process offered some unique advantages.

The growing use of pre-coated materials, particularly in white goods and

## Get your raffle tickets here

Winning business from major OEM's is a bit like winning a raffle. First, you have to buy a ticket. In business terms, the equivalent of buying a ticket is to have all the appropriate standards accreditations in place. No ticket and you're not even in the draw.

Once, it was quality standards, nowadays that's just your starter. What about Environmental and Health & Safety standards? And, with the growing emphasis on supply chain management and e-commerce, what about information security? All these issues are addressed by ISO standards.

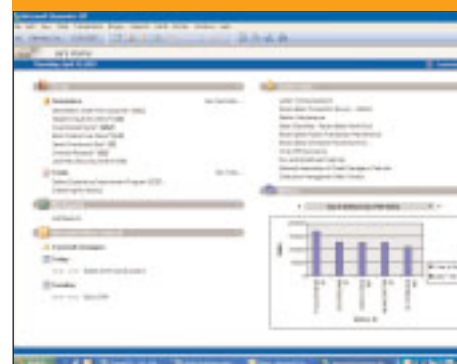
It may be shortsighted to simply see gaining the appropriate accreditations as

simply a "door opener". Meeting the standards can also enhance business performance and make a positive contribution to the bottom line...Your insurance company, for example, can be favourably impressed with Health & Safety accreditation.

IMSM is a company that specialises in the effective introduction of all standards. It provides fixed fee, fixed timescale, fully integrated solutions. One of the latest additions to the IMSM portfolio is ISO 27001, which covers IT security. It helps identify, manage and minimise the range of threats to which information is regularly exposed.

For Further Information enter 410

## Manufacturing software solutions



manufacturing and distribution companies.

Microsoft Dynamics can manage all areas of a business including customer accounts, stock control & procurement, supply chain management, customer order scheduling, planning, warehouse management and bar coding.

Other packages include Microsoft Retail Management and Microsoft Dynamics Customer Relationship Management.

On the Syscom stand there will be demonstrations of a range of manufacturing software all from the same stable - Microsoft. As strong advocates of the seamless, fully integrated business solutions, the company focuses on Microsoft as a single source supplier for

According to Syscom the packages on offer combine powerful performance with exceptional value for money. This is backed-up by quality support services such as training, project management and hardware support.

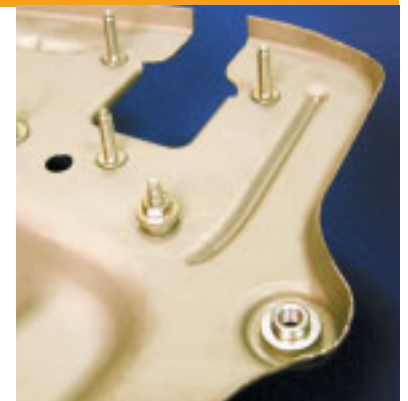
For Further Information enter 411

## Threaded fasteners fixed at 100/min

Pierce fasteners with male or female thread forms from M6 - M12 can be fixed in sheet material or components up to 4mm thick. Profil will be demonstrating how such fasteners can be automatically fixed at rates up to 100/min.

Within the standard range can be found variations such as low profile; flush fitting and restricted access types. They can be used on both coated and uncoated materials.

Alongside the standard fasteners, there will be a range of special purpose products that have been developed, such as a two-piece earthing fastener and a novel ball pin fastener that can provide a high strength pivot point for components such as vehicle bonnet or tailgate assemblies. For water-tight fasteners there is a "top hat" design often used in the after-market for roof rack fixing.



The fastening system offers vibration resistant fixing combined with high static, dynamic and impact load capabilities. In the automotive industry they are often used for safety critical applications such as engine, gearbox, and subframe mountings.

For Further Information enter 412

Times of major upheaval are also times of unprecedented opportunity. That's exactly what's happening in the automotive industry today. Seismic changes in design concepts means that all the established suppliers have no more advantage than the new kids on the block.

If an automotive engineer from the beginning of the 20th Century were to inspect a modern car, he would instantly recognise all the major elements of the power chain. Much more sophisticated, but still fundamentally the same; engine, clutch, gearbox and differential.

But that's all set to change with the introduction of Hybrid Vehicles. Here, a combination of engine running at optimum speed, batteries, electric motors and regenerative braking promise to introduce new levels of fuel efficiency. Regenerative braking means instead of converting the motion of the vehicle into heat then chucking it away, as happens with brakes; the electric drive motors switch to being generators and the motion is converted to electricity, which is shoved back in the high-density batteries.

Can any automotive supplier afford to ignore these new opportunities? The answer has got to be No. What is wanted will be spelt out in detail in a keynote session of the Free Seminar that runs concurrently with the East Midlands Manufacturing 2006 Exhibition. With the unambiguous title "Hybrid vehicle technology - opportunities for SME suppliers", the hour-long session will highlight the many new opportunities offered by the radically different low carbon emission vehicles.

Another Seminar session lifts the lid on how to tap into a £15 billion market. That's how much the MoD spends every year on goods and services. These range from logistic services to machine tools, inspection equipment to

vehicles. The secret is knowing what is wanted, when it's wanted and where it's wanted. The session "Selling to the MoD" answers those crucial questions. As it will be presented by part of the MoD, this is real "insider" information!!

If new markets are your thing, then a presentation called "How to identify supply opportunities in the Aerospace industry" has got to be worth an hour of your time. If developing new business opportunities is a priority why not book on all three sessions? It would take a lot of desk-research to pull together all the data you will collect in just three hours.

Other hot topics include a non-technical approach on "How to reduce electricity costs". Energy is an ever-rising percentage of overall manufacturing costs. New designs and ideas have to be protected. The options will be discussed in "Patents Trade Marks and Designs - best practice". Legal requirements such as CE Marking and Machine Safety regulations also come under the microscope. The benefits of Management techniques such as Lean Management, Six Sigma and Benchmarking Suppliers are all highlighted.

As you can see below, there's a total of 12 free one hour sessions all tackling equally relevant issues. They are individually bookable, but places are limited and allocated on a first-come, first-served basis. Just select the one or more seminars that you feel could address your current needs and book you place now with the organisers, ETES, on 01784 880 890. Or, pre-register on line at [www.industry.co.uk/eastmidlands](http://www.industry.co.uk/eastmidlands)

A one-hour seminar won't solve all your problems, but it might just point you in the right direction. And, that has got to be an hour very well spent. Combine that with a half-day at the show where over 150 exhibitors will be highlighting a wide range of innovative products and services and it all adds up to "Must Attend" event.

## Wednesday 20th September

**SESSION 1 - 9.30am**  
**Six Sigma.**  
Why Six Sigma is the next generation approach for process improvement across your company. How SMEs & manufacturers can benefit?  
*Laura McCartney, MAS East Midlands.*

**SESSION 2 - 10.45am**  
**CE Marking - A legal requirement or just more red tape?**  
All products must conform to CE Marking legislation, if manufactured or sold within the EU. Ignorance of the law is no excuse. This seminar will demonstrate how to prove compliance, removing the fear and ignorance at minimum cost..  
*Tony Reynolds, CE Marking Association.*

**SESSION 3 - 12.00pm**  
**How to develop and identify supply opportunities in the aerospace sector.**  
Hear from the "Midlands Aerospace Alliance" how existing Midlands' aerospace suppliers and new entrants from other sectors are finding new markets in this rapidly growing sector.  
*Dr Andrew Mair, Chief Executive, Midlands Aerospace Alliance.*

**SESSION 4 - 1.15pm**  
**The basics of Lean Manufacturing for all.**  
How the introduction to total lean systems can deliver rapid, sustainable bottom line benefits for the smallest to the largest manufacturer.  
*Lisa Foyster, MAS East Midlands.*

**SESSION 5 - 2.30pm**  
**How to reduce your electricity costs. - sensible application of Electric Motor Technologies.**  
An introduction into the choice of electric motors and their method of control; the use of high efficiency motors and inverters can save vast amounts of wasted electricity. A non-technical approach on how to apply this technology, its benefits and the support that is available.  
*J.B. Ford, FSE Ltd.*

**SESSION 6 - 3.30pm**  
**Competence Development.**  
What really are core competences and do you have any? How do the best businesses consistently perform better than their competitors? Is a sustainable competitive advantage available to your business?  
*Ran Bhamra, MAS East Midlands.*

**SESSION 7 - 9.30am**  
**How your company can sell to the Ministry of Defence.**  
The MoD spends £15 billion on goods and services annually. This session will give you a unique insight into the MoD's purchasing process and valuable advice on how to sell to them.  
*Defence Suppliers Service.*

**SESSION 8 - 10.45am**  
**Hybrid Vehicle Technologies / Telematics - opportunities for SME suppliers.**  
Learn about the future direction of and driving forces behind low carbon vehicles and telematic technology and the implications and opportunities for SME suppliers.  
*Derek Charters, Senior Consultant, Advanced Powertrain Projects, MIRA.*

**SESSION 9 - 12.00pm**  
**The basics of Lean Manufacturing for all.**  
How the introduction to total lean systems can deliver rapid, sustainable bottom line benefits for the smallest to the largest manufacturer.  
*Lisa Foyster, MAS East Midlands.*

**SESSION 10 - 1.15pm**  
**Benchmarking Suppliers.**  
The process of identifying understanding and measuring your business performance using Benchmark Tools.  
*Richard Hopkinson, MAS East Midlands.*

**SESSION 11 - 2.30pm**  
**Machinery Safety - What you need to know.**  
Safety of machinery and equipment is paramount in today's working environment. Learn about the relevant safety regulations that both sellers and users need to be aware of and how they could impact your company.  
*Laidler Associates*

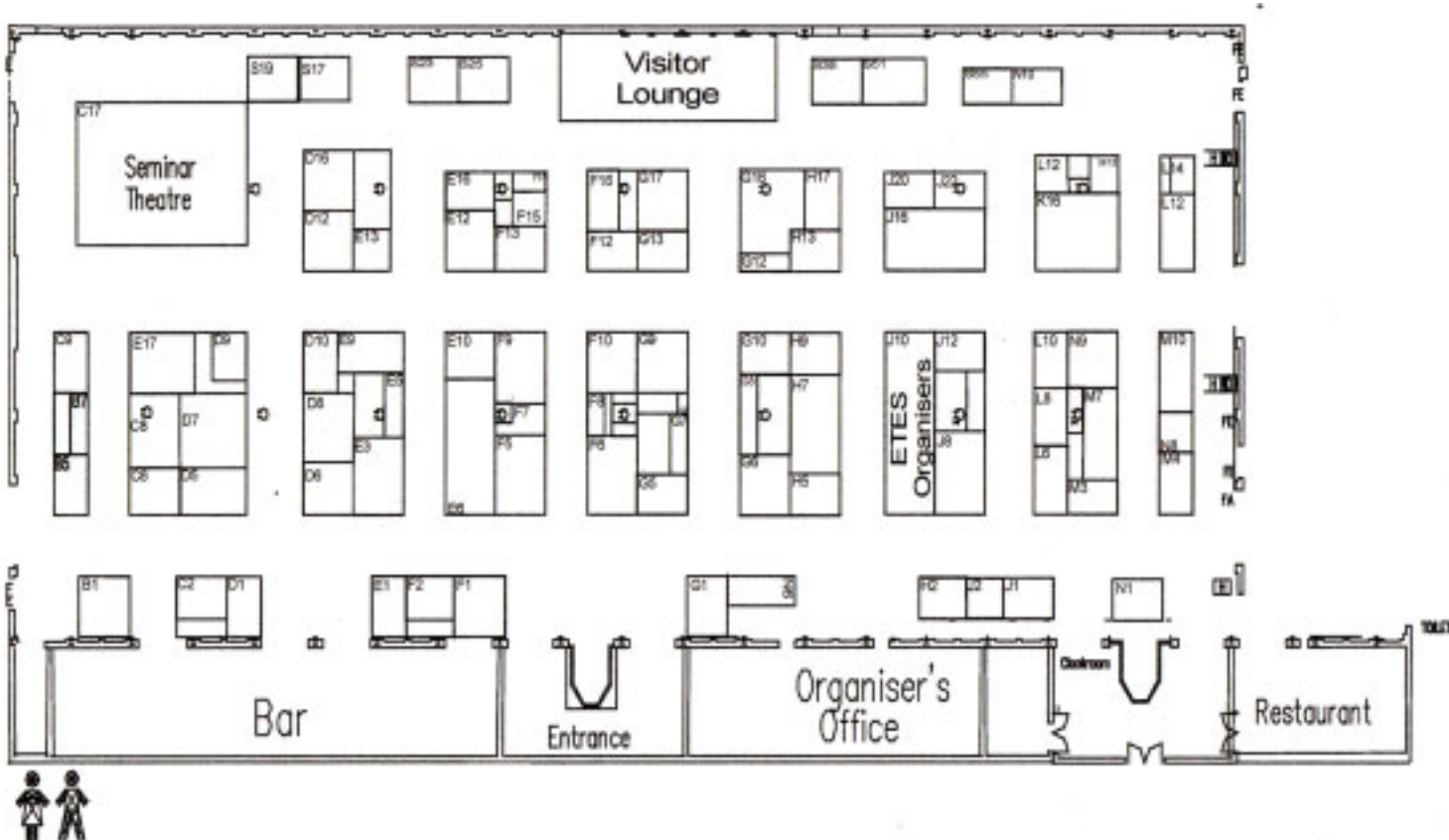
**SESSION 12 - 3.30pm**  
**Patents, Trade Marks and Designs - some best practice advice.**  
How you can protect your company's "Intellectual Property" (IP) by way of IP rights, such as patents, trade marks and designs.  
*Marks & Clerk, Patent and Trade Mark Attorneys.*

## LIST OF EXHIBITORS

STAND	COMPANY	PRODUCTS	STAND	COMPANY	PRODUCTS	STAND	COMPANY	PRODUCTS
F13	A Green Engineering (Lincoln) Ltd	Sub Contract Machinists	J16	Hurco Europe Ltd	CNC Machining Centres & Lathes - Sales/Service	M3	PEM UK Ltd	Self-Cinch Fasteners for Sheetmetal
E1	Ace Controls International	Shock Abs, Gas Springs, Dampers & Motion Control	M4	Hytex Mouldings Ltd	Non-Pneumatic Tyre Systems, Polymer Mouldings, Acoustic Materials	C9	PivotWare Ltd	Process Control Solutions for Production
D8	Airchannel	Compressed Air Equipment & Systems	N9	IES PCA Ltd	Turn Key Systems Integration	S19	Preform Technologies Ltd	Knitted Technical Textiles
G8	Alpha Publishing	Industrial Product Cards	C6	ILME UK Ltd	Multipole Connectors, Plugs & Socket Outlets	E5	Press Office	Press Office
D9	Aluminium Crane Company Ltd	Industrial Overhead Cranes & Lifting Devices	D12	IMSM Ltd	Management Systems	F9	Profil UK Ltd	Mechanically Attached Fasteners For Sheet Metal Components
G7	Anglo Production Processes	Distributor of Capital Equip, Materials & Consumables into Manufacturing	G9	Interior Motives UK Ltd	Warehousing & Storage Equipment Design, Supply & Installation	L8	Quality Control Technology	Co-Ordinate Measuring Machines & Software
E13	DF Bell Injection Moulding	Plastic Injection Moulders & Toolmakers	M9	Inverter Drive Systems	ABB Inverter Drives - Supply & Integrator	F2	Rototek Limited	Technical Rotational Mouldings
D10	Bennett Associates	Engineering Design	F10	Kingfield Electronics Ltd	Contract Electronic Manufacturing Services	F17	Royal Tool Control Ltd	Tool Presetting, Storage & Handling Systems
B7	Bollhoff Fastenings Ltd	Blind Rivet Nuts & Inserts for Plastics	B5	KP Equipe Ltd	Custom Sheet Metal Products	L12	Scaglia Indeva Ltd	Electrical/Pneumatic Manipulators
N10	Bosworth Wright (Anstey) Ltd	Cardboard Box Manufacturer	N6	Labfacility Ltd	Temperature Sensors & Instrumentation, Test Meters	G1	SCM Materials Handling Ltd	Materials Handling Equipment
K16	Bott Ltd	Heavy Duty Workshop & Storage Equipment	F6	Laser Process Ltd	Laser Cutting & Marking	S17	Seminar Theatre/Registration	Free Seminars/Registration Desk
E9	Brantham Engineering	Contract Electronic Manufacturing	J20	Lasershape - CR4	Laser and Waterjet Profiling	D1	Snatchpac Ltd	Corrugated Cases, Packaging Materials, Timber & Plastic Products
L14	City Metal Works	Subcontract CNC Milling & Turning	E3	Leoni Tailor-Made Cable Ltd	Cable Design & Manufacture	L10	Soabar	Thermal Label Overprinting Machines & Labels
C2	DSL Systems Ltd	Process Control Systems	H13	Machinery Safety Solutions	Machinery Safety Product & Assessment Services	G8	Solutions For Accounting Ltd	Manufacturing & Business Management Software Provider
J10	East Midlands Manufacturing	Organisers Office/Sales Stand	D16	MAS East Mids	Government Subsidised Productivity Improvements	J10	Southern Electronics Exhibition	Organisers/Sales/Press Office
H2	E F Westaway Ltd	Sub Contract Metal Finishing, Chemical Cleaning, Etching, Phosphate Coatings	J10	Manufacturing Technology - Ireland	Organisers Office/Sales Stand	J10	Southern Manufacturing Exhibition	Organisers Office/Sales Stand
G17	Electrox	Laser Marking Systems	F1	Marks & Clerk	Patent & Trade Mark Registrations	G5	Springmasters Ltd	Springs, Clips & Pressings
F8	Eley Metrology Ltd	Metrology Equipment, Software Systems, Sales & Service	J10	Midlands Manufacturing Exhibition	Organisers Office/Sales Stand	D6	Steel Service Centre Ltd	Subcontract Laser Cutting
F5	Empower Training Services	Training	G10	MLM Fasteners Ltd	Engineering Products Incl Fasteners & Access Hardware	M10	Syscom PLC	ERP Software & IT Services
F16	Engineering Capacity Magazine	Engineering Publication	S51	MoD Defence Contracts Bulletin	MoD Contract Bulletin	H9	Telesis Eagle	Marking Equipment
J10	ETES - Regional Sales Office	Exhibition Organisers	L6	Nord Gear Ltd	Geared Motors & Inverters	J1	TQC Ltd	Special Purpose Assembly & Test Solutions
J12	Exact Manufacturing Systems Ltd	Manufacturing & Inventory Control Software	E9	Nortec Production Ltd	Contract Electronic Manufacturer	N1	Tube & Section Benders Ltd	Tube & Section Bending/Forming
E10	Faro UK	Portable Inspection Equipment	G12	North Devon Electronics Ltd	Manufacturer of Coils & Transformers	H5	Wenzel UK Ltd	Co-Ordinate Measuring Machines & Associated Services
D5	Gem Vending	Refreshment Vending Equipment & Services	J10	North West Manufacturing	Organisers Office/Sales Stand	G6	WNT (UK) Ltd	Engineering Cutting Tools
B1	Gordon Ellis & Co	Wood Machining & Rotational Moulders	J10	Northern Manufacturing Exhibition	Organisers Office/Sales Stand	S23	Yorkshire Bank	Financial Solutions
H17	Great Central Plastics Ltd	Injection Moulding & Low Cost Tooling	N8	Oakbray Ltd	Hoses, Rubber & Plastics Products	M12	YTS Manufacturing Ltd	Subcontract Component/Machine Tool Mfrs
E17	Hemlock Engineering Ltd	Subcontract CNC Machining	J10	Organisers Office	Exhibition Organisers			
E12	Henrob Limited	Self-Piercing Riveting Equipment & Technology	S55	Park Precision Ltd	Sub-Contract CNC Manufacture & Assembly			
J2	HPC Gears Ltd	Gear Transmission Products	S25	Particle Technology Ltd	Cleanliness Equipment & Services, Particle Sizing Analysers/Test Dusts			
F12/G13	HRS	Manufacturing Software & Related Services	F12/G13	Pathtrace Ltd	Cleanliness Equipment & Services, Particle Sizing Analysers/Test Dusts			

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## Floorplan



## Service underpins tooling success

Many users are taking advantage of the guaranteed next day delivery offered by WNT to significantly reduce their capital locked up in tooling stock. With over 45,000 stock product lines, it's highly possible you will get what you want by noon next day.

With 25 technical sales engineers strategically located around the UK, the company provides on-the-ground customer support.

New products on display will include the HP/C range of solid carbide end mills. These feature a variable pitch geometry that reduces natural harmonics. Together with the hard coating, this



enables cutting speeds of up to 25m/min and feed rates up to 55mm/tooth to be achieved on steel.

Total Tooling Online is WNT's new online purchasing system. This is proving popular with many SME's. It provides them with a level of customer support normally reserved for major OEM's.