



## 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 Northern 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.

## Where to take your problems

There is a massive store of manufacturing knowledge to be tapped into in the UK universities. It's not all blue skies research; much is based on experience gained in resolving real problems within industry. Some universities like Teesside have taken the next logical step and now actively market this expertise.

Based on hard-won practical experience, The Teesside Manufacturing Centre at the University of Teesside has evolved a three-step problem solving approach that delivers results.

The first step is to achieve a consensus with the client management team on what are the strategic priorities. These may be process or organisationally orientated. The second stage is to focus on these requirements and the range of possible solutions.

Finally, comes implementation and embedding of the solution within the client's organisation. Does it all work? There's only one way to find out.

For Further Information enter 515

## Manufacturing gets priority in South Yorkshire



Business Link South Yorkshire's primary role is to assist in the start and growth of all businesses in the region. But, it sets a priority on advanced manufacturing and materials and has a team of 12 dedicated advisors to this sector.

These advisors provide a wide range of services covering general advice and specific issues such as lean manufacturing, supply chain management and grant applications. A number of sources of funding are available to assist projects. Advisors can help identify which funding scheme is best suited for any specific project and assist in progressing it.

One user of its service, Advanced Electronics, moved to new premises following an increase in turnover from £1.3 million to £5.0 million in just three years. Another company, Precision Magnetics was helped to identify new markets after a downturn in export sales. It ended up with increased turnover. If you think you could benefit from such a helping hand why not visit the stand?

For Further Information enter 516

## 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 518

## 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/northern](http://www.industry.co.uk/northern)

■ 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.

Website [www.industry.co.uk/northern](http://www.industry.co.uk/northern)  
 Fax 01784 880892  
 Ticket Hotline 01784 880890

Postal Address FREEPOST SEA 0907  
 Northern Manufacturing Show  
 9-11 High Street  
 Staines  
 Middlesex  
 TW18 4BR

## Merger creates North's largest bearings and transmission stockists



A combination of exceptional growth and acquisition has propelled Acorn Industrial Services into the number one slot as the largest stockist of bearings and transmission products in the North of England. Today, it has an inventory valued at over £10 million and over 30,000 discrete product lines.

There has been a 500% increase in

the number of sales staff to handle the increased volume of work and there is a fleet of vehicles on hand for door-to-door delivery. At the start of last month the name Acorn Industrial Services was launched to mark the consolidation of

Engineering Warehouse onto the one site at Acorn's head office.

Future growth will be driven by high quality customer services. Specialist staff are available for technical advice and on-site visits in areas such as bearings, power transmission products, linear products and others.

For Further Information enter 517

## 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 PCs 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 519

Name: \_\_\_\_\_  
 Position: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 \_\_\_\_\_  
 Postcode: \_\_\_\_\_  
 Tel: \_\_\_\_\_ Fax: \_\_\_\_\_  
 e-mail: \_\_\_\_\_

Please send  extra free tickets to Northern 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



## We look forward to seeing you at the show!

Organisers: Etas Ltd 9-11 High Street Staines Middlesex TW18 4QY  
 Tel: 01784 880890 Email: [enquiries@etas.co.uk](mailto:enquiries@etas.co.uk)  
 Production: Robin Bloor Associates Tel: 01269 843994 Email: [robin@rba-pr.co.uk](mailto:robin@rba-pr.co.uk)

# Northern Manufacturing 2006

EXHIBITION NEWS • EXHIBITION NEWS • EXHIBITION NEWS • EXHIBITION NEWS  
NORTHERN MANUFACTURING 2006 ★ HALLAM FM ARENA ★ SHEFFIELD ★ 4TH & 5TH OCTOBER 2006



## NEW VENUE proves a winner for Northern Manufacturing

The most important message for 2006 is addressed to the loyal band of followers that the Northern Manufacturing Exhibition has built up over the last eleven years. **The venue for the show has moved.** For the first time it will be held at the Hallam FM Arena, Sheffield. As usual it will run on a Wednesday and Thursday with doors opening on 4th of October.

The move has brought the show within easy reach of a whole new raft of potential visitors in Yorkshire and Humberside. To these people the message is simple. If you are involved in any aspect of manufacturing, this is a new show for you and it's right on your doorstep so you don't have to travel hundreds of miles.

And there's a very easy way to find out if it's really your show. Just read this preview. But remember, it only covers about 15% of exhibitors. That means statistically, if you identify just one exhibitor here that is highlighting something that could be beneficial to your company, there will be another eight similar opportunities when you attend the show.

Running alongside the exhibition is a seminar programme organised into 12 separately bookable, hour-long sessions. The topics covered are carefully selected to reflect the issues currently taxing the collective mind of manufacturing industry. Rising energy bills; Lean manufacturing; exploiting a £15 billion market, yes that's billion, are all subjects covered (full programme and booking form inside).

Show organisers ETES are confidently forecasting that by time the doors open at the Hallam FM Arena on 4th October the exhibition will be some 40% bigger than the last Northern Manufacturing show, held in Newcastle in 2004.

This only confirms that it was a wise decision to place the exhibition right at the heart of the North with the fastest manufacturing growth in the UK. It's never a

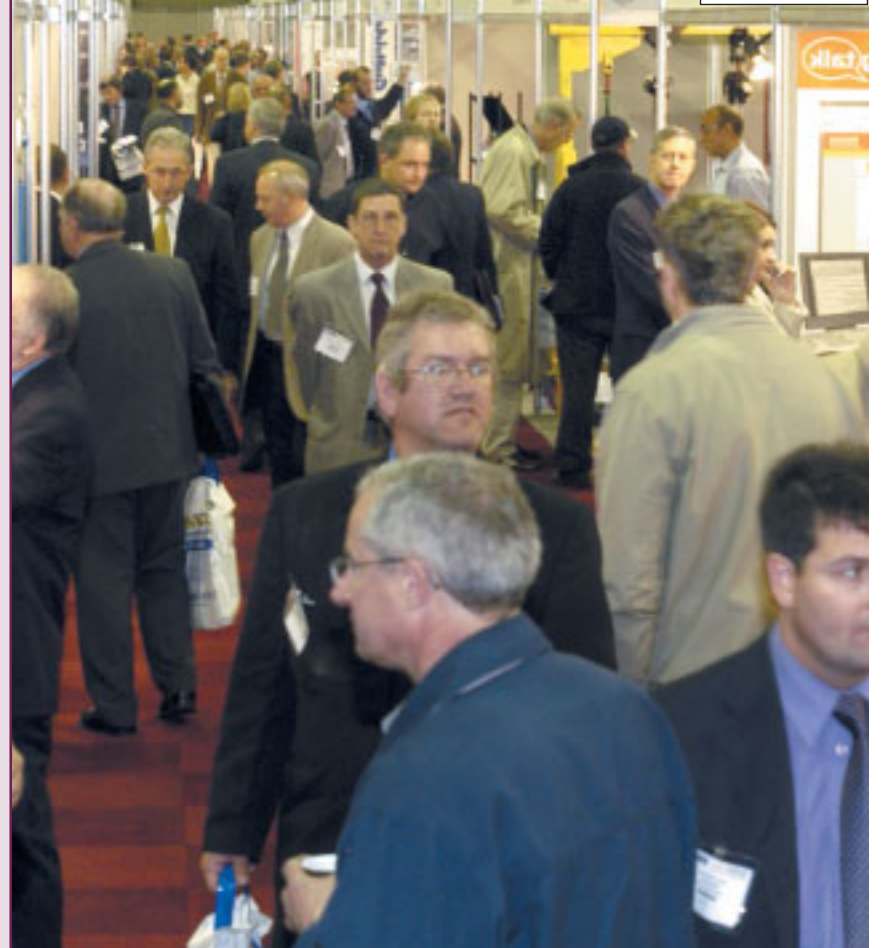
bad policy to follow success. In 2004 economic growth in the region defined by the Regional Development Agency Yorkshire Forward was, at 4.9%, the highest in the UK. That's "Tiger" economy levels. Total export from the region exceeded £10 billion.

Yorkshire Forward looks after the three Yorkshire and Humberside; five of the world's top 10 companies are present in the region. Manufacturing accounts for 20% of the region's employment and 21% of the GDP. That compares with a UK average of 15.2% for both.

Good access and free parking are essential ingredients of a successful regional manufacturing exhibition. The Hallam FM Arena is located near Sheffield City Airport and has its own Supertram site linking it to the city centre and the mainline station. There is also on-site free parking for over 1,000 cars. This is coupled with good access to the motorway network from the North and South.

There can be little doubt that an exhibition is the most cost-effective way of keeping abreast of the latest developments in manufacturing technology; a forum where you can have face-to-face discussion with dozens of companies that could literally transform your company. A visit to the Hallam FM Arena on 4th or 5th October could be the most productive half-day you will spend out of the office this year.

**Northern Manufacturing offers something for everyone**



### Cutters for all reasons



with both ball noses and square ends.

For high speed aluminium cutting there is a two-flute solid carbide cutter with a 50° right hand helix. These tools are also suitable for high speed machining of plastics and brass.

A new cutter with a staggered tooth design can achieve exceptional standards of surface finish. These are also capable of chamfering and countersinking operations.

Steel up to 60 Rockwell C hardness can also be machined with roughing cutters that provide a performance improvement of up to 200% on previous tooling. These tools can maintain a surface finish of 63 Ra. There is a coating on the tools that reduces friction and improves lubrication enabling them to cut under wet and dry conditions on difficult-to-cut materials.

If you are struggling with a difficult machining problem, then this stand has got to be worth checking out.

For Further Information enter **500**

ITC Tooling specialise in developing carbide tooling solutions for a wide range of applications and materials. For example to machine graphite, for EDM electrodes, four-flute micro-grain carbide end mills have been designed. These can cut graphite at speeds up to 20,000 rev/min and feed rates of 3m/min. They are diamond coated and suitable for any other similarly abrasive material. Sizes from 2-12mm in increments of 2mm are available

**Sheffield First**  
FOR INVESTMENT

### SHOULD YOU BE HERE?

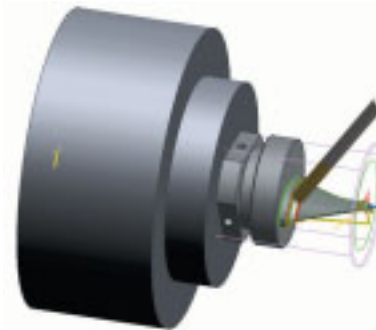
This preview will give you a taste of what to expect at Northern Manufacturing 2006.

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 North.

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 George Doyle on **01784 880 890**

Alternatively, return the coupon on the back page.

### Software upgrade boosts five-axis performance



Pathtrace, part of the Planit Group, will be showing the latest version of EdgeCAM, the off-line programming system that now features simultaneous 4 and 5 axis milling for mill-turn machines. In addition there are enhanced drilling routines for automatically finding and machining holes through cylindrical and conical faces.

Improved boundary control and a new "rest roughing" function minimise

operator input and geometry creation for both roughing and finishing cuts. Enhanced productivity features deliver simpler operation and reduced floor-to-floor time for component production. The system also offers improved handling of 3D models from all the major CAD systems.

The new version will be seen working in a joint presentation with Jobshop, an advanced planning and control system, also from the Planit Group. This now incorporates a "stock locking" function that supports perpetual inventory checking as well as improved stockholding and control. This version further streamlines operations in purchase, ordering, estimating, cost data importing and accounts linking.

Jobshop enables a manufacturer to take full control of his processes in order to reduce costs and increase profitability.

For Further Information enter **502**

### The voice of engineering

For any managing director of an SME, who wears many hats to start with, keeping abreast of current legislation on many different issues such as health and safety, employment and pay issues can be daunting. That's where the Engineering Employers' Federation (EEF) comes in. These are just a few of management issues it advises members about.

By definition, the EEF is closely focused on engineering issues, which means much of the available help is

**eef**  
Sheffield

tailored towards companies like yours. Staff training and environmental considerations are also factors that come under the EEF banner.

Members can also use the EEF facilities for conferences and meetings.

Perhaps most important of all, if you want a voice in the corridors of power, either nationally or regionally, the EEF speaks on behalf of engineering employers. Members have significant input in EEF lobbying policy. Check it out.

For Further Information enter **501**

### Six-axis laser finishes the job



The UK's first six-axis laser for automatic tube and RSJ cutting has recently been installed in the Sheffield headquarters of Laser Cutting. In automatic mode it can handle work pieces up to 0.5 tonne and up

to 8m long. The length can be increased in manual mode.

Complex contours can be cut on the inside web of H and I beams. The six-axis capability means these shapes can be produced with a bevelled edge up to 60°. In effect, components can go straight from the laser to assembly already "prep'ed" for welding.

For the end user, this represents dramatic savings in time and money. Also, the quality of the weld-prep is significantly enhanced leading to further downstream savings in faster welding and reduced re-work.

The investment in new technology is obviously paying off. Following a management buyout, turnover has doubled in two years. Any fabricators of petrochemical and structural engineering components should make a beeline for this stand.

For Further Information enter **503**

YOUR LOCAL EVENT - no need to spend the whole day out of the office

For Extra Free Tickets Call the Hotline 01784 880890

FREE PARKING

## Grasp that helping hand

For any company, achieving global standards of manufacture is not an option. Either you do it or you're driven out of the market place. It's that simple. When faced with such stark reality any helping hand should be firmly grasped!!! And, that's exactly what's on offer from MAS Yorkshire & Humberside.

This particular helping hand comes either free or heavily subsidised. It is estimated that over the last couple of years MAS has boosted the region's economy by over £47 million, so it must be doing something right.

The service usually starts with a free "Health Check" for your company. This is a review of current manufacturing processes and management techniques. If like Mary

Poppins you're "Perfect in every way" then you don't need it. But, for all lesser mortals, the review will pinpoint potential areas of your business where you can improve efficiency and productivity.

This can be followed by up to 30 days of on-site help which will be 50% grant subsidised. This will be provided by manufacturing specialists who will work with you to implement the improvements that have been identified. If training is required, either in manufacturing processes or management techniques such as Lean Manufacturing, additional 50% training grants are available.

Have the health check, talk to your company's "personal trainer" and realise the benefits that are there for the taking.

For Further Information enter 504

## Fabrication service covers design to assembly



With 120 plus employees and an 80,000 ft<sup>2</sup> manufacturing plant, Allsops is a substantial supplier of sheet metal fabrications by any yardstick. The service starts with a seven-seat CAD system that enables Allsops designers to assist customers optimise product design even before any prototype production commences.

The production engineering team can steer a project from concept through design and prototyping to full volume production. Both low and high volume close tolerance work is undertaken.

On the shopfloor, a programme of continuous investment is reflected in state-of-the-art production facilities. This includes CNC turret presses that can operate in a "lights out" environment. Maximum punch capacity is 4mm thick mild steel and sheet up to 3000 by 1500mm can be handled.

Laser cutting up to 21mm thick in mild steel is also available. There are CNC press brakes to form components, again the level of technology is emphasised by robot loading for unmanned operation. Welded fabrications are produced using MIG and TIG welding. To finish components there are two powder coating lines. Full assembly and packaging complete the picture of a "one-stop shop" subcontract fabrication service.

For Further Information enter 509

## Does exactly what it says on the tin

FactoryMaster is a software package that does exactly what it says on the tin: Gives you total mastery of your factory. It has been successfully employed in factories that range in size from small subcontractors to major aerospace manufacturers.

Reading through the specification, the thing that shines through is the practicality of the system. It features a modular construction that allows a step-by-step, phased introduction. This is combined with an emphasis on what you can do when things don't go to plan; as so often happens in the real world.

For example, in the purchasing module a fax requesting confirmation of delivery date can be automatically generated and sent to any supplier who is late. The way the MRP module reacts to changes in call-off or sale orders is very simple to understand. Similarly, stock control can "inherit" data from purchase to keep track of price changes.

The real proof of the pudding is what existing users have to say. A manufacturer of household plastic produces over one million items a month. The Stock and Warehouse Control module reduced order-picking time by 75%. Installation costs were more than covered in the first year by staff savings alone. Another user was able to increase annual turnover by £600,000, which generated £100,000 on the bottom-line; several times the installation cost.

Reading through the case studies (that are well worth picking up) the emphasis on results measured in cash terms is very convincing.

For Further Information enter 510

## Growing demand for "one-hit machining"



The obvious appeal of "one-hit machining" is spreading according to Yamazaki Mazak who will be showing the Integrex, multi-function turning centre. This features twin 6,000 rev/min spindles combined with an upper rotary tool spindle incorporating an automatic tool changer. There is also a lower, nine station, drum turret to dramatically reduce cycle times.

Originally such machines really only appealed to manufacturers of complex parts. Today, things have changed as many SME's who produce more prosaic parts have realised they too can reap the benefits.

Second op turning with its manual loading can often account for 70-80% of

the total production time and only add 20% to the component value. Factor in the additional time saved by incorporating third op milling, then the case of one-hit machining on even simpler work becomes overwhelming. This trend is only accelerated by customers. More and more they are demanding the delivery schedules that are only possible with one hit machining.

The entry level CNC machine tools still play an important role and that's why Yamazaki will also be demonstrating a Nexus vertical machining centre which features an 18.5 kW spindle drive which provide speeds up to 12,000 rev/min. The Nexus range also includes CNC lathes.

For Further Information enter 511

## Cradle to the grave electronics



According to S2S Electronics, end-of-life disposal ought to be a major consideration when it comes to creating a new design for any electronic device. The right decisions taken at the initial design stage can have a profound impact on eventual disposal costs.

A sister company RID UK has been formed specifically to tackle this problem that is central to the WEEE directive. Once producers are obligated to accept products back at end-of-life, this will become a major concern.

The S2S/RID service starts with

design for disassembly along with recommended recycling solutions. S2S have put together a team of engineers offering mechanical design, electronic design on sustainable solutions.

RID operates at the other end of the product development to end-of-life spectrum. They offer recycling container collection services. Once full, they are exchanged for empty ones and the contents recycled. Full paperwork and audit trails are provided to the customer in order to demonstrate compliance.

For Further Information enter 512

## The wraps come off revolutionary cleaning system



The revolutionary Clean Cube bio cleaning system will be making its debut on the Pexa stand. This machine offers efficient component cleaning and degreasing without any emissions to air, hazardous materials or a waste stream of contaminated solvents.

The system houses a biological filter that contains specially harvested bacteria, which consume oil and contamination. This means the cleaning agent is returned to the tank rejuvenated and ready to be recirculated to process the next part. The filter cannot be blocked.

The only by-products are water and CO<sub>2</sub>. The cleaning agent is Cleanbooster, a pH neutral detergent. This is pumped through a hand-held brush, which is used to clean the part. Dirty cleaner is first passed through a two-stage filter to remove large dirt particles.

There is no water supply to, or waste stream from, the unit. An electronic control system monitors the machine and uses an LED display to indicate current status.

For Further Information enter 513

## A wide choice for visual inspection

On the Vision Engineering stand there will be a wide range of visual inspection and measuring equipment. This starts with a basic 2D non-contact measuring system and grows in sophistication to a 3D system with a broad range of capacity and measuring options.

At the entry end of the range there is a system that is equally at home on the shopfloor as it is in the QC department. It enables operators to measure and inspect components next to the production line. A large clear viewing head presents a high resolution image of the inspected part. The measuring stage is moved to carry out precise measurements.

The 3Dmeasuring stems feature a variety of measurement and data capture options including fully automatic movement, autofocus and video edge detection. Repeatable measurements with up to 5 micron resolution are possible.



The stereo range with "eyepieceless" viewers provides operators with a long working distance and a large depth of field for quick and easy inspection. Twenty LED's ensure bright white illumination, which is shadow free with a high degree of clarity for surface inspection. X20 magnification can be specified.

For Further Information enter 506

## TWI shows its own brain child



TWI will be showing the latest in Friction Stir Welding, where the capacity to join aluminium plate in a single operation has been boosted from 50 to 75mm. The machine used is the Robostir, which combines the powerful performance of friction stir welding together with the flexibility of a robot.

TWI, formally The Welding Institute, originally invented the process. It is planning to further develop the process with a second robot underneath the machine. It is envisaged that welding from both sides could push the envelope in plate welding up to 150mm thick.

TWI are looking for applications that could benefit from Friction Stir Welding, so if you're into heavy duty welding its worth checking out what's on offer. Mind you, if you've got any sort of joining problems talk to TWI.

Why do you think it condensed the original name to just initials? The non-specific name better reflected the broader scope of research work undertaken. This now embraces a wider range of materials and joining processes.

The service offered is totally embracing of all aspects of joining. It starts with initial design, material selection and production process right through to quality control and in-service performance. Even repair processes can be part of the final development proposals.

For Further Information enter 507

## Turned parts in all quantities

Sassen Engineering specialise in turned parts up to 50mm diameter. The company has installed lathes of different layouts and control systems to enable the company to economically tackle batch sizes that range from one-offs to thousands.

These start with centre lathes and go through CNC machines right up to single spindle automatics.

Typically diameters up to 50mm are catered for. A range of vertical machining centres and milling and drilling machines are available for second operation work. These machines are also used to machine castings.



The current customer base includes automotive, aerospace and gas industries. The company operates a flexible response production control system that allows a 24-hour delivery service to be offered to meet unexpected demand.

For Further Information enter 508

# Boost company performance for FREE

Today, UK manufacturing industry faces fierce global competition. No stone can be left unturned when it comes to investigating any method of improving productivity. There are management techniques around that have a proven record of boosting performance not by single figures but 20 to 30 percent. No company can afford to ignore such survival tools.

One of the most widely used techniques is Lean Manufacturing. How to reap the benefits of this popular technique will be highlighted in one of the sessions in this year's Industry Seminar programme.

Much research goes into identifying subjects that have topical appeal. That's why the benefits of other management techniques such as Six Sigma, Benchmarking Suppliers and Supply Chain Management are also highlighted. The seminar programme comprises 12 one-hour long, individually bookable sessions. These are free, but spaces are limited and allocated on a first-come, first-served basis; so the advice is simple - book early.

Another Seminar 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!!

Other hot topics include "how to save on electricity costs". Energy is an ever-rising percentage of overall manufacturing costs. How to minimise the costs of conforming to the legal requirements CE Marking also comes under the microscope

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

A one-hour seminar won't solve all your problems, but it might just point you in the right direction. And, that's 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 4th October

**SESSION 1 - 9.30am**  
**Effective Supply Chain Management**  
 Improve your product lead time to market through better control of your suppliers, performance monitoring and supply chain management.  
*Bob Heywood, MAS Associate, PDA Management Consultants.*

**SESSION 2 - 10.45am**  
**CE Marking - A LEGAL REQUIREMENT or just more red tape?**  
 Nearly all products must conform to CE Marking Legislation, if manufactured or sold within the EU. Ignorance of the law is NOT an excuse. The seminar will demonstrate how to prove compliance, removing the fear and ignorance at minimum cost.  
*Tony Reynolds, CE Marking Association*

**SESSION 3 - 12.00pm**  
**Starting the Lean Journey**  
 How lean thinking can be used to achieve competitive advantage for your company.  
*David Hood, MAS Associate, PDA Management Consultants.*

**SESSION 4 - 1.15pm**  
**Selling to the Ministry of Defence**  
 The MoD spends £15 billion on goods and services annually. This seminar gives a unique insight into their purchasing process and offers valuable advice on how to sell to the MoD.  
*Defence Suppliers Service.*

**SESSION 5 - 2.30pm**  
**Profitable Product Design**  
 Effective design is about a lot more than making a product which looks good. Find out how integrating customer and manufacturing needs with a product's design can result in big gains for everyone.  
*Sally Salter of UNICAM (Northern) Ltd and MAS Associate David Brannock.*

**SESSION 6 - 3.30pm**  
**Saving Energy on Motors using intelligent controls**  
 Specific methodology and controls you can apply to make savings on motors which have a low load.  
*MAS Associate Dr Alex Mardapittas of EMS Consulting.*

**SESSION 7 - 9.30am**  
**The Basics of Lean Manufacturing for all - How to deliver Maximum Benefits.**  
 Find out how the implementation of Lean Manufacturing techniques can deliver rapid, sustainable, bottom line benefits to your company, whatever its size.  
*John Chandler, MAS Yorkshire & Humber.*

**SESSION 8 - 10.45am**  
**Six Sigma - An innovative process improvement & problem solving approach for all.**  
 Become a detective. Follow the data trail to improve your processes. Includes a case study from a Tier 1 Automotive supplier, with an authentic problem and its final solution.  
*Nic Wigley - Engineering Resolutions. (Engineering Consultant and Trainer).*

**SESSION 9 - 12.00pm**  
**From 'firefighting' to effective production planning and scheduling.**  
 A manufacturer's account of how they gained better visibility on the shop floor by implementing effective production planning and scheduling controls.  
*Jane Dawson of Wakefield Acoustics with MAS Associates Ralph Woodhead and Stephan Matykiewicz of MCCR.*

**SESSION 10 - 1.15pm**  
**Exploiting Innovative Manufacturing Technologies**  
 Looking at innovative and ground breaking material & joining technologies with examples of applications.  
*Mark Roughsedge, TWI Technology Centre (Yorkshire) Ltd.*

**SESSION 11 - 2.30pm**  
**"Strategy Blueprint" - How to write a strategic plan for your business**  
 How the EEF planning tool will help you improve your business for the long term providing a road map for the future. Providing clear structure for writing a strategy and a guide through the planning process.  
*Krys Szokalo, EEF Sheffield.*

**SESSION 12 - 3.30pm**  
**How to Buy, How to Supply in the Automotive Chain**  
 OEM Supplier expectations and automotive purchasing best practice.  
*Mike Barrett, Manager, National Supply Chain Development, SMMT Industry Forum.*

# LIST OF EXHIBITORS

STAND	COMPANY	PRODUCTS
H37	Acorn Industrial Services	Bearings, Power Transmission & Engineering Consumables
F31	Advanced Industrial Products Ltd	Adhesives
F1A	Ai Materials Ltd	Alloy Stockholder
G1	Airedale Springs Ltd	Springs/Wireforms/Light Pressings
C12	Allsops Ltd	Laser Eqp't & Services
C6	Appli-Tec Ltd	Part Marking & Machine Tool Vending
C39	Apollo Plastics	Vacuum Former
A30	Associated Spring SPEC	Springs, Clips, Washers, Pins, Mechanical & Gas Struts
H24	OF Bell Injection Moulding	Plastic Injection Moulders & Toolmakers
F43	Bollhoff Fastenings Ltd	Blind Rivet Nuts & Inserts for Plastics
A19	The Bradley Group	Springs/Pressings/Assemblies/Laser Cutting & General Engineering
E30	Bralo UK Ltd	Rivets, Rivnuts, Rivet Tools
B43	JS Bruce Engineering Ltd	Drillheads, Machining Units & Vacuum Fixtures
B32	Business Link South Yorkshire	Business Advice & Support
D31	CADconnect Ltd	Autodesk Resellers
B37	Centres Of Industrial Collaboration	Collaborative Research & Development
F24	Claro Precision Engineering Ltd	Precision Machined Parts/Assemblies
D30	R. Collett & Sons (Transport) Ltd	Road Transport Services, Warehousing & Distribution
C13	The Custom Crank & Engineering Co Ltd	Specialist Crank Shafts
A22	Dalmec Ltd	Pneumatic Lifting Equipment
B30	Design Works	Helping You Make the Most of Good Design
A25	Drilling & Tapping Services Ltd	Specialist Secondary Operations
B6	EEF Sheffield	Business Advisory & Information Services
F13	E F Westaway Ltd	Sub Contract Metal Finishing, Chemical Cleaning, Etching, Phosphate Coatings
E13	Electrox	Laser Marking Systems
F1	Engineering Industries Association	Engineering Trade Association
F18	ETES - Regional Sales Office	Exhibition Organisers
A14	FactoryMaster Ltd	Manufacturing Software for Tough Businesses
E12	Finwood Paints Ltd	Specialist Paint & Coatings
G37	Gem Vending	Vending Operator & Machine Supplier

STAND	COMPANY	PRODUCTS
F44	George Jowitt & Sons Ltd	abrasives, branding wheels
C43	HPC Gears Ltd	Gear Transmission Products
E21/E19	HRS	Manufacturing Software & Related Services
G44	Hyquip Ltd	Production, Automation, Workholding, Hydraulics
F30	Industrial Tooling Corporation	Prec. Cutting Tools - Manufacturer, Reconditioner, Modification & Distribution
D12	KTR Couplings Ltd	Power Transmission Components Manufacturer
H1	Labfacility Ltd	Temperature Sensors & Instrumentation, Test Meters
B31	The Laser Cutting Co. Ltd	Laser Cutting Services
E36	Laser Process Ltd	Laser Cutting & Marking
E31	Lasershape - CR4	Laser and Waterjet Profiling
C42	Lost Wax Development Limited	Precision Investment Castings
D37	Machinery Market	Trade Publication - Engineering & Manufacturing
A10	Manufacturing Advisory Service	Government Backed Manufacturing Advice
F18	Manufacturing Technology - Ireland	Organisers Office/Sales Stand
D36	Metal Improvement Company	Shot Peening Subcontractor
D43	MHH Engineering	Torque Control Equipment
F18	Midlands Manufacturing Exhibition	Organisers Office/Sales Stand
A16	Mintdale Engineering	CNC Turned & Milled Parts, Small to Medium Volumes
C7	Mituloyo (UK) Ltd	Inspection Equipment
C1	MoD Defence Contracts Bulletin	MOD Contract Bulletin
A31	Nederman Ltd	Dust/Fume Extraction, Retractable Hose, Cable Reels
D18	North Devon Electronics Ltd	Manufacturer of Coils & Transformers
F18	North West Manufacturing Exhibition	Organisers Office/Sales Stand
F18	Northern Manufacturing Exhibition	Organisers Office/Sales Stand
F18	Organisers Office	Exhibition Organisers
D19	Palomatic Handling Systems Ltd	Lifting & Handling Solutions
E21/E19	Pathtrace Ltd	EdgeCAM - CAM System for NC Part Programming
C41	Perfect Bore Manufacturing Ltd	Deep Hole Boring, Honing & Superfinishing
G25	Pexa Ltd	Parts Washing Machines
F37	Polish Embassy-Trade Promotion Dept	Promotion of Trade & Investments with Poland
A37	Precision Micro Ltd	Precision Metal Components

STAND	COMPANY	PRODUCTS
E37	Preform Technologies Ltd	Knitted Technical Textiles
TBA	Press Office	Press Office
B20	Edward Pryor & Son Ltd	Industrial Marking Machines
D24	Royal Tool Control Ltd	Tool Presetting, Storage & Handling Systems
C15	S2S Electronics Ltd	Contract Electronics Manufacturing
E46	Sassen Engineering Ltd	CNC Machining/Turned Parts Manufacture
C2	Scaglia Indeva Ltd	Electrical/Pneumatic Manipulators
C25	Seaborn Plastics	Thermoform Plastics
H18	Semco	Dispensing Equipment & Repackaging
TBA	Seminar Theatre/Registration	Free Seminars/Registration Desk
C37	Sheffield First for Investment	Inward Investment Agency For Sheffield
H43	Soabar	Thermal Label Overprinting Machines & Labels
F18	Southern Electronics Exhibition	Organisers/Sales/Press Office
F18	Southern Manufacturing Exhibition	Organisers Office/Sales Stand
E43	Springmasters Ltd	Springs, Clips & Pressings
C30	Staylite Ltd	Screw & Nut Assemblies and Metal Fasteners
C18	Steel Service Centre Ltd	Subcontract Laser Cutting
G19	Tapeswitch Ltd	Safety Mats, Sensing Edges, Ribbon Switches, Panic Strips
B14	Teeside Manufacturing Centre	Total Enterprise Integration Service
C24	Telesis Eagle	Marking Equipment
G31	Tesa Technology UK	Sales & Service of Metrology Equipment & Systems
D1	Three Bond Europe SAS	Adhesives & Sealants
C31	Trionics Limited	Computer Aided Manufacturing Software
E44	TWI Technology Centre (Yorkshire) Ltd	Welding & Materials Research/Consultancy
H36	Variohm Eurosensor	Sensors & Transducers For All Applications
G36	Vision Engineering	Optical Inspection, QC & Non Contact Measuring Systems
B24	WDS	Components to the Manufacturing Sector
C36	WNT (UK) Ltd	Engineering Cutting Tools
G24	Yamazaki Mazak UK Ltd	CNC Lathes and Machining Centres
F36	Yorkshire Bank	Financial Services and Business Advice
TBA	YTS Manufacturing Ltd	Subcontract Component/Machine Tool Mfrs

Correct as at 11.09.06

## Mistakes that haunt you



Over 50 years ago, one of my very first jobs as an apprentice was to fix identification labels to hydraulic cylinders with self-tapping screws. These were going to be the best-fixed labels ever. I heaved on the spanner. Yes, you're right, I stripped the thread. I still recall vividly my mortification at the section leader's vitriolic reaction.

Ever since then, I've had a real appreciation of torque measuring wrenches. I've never valued them as less than "very useful" and often "absolutely essential".

At the show MHH Engineering will be demonstrating the Torqueleader ranger of torque control tools for many diverse applications. I've personally used them for applications that range from

motorway bridge rubber mounting pads to miniature electro-mechanical assemblies. Some applications are safety critical such as disc brake assembly and cylinder heads. Other applications where torque limiting is essential is in "fragile" assemblies, such as fixing into plastics and rigid foam. Here scrap can be virtually eliminated.

The latest options include the carbon fibre E-Torc electronic torque wench. This has "Torque and Angle" and "Just More" options. There is even a Personal Electronic Torque Analyser.

With today's emphasis on quality and consistency, anyone who uses fasteners for assembly should visit the stand.

For Further Information enter 514

## Floorplan

# Northern Manufacturing 4th - 5th October 2006 Hallam Arena Sheffield

