



SHAPA News

SOLIDS HANDLING AND PROCESSING ASSOCIATION

Produced by the Solids Handling & Processing Association, 20 Elizabeth Drive, Oadby, Leicester. LE2 4RD

Issue 14: February 2002

Dynamic start to 2002

SHAPA is stronger than ever before, with a full action plan and a record number of members, Allan Wilkie told members at January's general meeting.

Since the decision last year not to join PPMA, we can now concentrate on taking the Association

forward, and develop the focus, interest and networking opportunities unique to our industry – in ways that truly benefit our members.'

With this in mind, an ambitious 12-point action plan has been drawn up, (see box, right).

Pick your top four...

All these plans are designed to benefit you, and your company. You should already have been asked to vote for your views on the priorities on this list – but if you haven't replied yet it's not too late! For example, if you want to suggest something else for our action plan, or indeed feel we should remove an item, please let us know.

If you have any comments contact John Whitehead.

INSIDE...

- ◆ ATEX update
- ◆ Record membership
- ◆ Increasing leads
- ◆ Exhibition news

Your association, your choice..

Here are some of the exciting plans we have for SHAPA this year.

1. Holding an ATEX Directive seminar
2. Campaign for the establishment and acceptance of a Site safety passport scheme and to consider facilitating a conference, seminar or workshop too
3. Launch of the cost of ownership campaign
4. Commitment to produce more technical papers
5. More data on web site hit-figures
6. Considering methods for generating leads for members
7. Exploring possibilities for helping members in building business in Europe
8. Promotion of SHAPA and members in Solids and Bulk Handling
9. Promotion of SHAPA to end users, trade associations and other official bodies
10. Considering more member seminars
11. Promoting our website
12. On going New Member Recruitment programme

PPMA – the next chapter

Whilst we have decided against joining the PPMA, our two associations continue to link up on some projects.

In particular, PPMA is still the major show for our industry in the UK,

and we are still wholeheartedly supporting it and encouraging members to exhibit there.

See page 2 for details on the SHAPA discount on space at PPMA .

SHAPA technical update

UNDERSTANDING ATEX

Following the success of our noise seminar, we are planning to run an ATEX seminar later this year that aims to bring clarity to this complex area, looking at harmonised standards, and the ones that still need to be written.

The full day seminar will give an overview of what ATEX is, its implications for our industry, and no-nonsense tips on how to put it into practice and is open to both members and non-members alike.

The seminar will cover topics such as: limits on the use of non-metallic materials; the need for static earthing; thermal effects; the design of entries; and marking requirements.

Reserve your place

We expect numbers to be high for this event, so do provisionally book your place so we can organise a venue to accommodate everyone.

Look out for more details in the near future.

PASSPORT SCHEME NEWS

We have been reporting the launch of a passport scheme in the food industry for a while now, developed with the help of PPMA.

Our current plan is that SHAPA should support (or even facilitate) an industry wide standardised 'Passport scheme' be recognised by all companies in a specific industry.

We will have more info on this in the next issue.

Exhibition news

£20/m² discount at PPMA

We have again negotiated a discount of £20/m² floor space at the PPMA show with a small rebate scheme to our association in recognition of our sponsorship and proactive support of the show. This not only saves you money (probably more than your SHAPA membership fee!), but also enables us to undertake more on your behalf.

We have also negotiated an integrated

“We are increasingly affected by the information coming from the EU, but can now turn to SHAPA as a filter - a way to keep abreast of the directives that will affect the solids handling industry”, John Chippington from Dustech, new SHAPA member

platform for SHAPA members this time - so we will not all be confined to a separate 'process' area, but can take space anywhere in the show.

Powder and Bulk Solids Show

SHAPA are again co-sponsoring this major US show to be held in Chicago from 7th to 9th May 2002 and John

Whitehead has taken over the onerous task of promoting our members to the US Market...

If you would like to send literature over with John, please contact him on 0116 271 3704 for details and deadlines.

Latest news and back-copies of the SHAPA newsletter are available on www.shapa.co.uk

Members' news... members' news...

SHAPA numbers at all time high

Already this year, nine new companies have joined us in UK's most influential solids handling and processing trade association, taking our membership to an all-time high.

We are delighted to welcome the following new members:

Braby, who design, manufacture, deliver and install high quality aluminium and stainless steel storage silos and tanks.

Benhar Systems, a turnkey system designer, supplier and installer in the field of bulk solids storage and handling

Darenth Weighing, who supply control systems, bag fillers & weighing systems.

Dustech Engineering Ltd specialists in the design, development and installation of heavy industrial air-pollution control equipment from simple units to large turnkey installations.

Hanningfield Quadro with over 22 years of pharmaceutical design and manufacturing experience – particularly custom stainless steel

manufacture.

Industrial Blower Services – suppliers of blowers and repair blowers & rotary seals.

Procon Engineering, incorporating the businesses of Defiant & Negretti Weighing and Service, Inflo Beltweighers and Lintvalve Boiler Leak Detection Systems.

Parnaby Cyclones International, designers & suppliers of mineral processing plant and effluent treatment systems.

Sweco Europe SA, a worldwide producer of vibratory separators for both dry and wet applications.

Hanningfield Quadro is now an exclusive agency for SteriValves.



UK pneumatic systems manufacturer, PCS has been acquired by **K-Tron International** for £0.6mill.



US based Rotex has acquired **Locker Process Solutions**. Martin Hawley is MD Rotex Europe and Alan Thompson stays as sales manager UK & Ireland.



Mucon has moved its French subsidiary just a croissant throw from its previous location.



Dave Howell has joined **DMN UK Ltd** in sales.

Notice board

Former MD of a process machinery manufacturer is seeking a **sales/management position**. Has experience in wet and dry mixing and milling, mechanical and pneumatic conveying and associated control systems. Currently Cotswolds based, but will relocate.

Contact **John Whitehead**, SHAPA secretary on shapaltd@aol.com for further details.

Experienced technical sales engineer for over 18 years with substantial knowledge within the powder process handling industry : chemical, food, confectionary, pharmaceutical, glass, quarry, plastics & foundry etc. is looking for new opportunity. North East based.

Increasing export sales

Trade Partners UK's online sales leads service offers two clear business advantages in exporting.

Firstly, it makes details of your products and services available to buyers globally - free of charge, 24 hours a day, 365 days a year. Secondly, it provides free export sales leads, matched to your interests, e-mailed direct to your desktop.

Over 4,500,000 opportunity alerts have been distributed in this way in the last 12 months alone.

Currently, 19,500 businesses have signed up to receive sales leads, tailored to their

specifications.

35% of SHAPA members are already taking advantage of free sales leads, so don't be left out.

If you haven't signed up yet, all you need to do is log onto www.tradepartners.gov.uk, call Customer Services on 020 7925 7810, or e-mail export@smartlogik.com

Trade Partners UK is the export arm for the Department of Trade & Industry and the Foreign & Commonwealth Office.

Marketing team strengthened

The marketing committee is delighted to welcome three new members to join the foray - Steve Brown from Thames-side and two keen recruits from Extract Technology - Kathryn Jepson and Andrea Jackson.

"We will continue to develop the promotion of SHAPA including enhancing networking and sales opportunities in ways that truly benefit member companies," said Mike Slack, marketing

Solids and Bulk Handling

We are delighted to report that the newly revamped Solids and Bulk Handling magazine will dedicate a whole page in each issue to news and information from SHAPA.

This is yet another indication of SHAPA's commitment to keeping members and the industry in general, informed about relevant issues.

Do let us have your views on the SHAPA page - and on the new format of Solids and Bulk Handling.

Dates for your diary

EXHIBITIONS

7-9 May 2002

Powder and Bulk Solids Show, Chicago

COURSES

19-20 March 2002

Overview of Bulk Solids Handling
Wolfson Centre
020 8331 8646

22-24 May 2002

Pneumatic Conveying of bulk materials
Wolfson Centre

19-20 March 2002

Selection & Troubleshooting of Instrumentation systems for Bulk Solids Handling Plant
Glasgow Caledonian
0141 331 3715

9-10 April 2002

Mixing and blending of Particulate Solids
Glasgow Caledonian

CHANGE OF VENUE

The next SHAPA meeting is on:
Weds 10th April, 2002
at
The George, Lichfield