



Innovation, Inspiration, Development and Success

Since time immemorial progress has been driven by innovation and invention and the desire to continually improve and better ones self. The desire to learn, improve and push at boundaries is an integral part of our nature. Whilst innovation in solids handling and processing seldom hits the headlines, it nonetheless drives the machinery of progress across an enormous range of industries. Innovation is nothing, however, if not applied intelligently, marketed sympathetically and nurtured by dedicated companies willing to take some risk whilst working hard to ensure lasting success.

SHAPA have now shortlisted the applicants for the 2018 Solids Handling Industry Awards, this year the applications are of an exceptionally high standard and we would like to congratulate all the applicants in this year's awards. This year the award categories included, innovation, export, newcomer of the year and SHAPA company of the year.

The shortlisted applicants for the **Innovation** award are **Farleygreene, R & B Industrial and Russell Finex**. Farleygreene have produced a unit that streamlines the powder recycling process in the Additive Manufacturing (AM) industry, the new Sievgen 04 combines both conveying and sieving into a single unit that minimises the need for manual handling throughout the powder handling process, keeping both the powder and user safely separated. R & B Industrial have developed their SmartAir patented system which accurately balances the airflow requirements for a multi branch system, which in turn offers significant savings in energy costs and environmental benefits. Russell Finex have developed their Russell AMPro Sieve Station™ to work in the fast-developing additive manufacturing sector which due to the nature of the process requires that guaranteeing the powder handling process is fully controllable, repeatable and with minimal operator involvement is essential for a safe and successful system.

The shortlisted applicants for the **Export** award are **Guttridge, Portastor and Russell Finex**. Guttridge have been successful in several export projects in the Middle East they have successfully delivered equipment into Egypt for one of their largest grain stores; worked with a major chemical company in Saudi Arabia, provided mechanical bulk handling to the Sudan and are currently manufacturing another large order for use in Qatar. As an SME they take pride in these accomplishments and continue to grow their export opportunities. Portasilo/Portastor held a strategic review of their business and export strategy in 2016 which led to the combination of both companies under the Portastor brand. The material handling division has achieved export sales of £7.5million on a turnover of £8.7million in 2017, which has resulted in >85% of revenue stream from exports in their first year following the strategic review, this has resulted in significant cash flow benefits and ROCE. Russell Finex have continued with their export expansion which has led to an increase in export sales by 46% in the last three years. This has been achieved through a combination of factors, firstly, extensive knowledge of the sector and long-standing relationships with worldwide manufacturers ensure compliance with global standards of practice.

The shortlisted applicants for the **Newcomer** award are **Aimee Donaldson - Spiroflow, Harry Lampert - Vent-tech and Nathan Thorley – Dustcheck**. Aimee joined Spiroflow in 2014, initially as a trainee sales support engineer, she has since made rapid progress in the company leading to her current position in the mechanical design department with



responsibility for a continuous development programme. Harry has become a central figure in the business both metaphorically and physically in the office. He joined Vent-Tech in 2016 as an Assistant Local Exhaust Ventilation (LEV) Design Engineer. He currently heads our Design and R&D department and is working closely with a number of household name companies producing simple and complex designs of LEV systems. Nathan spent two year's working towards his City & Guilds L3 Fabrication and Welding and NVQ L3 in Fabrication & Welding. He completed this course in 2016 and then went on to continue his training by enrolling on the BTEC Diploma Level 3 in Engineering which he completed in June 2017. Ever wanting to improve himself and gain more skills, Nathan is now studying on day release towards a HNC qualification (Foundation Degree) in Engineering. This decision to continue training demonstrates his commitment and enthusiasm to be the best he can be. This next qualification is knowledge-based with units in project management and innovation.

The shortlisted applicants in the **SHAPA Company of the Year** are **Russell Finex** and **Spiroflow**. Russell Finex continue to develop and gain market accolades for their achievements. The company's dominance is reflected by a market share of approximately 60% within the industry. This has been made possible through stability and the ambition to grow sustainably as a business. The company sees itself as leading change, not reacting to it, meaning it can differentiate from competition. Spiroflow constantly investigate and utilise advances in robotics, diagnostics and weighing innovations in their products and systems solutions. This constant evolution in technology, combined with the use of marketing opportunities presented by social media, website optimisation, content marketing etc. ensures that they can maintain the position as a leading provider to the process industries.

The Association applaud all our shortlisted applicants and wish them all success at the awards dinner to be held on the SS Great Britain on the 17th April. and indeed all contenders who exhibited exemplary standards. For more information about SHAPA membership or to tap into a wealth of knowledge and experience, please visit www.shapa.co.uk or email info@shapa.co.uk .

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