

## Update on energy price trends

**Cedric Rodrigues** of *CMR Consultants Ltd* comments on latest trends in electricity and gas prices as illustrated in the accompanying graphs.

### Energy Buying Strategy

The three most important factors to get right when you buy energy are timing, timing and timing! It is necessary to monitor price volatility constantly.

As can be seen from the energy price trends graphs here, volatility means that prices are subject to constant movements up and down. Therefore, timing of energy purchases has never been more important than in current market conditions. Choosing an energy supplier is now

secondary to timing as there is very little competitive difference between the main suppliers.

In summary, proactive purchasing strategies are necessary to secure competitive prices. Energy contracts can be bought well in advance of renewal dates so there is no need always to wait until the last minute.

### October 2006 Contract Renewals

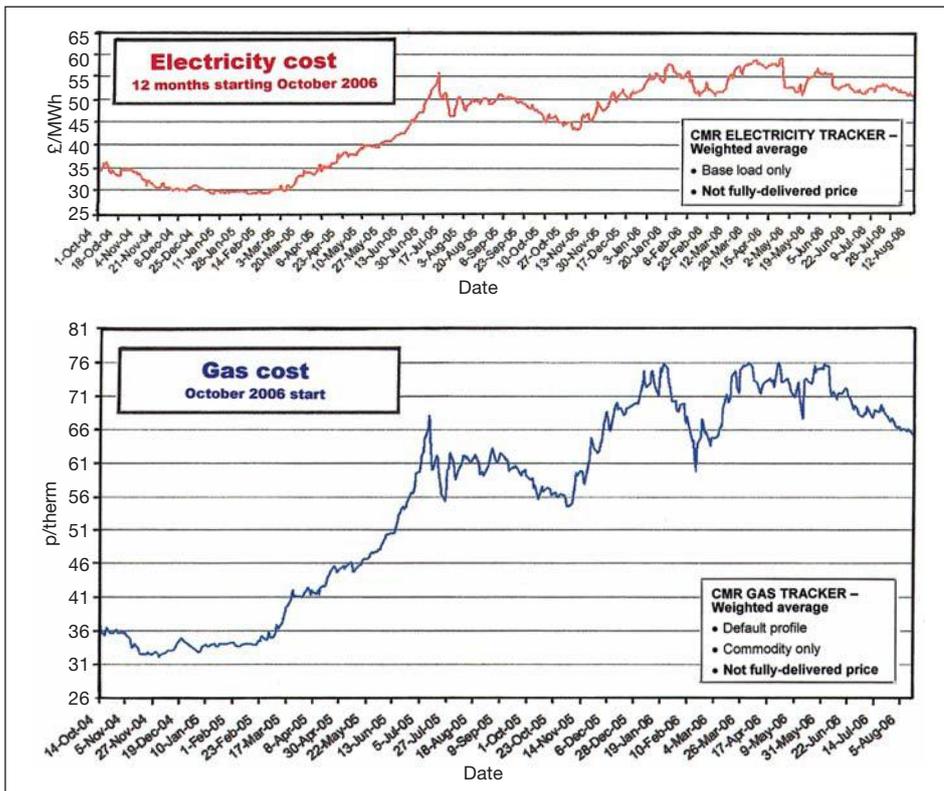
Generally, a large proportion of electricity and gas contracts are renewed in October of each year. But this year the number of renewals is higher than normal – as, way back in 2004, many businesses, sensing that energy prices were increasing rapidly,

locked themselves into two-year fixed-price contracts.

Whilst this “bought” a bit of respite for a time, these contracts are now facing increases of approximately 35% to 45% for electricity and 65% to 75% for gas.

It should be remembered always that changing suppliers requires a minimum of 15 working days before the start of a new contract period. So it is important to make a procurement decision in good time. The longer you delay the decision the lesser the incentive your current suppliers have to offer you the most competitive price. They are aware that changing suppliers late in the day could result in the customer paying to the outgoing supplier penal “out of contract prices” (which they are entitled to levy) until changeover has been successful.

*This update was prepared for CHTA in mid-August by Dr Cedric Rodrigues, MD of CMR Consultants Limited, Acorn House, Clews Road, Redditch, Worcs. B98 7ST (tel: 01527 400424; e-mail: cedric@cmrgroup.co.uk; website: www.cmrgroup.co.uk).*



## CHTA Secretariat

Items for inclusion in *Hotline* and enquiries about CHTA activities should be addressed to:

### Contract Heat Treatment Association

c/o SEA, BJGF Federation,  
Federation House, 10 Vyse Street,  
Birmingham B18 6LT  
Tel: **0121 329 2970** (or 0121 237 1123)  
Fax: 0121 237 1124  
E-mail: mail@chta.co.uk  
Website: www.chta.co.uk

CHTA Secretary and *Hotline* Editor:  
Alan J. Hick B.Sc., C. Eng., FIMMM

The Contract Heat Treatment Association is not responsible for the statements made or opinions expressed by contributors to *Hotline*.

**CHTA is affiliated to the  
Surface Engineering Association**



Robert Edwards  
Process Metallurgist



### Ask the expert

**Q.** How can I increase production *and* ensure the quality of my annealed components?

**A.** Air Products has developed an advanced control system to help our customers to control the nitrogen-hydrogen atmosphere in their furnaces, thereby eliminating the “trial and error” approach.

**tell me more**  
www.airproducts.co.uk/ate5

# SEA Energy Management Services: what's on offer for CHTA members?

## THE STORY SO FAR

In Hotline 102, we noted that the Surface Engineering Association, well aware of the impact of the recent explosive increase in energy prices, was investigating the possibility of forming an energy-purchasing consortium to enable members to access the wholesale market. After due consideration of its feasibility, this approach has been abandoned in favour of the "SEA Energy Management Services" initiative, recently launched at an information briefing at SEA headquarters. Working in partnership with Briar Associates, energy and environmental consulting engineers, SEA is offering services that encompass energy-efficiency optimisation, free assistance on energy purchasing/procurement, and guidance on Climate Change Agreements (already administered by SEA on behalf of CHTA members).

What's in the scheme that will really help CHTA members, the most energy-intensive of SEA's constituents? We asked **Ed Horgan**, a Partner of Briar Associates, to enlarge...

## SEA ENERGY MANAGEMENT SERVICES: THE BACKGROUND

The Energy Management Services initiative was originally researched and developed in response to CHTA and SEA member requests for assistance with escalating energy prices. SEA's Neil Kimpton met with a number of consultants known through their work on

Climate Change Agreements. He also spoke to clients from each consultant to investigate the service levels provided. The brief was to provide CHTA and SEA members with a broad 'one-stop-shop' service for utility issues.

Chosen as the consultants to partner the SEA, Briar Associates were identified as Chartered Energy Efficiency Engineers with strong expertise, knowledge and reputation for energy efficiency within engineering and thermal processes, as well as a firm commitment to excellence and client service. They were invited to participate in the launch of the SEA Energy Management Services with a seminar at Federation House on 20th June 2006.

The SEA Energy Management Team is co-ordinated by Neil Kimpton and consists of Ed Horgan, Andy Seager and Phil Brewerton. The team can call upon three decades of experience in the areas of energy procurement, energy efficiency and Climate Change Levy.

We have already spoken to almost fifty interested companies in the first month since the seminar. Their enquiries range from requests for a better utility price, to arranging for free energy-efficiency surveys, to questions about the Climate Change Levy evidence pack.

The general background to the new initiative is an unprecedented global demand for oil, increasing in excess of 4% per annum and being driven by the developing economies of China and India. The United Kingdom is significantly

exposed, since the majority of our oil/gas production facilities are in declining yield, whilst we remain strongly reliant on North Sea oil and gas for both thermal energy and power generation.

The majority of CHTA and SEA members have seen rises in utility costs in the order of 100% over the past two years. The UK's reliance on external gas supply and the ever-increasing global oil demand will continue the trend of escalating prices and strong volatility in the energy markets.

After a decade of declining energy costs through the 1990s, the recent sharply-rising costs need a proactive approach. We believe that the newly-launched energy management service will reduce the exposure of CHTA and SEA members to utility cost rises.

## SCOPE OF ASSISTANCE ON ENERGY MATTERS

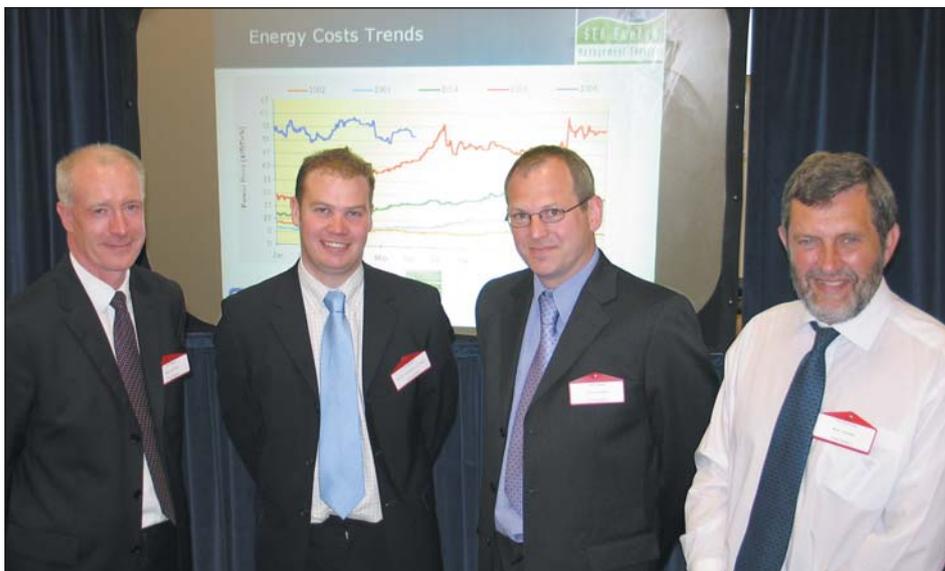
The SEA Energy Management Services are focused at three levels:

### Energy Procurement

SEA Energy Management Services will utilise an electronic energy-procurement platform, and Briar Associates tariff and infrastructure knowledge will help to reduce energy supply costs. We can also ensure CHTA and SEA members will have access to the most competitive prices and receive regular updates on the energy markets. Briar Associates are therefore well placed to provide advice on the best procurement opportunities and structures for members.

The energy market is extremely volatile and the timing of energy procurement and market knowledge has become the most important issue for minimising energy costs. Briar Associates can also provide an ongoing energy-monitoring service that assists in delivering and maintaining energy savings.

The SEA Energy Management Services procurement service comes with no obligation to CHTA and SEA members. By providing a letter of authority on company-headed paper, contract renewal dates and one of your latest energy bills, the team can provide you with electricity and/or gas prices for your next contract. What is more, if a member does wish to take advantage of the prices offered, there will be no cost to the company, as the energy consultant takes a commission from the utilities suppliers, for generating business for them.



At the June 20 launch of SEA's Energy Management Services (l. to r.): Ed Horgan (Briar Associates), Neil Kimpton (Surface Engineering Association), Andy Seager and Phil Brewerton (both Briar Associates)

The Procurement Team at Briar Associates can offer economies to the SEA Energy Management Services scheme from managing over £100million of energy contracts; they have been providing comprehensive tendering services and ongoing energy monitoring for over 15 years. Specialist procurement is carried out on behalf of companies to produce substantial savings through negotiated contracts and tariff improvements over standard supplier renewals.

Many CHTA and SEA members' utility contracts will be due for renewal from October 1st, so tendering work should be started immediately to minimise the effect of energy price increases. Early tendering provides a greater opportunity for negotiating and minimising costs.

### Energy Efficiency

SEA Energy Management Services will enable members to optimise the energy efficiency of their processes and infrastructure to reduce energy consumption and, therefore, exposure to utilities market cost rises. Briar Associates can provide a wide range of free and subsidised services available through funding from The Carbon Trust. However, over £50,000pa of energy must be used at a site to qualify for funding.

An Initial Opportunities Assessment (IOA) or a Specific Opportunities Assessment (SOA) is available free of charge to 'first-time users' of The Carbon Trust funds. IOA's are aimed mainly at the 'low-cost, no-cost' areas of energy use. A specialist engineer would provide a written report that would bring a general focus to energy-saving projects. SOA's can be carried out for a particular energy-saving project and a more detailed report would be provided.

Many CHTA and SEA members will have already used The Carbon Trust funding for an IOA or SOA in their possession. 'Follow-on Products' are available to support the implementation of energy-saving projects, by providing a more comprehensive appraisal of the financial cost / benefit analysis of a capital-intensive project.

Detailed audits, implementation advice and technology modules (e.g. lighting, compressed air) are all follow-on services which attract 50%-funded support from The Carbon Trust. They are all aimed at assisting the member company with implementation of a programme of energy-saving work.

Staff training/awareness programmes can provide a significant contribution to energy cost savings. These can be tailored to the individual issues at a site and 50% funding is available to companies for these courses.

Advice also includes recommending financial support mechanisms such as The Carbon Trust's Enhanced Capital Allowance Scheme and Energy Efficiency Interest Free Loan Scheme.

### Climate Change Agreements

There is increasing European and UK legislation aimed at reducing carbon dioxide emissions and this is a growing burden on business. The SEA Energy Management Services will enable members to both maximise the opportunities and minimise the risks that this represents. Briar Associates can assess relevant legislation and work with members to manage Climate Change Agreements.

CCA services available to CHTA/SEA members range from completion of application forms, monitoring and targeting services, right through to compiling evidence packs and help with DEFRA, FES or HM Revenue & Customs audits.

There is experience within the SEA Energy Management Services team with both IPPC CCAs and the new energy-intensive / heat treatment CCAs. This is important, as it can ensure that CHTA and SEA members properly and fully maximise their CCL reduction, and that their obligations and targets are understood, once participating in the scheme.

An initial visit from Briar Associates will normally be free of charge, for discussion of the general issues involved with a new or existing CCA. If any specific consultancy work is required, for example for a product mix issue which may affect the meeting of an energy target, needing historical data to be analysed, there would be a daily charge of £490 per day.

### WATER

The SEA Energy Management Services team can also offer water-minimisation advice based on their experience and knowledge of infrastructure in the water industry.

Surveys of site water use, performance analysis and leakage assessments are all offered and are fundamental in the management of water costs. The water market is heavily regulated, making management of usage particularly important.

SEA Energy Management Services can also provide sewerage, effluent and surface water management services and can offer expert advice in these areas.

### CONTACTS

SEA Energy Management Services aims to provide a "one-stop shop" of services related to energy and water management.

## Climate Change Agreements – End of Milestone Reporting

*A reminder from SEA's Neil Kimpton ...*

CHTA members participating in the Climate Change Agreements (CCA) scheme are reminded that we are fast approaching the End of Milestone Reporting. This is a very important time as all participants must report figures to SEA for the complete milestone period (1st October 2005 to 30th September 2006) by a deadline date of **Wednesday 18th October**.

Failure to report complete figures to the SEA in time for us to fulfil our reporting duties to the government body DEFRA will result in your agreement being terminated automatically. As a result, you would no longer be eligible to claim a tax levy reduction on your energy bills. Additionally, you would be unable to re-enter the Climate Change Agreements scheme in the future.

All participants should also be aware of their target for this milestone period. Failure to meet an individual site target could also result in your termination from the scheme. The only ways to be sure to avoid this are either to meet your targets or to purchase carbon credits in advance to make up for any shortfall.

Further information on End of Milestone Reporting and all that it entails can be found on [www.sea.org.uk/cca.aspx](http://www.sea.org.uk/cca.aspx). In the run-up to the End of Milestone, it is strongly recommended that you update your quarterly monitoring form on a monthly basis, so as to make final submission as easy as possible when the time comes.

*CHTA members yet to register for CCA are reminded that they can find out how by contacting Neil Kimpton at Surface Engineering Association, Federation House, 10 Vyse Street, Birmingham, B18 6LT (telephone: 0121 237 1143; fax: 0121 237 1124; e-mail: [neil.kimpton@sea.org.uk](mailto:neil.kimpton@sea.org.uk); web-site: [www.sea.org.uk/cca.aspx](http://www.sea.org.uk/cca.aspx)).*

For a no-obligations chat about the services offered, you can contact Briar Associates on 01384 79333, stating that you have come through the SEA/CHTA. Alternatively, non-members of SEA/CHTA should contact Neil Kimpton, on 0121 237 1143, for further details.

## WALLWORK SECURES Nadcap APPROVAL FOR HEAT TREATMENT SERVICES

Wallwork Heat Treatment, based at Bury, Greater Manchester, has secured Nadcap accreditation for heat treatment processes. This stringent standard applies to leading aerospace subcontractors who meet the requirements of major aerospace engine and airframe builders, including Rolls-Royce, Airbus, Boeing and United Technologies.

The Wallwork accreditation was recognised by Dennis Mendoros, chairman of the North-West Aerospace Alliance, at the NWAA head office in June this year. Mr Mendoros, also managing director of Euravia Engineering and Supply Co Ltd, said: "I am delighted that Wallwork has secured the prestigious Nadcap aerospace approval, which clearly demonstrates the excellent standards and capabilities that they have on offer. It is very encouraging that Wallwork is continuously improving its quality credentials and capabilities for the aerospace sector, which in turn is strengthening the aerospace supply chain in the North."

"This is a significant achievement," commented Wallwork Heat Treatment's director Peter Carpenter. "The new standard required a substantial investment in process development at Bury, and we much appreciated the support and encouragement we got from NWAA to achieve this good result. We have also been investing in capital plant and new facilities here at Bury to meet the needs of our 'high-end' automotive, aerospace and engineering customers, so this new accreditation comes at an opportune time."

Wallwork, with other sites at Birmingham and Cambridge, already has substantial flying-parts business, and subsidiary Tecvac Ltd received Nadcap accreditation in 2005 for high-performance PVD coatings used by leading aerospace engine builders.

This latest accreditation covers Wallwork Heat Treatment's recent investments in vacuum processing technology to provide stress-relieving for titanium, tempering for aerospace-grade stainless steels, and solution treatments for *Inconel* and other specialist high-performance aerospace engineering alloys.

As a member of the Northwest Aerospace Alliance, which represents over 750 aerospace and defence contractors in the North-West, Wallwork Heat Treatment worked with the Alliance, Martin Hyman, Regional Business Adviser – Aerospace, Northwest Regional Development Agency and Business Link Lancashire Ltd, and John Gregson of Briarcroft to prepare for



Left to right: Ian Griffin (aerospace specialist, Wallwork Heat Treatment), Peter Carpenter (Wallwork director), Dennis Mendoros (chairman, North West Aerospace Alliance), Martin Hyman (Business Link Lancashire), Nick Olpin (Wallwork QA manager), John Gregson (Briarcroft Associates) and Simeon Collins (Wallwork sales manager).

the very successful Nadcap audit.

"Now that we have two Nadcap-accredited sites, it gives us a real edge in aerospace business, and real opportunities to bid for increased business in this competitive global field," said Ian Griffin, Wallwork aerospace specialist. "I believe Wallwork is uniquely qualified to provide integrated heat-treatment and hard-coating services. This dual accreditation makes us one of the few businesses to offer hard coating and heat treatment as fully-approved and fully-integrated services for the European aerospace industry."

## NEW SOLVENT DEGREASING SYSTEM SEALS UK'S FIRST SER-COMPLIANT HEAT TREATMENT PLANT

TTI Group is the first heat treatment business in the UK to respond to the Solvents Emissions Regulations (SER) legislation by installing an EVT hermetically-sealed solvent degreasing system.

As part of the materials technology division of Aalberts Industries NV, TTI Group has nine sites in the UK. All are ISO 9001-accredited, and specific sites also have other approvals such as Nadcap aerospace accreditation.

According to Martin Dyson, Regional Manager: "TTI Group set up a project team to review the effectiveness and costs of component cleaning systems, whether existing systems or possible alternatives, and to assess the future costs and regulation of available systems. The team concluded that, for heat treatment processes such as nitriding, *Nitrotec* and vacuum treatment, where the effectiveness of pre-process cleaning is of

paramount importance, the only cleaning process that satisfies the laid-down criteria is solvent degreasing."

This led to a partnership developing between TTI, EVT Eiberger Pfohler GmbH and EVT's UK distributor, IB Industries of Bolton. The outcome of their discussions was the installation, in June this year, of a hermetically-sealed solvent system with a chamber size of 1300mm x 1300mm x 700mm. This has provided TTI West Bromwich with capacity equivalent to heat treatment plants using a solvent spray and vapour process, with a regenerating carbon absorption system removing the last traces of solvent from the chamber prior to the finish of the cleaning cycle.

"The decision to choose EVT was based on the system's capability to satisfy new legislation, its robust design and its compact size," says Martin Dyson. "It is also energy-efficient and operationally effective in delivering the desired hourly throughputs. These features, combined with a competitive price, a bespoke design offering low maintenance costs, and UK-based after-sales service and support, made the decision relatively easy."



The EVT hermetically-sealed solvent degreasing system at TTI Group's West Bromwich site.

By installing a hermetically-sealed solvent degreaser from EVT, in combination with the closed-loop *SAFE-TAINER* system, TTI is benefiting from the high-quality cleaning performance of chlorinated solvents used in a safe and sustainable manner – thereby complying with legislative requirements and contributing significantly to care of the environment.

## Spread the word by proclaiming your CHTA membership

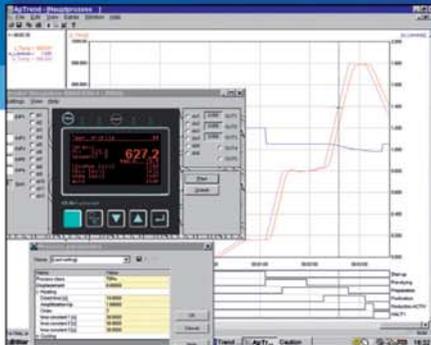


For use on company letterheads, literature, websites and advertisements, members can download CHTA's logo from the Members Area of the Association's website.

# KS 98-1 Advanced

## It's whatever you need it to be!

- ✓ Temperature controller
- ✓ Cascade controller
- ✓ Multi-channel
- ✓ Remote I/O
- ✓ O<sub>2</sub> controller
- ✓ Ratio controller
- ✓ Synchronization
- ✓ Profiling
- ✓ Bar Graphs
- ✓ Trending
- ✓ Logging



## PMA sets new standards for control technology in a 1/4 DIN package

Is it a DIN controller or a mini-PLC? With advanced application capabilities this controller will be whatever you need it to be. Paired with our software suite, real-time simulations and trending will make your commissioning more efficient. Heat Treat applications? Done. Boilers and Burners? Done. Autoclaves? Done.

Contact our Application Engineers to see how KS 98-1 can solve your control needs.

**WEST**  
Temperature Control Solutions

[www.westinstruments.com](http://www.westinstruments.com)

West Instruments, The Hyde Business Park, Brighton, BN2 4JU. Tel: +44 (0) 1273 606271 • Fax: +44 (0) 1273 609990 • Email: [info@westinstruments.com](mailto:info@westinstruments.com)

# How things change!

Hotline Editor **Alan J. Hick**, CHTA Secretary since the Association's inception in 1973, takes another of his trips down memory lane.

Our previous issue (Hotline 104) heralded publication of the latest 10th edition of CHTA's *Buyers Guide to Contract Heat Treatment*. As well as furnishing the definitive guide to sourcing from 70 UK-wide subcontract heat treatment specialists, the new document continues to provide testimony to the ever-changing face of our industry.

Compare the current member directory with that in the first edition of CHTA's *Buyers Guide to Contract Heat Treatment* published in 1977. You find that, because of takeovers, name changes, relocations and closures in the intervening period, only seven of the 63 sites of 30 years ago make it into today's guide with their 1977 livery intact (highlighted in bold in the following list):

## 1977 CHTA members



- Abbey Heat Treatments Ltd (Earlsfield)
- **Alloy Heat Treatment Ltd** (Lye)
- Birlec Ltd (Aldridge)
- Birmingham Heat Treatment Ltd
- Blandburgh Ltd (two sites: Macclesfield and Bilston)
- Bradley & Foster Ltd (Darlaston)
- Bright Brazing Ltd (Walsall)
- British Heat Treatments Ltd (Birmingham)
- Case Hardening Treatments Ltd (Brierley Hill)
- **Controlled Heat Treatments Ltd** (Lye)
- Diemould Heat Treatment & Kepston Ltd (High Wycombe)
- Electro Heat Treatments Ltd (West Bromwich)
- Express Treatments Ltd (Halesowen)
- **Flame Hardeners Ltd** (Sheffield)
- J. Folkes (Heat Treatment) Ltd (Kidderminster)
- Guthrie Adams (Heat Treatment) Ltd (Pudsey)
- J. M. Hargreave & Co Ltd (East Molesey)
- Heat Treatment & Brazing Co Ltd (two sites: Hershams and Havent)

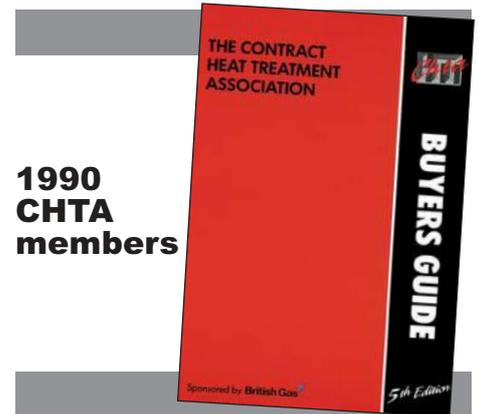
- Heat Treatments Ltd (two sites in Birmingham)
- **Holt Brothers (Halifax) Ltd**
- G. F. Homer (Redditch) Ltd
- ICI Cassel Heat Treatment Service (four sites: Birmingham, Gloucester, Manchester and Glasgow)
- **Induction Heat-Treatment Services Ltd** (Airdrie)
- Induction Heat Treatments (Manchester) Ltd (Stockport)
- Inducto-Heat (Tewkesbury) Ltd
- **JJ Castings Investments (Heat Treatment) Ltd** (Caerphilly)
- **Keighley Laboratories Ltd** (Keighley)
- Luton Heat Treatment Co Ltd (Luton)
- Metal Colours Ltd (Slough)
- Metvac Ltd (West Bromwich)
- Midland Heat Treatments Ltd (Wolverhampton)
- Nemo Heat Treatments Ltd (three sites: Stockport, Wednesfield and Leatherhead)
- New Atomic Brazing Co Ltd (Southall)
- North London Heat Treatment Ltd (Borehamwood)
- Northern Heat Treatments Ltd (Blackburn)
- Precision Heat Treatment Ltd (East Molesey)
- Rubery Owen (Moxley) Ltd (Wednesbury)
- Salter Precision Presswork Ltd, Heat Treatment Division (Smethwick)
- Southern Heat Treatments (Gosport) Ltd
- Southern Induction Ltd (Southall)
- Specialised Heat Treatments (Kingswinford)
- Stora Steel Ltd (Lye)
- M. Taylor (Metal Treatments) Ltd (Brierley Hill)
- Temperset Ltd (Tipton)
- Thames Valley Heat Treatment (Maidenhead)
- Torvac Midland Ltd (Coventry)
- Torvac Processing Ltd (Skelmersdale)
- Torvac Services Ltd (Cambridge)
- Wall Colmonoy Ltd (Swansea)
- Wessex Heat Treatments Ltd (Trowbridge)
- Henry Whitham & Son Ltd (Sheffield)
- G. H. White & Co Ltd (Sheffield)
- Wild Barfield Heat Treatment Ltd (three sites at Watford, Tipton and Risca)

Subsequent editions of CHTA's *Buyers Guide to Contract Heat Treatment* have reflected our industry's growing reputation for leadership in technological innovation and quality assurance. By 1990, BS 5750 Part 2 1987 was the approval boasted by many members. As now, they also held additional quality approvals from major organisations, especially relevant in particular market sectors.

In that year's fifth edition of the *Buyers Guide*, CHTA membership had increased to 79 sites (the all-time high of 80 appeared in 1993's 6th edition), 15 of them bearing today's names. Consolidation within the industry was becoming more apparent...

## 1990 CHTA members

- Albion Heat Treatment Ltd (Coventry)
- **Alloy Heat Treatment Ltd** (Netherton)
- **Alpha-Rowen Treatments Ltd** (Tipton)
- Ash Heat Treatments Ltd (Birmingham)
- Associated Heat Treatments Ltd (Chessington)
- Astra Heat Treatments Ltd (Hitchin)
- Beccles Heat Treatment (Beccles)
- **Beta Heat Treatment Ltd** (Oldbury)
- Blandburgh Nemo Ltd (eight sites: Macclesfield, Aldridge, Woodford, Rotherham, Cheltenham, Corby, Leicester and Chard)
- Bowmic Ltd (Leicester)
- Bright Brazing Ltd (Walsall)
- British Metal Treatments Ltd (three sites: Birmingham, East Kilbride and Hershams)
- Richard W Carr & Co Ltd (Smethwick)
- Case Hardening Treatments Ltd (Wolverhampton)
- **Controlled Heat Treatments Ltd** (Lye)
- Cotswold Heat Treatment Services (Staverton)
- Electro Heat Treatments Ltd (West Bromwich)
- EMA Heat Treatment Ltd (Birmingham)
- Expert Treatments (two sites: Lower Morden and Stillington)
- Express Treatments Ltd (Halesowen)
- Firth Metal Processing Ltd (Basingstoke)
- **Flame Hardeners Ltd** (Sheffield)
- Furnace Treatments Ltd (Newbridge)
- Heat Treatments Ltd (Birmingham)
- **Holt Brothers (Halifax) Ltd**
- G. F. Homer (Redditch) Ltd
- **Induction Heat Treatment Services Ltd** (Airdrie)
- Induction Heat Treatments (Manchester) Ltd (Stockport)
- Inductoheat (Tewkesbury) Ltd
- Ionic Surface Treatments Ltd (Smethwick)
- **Keighley Laboratories Ltd** (Keighley)
- Kent Heat Treatment Ltd (Sittingbourne)
- Kepston Brazing Ltd (two sites: Aldridge and Wednesbury)
- Kepston Q-Fab Ltd (Whitburn)
- London Heat Treatments (Borehamwood)
- Malbeth Ltd (Sheffield)
- Mannings Thermal Engineers (Southport)
- **Metatech Ltd** (Consett)
- Midland Heat Treatments Ltd (Wolverhampton)
- Mormet Heat Treatments Ltd (Brierley Hill)
- Nemo Heat Treatments Ltd (Stockport)
- Nitriding Services Ltd (West Bromwich)
- **Quality Heat Treatments Ltd** (Rotherham)

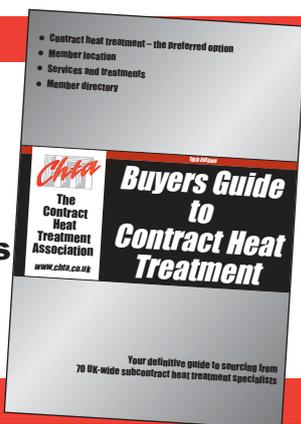


- **Quantum Heat Treatment & Brazing** (Milton Keynes)
- **Salter Springs & Pressings Ltd** (Smethwick)
- **Senior Heat Treatment Ltd** (eight sites: Aldridge; West Bromwich; Pudsey; Luton; Blackburn; Watford; Risca; Tipton)
- **Southern Heat Treatments (Gosport) Ltd**
- **Special Steel Company Ltd** (Sheffield)
- **Summitglow Ltd** (Sheffield)
- **Tamworth Heat Treatment Co.** (Tamworth)
- **Temperset Ltd** (Tipton)
- **Thermal Processing Group Ltd** (five sites: Coventry, Sheffield, Waterbeach, Huntingdon and Skelmersdale)
- **Wall Colmonoy Ltd** (Swansea)
- **Wallwork Heat Treatment Ltd** (two sites: Bury and Birmingham)
- **Henry Whitham & Son Ltd** (Sheffield)
- **G. H. White & Co Ltd** (Sheffield)

Nowadays, ISO 9001:2000 is the universally-accepted quality standard, quoted by virtually all in the current list of 70 member sites (many of whom have acquired a variety of newly-introduced industry-specific QA approvals meantime).

The latest list also attests to further consolidation, predominantly under two names adopted since the CHTA *Buyers Guides* of 1993 and 1998 (8th edition):

2006 CHTA members



- **ADI Treatments Ltd** (West Bromwich)
- **Ajax Tocco International Ltd** (Birmingham)
- **Alloy Heat Treatment Ltd** (Dudley)
- **Alpha-Rowen Treatments Ltd** (Tipton)
- **Beta Heat Treatment Ltd** (Oldbury)
- **Bodycote Heat Treatments Ltd** (seventeen sites: Macclesfield; Skelmersdale; Woodford; Stockport; Rotherham; Stillington; Derby; Aldridge; Birmingham; Walsall; Coventry; Waterbeach; Cheltenham; Chard; Lower Morden; Gillingham; Gosport)
- **Bodycote HIP Ltd** (two sites: Chesterfield and Hereford)
- **British Heat Treatments** (East Kilbride)
- **Carlisle Brothers Ltd** (Long Eaton)
- **Century Heat Treatment & Plating Company Ltd** (Birmingham)
- **Clayton Thermal Processes Ltd** (Oldbury)
- **Controlled Heat Treatments Ltd** (Lye)
- **Eitro (GB) Ltd** (Farnborough)
- **Express Heat Treatments** (Cradley Heath)
- **Flame Hardeners Ltd** (Sheffield)
- **Heat Treatment 2000 Ltd** (West Bromwich)
- **Heat Treatments (Northampton) Ltd**

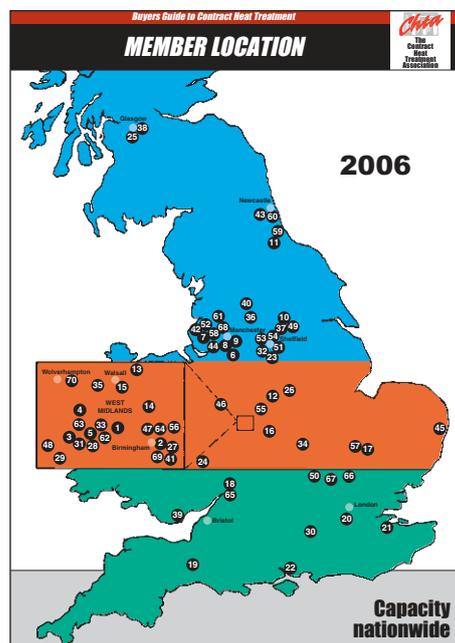
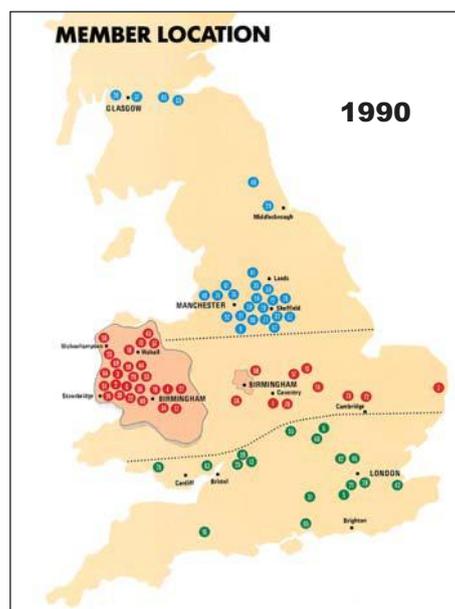
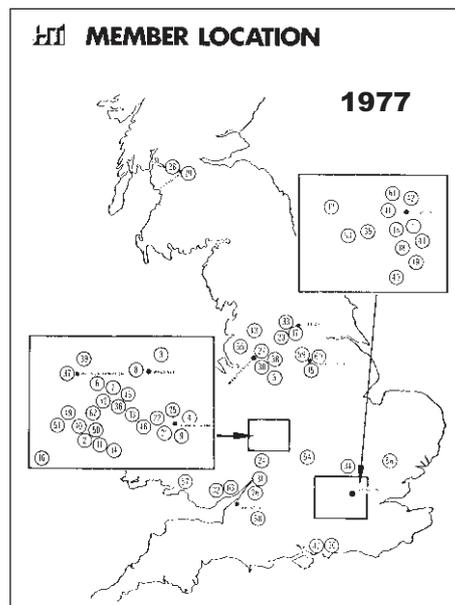
- **HHT (Midlands) Ltd** (Darlaston)
- **Holt Brothers (Halifax) Ltd**
- **Howco Special Processing** (Sheffield)
- **Induction Heat Treatment Services Ltd** (Airdrie)
- **JJ Castings Investments (Heat Treatment) Ltd** (Caerphilly)
- **Keighley Laboratories Ltd** (Keighley)
- **Kemwell Thermal Ltd** (Birmingham)
- **Mannings (Southport) Ltd**
- **Metatech Ltd** (Consett)
- **MHE Logistics Ltd** (Warrington)
- **Middleton Heat Treatments Ltd** (Lowestoft)
- **Nitriding Services** (Telford, part of TTI Group Ltd)
- **Nitrotec Services** (Birmingham, part of TTI Group Ltd)
- **PBA Heat Treatment Ltd** (Brierley Hill)
- **Quality Heat Treatments Ltd** (Rotherham)
- **Quantum Heat Treatment & Brazing** (Milton Keynes)
- **Special Steels Ltd** (Sheffield)
- **Stork Cooperheat (UK) Ltd** (Skelmersdale)
- **Summitglow Ltd** (two sites in Sheffield)
- **Tamworth Heat Treatment Ltd** (Tamworth)
- **Techniques Surfaces (UK) Ltd** (Birmingham)
- **Tecvac Ltd** (Swavesey)
- **Thermal Hire Ltd** (three sites: Wigan, Hartlepool and Hebburn)
- **TTI Group Ltd** (seven further sites at: Blackburn; West Bromwich; Tipton; Birmingham; Cheltenham; Letchworth; Luton)
- **Wallwork Heat Treatment Ltd** (two sites: Bury and Birmingham)
- **Wednesfield Shotblasting Ltd** (Willenhall)

What will CHTA's *Buyers Guide to Contract Heat Treatment* look like after another 30 years? History tells us that the names will change. However, despite the gloomy trend illustrated by the latest "Market Movements" feature in this issue of *Hotline*, let's hope that it continues to document a strong and well-respected specialist sector providing vital services to a healthy UK engineering industry.

*Readers are reminded that free copies of the new Buyers Guide to Contract Heat Treatment can be obtained by contacting Diana Blair (tel: 0121 237 1123; e-mail: diana.blair@sea.org.uk; fax: 0121 237 1124).*

**NEW MEMBERS**

Did I say ever-changing? Since publication of the new *Buyers Guide to Contract Heat Treatment* in May, CHTA has acquired three more member sites. The Association welcomes **Meltham Mills Engineering Ltd** from West Yorkshire ([www.melthammills.co.uk](http://www.melthammills.co.uk)) as new members and welcomes back into the fold the Wednesbury and Whitburn sites of **Kepston Ltd** ([www.kepston.co.uk](http://www.kepston.co.uk)).



## Contract Heat Treatment in Australia

Formerly with CHTA member Tamworth Heat Treatment, **Gary Coffey** joined Heat Treatment Australia last year as Quality and Training Manager. Here he offers his perspective on contract heat treatment downunder.

The world of heat treatment is no different in Australia to that back in the UK. The problems of availability of quality personnel, expectant customers and ever-increasing overheads still proliferate. The industry itself is benefiting surprisingly from the emergence of China as a world economic power. With the mining industry in such a cycle of continued growth, to feed China's appetite for raw materials, the knock-on effect of larger order books for mining equipment suppliers equates to large volumes for the heat treater. The questions are really how long this boom period can be maintained and how to identify other potential growth areas within Australia. With this in mind, we are examining aerospace opportunities, with the joint strike fighter at the forefront of

those investigations to try and "China-proof" the business to some extent.

The large engineering companies in Australia still do most of their heat treating in-house, with only the smaller ones outsourcing. This is still a potential area of growth for heat treatment companies.

The variety of treatments available is comparable with that in the UK, with companies specialising in one or two treatments rather than being a one-stop-shop for all heat treatment needs.

Geographically, the main locations of the majority of heat treatment shops are in the major manufacturing areas around Sydney and Melbourne. However, there are also facilities in other areas of the country, including Brisbane where I am based.

The Australian way of thinking of "giving it a go" combines together with many years of operational and technical know-how to give a hands-on problem-solving approach, tempered with the technical limitations of the steel and the process. Customer service is at the forefront of the Australian heat treatment experience, with information packs, facility tours and customer service managers greasing the wheels of customer satisfaction.

Equipment and consumables suppliers are harder to find as there is no geographical link with other major manufacturing centres worldwide. The shortage of suitability-qualified personnel is even more severe than in the UK, as metallurgists are usually destined for the mining industry and the large salaries which they can earn there. That's probably the reason why I am here in the first place.

Our company ([www.heat.com.au](http://www.heat.com.au)) offers a variety of heat treatment processes in Brisbane, Sydney and Melbourne, including sealed-quench furnaces, vacuum hardening, nitriding, cryogenic processing and aluminium treatment. We are the largest group in Australia, with a total workforce of over 50. We run the ISO 9001:2000 quality management system and are also NATA and CASA approved.

The company is in a period of growth at the moment, with increased capacity and process capability planned for all three sites in the near future.

I hope this brief overview gives a small insight into heat treatment downunder and, even if you have learnt that things are much the same wherever you are, it's answered a few questions.

## CODERE SA

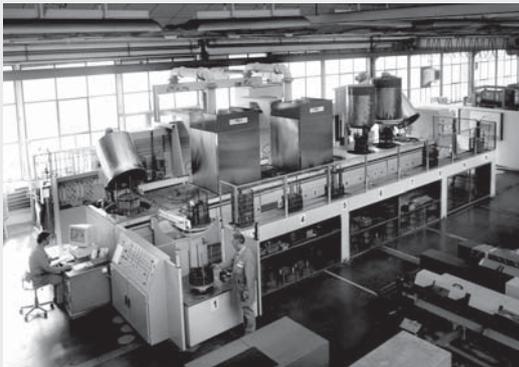
Grandes Vies 1  
CH - 2900 Porrentruy - Switzerland  
T: ++41 32 465 10 10  
F: ++41 32 465 10 11  
info@codere.ch - www.codere.ch

### Products

The main product range consists of batch furnace lines in modular construction, pre-vacuum continuous batch furnaces, mesh belt-conveyor furnaces, pit furnaces, precious metal treatment furnaces and auxiliary equipment  
We also supply oxygen probes and supervision software

### BATCH TYPE FURNACE LINE

under controlled atmosphere, in modular construction  
No mechanical locking of the charge



- Half or fully automated operation (automates + monitoring system)
- Change of heat-treatment atmospheres within minutes
- Several temperature ranges (1100°C – 1000°C – 850°C – 650°C)
- Cylindrical tight heat-treatment chamber (very long working life)
- Uniform, intense forced circulation of the furnace atmosphere
- No mechanical locking of charge, no intermediate charge support
- All modules with double jacket
- Great flexibility when changing temperatures

### SYSTEM 250

Providing world-class industrial heat treatment equipment and control systems  
We pride ourselves on the relationship we have built up over the years  
We aim to customise our offer to meet your current needs and future requirements

### Fields of activity

Consulting, development, research and manufacture of industrial furnaces

### Our clients are active in the following manufacturing industries:

- Tooling & machining
- Automotive
- Aeronautics
- Medical & optical
- Fastener & spring
- Precious metal
- International heat treatment shops



Codere prides itself on a very active sales and service network throughout Europe and Asia

Codere has recently joined the Wolfson Heat Treatment Centre and is currently looking for local representatives in the UK and Irish market

# Super Systems

UK LTD

ATMOSPHERE EXPERTISE

- ❖ Carburing control and programming systems using SSi Gold Probe, CO or CO<sub>2</sub> analysers, or dewpoint meters
- ❖ Test and repair of oxygen probes
- ❖ Endothermic generator controls using lambda probes
- ❖ Nitriding controls and programmers indicating dissociation or nitriding potential (K<sub>n</sub>)
- ❖ Dedicated heat treatment portable gas analysers and dewpointers
- ❖ Touch-screen programming instrumentation incorporating datalogging
- ❖ Computer supervisory systems
- ❖ Market-leading **CARBOTUNE** total-support package for carburing furnaces.
- ❖ Furnace troubleshooting

Tel/fax: +44 (0)121 240 1591  
E-mail: matthew.cross@which.net

[www.supersystems.com](http://www.supersystems.com)  
Free online heat treatment software tools

**Temperature Uniformity Surveying ...**  
with *DataPaq's Furnace Telemetry System and Furnace Insight Survey Software*

- Minimise downtime and cut costs
- Survey system charged and discharged as normal load
- Insight Survey software – designed specifically for temperature uniformity surveying
- Thermocouple calibration factors calculate offsets and display in real time
- Audit Trail ensures data integrity
- Fully configurable detailed survey report

DATAPAQ Limited,  
Deanland House, 160 Cowley Road, Cambridge CB4 0GU, UK  
Tel: +44 (0)1223 423 141 Fax: +44 (0)1223 423 306  
e-mail: sales@datapaq.co.uk Web: www.datapaq.com



# Save money -filter your quench oil



*Installation on sealed furnace (Haustrup Bodycote A/S, Denmark)*

*Installation on belt furnace (Scrubex, Poland)*

**CJC™ Fine Filters** are highly efficient in removing carbon deposits, particles and water from quench oils in sealed furnaces, belt furnaces and open baths

**The benefits are:**

- No staining of the quenched components
- Less sludge build-up in heat-exchangers
- Prolonged lifetime of quench oil
- No or few tank cleaning sessions required
- Longer time between service intervals

These are five good reasons to invest in quality oil maintenance equipment and **SAVE MONEY!**

We can also supply CJC™ Solutions to **recover the waste oil** from drip trays and the oil skimmed off in the washing machines. CJC™ Filters for **polymer fluids** are also available

**Oil Maintenance**



**C.C.JENSEN LTD.**  
Unit 26 • Enterprise City  
Meadowfield Ave. • Spennymoor  
Co. Durham • DL 16 6JF  
Tel: 01388 420 721 • Fax: 01388 420 718  
E-mail: cjt@cjcuk.co.uk • [www.ccjensen.co.uk](http://www.ccjensen.co.uk)

[www.cjc.dk](http://www.cjc.dk)

# Diary

September 20-21 2006

**EAST MIDLANDS MANUFACTURING EXHIBITION**  
Donington Park, Derbyshire, England  
[www.industry.co.uk](http://www.industry.co.uk)

September 20-22 2006

**ALUMINIUM 2006**  
Essen, Germany  
6th world trade fair and conference: [www.aluminium2006.com](http://www.aluminium2006.com)

September 25-29 2006  
**15TH IFHTSE CONGRESS**

Vienna, Austria  
Organised by the Austrian Society for Metallurgy and Materials in conjunction with IFHTSE: [www.asmet.at/ifhtse2006](http://www.asmet.at/ifhtse2006)

September 27-28 2006  
**FURNACES NORTH AMERICA 2006**  
Reno, Nevada, USA

The Metal Treating Institute's conference and exposition: [www.metaltreat.com](http://www.metaltreat.com)

October 4-6 2006  
**A3TS 2006**

Bordeaux, France  
This 34th Congress on Heat Treatment and Surface Engineering combines a conference and an exhibition: [www.attt.org](http://www.attt.org)

October 11-12 2006  
**NORTHERN MANUFACTURING EXHIBITION**  
Sheffield, England

[www.industry.co.uk](http://www.industry.co.uk)

October 11-13 2006  
**62ND HÄRTEREI-KOLLOQUIUM**  
Wiesbaden, Germany

German-language heat treatment conference and exhibition: [www.awt-online.org](http://www.awt-online.org)

October 12 2006  
**FURNACE CONTROL SYSTEMS**  
Birmingham, England

[www.bifca.org.uk](http://www.bifca.org.uk)

October 17-19 2006  
**UNDERSTANDING HEAT TREATMENT**  
Birmingham, England

71st repeat of Wolfson's well-established course. Details from Derek Close, Wolfson Heat Treatment Centre, Federation House, 10 Vyse Street, Birmingham B18 6LT (tel: 0121 237 1122; fax: 0121 237 1124; e-mail: [derek.close@sea.org.uk](mailto:derek.close@sea.org.uk); [www.sea.org.uk/whtc](http://www.sea.org.uk/whtc)

October 20 2006  
**SEA AWARDS DINNER**  
Coventry, England  
[www.sea.org.uk](http://www.sea.org.uk)

October 26 2006  
**CHTA PUBLICITY SUBCOMMITTEE\***  
Birmingham, England

November 1-2, 2006  
**LOW-PRESSURE CARBURISING & HIGH-PRESSURE GAS QUENCHING**  
Worcester, Massachusetts, USA  
[www.asminternational.org/vacuum](http://www.asminternational.org/vacuum)

November 8-9 2006  
**MANUFACTURING TECHNOLOGY, IRELAND**  
Dublin, Eire  
[www.industry.co.uk](http://www.industry.co.uk)

**Don't forget to register participants for Wolfson's "Understanding Heat Treatment" course, October 17-19**

November 14-15 2006  
**INDUSTRIAL FURNACE TECHNOLOGY COURSE**  
West Bromwich, England  
[www.bifca.org.uk](http://www.bifca.org.uk)

November 16 2006  
**CHTA MANAGEMENT COMMITTEE\***  
Birmingham, England

November 28-30 2006  
**21ST NATIONAL CONFERENCE ON HEAT TREATMENT WITH INTERNATIONAL PARTICIPATION**  
Jihlava, Czech Republic  
[www.asociacetz.cz](http://www.asociacetz.cz) / [www.ecosond.cz](http://www.ecosond.cz)

December 14 2006  
**CHTA AGM\***  
Birmingham, England

February 1 2007  
**CHTA PUBLICITY SUBCOMMITTEE\***  
Birmingham, England

February 7-8 2007  
**SOUTHERN MANUFACTURING & ELECTRONICS EXHIBITION**  
Thorpe Park, Surrey, England  
[www.industry.co.uk](http://www.industry.co.uk)

February 8 2007  
**CHTA MANAGEMENT COMMITTEE\***  
Birmingham, England

March 7 2007  
**BURNER TECHNOLOGY & SELECTION**  
Birmingham, England  
[www.bifca.org.uk](http://www.bifca.org.uk)

March 28 2007  
**BIFCA ANNUAL SAFETY & STANDARDS SEMINAR**  
West Bromwich, England  
[www.bifca.org.uk](http://www.bifca.org.uk)

April 18-19 2007  
**MIDLANDS MANUFACTURING EXHIBITION**  
Coventry, England  
[www.industry.co.uk](http://www.industry.co.uk)

25-27 April 2007  
**5TH INTERNATIONAL CONFERENCE ON QUENCHING AND CONTROL OF DISTORTION**  
Berlin, Germany  
[www.quenching-and-control-of-distortion.com](http://www.quenching-and-control-of-distortion.com)

May 3 2007  
**CHTA PUBLICITY SUBCOMMITTEE\***  
Birmingham, England

May 10 2007  
**CHTA MANAGEMENT COMMITTEE\***  
Birmingham, England

June 6-7 2007  
**NORTH-WEST MANUFACTURING EXHIBITION**  
Bolton, England  
[www.industry.co.uk](http://www.industry.co.uk)

June 12-16 2007  
**THERMPROCESS 2007**  
Düsseldorf, Germany  
[www.thermprocess.de](http://www.thermprocess.de)

July 26 2007  
**CHTA PUBLICITY SUBCOMMITTEE\***  
Birmingham, England

August 2 2007  
**CHTA MANAGEMENT COMMITTEE\***  
Birmingham, England

September 16-20 2007  
**24TH ASM HEAT TREATING SOCIETY CONFERENCE & EXPOSITION**  
Detroit, USA  
[www.asminternational.org/heatreat](http://www.asminternational.org/heatreat)

\*Members wishing issues to be raised at CHTA meetings should notify CHTA's Secretary at [mail@chta.co.uk](mailto:mail@chta.co.uk).

For the best in subcontract heat treatment services, go to . . .

**[www.chta.co.uk](http://www.chta.co.uk)**

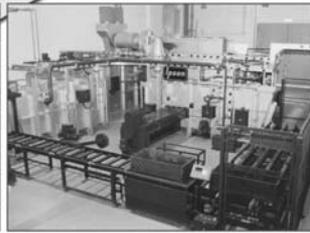
. . . your guide to sourcing from over 70 UK-wide heat treatment specialists



The Contract Heat Treatment Association



Atmosphere Furnaces



Installation Technology



Vacuum Furnaces



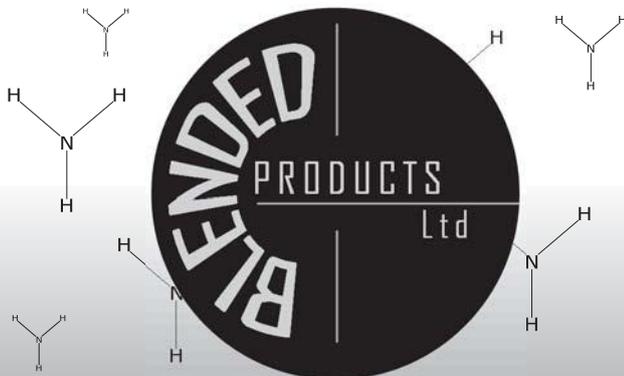
multi-cell®

## Total Solutions from one Source

- modular atmosphere and vacuum furnaces
- atmosphere and vacuum installation
- other processes: sintering, plasma, brazing, AvaC®
- measurement, regulation and control technology
- automation and control technology
- development of expert systems
- repair and refurbishment



**IPSEN ABAR UK LTD** · Unit 1A · Nechells Business Centre  
 31 Dollman Street · Nechells · Birmingham B7 4RP  
 Phone: 0121 / 3 59 59 - 59 · Fax: 0121 / 3 59 59 - 95  
 E-mail: sales@ipsenabaruk.com · www.ipsen-international.com



## Process Grade Ammonia Reclaim Service Available

Sizes from 29kg & 56kg cylinders to 560kg drums and 18 ton bulk deliveries

Please call or visit our website  
[www.blendedproducts.com](http://www.blendedproducts.com)

Blended Products Ltd, 7 Wright Street, HULL, HU2 8HU  
 Tel: 01482 329333 or 01652 680555

## Heat resistant castings Jigs, Fixtures, Furnace Furniture

Our specialist service for nickel chrome castings is based on over 40 years experience of the heat treatment business.

*Our services include:*

- Design**
- Pattern making**
- Reverse engineering**
- Benchmark quality**
- Competitive prices**
- Unbeatable delivery times**



[www.wallworkcastalloys.com](http://www.wallworkcastalloys.com)



Wallwork Cast Alloys  
 Tel 0161 797 9111

**PROFIT FROM OUR  
 EXPERIENCE**

# Stork Cooperheat (UK) Ltd

Managing Director David Griffin notes that one of CHTA's newest members is part of a global organisation.

Cooperheat, acquired by Stork NV in 1999, is now known as Stork Cooperheat, an integral part of the Stork Thermal and Inspection Services operational group. Stork Cooperheat has an international reputation for engineering excellence in providing on-site heat treatment and inspection services, heat treatment furnaces, ovens and localised-heat-treatment equipment to the world's key industries.

As one of the largest providers of heat treatment services and equipment in the world, Stork Cooperheat has a substantial international infrastructure, comprising eight regional operating companies worldwide, and employs some 400 skilled personnel. Offering our services on a global scale, our core activities are:

- *On-site electrical and gas/oil-fired heat treatment services*

Stork Cooperheat has at its disposal electrical heat treatment units which, in total, provide more than 16000kW of power. In addition, for heat treatment on large fabrications, we have developed a 1-8million Btu range of gas and fuel-fired burners, these also in combination with mobile furnaces for local heat treatment requirements. In order to ensure maximum customer satisfaction, we provide experienced, trained and qualified personnel dedicated to furnishing a high-quality service.

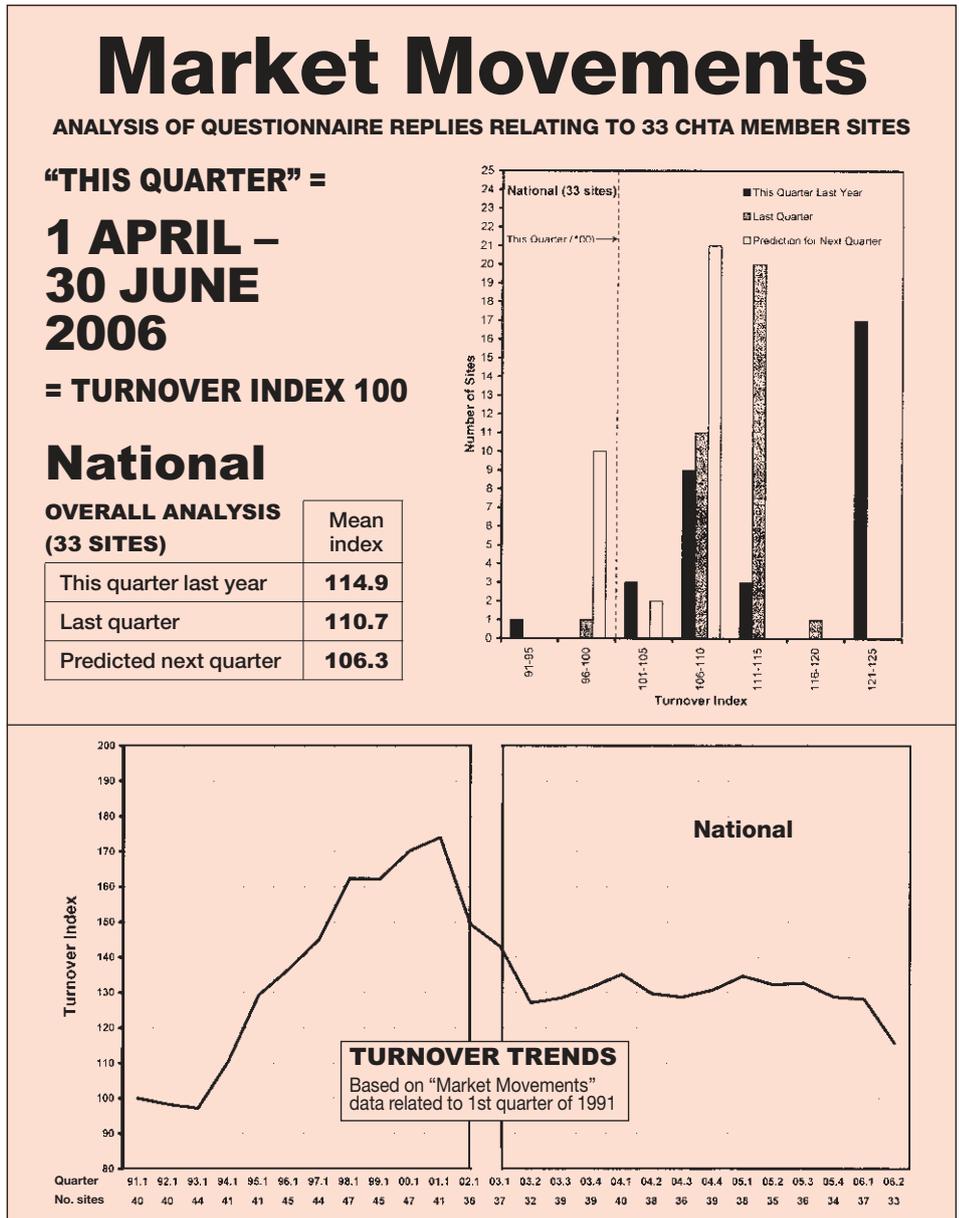
- *Heat treatment furnaces and ovens*

Stork Cooperheat ovens and furnaces (up to 1300°C), utilising electrical, gas or oil heating power, are custom-designed to almost any size or specification. They can be supplied on a full turnkey basis or, if local fabrication facilities are available, on a design-and-parts basis. In either case, a full after-sales support service is provided.

- *Localised-heat-treatment equipment*

Stork Cooperheat has sustained an on-going commitment to research and

**Please send your news items  
for Hotline 106 by e-mail to:  
mail@chta.co.uk  
Deadline: November 30th**



development of heat treatment equipment, taking every opportunity to embrace new technologies in our designs. In addition to our standard range of equipment, we specialise in developing and providing customised equipment to meet specific needs. Stork Cooperheat equipment, accessories and spares are available worldwide through a substantial network of subsidiary and associated companies, agents and distributors.

These capabilities, coupled with our unprecedented experience, knowledge, references, multi-disciplined workforce and strict QHSE policies, enable us to offer a range of services and products to meet the ever-increasing global demands of the industries and markets in which we operate.

Now, with almost 50 years of experience, Stork Cooperheat's philosophy remains centred on professionalism, availability and quality at affordable prices.

### STATESIDE STATS

#### FIRST-HALF SALES RISE 10% FOR NORTH AMERICAN HEAT TREATERS

At the half-way point in 2006, heat treatment sales recorded by participating members of the Metal Treating Institute tallied \$449.7million, a gain of 10% over the 2005 total of \$408.7million. Billings for June 2006 were \$76.9million, a gain of 10.3% over June last year when they reached \$69.7 million.