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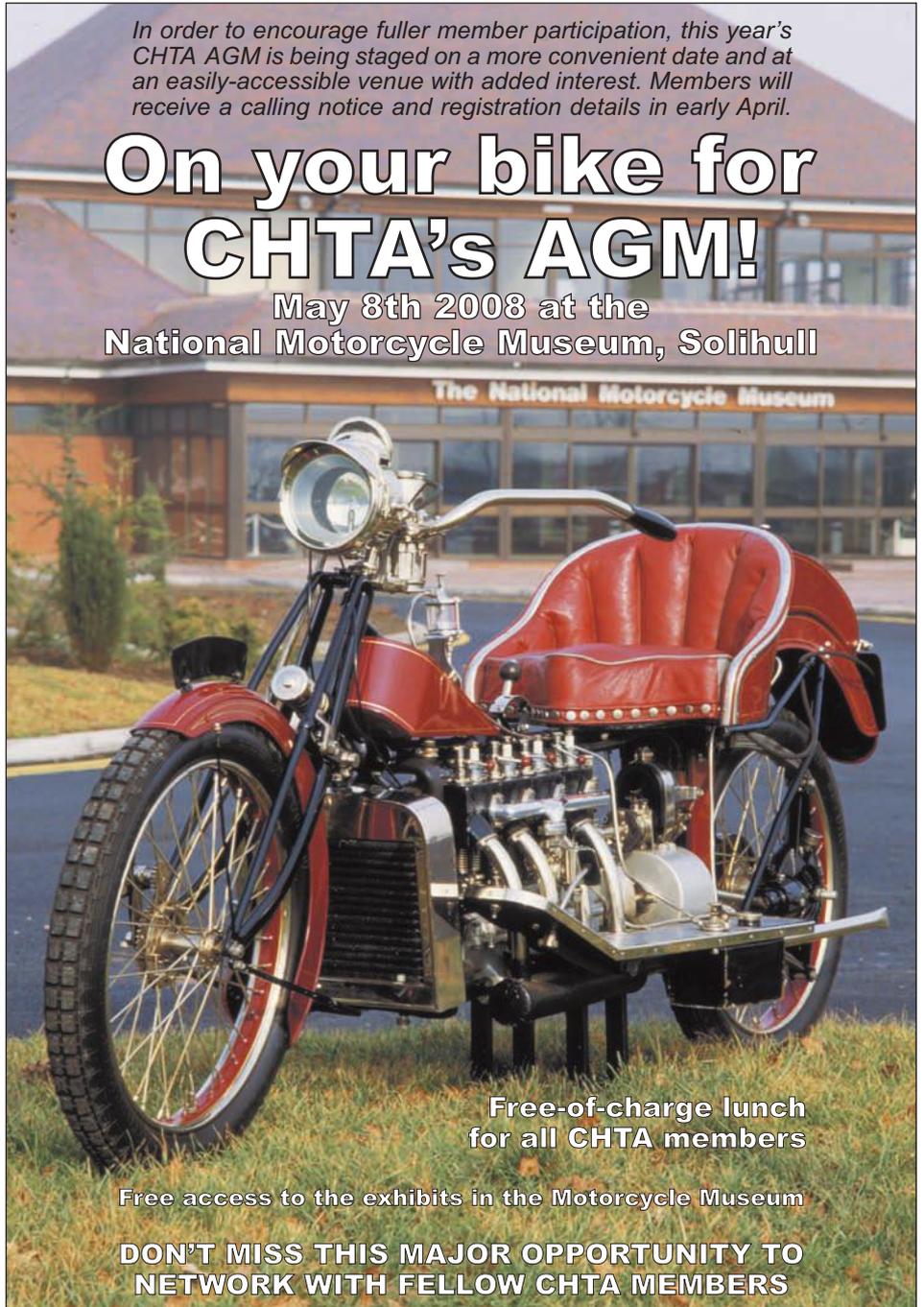
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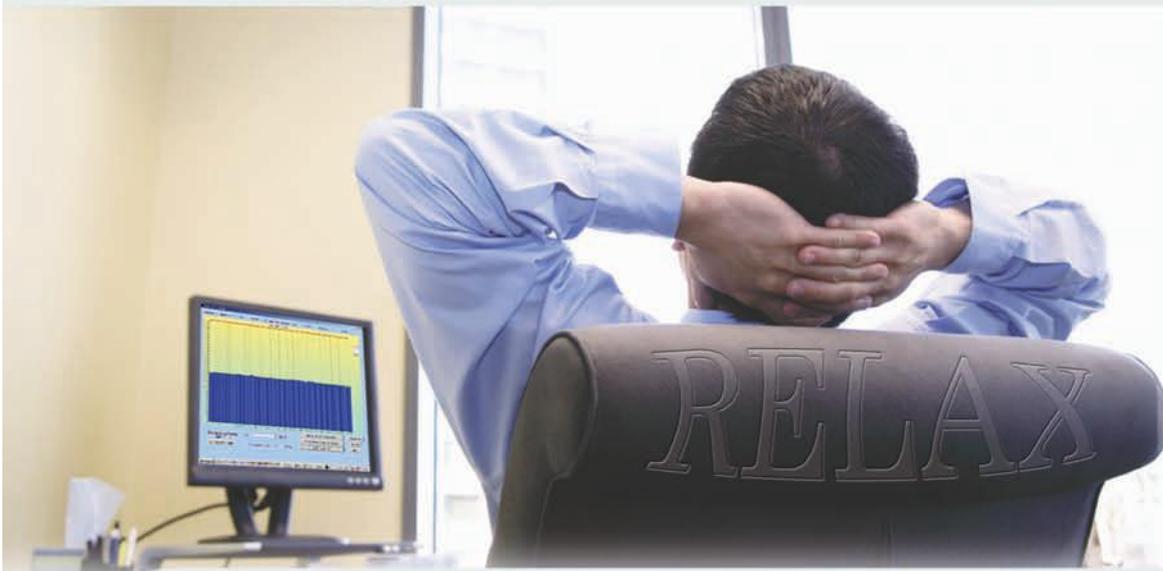
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Risk management and insurance

Bodycote's insurance broker **John Cook** provides a brief overview of risk management in relation to insurance in the contract heat treatment industry.

The concept of elementary risk management dictates the adoption of set procedures to identify and categorise exposure to risk. A relatively simple process will then dictate risks capable of being sustained by the business and those to be transferred to insurers.

It is impractical to set out here a full programme as a well-run business will employ an external risk manager, usually in the form of an insurance broker, to do this. Suffice it to say that in general terms company assets need to be fully insured, typical covers being:

- **Material damage** to property usually against All Risks perils, which may include terrorism.
- **Business interruption:** again insured perils to match the previous item. The chosen indemnity period needs to be adequate to cover reinstatement of buildings/plant and also a suitable period to rebuild lost turnover.
- **Engineering** insurance needs to be considered for both the plant itself and following breakdown for both the above covers. This can also be extended to include "spoilage" or damage to customers' goods during processing; these are however specialist covers.
- **Goods in transit** – If you have your own vehicles you may accept liability for covering customers' goods. If you use hauliers, don't rely on them covering goods even if they say so – their cover is likely to be restricted to their terms of carriage which are unlikely to be adequate. Determine your exposure on both of these.
- **Conditions of trading** play an important part in determining liability for loss to customers' goods. Ideally these should place the onus for cover on the customer. Possession of another's goods for processing or even storage demands a duty of care as "bailee". This does not necessarily mean you have to insure the goods, but you should determine liability for this in your terms and conditions and ensure these are served. This will prevent any arguments after damage has occurred, although terms

if deemed to be unfair or contrary to established custom of your particular trade may be challenged in court.

- **Liability** – Appropriate limits need to be set. The standard UK market Employers Liability cover limit is £10M. £5M is considered a minimum for Public/Products Liability covers; again specialist advice should be sought on exposures and cover related to customers' goods.

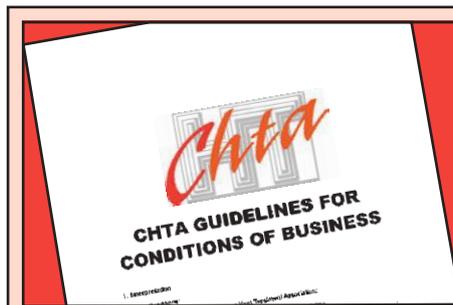
The list could go on and on - financial risks such as Directors & Officers, Pension Scheme Trustee Liability, Crime/Fidelity related to employees dishonesty, Personal

Accident and Travel, etc., etc.

All of this indicates that there is no substitute for adopting proper risk management procedures, preferably employing an outside specialist.

One more point: a good risk management programme means you really do assess your exposure to risk and manage it – not just pay lip service to the idea; i.e. you may have to spend some money on risk improvements.

Correctly done, these procedures will add immeasurably to the efficiency of a business, as well as providing protection and peace of mind.



Risk according to CHTA's Guidelines

The accompanying article stresses that conditions of trading play an important role in determining liability for loss to customers' goods and, ideally, should place the onus for insurance cover on the customer.

The latter proposal has long been supported by the *CHTA Guidelines for Conditions of Business*. These specimen terms and conditions suitable for use by subcontract heat treaters were first prepared over twenty years ago to

encourage a uniformity of approach within our industry and establish the trade norm.

For example, under "Risk", the latest edition of *CHTA Guidelines for Conditions of Business* includes the following clause:

Unless the Contract expressly states the contrary, risk of damage or loss to Goods and the Treated Goods shall at all times (including whilst they are at the Premises and during transportation to and from the Premises) remain at the Customer's entire risk who shall be responsible for affecting and maintaining its own insurance cover in respect thereto. Without prejudice to the generality of the foregoing, the Customer shall insure the Goods and Treated Goods in transit irrespective of the means of transportation used.

Members can download a full copy of *CHTA Guidelines for Conditions of Business*, and guidance notes on their implementation, from the Members Area of www.chta.co.uk.

CLIMATE CHANGE AGREEMENTS

Changing energy suppliers?

A note from SEA's Dave Elliott...

If you are changing your energy supplier and have a current Climate Change Agreement, remember that you must complete new PP10 and PP11 forms and send these to your new energy supplier and HM Revenue & Customs. If you forget, you will be charged the full rate of climate change levy on your next energy bill.

If this happens, the only way to reclaim the excess climate change levy payment is via HM Revenue & Customs directly. You will need to ring their National Advice Service (0845 010 9000) and ask for a CCL200x tax credit claim form.

All applicants will have to demonstrate that they had incurred the full rate of CCL for the period in question, and must have held a valid CCA for the facility and for that period.

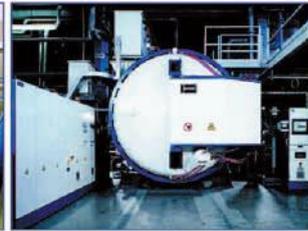
Therefore, along with the CCL200x form, claimants must provide a copy of the relevant pages from their CCA that contains the date the agreement was made, and also the details of the installations to which it applies. In addition to this, they should send the relevant energy invoices for the periods in question. When completing the CCL220x, claimants should ignore the reasons for the claim as stated on the form and, using a red pen, clearly mark the top of their application with the following text: **'Unclaimed Relief For The Reduced-Rate'**.



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Transporting demands for heat treatment

CHTA Publicity Subcommittee member **Keith Laing** (TTI Group) comments...

It is well documented that the excessive traffic in Britain's road network is actually harming business. The world of contract heat treatment is not immune.

We're all frustrated by the man hours lost or meetings cancelled for individuals due to road traffic accidents or jams. More importantly, by its very nature, all contract heat treatment involves transporting goods around the country, and this transport infrastructure is also affected. At the same time, costs are increasing significantly.

Issues around transport obviously vary wildly from one heat treatment supplier to another. However, at some point, everyone in the business will have experienced how the apparently simple act of transporting goods from A to B is not so straightforward.

Mounting costs

The rising price of fuel is an obvious and clear indicator of the mounting cost to business. In March 2005, the cost of one litre of diesel hit an average of 87.9p; it is now running at an average of 108.9p, an increase of nearly 24% in three years.

Of course, much of this is directly linked to the oil price. Brent crude has increased from \$56/barrel in March 2005 to around \$95/barrel presently – up 70% in less than three years. Since 1998, the price of oil has rocketed from \$20/barrel to \$95/barrel whereas, in the ten years preceding 1998, oil was pretty static at \$20/barrel. Whilst oil prices may vary up or down from month to month, the only foreseeable trend is sharply upwards.

The expenditure to operate a fleet of vehicles can amount to a significant proportion (4-8% is not untypical) of a company's turnover. Thus careful control of transport routes and of the use of commercial vehicles can make a big impact on profit.

With its current high price, the costs directly attributed to fuel are around 23% of transport costs and rising. I'm sure there have been many instances we can all recall where we provide a service to customers at a loss, purely on the cost of transport. TTI Group has consolidated its commercial transport fleet in recent years and now operates 24 vehicles, compared with a high of 35.

Location

Along with the geographical position of manufacturing centres, transport has traditionally played its part in deciding the location of heat treatment shops. Additionally, the increasing demands put upon heat treaters meant that, often, those closest to the customer would be in a better position to win the business. Transport influences both price and delivery. Imagine a heat treatment process which takes only twelve hours but, in reality, delivery time is three days due to transportation of the goods to and from plants far away. In this case, the local heat treater will always come out on top for delivery performance, ever an important criterion for winning business.

Transport options

Many (smaller) customers require that the transport is undertaken by the heat treater because of the low volume of work to be processed and their limited transportation available. This works well if regular collection and delivery times are arranged. However, occasionally this arrangement can fail due to customer's work not being ready or delays caused by traffic jams.

In many ways, it would be ideal if all customers took responsibility for delivery and collection of their own work, either by utilising their own vehicles or employing courier services. In fact, using courier services can be a better method of transporting goods – it is their prime business after all.

The type of heat treatment carried out, as well as historical factors, can also play a part. Some members of the CHTA do not provide any transport at all; TTI has one plant which operates without it.

In-house heat treaters might argue that they are in a better position compared with contract heat treaters, since they are not affected by transport of manufactured goods for heat treatment. Obviously a benefit to in-house heat treatment; however, the many well-documented advantages of outsourcing far outweigh this plus.

Increased road traffic

The increase in road traffic has introduced additional difficulties for manufacturers and suppliers in delivering their goods and materials.

The Road Users' Alliance (RUA) has claimed, in one of its recent annual reports, that the Government is not investing enough funds into the road infrastructure. The report pointed out that even though the Government claimed £45billion in taxes from road users in the year, it has only reinvested £7.5billion into the country road system.

Some of the UK statistics speak for themselves...

- The UK has the highest rate of fuel tax (68%) compared with other European countries.
- This is coupled with what many believe to be the poorest roads in Europe.
- There has been an increase of 5.5million more vehicles on Britain's roads over the last ten years.
- There is a 50% increase in road traffic forecast by 2031.
- Motorway traffic has increased 37% over the last ten years.

Congestion and road charging

Congestion charges do not impact too greatly on heat treaters currently, but there are already plans for these charges to be imposed on cities other than London, in particular Manchester and Birmingham.

Fellow CHTA Publicity Subcommittee member Simeon Collins (Wallwork Heat Treatment) warns:

"More concerning is the link to potential national road charging that the Government is now making to the expansion of city congestion charging.

At the moment the only major successful charging scheme is that in London. In a bid to encourage other cities, the Government is offering sums of up to £1.5billion, through the transport innovation fund (TIF), to improve public transport, providing there is a suitable model for a congestion charge scheme in that city.

In essence, the Government is looking for a barometer to successful charging outside London in order to see if it is possible to progress and implement a national charging scheme in the future.

Therefore, whereas it may be possible to avoid city areas at the moment and in the future, the introduction of such a charge on major roads leaves all transport vulnerable to higher costs. This impacts on businesses both strategically and financially, whether an organisation operates with its own transport or not."

The latest "green" charge to be introduced in the London area, which started on February 4th this year, is a good example; it should not perhaps affect too many of us, but the trend is towards an increasing cost to transport.

The future?

So what does the future hold? Well unfortunately this is one tunnel that does not appear to have any light at the end. Likely to be found there are toll stations, congestion charges and overall increased transport costs. Happy motoring!

Some data in this article are courtesy of the AA, RUA and the BBC.

What is REACH?

SEA's **Dave Elliott** provides an overview of the aims and scope of the newly-introduced REACH legislation.

REACH is a new European Union regulation concerning the Registration, Evaluation, Authorisation and restriction of CHemicals. It came into force on 1st June 2007 and replaces a number of European directives and regulations with a single system.

Responsible for implementing the regulation, Defra has nominated the Health & Safety Executive to be the UK Competent Authority for REACH, working closely with the Environment Agency and other partners to manage certain key aspects of the REACH system in the UK. The following summary draws extensively from information on the HSE website (<http://www.hse.gov.uk/reach>).

Aims

REACH has several aims:

- to provide a high level of protection of human health and the environment from the use of chemicals;
- to make those who place chemicals on the market responsible for understanding and managing the risks associated with their use;
- to allow the free movement of substances on the EU market;
- to enhance innovation in and the competitiveness of the EU chemicals industry;
- to promote the use of alternative methods for the assessment of the hazardous properties of substances.

No data, no market

A major part of REACH is the requirement for manufacturers or importers of substances to register them with a central European Chemicals Agency. A registration package will be supported by a standard set of data on that substance.

The amount of data required is proportionate to the amount of substance manufactured or supplied.

If providers do not register their substances, the data on them will not be available and, as a result, they will no longer be able to manufacture or supply them legally; i.e. no data, no market!

Scope and exemptions

REACH applies to substances manufactured or imported into the EU in quantities of one tonne per year or more. Generally, it applies to all individual chemical substances on their own, in preparations or in articles (if the substance is intended to be released, during normal and reasonably foreseeable conditions of use, from an article).

Some substances are specifically excluded:

- radioactive substances;
- substances under customs supervision;
- the transport of substances;
- waste;
- some naturally-occurring low-hazard substances.

Some substances, covered by more specific legislation, have tailored provisions, including:

- human and veterinary medicines;
- food and foodstuff additives;
- plant protection products and biocides.

Pre-registration

It is estimated that there are around 30,000 substances on the European market in quantities of one tonne or more per year. Registering all of these at once would be a huge task for both industry and regulators. In order to overcome this, the registration of those substances already being manufactured or supplied is to take place in three phases spread over eleven years. To benefit from these phased-in deadlines, manufacturers or importers need to pre-register their substances from 1st June to 30th November 2008 (inclusive).

Pre-registration is not a legal requirement of REACH but is strongly advised by the UK Competent Authority.

Registration

Registration is a requirement on industry (manufacturers/importers) to collect and collate specified sets of information on the properties of those substances they manufacture or supply at or above one tonne per year. This information is used to perform an assessment of the hazards and risks that a substance may pose and how those risks can be controlled. This information and its assessment are submitted to the European Chemicals Agency in Helsinki.

Joint registration and data sharing

This is the principle that, for any one substance, a single set of information on its intrinsic properties is produced and shared by all those companies that manufacture or supply that substance. Business-specific (e.g. company name) and business-sensitive (e.g. how it is used) information is submitted separately by each company.

The companies will work together to get an agreement on information sharing through a Substance Information Exchange Forum (SIEF); the details of how this information is shared is the responsibility of the businesses involved.

Authorisation

In order to place on the market or use substances with properties that are deemed to be of very high concern (SVHC), industry must apply for an authorisation. The European Chemicals Agency (ECHA) in Helsinki will publish a list containing substances to be considered for the authorisation process by 1 June 2009. A company wishing to market or use such a substance must submit an application to the ECHA for an authorisation. Decisions on authorisation are made by the European Commission. Applicants will

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have to demonstrate that risks associated with uses of these substances are adequately controlled or that the socio-economic benefits of their use outweigh the risks. Applicants must also analyse whether there are safer suitable alternatives or technologies. If there are, they must prepare substitution plans and, if not, they should provide information on research and development activities if appropriate.

Restrictions

Any substance that poses a particular threat can be restricted. Restrictions take many forms; for example, from a total ban to not being allowed to supply it to the general public. Restrictions can be applied to any substance, including those that do not require registration. This part of REACH takes over the provisions of the Marketing & Use Directive.

Classification and labelling

An important part of chemical safety is clear information about any hazardous properties of a substance. The classification of different chemicals according to their characteristics (for example, those that are corrosive, or toxic to fish, etc.) currently follows an established system, which is reflected in REACH. Over the next few years, work is underway to establish in the EU a classification and labelling system based on the United Nations Globally Harmonised System, or GHS. REACH has been written with GHS in mind.

Substances of very high concern

Some substances have hazards that have serious consequences; e.g. they cause cancer (carcinogenic), or they have other harmful properties and remain in the environment for a long time (persistent) and gradually build up in animals (bio-accumulative). These are 'substances of high concern'. This category also includes substances demonstrated to be of equivalent concern, such as 'endocrine disruptors'. One of the aims of REACH is to control the use of such substances via authorisation and encourage industry to substitute these substances with safer ones.

Information in the supply chain

The passage of information up and down the supply chain is a key feature of REACH. Users should be able to understand what manufacturers and importers know about the dangers involved in using chemicals and how to control risks. However, in order for suppliers to be able to assess these risks, they need information from the users

about how they are used. REACH provides a framework in which information can be passed both up and down supply chains. REACH adopts and builds on the previous system for passing information - the Safety Data Sheet. This should accompany materials down through the supply chain, providing the information users need to ensure chemicals are safely managed. In time, these safety data sheets will include information on safe handling and use.

Assistance for members

The SEA is in the process of producing a REACH Information CD which will contain all the necessary information for members to both understand and comply with the REACH regulation. The CD will include examples of letters that you can send to both suppliers and customers to ensure that the whole supply chain is aware of REACH. Members should receive the CD by the end of March.

INFORMATION

Steel specifications

UK Steel, the trade association for the UK's steel industry, has announced that the latest edition of its *Steel Specifications* handbook is now available.

With 34 new industry standards added, 49 updated and 19 withdrawn or superseded since 2004, it's more essential than ever to have an up-to-date reference book with comprehensive details of current steel types and their properties.

The 12th Edition of this reference guide contains all these changes as well as:

- the chemical composition, mechanical and physical properties of British/European standard steels and most of the popular US steel standards;
- necessary data, with notes providing qualification and explanation;
- essential contact details of UK steel producers and organisations that can provide advice on steel usage in particular applications, as well as helpful information on steel designation systems and the steel standards process in general.

Steel Specifications is available at £70 to UK Steel members and £90 to non-members. UK Steel also produces an online version, "*SteelSpec*", which is updated every quarter (see www.steel-spec.org.uk).

For further information, contact Debbie Sheppard, UK Steel, Broadway House, Tothill Street, London SW1H 9NQ UK (tel: 020 7222 7777; fax: 020 7222 2782; e-mail: enquiries@uksteel.org.uk). UK Steel is a division of EEF.

Hotline advertiser invites you to a seminar

Switzerland-based Codere SA and associate company Econox have appointed a UK partner and are inviting readers to an April seminar outlining their range of industrial heat treatment equipment and furnace atmosphere control/measurement systems.

Codere manufactures a range of customised controlled-atmosphere sealed-quench furnaces (batch type, mesh belt and pit), specialising in processes such as austenitising, carburising, carbonitriding, tempering, annealing, austempering and martempering.

Econox manufactures and supplies oxygen probes, control systems and supervision software, for managing controlled-atmosphere heat treatment installations, which can also be purchased for non-Codere furnaces.

Customers of both companies are leading manufacturers in the field of tooling, fasteners, springs, automobile, aerospace and medical as well as contract heat treatment specialists worldwide.

With an international network of agents in place, Codere/Econox are currently very active in Europe, Russia, Asia and South America and aim for successful entry into the UK heat treatment market during 2008.

The newly-appointed UK partner, Farnborough-based ASC Technologies Ltd, provides a metallurgical consultancy service covering material selection, heat treatment, coatings, metallography, hardness testing and design and manufacture of component test rigs. On behalf of Codere/Econox, ASC Technologies Ltd will be offering a local service (spare parts) and in-house repair of the oxygen probe range.

Seminar

ASC Technologies is organising a seminar at Sheffield Hallam University on April 23 with the following programme:

- Introduction to Codere, Econox & ASC Technologies.
- Presentation of product range, with some customer samples.
- Probes, new controller and supervision software on show.
- Metallurgical presentation (new accelerated carburising process; measurement of carbon potential; experience in salt quenching).
- Lunch.
- Open discussion: companies giving their opinions / existing heat treatment issues/projects.
- Discussion of future investment projects.

If you are interested in this event, please contact Simon Cockrem, to receive an invitation, at: tel: 01252 758260; e-mail: simon@asc-technologies.co.uk Codere/Econox hope to meet you in Sheffield to introduce their product portfolio and discuss your future requirements to invest in your heat treatment facilities or control systems.

COSWORTH CHOOSE ALLOY HEAT TREATMENT

Cosworth are using Alloy Heat Treatment Ltd (*aht*), the UK's leading subcontract specialists, for the treatment of all the high-integrity aluminium components on a seven-year aerospace contract.

At the same time, *aht* have just been awarded aerospace accreditation (*Nadcap*) on another two of their specialist furnaces, giving them a total of five that are now *Nadcap* approved, and providing even greater capacity for continued expansion in the aerospace sector.

Kim Spearman, Operations Director at Cosworth commented: "We chose *aht* for all the high-integrity treatment on this contract because we were confident that they had the right facilities, the track record and the skills. We had to ensure that we could deliver the highest quality standards on all the precision-engineered components – *aht* are helping us to achieve this."

Cosworth, well renowned for engines for motor sport, began their transition into the aerospace sector three years ago. The contract is to supply forged pistons in engines used by major airframe manufacturers such as Cessna, Robinson Helicopters and Piper.

"We are delighted with our agreement with Cosworth," commented Adrian Church, Managing Director of Dudley-based *aht*. "We share with them the commitment to deliver the very highest quality standards. This contract further endorses our position in this specialist sector and we look forward to future growth in aerospace."

Last year, *aht* expanded their specialist aluminium heat treatment services by adding another "rapid-quenching" oven to give them even greater capacity in the treatment of high-integrity aluminium



Technical laboratory at Alloy Heat Treatment.

components. The company now operates 22 furnaces and can handle single loads from a few kilograms up to 2.5 tonne.

It has also attracted new business because it is able offer a range of facilities such as straightening and aluminium shot blasting, as well as a specialist dye-penetrant inspection service, all on one site, dramatically reducing road miles for component parts.

HIGH-TEMPERATURE PULSED PLASMA UNIT FOR ELTRO

Eltro (GB) Ltd have installed a new *Eltropuls* high-temperature pulsed plasma treatment unit at their heat treatment centre in Farnborough.



Measuring 0.75m diameter by 2.0m high, the unit is capable of treatments up to 800°C. It has been installed primarily for the plasma nitriding of long titanium tubes for the aerospace industry.

The treatment significantly improves the wear resistance and bearing strength of titanium parts whilst not affecting the electrical conductivity of the surface, important for many aerospace applications as it avoids the need for earth bonding straps for lightning-strike protection.

The unit can also carry out the *ELTROCORR* process which dramatically improves the surface hardness of austenitic, ferritic and martensitic stainless steels without sacrificing corrosion resistance.

For further information, contact Eltro (GB) Ltd: Jeremy Cockrem (MD), at jeremy@eltro.co.uk, Matt Cockrem (Heat Treatment Centre Manager), at matt@eltro.co.uk, or telephone 01252 523000.



Vacuum brazing furnace at Tecvac.

TECVAC DOUBLES VACUUM BRAZING CAPACITY

Tecvac Ltd, a member of the Wallwork Heat Treatment Group, has doubled vacuum brazing capacity at Cambridge with the addition of a second brazing furnace. The additional unit, representing an investment of around £500,000, underpins the vacuum brazing service that serves aerospace, marine, medical engineering and pharmaceutical processing industries, as well as specialist toolmakers.

Allied to a precision automated cleaning line to ensure very high levels of braze integrity, the new furnace gives Tecvac additional resources to manage complex brazing tasks. Already some projects, involving more than 20,000 discrete joints in a single sub-assembly, have been successfully completed.

"We are seeing increased demand for high-quality service in this sector," said Wallwork director Peter Carpenter. "We have invested in an additional larger-capacity furnace at Cambridge, together with support facilities at our Bury site. This will ensure that our customers have a completely-reliable high-quality service and guaranteed fast turnaround."

Components can be vacuum brazed, using alloys of copper, nickel, gold and silver, to join similar or dissimilar metals and/or ceramics and cermets. The service covers components using alloy steels, tool steels, titanium alloys, nickel and superalloys, and copper, tungsten and molybdenum alloys.

The additional furnace at Cambridge guarantees fully-temperature-controlled performance down to a vacuum of 10⁻⁵mbar at temperatures above 750°C. All components and sub-assemblies can be annealed or receive other post-brazing treatments on site at Cambridge.

Both vacuum brazing furnaces will accept complex assemblies measuring up to 1500mm by 900mm by 800mm. They enable Tecvac to offer exceptional brazing integrity and high-quality surface finish using high-melting-point brazes with the most advanced component materials.

Various brazing methods, using paste, wire, shim, or tape, are available to suit production requirements.

Tecvac expects demand for the service to continue increasing. Typical applications include all types of aerospace and precision medical components, high-performance components for Formula 1, and specialist applications such as high-vacuum assemblies and heat exchangers. Tecvac's new service is already accredited to the AS 9100 quality system, and complements the heat treatment and *Nadcap*-approved hard-coating service.

Vacuum brazing is also available through other Wallwork Group sites in Manchester and Birmingham, with an integrated collection and delivery service covering most areas of the UK.

NEWS FROM ALPHA-ROWEN TREATMENTS

Since last supplying news for *Hotline* 106 (December 2006), Tipton-based Alpha-Rowen Treatments Ltd have undertaken significant steps to move the company forward.

Work is well underway to attaining TS 16949, which will advance the quality system throughout the company to the higher automotive standard. This project includes actions to bring the process equipment in line with the CQI-9 heat treatment specification.

Alpha-Rowen have been able to add vibratory deburring equipment to the site and are also converting a furnace to enable increased oil-hardening capability (an auto-loader and an in-line temperer are currently awaited to complete the line).

Much of this work has been through consultancy with ProEnviro and supported by Accelerate with whom the company is involved in energy-related networks.

General Manager Mike Leach commented: "All the staff are involved in these numerous projects which will make Alpha-Rowen a stronger, more diverse business for the future. Despite recent changes in the austempering market, we feel that we remain the market leader in the austempering of springs and presswork and are looking to build on that strong base".

More information on these projects is available on the new Alpha-Rowen website www.alpharowen.co.uk or by contacting Kevin Rowen or Mike Leach directly.

TTI GROUP CHOSEN BY AGUSTAWESTLAND

Nitriding Services, Telford, one of eight TTI Group plants in the UK, has been selected by AgustaWestland Transmissions, based in Yeovil, Somerset, to be their partner in



the nitriding heat treatment of critical power transmission parts for two new helicopters: the VH-71 and the Future Lynx. The latter is for the UK Army and Royal Navy, replacing the current Lynx helicopters, which entered service in the mid-1970s.

This business was won by Nitriding Services in the face of strong competition and only after a very rigorous testing and evaluation programme.

AgustaWestland's decision is recognition of the commitment TTI Group provides in its support of the defence and aerospace sectors in the UK manufacturing industry.

FURTHER RECOGNITION FOR BODYCOTE

Bodycote has been voted one of Britain's most admired companies in an annual poll by magazine *Management Today*.

'Britain's Most Admired Companies' is the UK's longest-established business awards competition and Bodycote made its first entry into the league table, at the end of 2007, at number 99, out of 220 companies. Bodycote was also ranked at number five in the 'Most Admired Companies' Engineering & Machinery sector.

Now in its 13th year, the Most Admired Companies league covers companies from all business sectors, including business-to-business and business-to-consumer companies. The winners are determined by a poll of Britain's ten largest public companies in 22 sectors, who are asked to rate and evaluate their peers against nine criteria: quality of management; financial soundness; quality of products and services; ability to attract, develop and retain top talent; value as long-term investment; capacity to innovate; quality of marketing; community and environmental responsibility; and use of corporate assets. Analysts at leading City investment firms are also polled.

Commenting on Bodycote's presence in the league table, Chief Executive, John Hubbard, said: "Being chosen as one of Britain's most admired companies is a

wonderful recognition for all the people in Bodycote who daily provide excellent quality and reliable service for our customers. Now that we have achieved such status, it will encourage each of us to strive to continuously improve our performance so we do not disappoint those that we serve."

NEW CONTROL SYSTEMS INSTALLED AT HEAT TREATMENTS (NORTHAMPTON)

After successful trials, Heat Treatments (Northampton) Ltd have now completed the installation of SSi 9200 furnace control systems to all sealed-quench furnaces at their Northampton site. Whilst offering simple touch-screen control at the operator interface, the systems are linked by a *SuperData* supervisory software system, offering remote furnace management capability with full data capture in accordance with CQI-9 requirements.

Operations Director Chris Smith said: "As our shop becomes increasingly busy, we are faced with a need to improve furnace utilisation and throughput, reduce batch variability and increase energy efficiency. The furnace management system, supplied to us by Matt Cross of Super Systems UK Ltd, has enabled us to meet these needs whilst capturing the quality control data required to satisfy increasingly-stringent customer specifications."

CHTA PUBLICITY SUBCOMMITTEE

COME AND JOIN US!

Hotline is one of the responsibilities of CHTA's Publicity Subcommittee which is seeking new blood to help promote the case for contract heat treatment. Members willing to volunteer a representative for the Subcommittee, which meets quarterly at SEA's Birmingham headquarters, should contact CHTA's Secretariat.



CHTA Publicity Subcommittee 2008. Standing (l. to r.): Simeon Collins (Wallwork Heat Treatment Ltd), John Jervis (Bodycote Heat Treatments Ltd), Peter Cox (Beta Heat Treatment Ltd) and Keith Hayward (Controlled Heat Treatments Ltd); seated: John Craddock (HHT (Midlands) Ltd), Keith Laing (TTI Group) and Ian Lacey (Alloy Heat Treatment Ltd).

Diary

March 31- April 4 2008

THERMIC 2008
Paris, France

France's thermal processing exhibition is one of ten trade shows at *Industrie Paris 2008*: www.industrie-expo.com

April 14-16 2008

ALUMINIUM PROCESS FURNACE SEMINAR
Meadville, PA, USA

www.secowarwick.com/seminar/seminar.html

April 22-24 2008

SUBCON 2008
Birmingham, England

www.subconshow.co.uk

April 23 2008

CODERE/ECONOX SEMINAR
Sheffield, England

See page 7 for details.

May 1 2008

CHTA PUBLICITY SUBCOMMITTEE*
Birmingham, England

May 6-9 2008

HIP '08
Huntington Beach, California, USA

9th international hot isostatic pressing conference:
www.hip2008.com

May 7-9 2008

INNOVATION IN HEAT TREATMENT FOR INDUSTRIAL COMPETITIVENESS

Verona, Italy
www.aimnet.it/echt2008.htm

May 8 2008

CHTA AGM / CHTA MANAGEMENT COMMITTEE*
Solihull, England

See page 1.

May 13-15 2008

MATERIALS CONGRESS 2008
Grantham, England

www.iom3.org/congress

May 14 2008

BIFCA Technical Series: IMPROVING FURNACE OPERATION AND DESIGN THROUGH THE USE OF THERMAL MODELLING

West Bromwich, England

www.bifca.org.uk

May 25-28 2008

2ND INTERNATIONAL CONFERENCE ON HEAT TREATMENT AND SURFACE ENGINEERING OF TOOLS AND DIES

Bled, Slovenia

www.imt.si/icht/

May 29-30 2008

NITRIDING SYMPOSIUM 2
Montreal, Canada

www.nitriding.info

Later this year...

October 14-16 2008
UNDERSTANDING HEAT TREATMENT
Birmingham, England

73rd repeat of Wolfson Heat Treatment Centre's well-established course.

Details from Derek Close
e-mail: derek.close@sea.org.uk;
tel: 0121 237 1122; www.sea.org.uk/whtc.

June 10-11 2008

BIFCA Technical Series: ENERGY-EFFICIENT DESIGN & OPERATION OF INDUSTRIAL FURNACES
West Bromwich, England

www.bifca.org.uk

June 11-12 2008

NORTH-WEST MANUFACTURING EXHIBITION
Bolton, England

www.industry.co.uk

June 11-13 2008

A3TS 2008
Tours, France

This 36th Congress on Heat Treatment and Surface Engineering combines a conference and an exhibition:
www.a3ts-congres.fr

*Members wishing issues to be raised at CHTA meetings should notify CHTA's Secretary at mail@chta.co.uk.

ADVERTISEMENT

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CarboMonitor 700



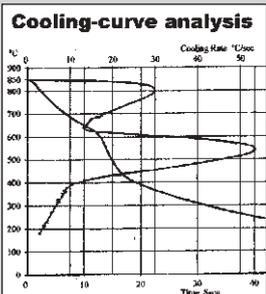
- Management of temperature
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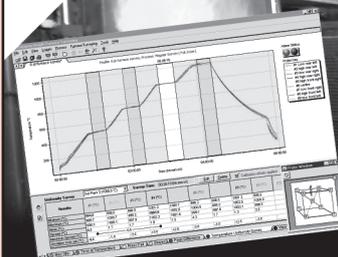
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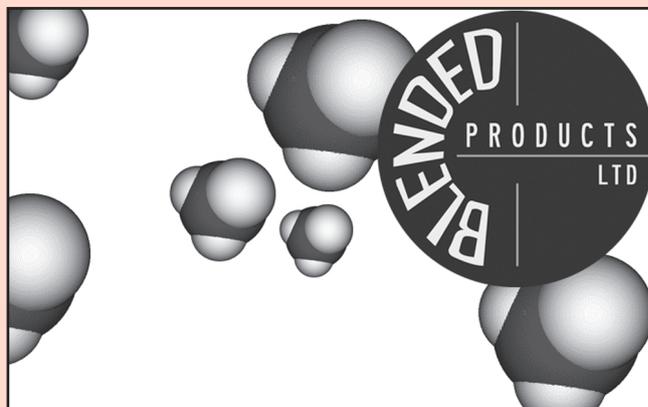
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Almor

Managing Director Chris Allum outlines the activities of one of Hotline's regular advertisers.

Almor is a group of furnace engineers and specialist fabricators focussed on supporting the needs of heat treaters and other process sectors where high-temperature or corrosive environments are encountered.

Our main activities centre around:

- furnace upgrades and refurbishments;
- routine and breakdown maintenance services (combustion, refractory etc);
- own-make consumables and replacement parts, including catalyst, chains, fans, oxygen probes and combustion accessories;
- alloy fabrications, including jig and fixture design, baskets, muffles, retorts, etc;
- large alloy fabrications up to 20 tonne for petrochemical and chemical process applications;
- new ovens and furnaces, designed to customer specifications as well as a wide range of standards;
- refurbished second-hand plant;
- atmosphere control systems and instrumentation;
- Aichelin furnace installations and systems, low-NOx energy-saving burners (from NOXMAT) and induction heating systems (from EMA).

All of the above activities are covered by our ISO 9001: 2000 accreditation.

The benefits of Almor's broad capability have been created by bringing together a number of complementary furnace-engineering and alloy-fabrication companies with histories going back to 1917. These include furnaces and ovens from Wild Barfield and Barlow Whitney, atmosphere controls from Marathon Process Controls, site services from Heat Treat Services and specialist fabrications from F. Atkinson and Welding & Brazing.



Corrugated retort, manufactured by Almor in grade 321 stainless steel, for annealing carbon-steel coils.

Market Movements

ANALYSIS OF QUESTIONNAIRE REPLIES RELATING TO 32 CHTA MEMBER SITES

"THIS QUARTER" =

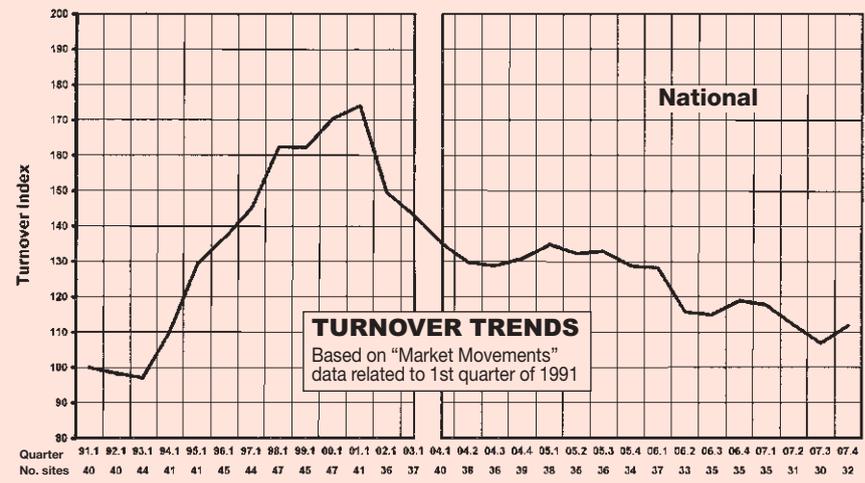
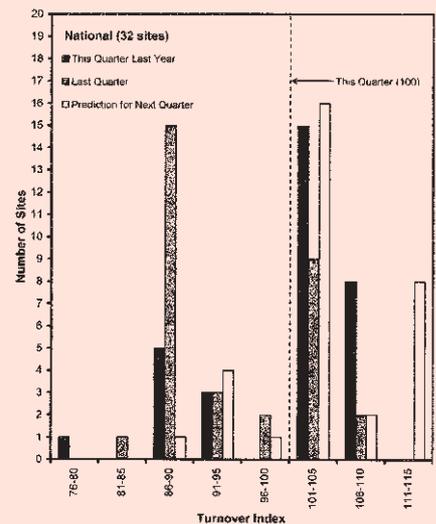
1 OCTOBER – 31 DECEMBER 2007

= **TURNOVER INDEX 100**

National

OVERALL ANALYSIS (32 SITES)

	Mean index
This quarter last year	99.6
Last quarter	95.5
Predicted next quarter	103.0



Almor represents Aichelin (the Austrian furnace engineer) in the UK and Ireland, enabling us to offer 'state-of-the-art' furnace installations, combustion technology and induction heating systems.

Based in Nottingham, Almor operates from a 3,000m² facility with 20-tonne capacity and a wide range of in-house forming capabilities. This facility is also used to manufacture flare gas systems, to the exacting standards of off-shore requirements, as well as components for chemical process sectors in a range of exotic alloys.

Almor's main heat treatment partnerships are with applications linked to aerospace, metals production and automotive, where many other markets are also dealt with. We have over 300 trading partnerships and typically 25-30% of our heat treatment sales are to export destinations.

At the heart of Almor's capability are its experienced and qualified employees, all of whom are focused on providing reliable support to our trading partners. Our most recent arrival, Mark Manison, brings the

number of employees to 52. Mark has added further depth to our electrical control and instrumentation capabilities and comes with 15 years experience in vacuum furnace engineering.

STATESIDE STATS

NORTH-AMERICAN HEAT TREAT SALES HIGHER IN 2007

Participating members in the Metal Treating Institute's Monthly Sales Statistics Program reported total sales of \$838.1 million in 2007, up 1.6% over 2006's figure of \$824.8million. December 2007 billings reached \$61.9million, an increase of 1.7% over December 2006's \$60.9million. Latest figures show that January 2008 sales were \$72.3million, 3.6% over January 2007's \$69.8million.

Please send your news items for Hotline 112 to mail@chta.co.uk
Deadline: May 30th