

Inside . . . Page

• Good turnout at CHTA AGM	3
• Whither contract heat treatment?	4
• Training in heat treatment Letters to the Editor	5
• Finding a heat treater	6
• New CHTA guidelines for conditions of business	8
• Energy and steel prices explored	9
• Diary	10
• Market movements	12
• Member profile	12

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

New CCA target negotiations: crucial information requested

Dave Elliott calls for vital input from CHTA participants in SEA-administered Climate Change Agreements.

We have been informed by the Department of Energy & Climate Change (DECC) that they wish to reduce the heat treatment sector target by 14% by 2015, relative to the actual 2008 (milestone 4) CCA performance.

I have already responded and explained that the potential for further energy-efficiency measures is limited and likely to be linked to large capital investments. However, what I now need is information from your site so that I can negotiate with DECC in the coming months.



Chairman Richard Burslem looks on as SEA's CEO Dave Elliott updates on CCA developments at CHTA's AGM.

- Your proposed trajectory for achieving the 2015 target (i.e. proposed targets for 2012, 2013 and 2014).
- An update, as appropriate, of your sector portfolio, including any reference material commenting on the current state of the sector: for example, on the availability of opportunities to improve energy efficiency or reduce energy consumption. Please feel free to discuss any element of the portfolio with AEA in advance.
- Your estimate of the split in the emissions of your sector in 2008 between direct emissions covered by EU ETS and other emissions.
- Your view of the potential impact of changes in EU ETS, in particular with regard to the change in definition of combustion plant and the possible exemption for small emitters.

Please limit your case to no more than ten sides of A4. Supporting spreadsheets or references to other information can be attached.

As you can see, DECC is asking for a significant amount of information but, unless we provide this, we will not be able to put our case against the target reduction. Unfortunately, if I do not receive any information from you then the proposal from DECC will be implemented for your site.

Under the new climate change agreements, each site must meet its target. This could therefore have financial implications for your site as the safety-net of "the sector passes, everyone passes" will no longer apply.

Submissions please to Dave.Elliott@sea.org.uk (tel: 0121 237 1123).

DECC have requested the following information:

- A description of your sector's alternative proposal, including such objective detail as would be necessary to allow AEA to reconcile the proposed target with agreed data.

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/metals Tel: +44 (0)1270 614314; E-mail: apbulkuk@airproducts.com

Air Products are sponsors of *Hotline*



Guido Plicht

Head of Metals
Processing Applications
Technology

Sophistication, made Simple

data acquisition  gas nitriding  sensors  vacuum  atmosphere



SuperSystems UK

To see our range of dedicated heat treatment control equipment, visit the new website:
www.supersystemsuk.co.uk

For Quotations E-mail info@supersystemsuk.co.uk or Telephone 0121-329-2627



FSM **Furnace Spares & Maintenance Ltd**

Engineering Solutions for the Heat Treatment Industry

With a full 'in-house' facility for bespoke furnace design and manufacture of heat treatment plant and associated equipment, we provide our customers with rapid, practical and cost-effective solutions to their needs.

SERVICES

- DESIGN • CONSULTANCY • COMBUSTION SYSTEMS
- COMMISSIONING • FAULT FINDING
- REFURBISHMENT • ELECTRICAL • INSTALLATION
- REPAIRS/ MAINTENANCE
- IN-HOUSE MACHINING • REFRACTORIES

ALLOY PRODUCTS

- WORK BASKETS • RETORTS • MUFFLES • FANS
- RADIANT TUBES • JIGS & FIXTURES • GRIDS • DRIVE DRUMS & ROLLERS • CAST LINK & MESH BELT • ELEMENTS

With 10-tonne overhead craneage facilities, our factory features mild-steel fabrication and alloy welding workshops and a fully-equipped machine shop

For an in-depth view of our services, visit our new website:
www.furnacespares.com

FSM

Tel: +44 (0)1922 458330 Fax: +44 (0)1922 456402
 E-mail: furnacespares.maintenance@fsmail.net

HEAT TREAT SERVICES

SUPPORT YOU CAN RELY ON

- Furnace Upgrades and Energy-saving Burners
- Alloy Fabrications including Jigs, Fixtures, Retorts, Muffles, Radiant Tubes and more
- Replacement Parts and Consumables
- Atmosphere Controls
- New Furnaces and Ovens including Installations from Aichelin
- Site Services, Maintenance Contracts, Training and Plant Assessments
- Vacuum Furnace Services

Now incorporating Mormet Fabrications

★

NEW

Vacuum furnace spares & service

For more information visit: www.almor.co.uk

Tel: +44 (0)115 986 8773 Fax: +44 (0)115 986 6716

Email: sales@almor.co.uk

A PARTNER OF

AICHELIN

www.aichelin.com



L. to r: TTI Group's Managing Director Andy Borg with Peter Carpenter (Wallwork Heat Treatment) and Debbie Mellor (Keighley Laboratories).



Guest Roger Bird, now retired from TTI Group, with CHTA Chairman Richard Burslem (Wallwork Heat Treatment Ltd).



Peter Stokes (Century Heat Treatment & Plating Ltd) with Beta Heat Treatment's Dave Walker and Deryk Law.



CHTA Chairman Richard Burslem presents his progress report

Good turnout at CHTA AGM

A healthy 38% of full members were represented amongst the delegates attending CHTA's May 13th Annual General Meeting, the 32nd since the Association became incorporated as a company limited by guarantee in 1978. Staged at SEA's Federation House headquarters in Birmingham, the event again proved an excellent opportunity for convivial networking, useful updates by CHTA's Chairman and SEA's CEO, and an

open-forum discussion of some of the important issues currently challenging our sector. The AGM was accompanied by a keenly-debated discussion session on the training needs of our industry sector, led by special guest Brian Birch, author of the *Hotline* 119 article on the subject. This dilemma facing all members has been added to the agenda for further consideration by CHTA's Management Committee.



Guests David Wilkins and Brian Birch, former Bodycote Directors, with CHTA Vice-Chairman Paul Handley (Heat Treatment 2000 Ltd).



Keith Laing (TTI Group Ltd), Roger Haw (Flame Hardeners Ltd) and Vladimir Murawa (Holt Brothers (Halifax) Ltd).



Dr. Tom Bell, son of the late Prof., with Bodycote Heat Treatments' Simon Blantern and John Jervis.



Dave Elliott updates on SEA matters, focussing on CCAs (see page 1).



Peter Cox (Beta Heat Treatment Ltd) flanked by Tamworth Heat Treatment's Kevin Langston (left) and Kevin Bannister.



Wolfson Heat Treatment Centre past and present: Brian Birch, Information Officer in the Centre's early days, between current Wolfson Manager Derek Close and former Manager Alan J. Hick, CHTA's Secretary.

Whither contract heat treatment?

In December's Hotline 118, David Frost, Director General of the British Chambers of Commerce, asserted that "Government ignores manufacturing at its peril". Having read Hotline 96, he was well aware that those in contract heat treatment feel "under the cosh".

With the title "A healthy future for contract heat treatment?", the cited compilation in Hotline 96 (June 2004) examined the challenges then facing the contract heat treaters. It featured contributions from Richard Burslem (Wallwork Heat Treatment), Mike Hallas (Bodycote Heat Treatments), Paul Handley (Heat Treatment 2000) and Roger Bird (TTI Group).

How does the future for contract heat treatment look six years on? We again asked some CHTA members to comment:



Richard Burslem,
Director, Wallwork
Heat Treatment Ltd /
CHTA Chairman

Then

In *Hotline 96*, I wrote about shrinking industry, survival of the fittest, lack of interest in manufacturing by the UK government, arbitrary climate change taxing and the increased burden on companies to be not only the employers but also the guardians of their employees. I discussed the need for better training, increased efficiency, niche markets and the importance of a strong manufacturing sector for the general health of UK society and economy.

Now

Most of the things I feared have come to pass and the remedies we implemented, as a company, have been partly successful.

There was a day, when driving between factories, that I considered the effect of the default of so much personal credit with the 'toxic debt mortgages'. I thought it would be good for the banks to have a bit of pain and suffering; I didn't conceive that it would be so bad as to cause such a massive global recession.

We have all struggled to cope with the consequences of this and the bitter pill of seeing bankers' bonuses returning to their previous obscene levels, even though the banks are seriously in debt to the people of this country.

For participants, the climate change tax is increasing by 75% from 1st April 2011,



from a rate of 20% to 35%, and we will be forced to buy carbon credits if (when) the new target of a 14% energy reduction is imposed on us by the Department of Energy and Climate Change.

Whilst the smoking ban in public buildings is surely good for the general health of the population, it is the employer who has to police the ban and the employer who is fined if there are transgressors.

Things have become worse on all fronts. Manufacturing continues to decline, another steelworks has shut and even that most august of bodies, the CHTA, has lost members - down from 71 in June 2004 to 64 today.

Ironically, it is the very tax that plagues our industry that has encouraged new members to join CHTA, so that they can benefit from the well-run SEA CCA administration scheme. We have lost members as they have ceased trading or feel that the modest membership fee is beyond their strained budgets.

The future

So what about the future? We must continue to improve efficiency by investing in novel equipment, new process control, staff training and modern management techniques; but, surely, these are things we have been doing continuously for many years.

We must search out the customers and industries that have gotten to grips with global supply and are successfully producing parts, not only for this country but for Europe and further afield. Along with this, we should be prepared to help the innovators to bring their ideas to market by suggesting material and process combinations, giving metallurgical advice and offering to share our experiences with them.

I think the single most important thing we can do, bearing in mind the recent change to the first coalition for over 30 years, is to make every possible effort to convince government at all levels of the benefits of manufacturing. The economy needs a strong manufacturing base; it is a good export earner.

Once we lose the skills to manufacture in volume, there is only one option and that is to import – so long as the manufacturing countries are prepared to supply or, alternatively, so long as we can afford to pay. Society needs manufacturing, it provides an enormous variety of jobs at all skill and educational levels and produces people who 'can do'. Their business is making things!

From our point of view, we need manufacturing. We are a service industry and without manufacturing customers to serve, we have no future as heat treaters.



Simon Cockfield,
Heat Treatment
Manager, Ajax Tocco
International Ltd /
CHTA Publicity
Subcommittee

Having talked to other CHTA members and of course, our customers, it appears there is a definite upturn in business in 2010 and confidence seems higher than when David Frost discussed this topic in *Hotline 118*.

Understandably, we were all nervous for the future of our industry as the recession bit hard and customers and competitors "went to the wall". However, I am, personally, cautiously optimistic that the tide is slowly turning.

For the majority of last year, I was slightly

confused about how low our turnover was compared with how busy we seemed to be. I came to the conclusion that the main difference was that we were still getting the same amount of orders coming through the door, but they were generally for much smaller batch sizes.

This meant all the support work was the same - unloading/loading the lorries, booking in and out, setting the job, inspection, invoicing, telephone calls. It was only the actual production part that had reduced. Add to this the increased activity from buyers, asking for quotes and re-quotes, and it seemed we were becoming busy fools.

But, as previously intimated, this situation seems to be improving. Some of this improvement is from OEMs outsourcing, as Mike Hallas from Bodycote suggested in *Hotline* 96. We need, as an industry, to encourage this switch so that it becomes the norm and the first thought for OEMs is to outsource rather than process in-house - leave it to the experts.

To back this up, I don't think we should be shy when looking overseas for new business. Take advantage of the weak pound while we can. Despite transport costs, we could still be an attractive option to continental companies.

Despite our media suggesting otherwise to us, the voting public, we are still the sixth largest manufacturer in the world - in value. This is something we should be proud of, although the "in value" has its own issues.

In order to remain at this sixth position, we have had to use technology and innovation, something we appear to be very good at but, in becoming more efficient and competitive, we have become more automated in many cases. This has helped with the "decline of manufacturing employment" as David Frost put it.

I can't see an alternative to be honest. Any people-powered industry won't be competitive in the UK when up against the Far East etc. We will have to continue to improve efficiency, to stay ahead of the game, but this may end up reducing the workforce further still.

Just one final thought: I was amused to see, on TV, the Chief Executive of JCB complaining of the lack of suppliers in the UK for his company's needs. Having witnessed and been subjected to JCB's cost-down department (which employs more people than most heat treating companies), I couldn't help thinking: "it serves you right!".

What are the views of other CHTA members? Please send your thoughts for publication to Hotline Editor Alan J. Hick at mail@chta.co.uk.

Training in Heat Treatment

The Hotline 119 article "Training in Heat Treatment", by Brian Birch, has elicited some comment...

10,600 COURSES TELL THE TRUTH

I read with great interest a story on training in the latest issue of *Hotline* that portrayed the Metal Treating Institute's (MTI) Online Academy for Heat Treaters as an inferior product for quality training. That couldn't be farther from the truth.

We thought it would be helpful to shed some light of truth to *Hotline* readers relating to MTI's Online Academy, why it was developed, its mission and success.

In 2004, the Metal Treating Institute realised there were no good options for affordable and practical heat treat training for shop floor personnel and management. After some research and design, in November 2005 MTI launched the MTI Online Academy for Heat Treaters to help bring practical training on everyday technical issues that was very affordable to the average heat treating company.

Four years later, MTI lets the numbers speak for themselves, relating to the quality of its online training. The system has had over 10,600 courses passed in just four years.

Regarding affordability, the average course costs \$75 retail or \$37.50 for MTI members. If a member takes advantage of the monthly subscription program, they receive unlimited training year-round for their employees.

The subscription program has saved MTI members, in hard dollars, \$571,000 in four years. That is significant savings to any heat treater and has helped create a culture of training in many heat treating companies.

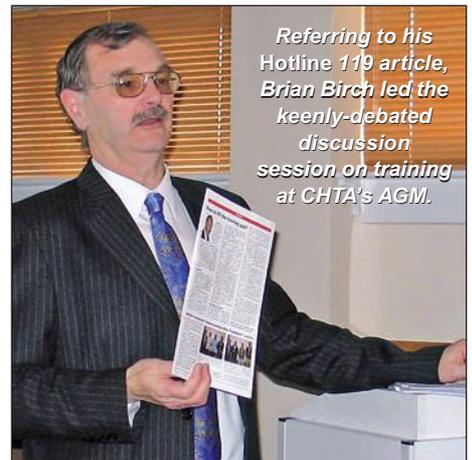
There were also some comments relating to the system not being state-of-the-art and advanced in content. Almost every learning system that is state-of-the-art with advanced content is too expensive for the average company to take advantage of.

It's one of the reasons MTI stuck to its guns to create a platform anyone could afford.

Participants love the MTI Online system because it is user-friendly, with content that hits at the heart of technical topics most experienced on the heat treat line on a daily basis.

If you would like to see what participants think of the MTI Online Academy, you can view the testimonies on the front of the website at www.MTIAcademy.com.

MTI encourages anyone wanting to experience an affordable user experience with quality content that is budget-friendly



to check out the MTI Academy for Heat Treaters. For more information on enrolling, visit www.MTIAcademy.com or contact MTI at info@heattreat.net.

Tom Morrison
CEO, Metal Treating Institute

NOT RIGHT?

Upon reading the article "Training in Heat Treatment" (*Hotline* 119), I was very surprised to see the assertion made by Brian Birch (in reference to my article in *Hotline* 118) that "Roger is not right that there are no metallurgy courses available". I checked with the two institutions mentioned by Brian, both when I was searching for a suitable course for our apprentice and also prior to writing my article. I reiterate that courses were not and are still not available to suit our requirements.

There was lively discussion about training at the recent CHTA AGM when two further members actually supported my findings, having experienced difficulty in obtaining satisfaction from both of the institutions mentioned.

Furthermore, I do have to disagree with Brian regarding the first paragraph of the section "Shop floor employees". I suggest that these problems were exactly what my article addressed as I did state that initially we were looking to train an operative with the possibility of further development.

In future, it may be prudent for those contributors begging to differ with previous contributors to just pick up the phone and have the courtesy to tell people what they propose to write. After discussion, maybe inaccuracy, as was evident in Brian's article, could be avoided.

I now consider this matter closed and will not be entering into further correspondence.

Roger Haw
Flame Hardeners Ltd

Thinking of Using a Contract Heat Treater?
CHTA members have a wealth of expertise in heat treatment
Using CHTA Members

Specifying Heat Treatment
Download datasheets aimed at aiding sensible specification of heat treatment processing
Download Datasheets

Find a Heat Treater
Search the CHTA database to select on the basis of location, processes offered and materials treated
Search for CHTA Members

Ask the Members
Tap into the extensive knowledge and experience of CHTA members
Ask Members a Question...

Download our Hotline newsletter

Article Archive [view all](#)
Outsourcing heat treatment
21st Dec 2009
More UK companies are benefiting from the virtues of contract heat treatment, instead of conducting this crucial step of the manufacturing cycle "in-house". Unremitting global market... [Continued...](#)

2500 years of metallurgical experience
21st Dec 2009
Whilst the level of metallurgical knowledge in general engineering appears to be on the decline, the expertise of CHTA members continues, of necessity, to be vast and cutting-edge. TT1 Group's Kelth... [Continued...](#)

Contract Heat Treatment – the preferred option
The specialist contract heat treater is the preferred source of heat treatment for a large section of industry. Any realistic assessment of all "in-house" treatment costs shows that contract treatment offers the most effective option, in all but a minority of special situations.
By outsourcing from a subcontract sector that must optimise energy efficiency and employ latest technology in order to remain competitive, you can:

- reduce your capital plant requirements and eliminate associated maintenance costs;
- release valuable works space for more of your core activity;
- avoid the cost of providing the highly-skilled supervision needed to manage today's sophisticated treatments;
- tap into a wealth of metallurgical expertise, otherwise a diminishing resource within engineering industry as a whole;
- achieve greater flexibility in benefiting from the best treatments;
- access new processes and procedures immediately they are available, without capital cost;
- eliminate the expense and time consumed in meeting today's stringent quality-assurance and environmental demands in-house.

Representing the majority of UK subcontractors, the Contract Heat Treatment Association (CHTA) has designed this website to assist you in making the most of these benefits. The information in our **Find a Heat Treater** section is available in printed form as CHTA's definitive *Buyers Guide to Contract Heat Treatment*; if you would like a copy, please [Contact Us](#).

Nationwide Capacity
Find a CHTA Member

Register for a regular copy of our printed newsletter...
Register

CHTA is sponsored by
AIR PRODUCTS **SEA**

Established in 1973, the Contract Heat Treatment Association is affiliated to the **Surface Engineering Association (SEA)**.

Copyright © 2010 CHTA. All rights reserved. | [Privacy Policy](#) | [Sitemap](#)
Visit our website sponsors... **AIR PRODUCTS** powered by **LiquidWeb**

Kindly sponsored by Air Products, CHTA's new website was launched at the May 13th AGM and went live on the following day. It incorporates many new pages whilst retaining well-proven features such as the much-valued assistance in...

Finding a heat treater

CHTA Secretary **Alan J. Hick** offers guidance to those using the Association's new website to identify members able to provide their specific heat treatment requirements.

Clicking on "Find a Heat Treater" on the Contract Heat Treatment Association's new website at www.chta.co.uk takes the visitor looking to outsource to the computerised version of CHTA's much-used

authoritative *Buyers Guide**. This constantly-updated database enables easy identification of CHTA members providing specific subcontract heat treatment services in the North, Midlands and

Heat treatment and ancillary processes in "Find a Heat Treater"

- Ageing
- Annealing
- Austempering
- Austenitic nitrocarburising
- Boronising
- Carbon restoration
- Carbonitriding
- Carburising
- Casting core removal
- Chemical vapour deposition (CVD)
- Cleaning of paint/plastic deposits
- Diamond-like coating (DLC)
- Electron beam treatment
- Ferritic nitrocarburising
- Flame annealing
- Flame hardening
- Furnace brazing
- Hardening
- Homogenising
- Hot isostatic pressing (HIP)
- Hydrogen de-embrittlement
- Induction annealing
- Induction or torch brazing
- Induction hardening
- Ion implantation
- Malleablising
- Martempering
- Nitriding
- Normalising
- Physical vapour deposition (PVD)
- Precipitation hardening
- Press quenching
- Shot blasting
- Shot peening
- Sintering
- Solution treatment
- Steam treatment
- Straightening
- Stress relieving
- Stress relieving on site
- Sub-zero treatment
- Sulf BT
- Tempering
- Toyota diffusion (TD) process

South geographical areas of the UK. Selection, based on processes offered, materials treated and location, results in a list of names of appropriate companies; clicking on each one yields full details of the company, with direct access to its own website. Enquiries can be submitted to one or more of the chosen companies with a single click.

Processes

The choice of over forty heat treatment and ancillary processes from which the visitor can select is listed in the accompanying table.

Where appropriate, the visitor can refine the search in order to select the preferred medium in which a heat treatment is conducted, the choice being: air or products of combustion; controlled/protective gas atmosphere; fluidised bed; pack; plasma; salt; or vacuum/low-pressure processing.

For example, carburising is now mainly conducted in a controlled gas atmosphere (normally based on endothermic gas or nitrogen/methanol mixtures), fluidised beds, salt baths or at low pressure in vacuum furnaces.

Similarly, nitriding is carried out in a variety of processing media including: controlled gas atmosphere (based on anhydrous ammonia); fluidised beds; salt. A further option here is low-pressure plasma nitriding, sometimes known by trade-names like *Ionitriding*, *Eltropuls*, *PlasNit*, *ASPn*, etc.

This last observation highlights a problem that a visitor to "Find a Heat Treater" might sometimes encounter. By and large, the database uses generic terms to describe the processes offered. Thus, for example, the common tradename *Tufftride* does not appear in the process list. This salt-bath treatment falls under the generic process name "ferritic nitrocarburising", along with a host of other tradenames for similar

processes performed in salt, gas atmosphere, fluid bed or plasma/vacuum, such as *Arcor*, *Nitrotec*, *Nitemper*, *Nitral*, etc.

Similarly, the "Find a Heat Treater" database does not incorporate outmoded process descriptions such as "cyaniding" or "cyanide case-hardening". Nowadays, salt-bath carburising/carbonitriding is conducted in a more eco-friendly manner.



Approvals

All companies featured in the database are members of the CHTA and, as such, are pledged to maintain the highest standards of quality and service. ISO 9001 is currently the universally-accepted quality accreditation, but many members hold additional quality approvals from major organisations, which are especially relevant in particular market sectors. National and international accreditations/certifications held by CHTA members are now listed on the new "Approvals" page of the website.

Ask the Members

Another new feature of CHTA's enhanced website is the "Ask the Members" page. Where a job is proving difficult to source (say, because of size or other special

requirements), this facility allows the visitor to ask all CHTA members if they can offer appropriate capacity.

Using a Contract Heat Treater

In order to benefit fully from the services of a company featured in "Find a Heat Treater", the website recommends that buyers of contract heat treatment should involve the intended supplier at the earliest moment.

CHTA member companies have a wealth of experience in heat treatment which can:

- make a positive contribution in the selection of the most appropriate treatment;
- warn of possible pitfalls;
- help avoid costly mistakes.

But, as the website observes, all of this can only happen if the visitor chooses to draw upon this expertise and specialist knowledge.

Specifying Heat Treatment

Clicking on "Specifying Heat Treatment" or "Datasheets" accesses CHTA's series of *Datasheets for Non-heat-treaters*, aimed at aiding sensible specification of subcontract heat treatment processing and avoidance of common problems. Couched in layman's terms, they answer the questions: What are the treatments? What are the benefits? What materials can be treated? What are the limitations? What problems could arise? How do I specify? Where do I go? In response to the last question, the datasheets recommend contact with appropriate CHTA member companies from those listed at www.chta.co.uk.

*For a free hard copy of the 8-page *Buyers Guide to Contract Heat Treatment* (10th edition), contact Nasima Khatun at the Contract Heat Treatment Association, c/o SEA, BJGF Federation, Federation House, 10 Vyse Street, Birmingham B18 6LT (tel: 0121 237 1123; e-mail: nasima.khatun@sea.org.uk; fax: 0121 237 1124).

CHTA Officers

MANAGEMENT COMMITTEE

Following the election at the recent AGM, the full-strength Management Committee now comprises the following members:

- **Simon Blantern** (Bodycote Heat Treatments Ltd)
- **Andy Borg** (TTI Group Ltd)
- **Richard Burslem** (Wallwork Heat Treatment Ltd) - *Chairman*
- **Mark Florance** (Techniques Surfaces (UK) Ltd)
- **Paul Handley** (Heat Treatment 2000 Ltd) - *Senior Vice-Chairman*
- **Roger Haw** (Flame Hardeners Ltd)
- **Chris Kenward** (Ajax Tocco International Ltd) - *Junior Vice-Chairman*
- **Debbie Mellor** (Keighley Laboratories Ltd)
- **Dave Walker** (Beta Heat Treatment Ltd)
- **Alan Whitehouse** (Tamworth Heat Treatment Ltd)

PUBLICITY SUBCOMMITTEE

Current members of this committee are:

- **Kevin Bannister** (Tamworth Heat Treatment Ltd)
- **Simon Cockfield** (Ajax Tocco International Ltd)
- **Simeon Collins** (Wallwork Heat Treatment Ltd) - *Chairman*
- **Peter Cox** (Beta Heat Treatment Ltd)
- **Keith Hayward** (Controlled Heat Treatments Ltd)
- **John Jervis** (Bodycote Heat Treatments Ltd)
- **Keith Laing** (TTI Group Ltd)

Both of these committees meet quarterly on the dates listed in our "Diary" column. Members wishing issues to be raised at these meetings should notify CHTA's Secretary, well in advance, at mail@chta.co.uk.

New members

CHTA welcomes two new members:

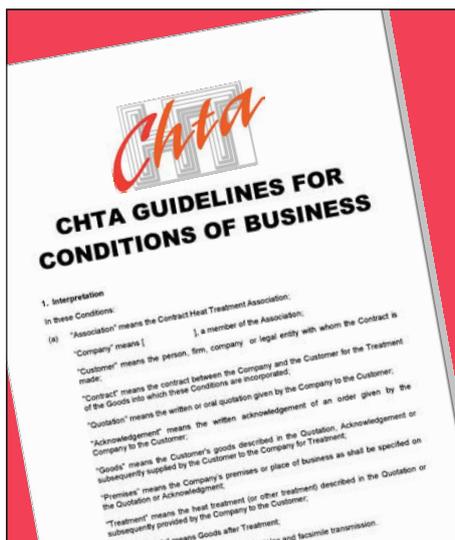
Alpha-Rowen Ltd, Unit 15, Barnfield Trading Estate, Barnfield Road, Tipton, West Midlands DY4 9DF. Contact: Mr. Mike Leach, General Manager; tel: 0121-557-6175; fax: 0121-557-0961; e-mail: mike.leach@alpharowen.co.uk; web: www.alpharowen.co.uk.

Con Mech Heat Treatment Division, Harelaw Industrial Estate, Annfield Plain, Stanley, Co. Durham DH9 8UR. Contact: Mr. Bob Beetham, Heat Treatment Director; tel: 01207 28803; e-mail: b.beetham@conmecheng.co.uk; fax: 01207 28807; web: www.conmechheattreatment.co.uk.

New CHTA Guidelines for Conditions of Business

Members should be aware that CHTA will very shortly be releasing a revised version of its *Guidelines for Conditions of Business*, currently to be found in the Members Area of www.chta.co.uk.

Originally compiled over 30 years ago and last updated in 2003, the guidelines have always been intended to establish the trade norm and reflect common practice within the contract heat treatment sector. The latest revision, carried out by CHTA's solicitor in conjunction with a working party of CHTA Management Committee members, led by Chairman Richard Burslem, is also taking into consideration the provisions necessary for trading via e-commerce.



Members will be alerted as soon as the new *CHTA Guidelines for Conditions of Business*, and the all-important accompanying *Guidance Note on Conditions of Business for Use When Contracting by E-mail*, are posted on the website.

Readers are reminded that the next Understanding Heat Treatment course takes place on October 12-14. See page 10 for details.

Please send comment and news items for September's Hotline 121 to: mail@chta.co.uk Deadline: August 23rd

An 11th edition?

- Contract heat treatment – the preferred option
- Member location
- Services and treatments
- Member directory



In the e-commerce age, are hard-copy directories necessary?

This question arises in relation to the possible revision of CHTA's *Buyers Guide to Contract Heat Treatment*, the current 8-page 10th edition of which was published in 2006 and is now somewhat out of date.

As the article on pages 6-7 points out, the "Find a Heat Treater" feature of CHTA's website accesses all the information covered in the hard-copy guide, but from an easily-searched database that is constantly updated. It guides the visitor efficiently to current CHTA members offering the processes required. What do readers think? Is there still a need for a new 11th edition of the "definitive guide to sourcing from UK-wide subcontract heat treatment specialists"?

Comments please to mail@chta.co.uk.

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.

Energy and steel prices explored

Some interesting publications have recently emanated from UK Steel, the trade association for the UK steel industry...

IMPLICATIONS OF LOW-CARBON POWER GENERATION

Writing in the *UK Steel Annual Review 2009*, Jeremy Nicholson, Energy Advisor Director of the Energy Intensive Users Group (EIUG) offers the following gloomy prediction:

“DECC’s Low Carbon Transition Plan, published in July 2009, set highly ambitious carbon emission targets that will have a profound implications for future energy supplies, increasing the proportion to be sourced from nuclear, renewables and coal with carbon capture.

According to DECC’s own estimates, climate measures such as the Climate Change Levy, Renewables Obligation, Renewable Heat Incentive, Carbon Capture & Storage Levy and the EU Emissions Trading Scheme will jointly raise gas prices for large industrial users by 40-50% and electricity prices by 60-70% by 2020.

EIUG has been campaigning to reform these measures to avoid damaging industrial competitiveness.”

In order to receive a full printed version of the *UK Steel Annual Review 2009*, e-mail steel@eef.org.uk.

STEEL MARKET UPDATE: MAY 2010

Customers of CHTA members have doubtless been complaining about the recent sharp increases in steel prices. UK steel’s *Steel Market Update: May 2010* follows up on its *Steel Market Update: March 2010* in examining the reasons for the rises and, in summary, observes:

“Our previous report issued in March noted that the continued growth in Chinese output was putting further pressure on raw

material supplies, leading in turn to rapid steel price rises.

Most major steel producers have now concluded their price negotiations with their iron ore suppliers. Reflecting the immense market power that the three principal miners now exercise, they have forced through prices at the upper end of analysts’ predictions.

Even more worryingly, they have also imposed the termination of the annual benchmark price system, which has for decades provided stability to the iron ore market, replacing it with a quarterly, index-linked pricing system. This threatens increased volatility for steel markets in the future.”

Both the March and May *Steel Market Updates* can be downloaded from UK Steel’s website at www.eef.org.uk/uksteell/Representing-our-sector/default.htm.

STEEL SPECIFICATIONS

UK Steel has also announced that the latest edition of its *Steel Specifications* handbook is now available.

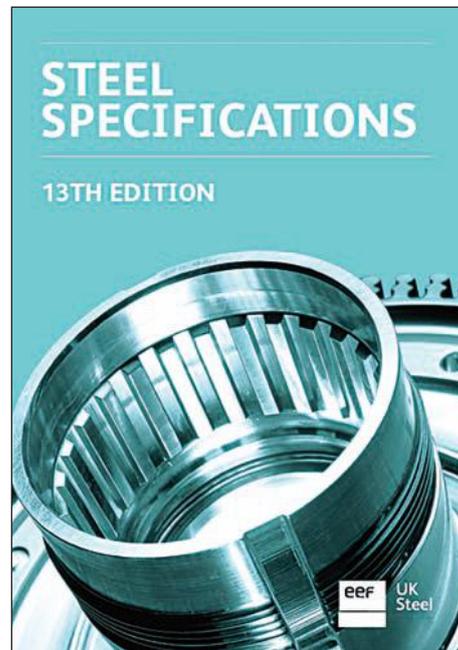
With more than 80 of the 207 principal standards updated, and 13 new standards added, it’s more essential than ever to have an up-to-date reference book with full details of current steel types and their properties.

The 13th edition of this comprehensive catalogue is cross-referenced by application, property and supplier and includes:

- the data you need, with notes providing qualification and explanation plus an index to help you find steel grade standards;
- the chemical composition as well as the mechanical/physical properties of British/European standard steels and most of the popular US steel standards;
- essential contact details of UK Steel producers and organisations which can provide advice on “equivalents” and on

- steel usage in particular applications;
- helpful and easy-to-follow information on steel designation systems and the steel standards process.

In the UK, *Steel Specifications* is available at £80 to UK Steel members and £100 to non-members.



The book can be purchased in conjunction with a subscription to *SteelSpec*, UK Steel’s web-based service that offers the same level of information as contained in the book, regularly updated as new standards are published and older ones removed (see www.steel-spec.org.uk). *SteelSpec* also has a search capability to find all steel grades meeting defined composition and property requirements. For further information, go to www.eef.org.uk/uksteell/Publications/Steel-specifications.htm or contact Debbie Sheppard, UK Steel, Broadway House, Tothill Street, London SW1H 9NQ UK (tel: 020 7654 1518; e-mail: enquiries@uksteel.org.uk).

UK Steel is a division of EEF.

www.chta.co.uk

“Ask the Members” shows its worth

As suggested on page 7, the new website “Ask the Members” page promises to be a valuable and efficient aid for visitors seeking to source heat treatment capacity, especially for difficult jobs.

Shortly after launch, same-day enquiries for stress relieving a large mild-steel fabrication and heat treating long aluminium-alloy

bars were forwarded instantly to all members. Response was rapid.

Receiving positive replies from three members within the hour, Bill Davies of

Birmingham-based Survirn Engineering Ltd was sufficiently impressed to ring CHTA’s Secretariat and congratulate us on a splendid new system!

For the best in subcontract heat treatment services, go to . . .
www.chta.co.uk
. . . your guide to sourcing from over 60 UK-wide heat treatment specialists

ChTa
The Contract Heat Treatment Association

Diary

June 29 2010

FUTURE TECHNOLOGIES, APPLICATIONS AND OPPORTUNITIES FOR SURFACE ENGINEERING
Derby, England www.iom3.org/events/emms-seconf

July 19-20 2010

NADCAP AUDIT PREPARATION – HEAT TREATING
Sheffield, England www.equalearn.com

July 21-22 2010

INTRODUCTION TO PYROMETRY
Sheffield, England www.equalearn.com

July 26-30 2010

18TH IFHTSE CONGRESS
Rio de Janeiro, Brazil
www.abmbrasil.com.br/seminarios/ifhtse/2010/

July 29 2010

CHTA PUBLICITY SUBCOMMITTEE*
Birmingham, England

August 12 2010

CHTA MANAGEMENT COMMITTEE*
Birmingham, England

September 14 2010

ENERGY MANAGEMENT
West Bromwich, England
BIFCA course subtitled "How to Save Energy, Cut Costs and Reduce Consumption": www.bifca.org.uk

September 14-16 2010

ALUMINIUM 2010
Essen, Germany
8th World Trade Fair and conference:
www.aluminium-messe.com

September 28-30 2010

HEAT TREATMENT – 2010
Moscow, Russia
Fourth international specialised exhibition: technologies and equipment for heat treatment:
www.mirexpo.ru/exhibitions/termoobr10.shtml

October 5 2010

INTRODUCTION TO HEAT TREATMENT
Rotherham, England www.namtec.co.uk

October 5-6 2010

FURNACES NORTH AMERICA 2010
Orlando, Florida, USA
The Metal Treating Institute's conference and exposition:
www.heatreatonline.com/fna2008/index2.php

October 6 2010

BIFCA Technical Series: BURNER TECHNOLOGY
West Bromwich, England www.bifca.org.uk

October 7-8 2010

INTRODUCTION TO PYROMETRY
Bristol, England www.equalearn.com

October 12-13 2010

HEAT TREATMENT FOR HEAT TREATMENT PROFESSIONALS
Rotherham, England www.namtec.co.uk

October 12-14 2010

UNDERSTANDING HEAT TREATMENT
Birmingham, England
75th 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): www.sea.org.uk/whct

October 13-15 2010

66TH HÄRTEREI-KOLLOQUIUM
Wiesbaden, Germany
German-language heat treatment conference and exhibition: www.awt-online.org

October 14 2010

BIFCA Technical Series: FURNACE AND BURNER CONTROLS
West Bromwich, England www.bifca.org.uk

October 22 2010

SEA AWARDS
London, England www.sea.org.uk

October 28 2010

CHTA PUBLICITY SUBCOMMITTEE*
Birmingham, England

November 4-5 2010

REDUCING ENERGY CONSUMPTION IN HEAT AND THERMOCHEMICAL TREATMENT TECHNOLOGIES AND INSTALLATIONS
Poiana Brasov, Romania
www.attis.ro/docs/secondannouncement.pdf

November 9-10 2010

BIFCA Technical Series: INDUSTRIAL FURNACE TECHNOLOGY
West Bromwich, England www.bifca.org.uk

November 11 2010

BIFCA Technical Series: FURNACE MODELLING
West Bromwich, England www.bifca.org.uk

November 11 2010

CHTA MANAGEMENT COMMITTEE*
Birmingham, England

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

Advertising in *Hotline*

Hotline is not just a vehicle for advertising from suppliers to the trade; advertisements from CHTA members are also welcome.

The 2010 single-insertion charges for black-and-white ads are:

- Quarter page (121mm high x 86mm wide): £173+VAT;
- Half page (121mm high x 178mm wide or 254mm high x 86mm wide): £305+VAT;
- Full page (254mm high x 178mm wide): £546+VAT.

For full-colour ads, add an extra £230+VAT to each of these charges.

Advertisers in four consecutive quarterly editions of *Hotline* are entitled to a series rate where all of the above prices are discounted by 20% per insertion.

The deadline for booking ads in September's *Hotline* 121 is **August 16th**. For further details, contact *Hotline* Editor Alan J. Hick (tel: 0121 329 2970; e-mail: mail@chta.co.uk).

FLUID BED FURNACES

Diameter: 200 - 1300mm

Depth: 600 - 2000mm

Temperature: 0 - 1100°C

Uniformity = $\pm 5^\circ\text{C}$



- Low capital and maintenance cost
- Design specific to requirements
- All thermal processes inc. nitriding, hardening, etc
- Meets *Nadcap* temperature uniformity
- Suppliers to aerospace / medical / general engineering
- Over 20 years experience

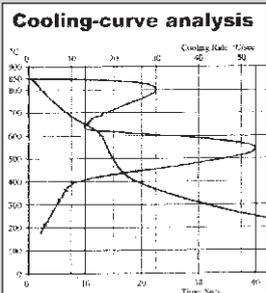


Claytonholdings.com
0121-511-1203
dw@claytonholdings.com

Quench oil regeneration

COST-EFFECTIVE / ENVIRONMENTALLY SOUND

- Spent quench oils brought back to original specification by removal of contaminant water/solids and replenishment of additive packages.
- Result: clean, dry and sterilised quench oils, at a fraction of the cost of virgin products.
- Cooling-curve analysis available to confirm quenching performance characteristics.
- Negates disposal problems.
- Unique combination of technical expertise and practical experience gained through over 50 years of oil reconditioning and recovery.
- Accredited to ISO 9001/2000 and ISO 14001.



MIDLAND OIL REFINERY LTD

Tel: 0121 585 6006
 Fax: 0121 585 5405
 E-mail: info@midlandoil.co.uk

Shelah Road, Halesowen,
 West Midlands B63 3PN
 www.midlandoil.co.uk



NOW UPDATED FOR AMS 2750 REVISION D

Temperature Uniformity Surveying ...

With a Datapaq system and Insight Survey analysis software you can...

- Minimise downtime and cut costs
- Supervise, report and make all relevant Temperature Uniformity Surveying calculations to AMS 2750D specification
- Profile continuous furnaces to see actual product temperatures
- Receive real time data from within the furnace to make instant decisions

DATAPAQ Limited,
 Deanland House, 160 Cowley Road, Cambridge CB4 0GU, UK
 Tel: +44 (0)1223 423141 Fax: +44 (0)1223 423306
 Email: sales@datapaq.co.uk Web: www.datapaq.com



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



Wallwork Cast Alloys
 Tel 0161 797 9111

PROFIT FROM OUR EXPERIENCE

PREMIUM GRADE ANHYDROUS AMMONIA



Competitive Pricing & Nationwide Delivery

56kg cylinders, 530kg drums up to 18 ton bulk deliveries

NOW ISO:9001 APPROVED!



Call us for details on 01652 680555 or visit www.BlendedProducts.co.uk

Elsham Wold Ind Est, Brigg, Nth Lincolnshire, DN20 0SP

Alpha-Rowen Ltd

Director and General Manager **Mike Leach** records the resurrection of a previously long-standing CHTA member.

"It's a disaster." These few words summed up the stark reality facing Kevin Rowen, the owner of Tipton-based Alpha-Rowen Treatments Ltd as the company endured a huge fall in its level of activity in the latter part of 2008.

As for many heat treatment companies, the credit crunch / recession saw a huge reduction in business, with volumes at Alpha-Rowen Treatments falling to approximately 50% of normal levels.

It became clear that, despite the company having been profitable throughout its 21-year history, the scale of the reduction in business was to prove insurmountable. With banks at this point having cut off support to the majority of their customers, Alpha-Rowen Treatments Ltd went into administration in April 2009.

However, out of this situation, there was an opportunity to restructure a new business, and to try to maintain an important service to a large and varied customer base, whilst salvaging as many jobs as possible for the existing employees.

Hence Alpha-Rowen Ltd was started and, having purchased the remaining assets from the administrator, set about rebuilding a heat treatment company. With a new office based at its Barnfield Road site in Tipton, the new company began operating from the one unit, offering both austempering and oil hardening through continuous equipment.

A reduced workforce knuckled down and, with new working patterns, ensured service was maintained to our customers, despite the huge reduction in capacity. We even managed to overcome the added burden of out-of-contract utility costs and the request from suppliers for (three-month equivalent) cash deposits to put us, as a start-up company, onto new contracts.

Since then, the company has been able to grow (cautiously). Once the worst effects of de-stocking had worked through, it became clear that volumes were returning. Since the low point of Spring 2009, the company has seen a growth in turnover approaching 35%; this has enabled us to re-employ some of the people that had previously lost their jobs through redundancy.

Looking forward, the company still faces many challenges. The workforce is now 19 strong, up from 15 in April last year. Owner Kevin Rowen is the Managing Director of the company with me, General Manager, joining him as a Director this year to provide continuity to the business.

Market Movements

ANALYSIS OF QUESTIONNAIRE REPLIES RELATING TO 33 CHTA MEMBER SITES

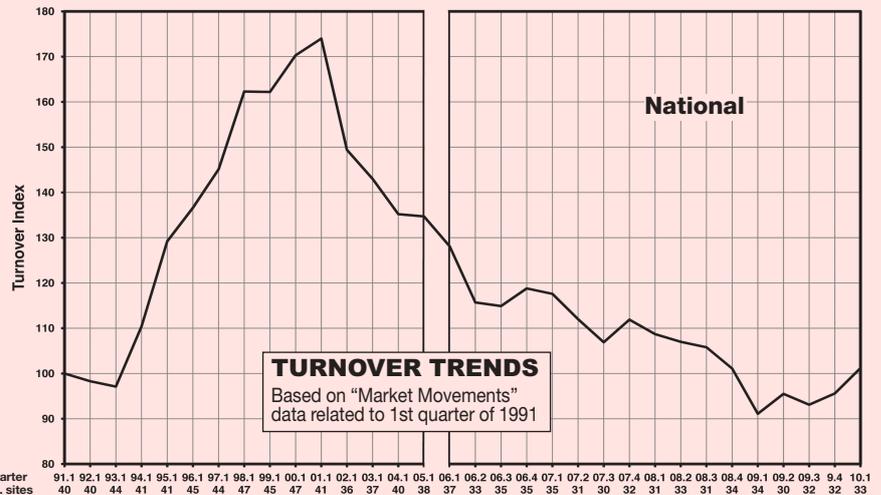
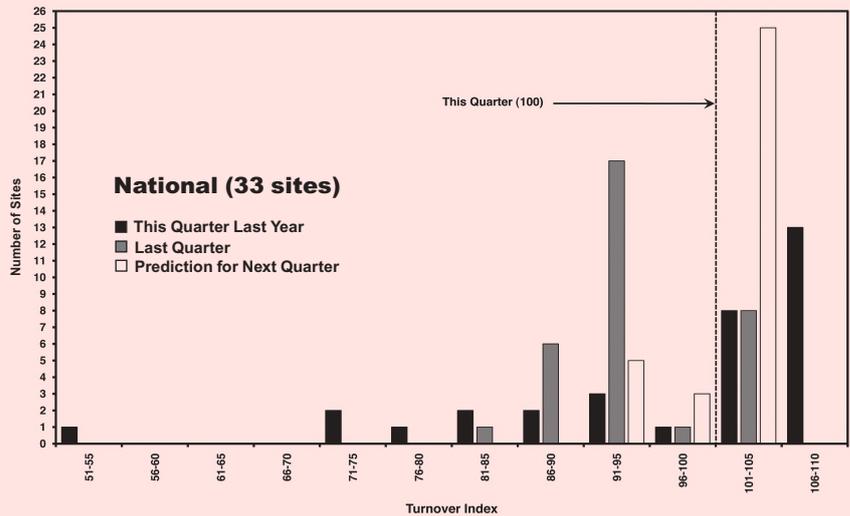
"THIS QUARTER" =

**1 JANUARY –
31 MARCH 2010**

= TURNOVER INDEX 100

**OVERALL ANALYSIS
(33 SITES)**

	Mean index
This quarter last year	96.4
Last quarter	94.5
Predicted next quarter	101.7



Mick Hill remains as Quality Manager with over 20 years experience of subcontract austempering; he oversaw the accreditation to ISO 9001:2008 for the new company in November 2009. Adam Haynes rejoined the company in June last year and is now the primary customer contact.

The remaining equipment is fully installed and Alpha-Rowen Ltd now operate from the Unit 15 Barnfield Road site, offering oil hardening and austempering, and Unit 8 Brymill Industrial Estate, Brown Lion Street, offering a bigger range of austempering equipment. With these combined facilities, we can continue to meet the current and future demands of our customers.

STATESIDE STATS

FIRST-QUARTER SALES UP 5.1%

CHTA counterparts participating in the Metal Treating Institute's Monthly Sales Statistics Program reported first-quarter heat-treating sales of \$179.3million, an increase of 5.1% from the \$170.6million posted for the January-March period of 2009. March billings amounted to \$67.8million, a gain of 15.4% compared with March 2009's \$58.7 million.

The latest returns indicate April sales of \$64.2million, an increase of 23.1% compared with April last year when billings amounted to \$52.1million.