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Guest speaker David Frost flanked by CHTA Vice-Chairman Paul Handley (left) and CHTA Chairman Richard Burslem.

In a well-received wide-ranging speech, David Frost addressed "The Future for British Manufacturing industry".



## CHTA Secretariat

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

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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

## Good turnout at CHTA AGM

A healthy 43% of members were represented amongst the delegates attending CHTA's May 21st Annual General Meeting, the 31st since the Association became incorporated as a company limited by guarantee in 1978.

Staged at SEA's Federation House headquarters in Birmingham, the AGM was graced this year by special guest speaker David Frost, Director General of the British Chambers of Commerce.

The event again proved an excellent opportunity for convivial networking, useful updates by CHTA's Chairman and SEA's CEO, and a lively open-forum discussion of some of the important issues currently challenging our sector.



Dave Elliott's SEA update focused on latest developments in Climate Change Agreements (see page 4).

Delegates (l. to r.): Deryk Law (Beta Heat Treatment Ltd), Shaun Rowlands and Phil Brothers (both Heat Treatments (Northampton) Ltd) and Simon Day (ADI Treatments Ltd).

## Ask the Expert

**Q** How can I avoid decarburisation in annealing semi-finished products?

**A** Decarburisation of semi-finished steel parts, like tubes, is a typical issue in continuous annealing furnaces. With the new Air Products Nitrogen/Endo system, the atmosphere blend can be adjusted and controlled, preventing decarburisation and resulting in a bright surface finish.

### tell me more

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**Guido Plicht**

Head of Metals Processing Applications Technology



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# Slash your electricity bill!

Dibalog's **Gunther Braus** outlines his company's systems for logging and optimising the use of electricity in the heat treatment shop.

## WHAT WE DO

Dibalog has been offering energy-optimisation services for more than 25 years. Hundreds of heat treaters worldwide count on the company's EOS energy-optimisation system, for cutting their electricity bills, and its EAS energy analysis system for data logging.

Based upon cutting electricity bills dramatically by reducing the peak demand, EOS offers a short payback period - in some cases, less than a year and a maximum of three years.

## WHY EOS WORKS

The EOS 4.000 system reduces electricity costs (not the actual energy usage). The reason for this is that every electricity supplier in the world has what is called a peak-demand charge (charge for kW, which might be described differently on the invoice, depending on energy provider). This is a cost based on the highest defined period (e.g. 15 or 30 minutes) of usage (kW) for any given month (this would be called a peak). If the peaks can be reduced, the energy bill can be reduced: very simple - and clever!

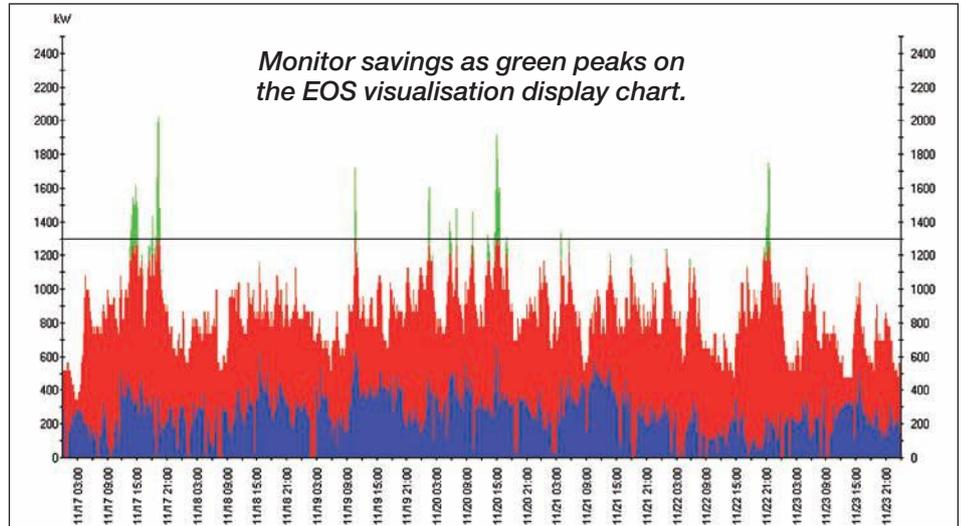
## HOW EOS WORKS

Each electrically-heated item (vacuum furnace, batch IQ, continuous, washer etc.) is connected with Dibalog modules which constantly monitor electrical demand and feed the information back to the Dibalog main controller (central unit). Based upon this total demand, the central unit will make very small adjustments in the heat-up rate of the furnaces in order to prevent an expensive peak ever being reached.

Because the modules go between the controller and the SCR/VRT or contactor, the type of temperature controller makes no difference. A Dibalog system is completely self-contained and can be retro-fitted to any electrically-heated device.

A web-based configuration is self-evident. EOS can be extended without further high capital expenditure and can be adapted to individual needs. Once installed, the system grows to the demands of the user's production sequences and operation.

Crucial to the system's success in heat treatment shops is the fact that it has no influence on quality and the effect on cycle times is negligible (a 3-5% delay in an



overall cycle, at most). It works intelligently, extremely quickly and only regulates power during the heat-up portion of a cycle, which is not critical to quality.

Many of our systems are installed in heat treat shops approved to *Nadcap*, ISO (or similar). Whether using the EOS system alone or combining it with the data-logging EAS system - both will control and save money!

## EOS and EAS: two systems - one central unit

Not only can economies be achieved by using the EOS. The system can also be upgraded for operational data logging (EAS) while only using one and the same central unit.

A small software upgrade, combined with the appropriate Dibalog measurement modules, is all that is needed to benefit from the powerful energy-analysis system EOS 4.000. As the ideal instrument for production control and quality management, this measures required production

data consistently, records them in the internal storage and displays them transparently and in detail in our web-visualisation. This facilitates overview and control of production and costs and both systems can be used as reliable tools for calculation and budgeting.

EAS is also designed for preventive maintenance and comes with an embedded alarm function, with optional alarm forwarding by phone, sms or email. It reports failures and potential wear proactively and, therefore, helps to avoid expensive shut-downs.

## RELY ON EXPERIENCE

A highly-motivated team and state-of-the-art products are key to the profile and success of our company. Dibalog offers innovative customised systems for energy optimisation and data logging, which are special on the market.

Besides the core business, Dibalog attaches a high importance to customised developments and individual solutions, next to subsequent service and system optimisation after installation. We take care of development, production, distribution and assembling by our specialist staff. Hundreds of customers in Europe, America and Asia trust in our knowledge and expertise in the energy-management market.

In these tough economic times, Dibalog offers products that do nothing less than save your money!

## CONTACTS

**Headquarters:** Gunther Braus, President / CEO, Dibalog GmbH, Kleingemünder Str. 1, 69118 Heidelberg, Germany (e-mail: [info@dibalog.de](mailto:info@dibalog.de); tel: +49 6221 808487).

**UK Dibalog agent:** Vacuum & Atmosphere Services Ltd, Unit 13 Credenda Road, West Bromwich, Birmingham B70 7JE, UK (e-mail: [enquiries@vacat.co.uk](mailto:enquiries@vacat.co.uk); tel: +44 (0)121 544 4385).

### Hot facts: energy-optimisation EOS

- Save up to 40% on your electrical bill with no effect on quality or production.
- Payback time can be less than one year and is a maximum of three years.
- Over 1000 systems installed worldwide, with 300 systems in operation in heat treating applications!
- Modular design, which means the system grows as you grow.
- The system can be installed without shutting down your furnaces.
- Complete automatic control of your electrical requirements, second by second.
- Central unit features: Linux operating system, TCP/IP port, multitask system embedded, FTP, online configuration and visualisation.
- No operator training required. The system works 100% of the time with no operator interface required.

# Climate Change Agreements

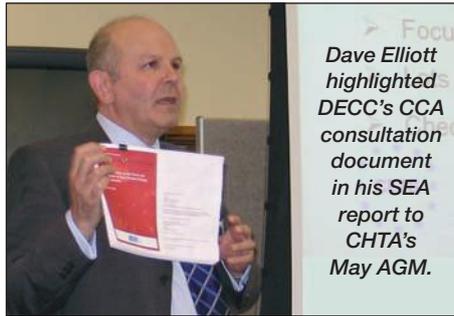
SEA's **Dave Elliott** provides another update on CCA developments.

## Results for 2008

Although the results for 2008 have yet to be officially published, I can confirm that the sector met its target and all facilities that reported correctly have been re-certified and will be able to continue to receive the reduced rate of climate change levy. In 2008, this saving was worth around £1.6million to the participants in the heat treatment scheme.

Allowances equivalent to 15,000 tonnes of CO<sub>2</sub> were ring-fenced and allowances equivalent to just 1,000 tonnes of CO<sub>2</sub> were purchased. This led to the sector target being tightened by almost 81million kWh<sub>p</sub>.

An adjustment, to allow for changes in production throughput, was carried out using the Novem algorithm and this resulted in a final sector target of 1,157,288,182kWh<sub>p</sub>. The actual amount of energy used by the sector was 1,139,343,232kWh<sub>p</sub> - so we bettered our target by just 1.55%. However, when compared with our base-year performance, this represents an actual improvement of 9.8%.



## Consultation on new climate change agreements

The Department of Energy & Climate Change (DECC) has issued a document entitled *Consultation on the Form and Content of New Climate Change Agreements*. The consultation looks at extending the current agreements to 2017 and aims to simplify the process and to achieve greater coherence with other relevant climate change policy. Full details are at:

[www.decc.gov.uk/en/content/cms/consultations/climate\\_change\\_agree/climate\\_change\\_agree.aspx](http://www.decc.gov.uk/en/content/cms/consultations/climate_change_agree/climate_change_agree.aspx)

Members should note that the consultation

contains a number of proposals that could have an impact on their businesses. These include a move to absolute targets only, the deletion of any ring-fenced allowances, a change to annual reporting and a legal requirement to make up any shortfall by purchasing carbon credits.

The SEA will be replying to the consultation and is represented on a number of focus groups that are addressing the specifics of the new proposals.

## HEALTH & SAFETY

## Leading health and safety at work: the legal obligations of directors

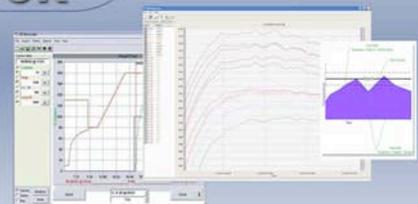
Aimed at helping companies of all sizes, [www.hse.gov.uk/leadership/index.htm](http://www.hse.gov.uk/leadership/index.htm) focuses on directors finding the best ways to lead/promote health and safety while meeting their own and their organisation's legal obligations. Guidance cited includes the 12-page document *Leading Health and Safety at Work* published jointly by the Institute of Directors and the Health and Safety Commission ([www.hse.gov.uk/pubns/indg417.pdf](http://www.hse.gov.uk/pubns/indg417.pdf)).

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# Forty-five years in contract heat treatment

**Roger Bird** (C.Eng. MIM, MInstm SMM., S.Eng) retired from TTI Group in March. Here he reflects on many changes and challenges during his long career in heat treatment.



As we approach retirement, before moving forward to new horizons, it is therapeutic and satisfying to look back over our working lives. Some achieve great things, but the majority of us will reflect that we enjoyed our working life, worked hard, gave of our best and, hopefully, had a little influence on improving things along the way.

My working life started over 45 years ago, as an apprentice in the heat treatment department of Darlaston-based iron founders Bradley and Foster (whose nitriding section, I'm told, supported the war effort). I followed the traditional route of day-release and night school to achieve my metallurgical qualifications.

After eight years, I moved on to Midland Heat Treatments as Chief Metallurgist, working with MD John Cowie (the former chairman of CHTA) in setting up a sealed-quench department and making rare-earth samarium cobalt magnets on the side.

A further eight years on, I arrived at my final heat treatment home of TTI Group (formerly Senior Heat Treatment and Wild Barfield Heat Treatment) where I have "lived" for the last 32 years. I have held numerous positions (General Manager, Regional Sales Manager, Group Sales Manager, Business Development Manager, etc), keeping my documents in carrier bags, not filing cabinets, as I moved about so much. I have also served on the CHTA Management Committee for the last six years.

## CHANGES AND CHALLENGES

Over these 45 years, the decline of UK manufacturing has been reflected by the heat treatment industry.

In the early 70s, within a 15-mile radius of Birmingham, there were over 50 subcontract heat treatment companies operating. As global manufacturing has chased the low-cost economies, now there are less than 20.

In order to survive, the UK customer base demands a "just-in-time" philosophy at extremely competitive prices, with batch sizes becoming smaller and smaller. Typically, the heat treater now collects, books in, processes, cleans, inspects,

certificates, packages and returns to the customer for price levels 50% lower than were charged in 1975.

We have been subjected to intensive technical, health-and-safety and legislative pressures, along with the solvent emissions directive, waste-disposal and land-fill tax, REACH and climate change levy, to name but a few.

We have faced escalating gas and electricity costs, increases in raw material prices, metal thefts, the EU directive on working hours, increased quality demands, Nadcap and CQI-9 accreditations, all of which adversely impact on profitability.

For many industries, this would have been enough to lock the doors and call it a day. But we heat treaters are made of sterner stuff.



*Professor Roland Smith, Chairman of Senior Engineering Group plc, congratulates Roger on his 1989 appointment as Group Sales Manager for Senior Heat Treatment Ltd.*

In my time, I have seen the introduction of several new heat treatment processes such as plasma nitriding, fluidised beds, QPQ *Tufftride*, high-pressure gas quenching in vacuum furnaces, low-pressure carburising and high-integrity coatings. All of these can allow material substitutions to be made using cheaper steels, so effectively gaining the customer his cost-down and giving us a competitive edge.

Rising energy costs have made us review operational best practice. Furnace manufacturers have given us improved-thermal-efficiency furnaces, recuperative burners and waste-heat-recovery systems.

The demanding QA systems, SATS and UTS have given a better understanding to our operators, who now realise what we wish to achieve from heat treating. This promotes a greater discipline and culture change within our business to realise the "right-first-time" ethos.

I am sure the credit crunch will precipitate a mind change in government who will finally realise that we need a manufacturing industry. Hopefully a sea change will see investment in the aerospace, defence, nuclear, mining and rail sectors and reverse the low-cost-economy industry migration.

## NEW CHALLENGE

So, to say my career has seen changes and challenges would be an understatement but, overall, I have enjoyed it.

As I start the new challenge of retirement, I wish you all every success. With more time for my hobbies, I hope both the golf shafts and the fishing hooks have been heat treated correctly.

I close with the words below that truly describe us:

## THE HEAT TREATER

The Heat Treater is a peculiar sort  
A strange combination of Artist, Scientist  
and Magician.

He works long hours in dark places,  
surrounded by machines  
That he treats as children.

Midst flame and heat and smoke and surging  
currents.

And infinite pieces of metal -----  
Meaningless things of little value or purpose  
regarded as the enemy

To be conquered, subordinated and trained to  
his will

But made better because of it  
Able now to go forth with new character  
And ability to perform with dignity and  
endurance.

Yet despite his great strength and  
fathomless knowledge

The heat treater is a fragile creature  
For fresh air weakens him and turns his blood  
pale blue.

Should the red line in the glass not reach 95  
He chills and takes to his bed.

His staff of life is carbon, which he breathes  
from the air

Absorbs from oils on his skin and takes in  
through his shoes.

Without it he grows spindly and flaccid  
Of little use to himself or his wife.

But pity not the heat treater  
In his proper environment, though not  
habitable by others

He reigns as king.  
With a language all of his own and rituals that  
few understand

But which bind him forever with kindred souls  
Who know inside, where such knowledge is  
modest

That without the heat treater the world  
grows soft

And the clocks stand still.

## ANON

*The Contract Heat Treatment Association thanks Roger for all his support and wishes him a long and happy retirement. We also welcome TTI Group's MD Steve Dell as his successor on CHTA's Management Committee.*

# Diary

**June 24 2009**  
**BIFCA Technical Series:**  
**FURNACE AND BURNER CONTROLS**  
 West Bromwich, England [www.bifca.org.uk](http://www.bifca.org.uk)

**June 24-26 2009**  
**A3TS 2009**  
 Marseille, France  
 This 37th Congress on Heat Treatment and Surface Engineering combines a conference and an exhibition:  
[www.a3ts.org](http://www.a3ts.org)

**July 6-7 2009**  
**INTRODUCTION TO PYROMETRY**  
 Birmingham, England [www.equalearn.com](http://www.equalearn.com)

**July 22-24 2009**  
**THERMOTEC 2009**  
 Tokyo, Japan  
[www.mesago-messefrankfurt.com/thermotec/english/](http://www.mesago-messefrankfurt.com/thermotec/english/)

**July 30 2009**  
**CHTA PUBLICITY SUBCOMMITTEE\***  
 Birmingham, England

**August 6 2009**  
**CHTA MANAGEMENT COMMITTEE\***  
 Birmingham, England

**August 10-12 2009**  
**MATERIALS AND PROCESSES FOR MEDICAL DEVICES**  
 Minneapolis, Minnesota, USA  
<http://asmcommunity.asminternational.org/content/Events/MPMD-09>

**August 25-29 2009**  
**THERMEC 2009**  
 Berlin, Germany [www.thermec.uow.edu.au/index.html](http://www.thermec.uow.edu.au/index.html)

**September 14-17 2009**  
**25TH ASM HEAT TREATING SOCIETY CONFERENCE & EXPOSITION**  
 Indianapolis, Indiana, USA  
<http://asmcommunity.asminternational.org/content/Events/Heatreat/>

**September 17-18 2009**  
**INTRODUCTION TO PYROMETRY**  
 Sheffield, England [www.equalearn.com](http://www.equalearn.com)

**September 23 2009**  
**BIFCA Technical Series:**  
**FURNACE AND BURNER CONTROLS**  
 West Bromwich, England [www.bifca.org.uk](http://www.bifca.org.uk)

**September 23-25 2009**  
**HEAT TREATMENT 2009**  
 Moscow, Russia  
[www.mirexpo.ru/eng/exhibitions/heat\\_treat09.shtml](http://www.mirexpo.ru/eng/exhibitions/heat_treat09.shtml)

**October 6 2009**  
**INTRODUCTION TO HEAT TREATMENT**  
 Rotherham, England [www.namtec.co.uk](http://www.namtec.co.uk)

**October 7 2009**  
**BIFCA Technical Series:**  
**BURNER TECHNOLOGY & SELECTION**  
 West Bromwich, England [www.bifca.org.uk](http://www.bifca.org.uk)

## Understanding Heat Treatment

Readers are reminded that Wolfson Heat Treatment Centre's three-day course "Understanding Heat Treatment" is being repeated, for the 74th time, on **October 20-22** this year at SEA's Federation House headquarters in Birmingham.



The aim of this well-established course is to convey a general appreciation of the metallurgical/technological background to industrial heat treatment. It examines the various processes, how they are carried out and controlled, what they seek to achieve in structures and properties, and the problems that can be encountered. With the emphasis on steel heat treatment, talks are presented, in the main, by speakers from industry. For further information and full registration details, contact Derek Close, Wolfson Heat Treatment Centre, Federation House, 10 Vyse Street, Birmingham B18 6LT (tel: 0121 237 1122; fax: 0121 237 1124; e-mail: [derek.close@sea.org.uk](mailto:derek.close@sea.org.uk)).

**October 7-9 2009**  
**65TH HÄRTEREI-KOLLOQUIUM**  
 Wiesbaden, Germany  
 German-language heat treatment conference and exhibition: [www.awt-online.org](http://www.awt-online.org)

**October 13-14 2009**  
**HEAT TREATMENT FOR HEAT TREATMENT PROFESSIONALS**  
 Rotherham, England [www.namtec.co.uk](http://www.namtec.co.uk)

**October 20-22 2009**  
**UNDERSTANDING HEAT TREATMENT**  
 Birmingham, England [www.sea.org.uk/whtc](http://www.sea.org.uk/whtc)

**October 27-29 2009**  
**SURFACE WORLD 2009**  
 Birmingham, England [www.surfaceworldshow.com](http://www.surfaceworldshow.com)

**October 27-30 2009**  
**4TH ASIAN CONFERENCE ON HEAT TREATMENT AND SURFACE ENGINEERING**  
 Beijing, China  
[www.chts.org.cn/4achtse/4ahtsecallingforpapers.htm](http://www.chts.org.cn/4achtse/4ahtsecallingforpapers.htm)

**October 29 2009**  
**CHTA PUBLICITY SUBCOMMITTEE\***  
 Birmingham, England

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

## Credit management

It was good to read John Jervis's well-thought-out article, in *Hotline* 115, about credit management and risk reduction. We are sometimes so busy trying to get the customer's work "out of the door" that we miss the obvious – until we get paid, we haven't really made the sale.

There are two other areas which we have found of benefit and would like to share with other CHTA members.

The first is a useful tool for the occasional smaller customer; we now accept payment by credit or debit card and leave the account on 'C.O.D.'. There is a small charge for this which can be passed on to the customer or not, depending on your view. When setting the account up with the card company, it can be arranged so that, with further security information from the customer, the payment is transferred directly into your account that day and cannot be retrieved, say, in the case of insufficient funds.

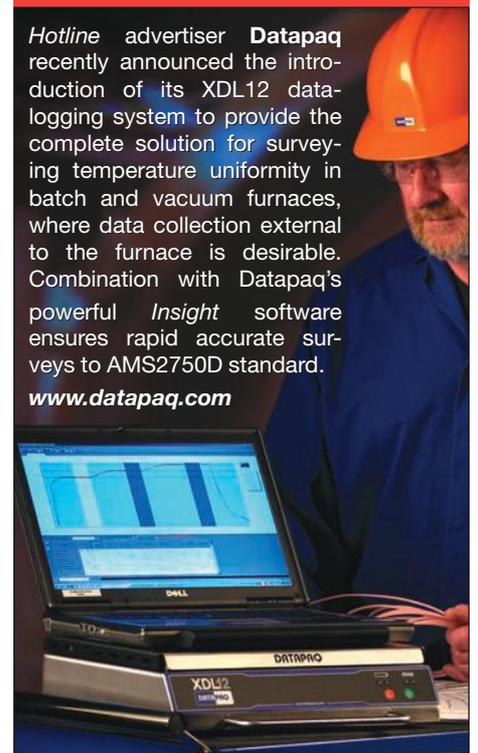
For those of you who have adopted *CHTA Guidelines to Conditions of Business*, clause 7.8 gives you a lien on customers' work in your possession. This is the second tool, useful for regular customers where payment requests have been ignored. Refusing to release completed work before the overdue account is paid usually gets a fast response. Many customers alter their payment patterns to you in order to avoid this happening again.

**Richard Burslem**  
 Wallwork Heat Treatment Ltd

## ADVERTISER NEWS

*Hotline* advertiser **Datapaq** recently announced the introduction of its XDL12 data-logging system to provide the complete solution for surveying temperature uniformity in batch and vacuum furnaces, where data collection external to the furnace is desirable. Combination with Datapaq's powerful *Insight* software ensures rapid accurate surveys to AMS2750D standard.

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



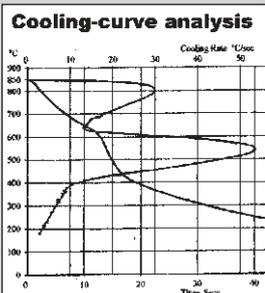
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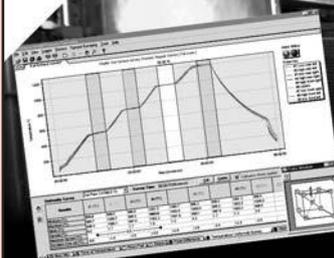
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# Harry C. Child

We are sad to record the death, at the age of 85 last year, of Harry Child B.Sc., C. Eng., FIM. He was Director of the Wolfson Heat Treatment Centre during its formative period at Aston University and a staunch supporter of the Centre's provision of secretariat services to the Contract Heat Treatment Association during its early years.



Harry took over from Acting Centre Director Professor W. O. (Bill) Alexander on May 1st 1974, having joined Aston's Department of Metallurgy, as Senior Lecturer, in December of the previous year. As Bill noted then (in *Heat Treatment of Metals* 1974.2), Harry "has had wide industrial and research experience and is ably qualified to give the right guidance and leadership to the Centre in the years ahead".

Harry's experience was indeed wide. He joined Jessop Saville Ltd in 1945 and, in a period there spanning 26 years, became Research Manager, Research Director and, finally, Technical Director. His main interests were development of heat-resisting materials and titanium alloys, for the aircraft and atomic industries, and plant and process development in the field of vacuum metallurgy.

Subsequently, Harry was appointed Director of BSA Group Research Centre where he was responsible for sinter forging and engineering and material development for the motorcycle companies, as well as development and production of silicon nitride.

Harry oversaw the development of Wolfson Heat Treatment Centre as British industry's focal point for information, advice and education on thermal processing technology. He had a particular interest in the Centre's Engineering Group, its conferences, its regular *Understanding Heat Treatment* courses, and its quarterly journal *Heat Treatment of Metals* which earned the Centre worldwide renown.

As Wolfson's part-time Director, the bulk of Harry's work at Aston University was devoted to teaching and supervising research (predominantly heat treatment projects). He published widely and served on many national committees.

Harry retired in 1990 when he and his late wife moved from the Midlands to live in the West Country. He leaves two sons.

Alan J. Hick

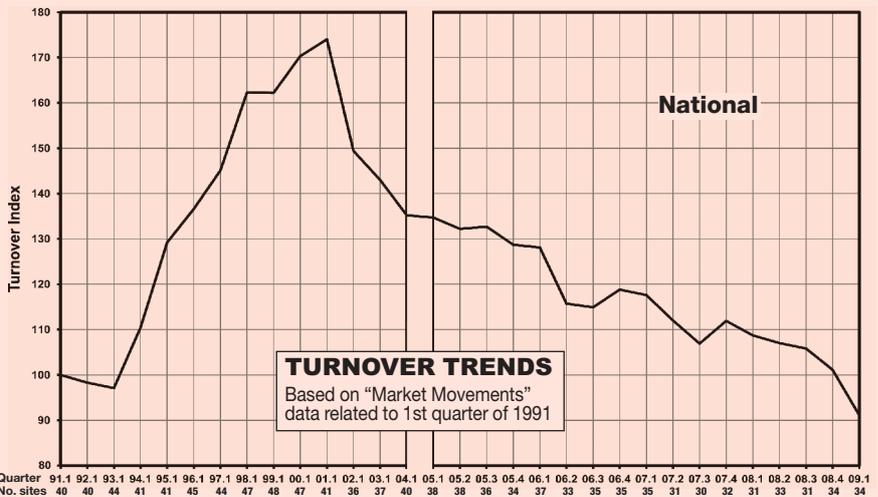
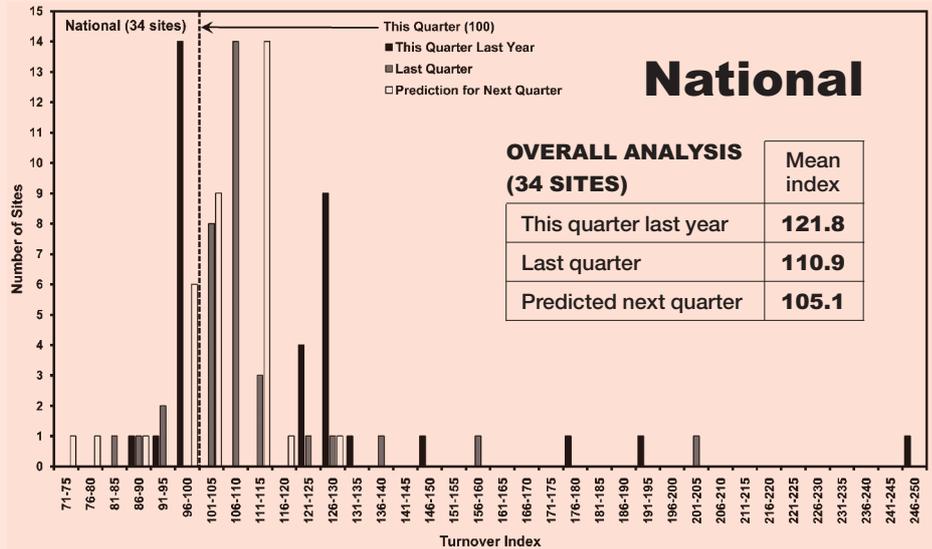
# Market Movements

ANALYSIS OF QUESTIONNAIRE REPLIES RELATING TO 34 CHTA MEMBER SITES

"THIS QUARTER" =

**1 JANUARY – 31 MARCH 2009**

= **TURNOVER INDEX 100**



## STATESIDE STATS

### FIRST-QUARTER NORTH-AMERICAN SALES OFF 22.9%

Equally afflicted by turnover downturn, CHTA counterparts participating in the Metal Treating Institute's Monthly Sales Statistics Program reported first-quarter heat-treating sales of \$171.4million, a decline of 22.9% from the \$222.1million posted for the same period in 2008.

The drop-off in US sales appears to have bottomed out – those for February (\$55.8million) and March 2009 have exceeded January's total (\$55.6million). March sales were \$59.0million, down 21.8% from March 2008.

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

Please send your news items for Hotline 117 to [mail@chta.co.uk](mailto:mail@chta.co.uk)  
Deadline: August 28th