AUTUMN 2019

CUTTING EDGE

UK GASKET & SEALING ASSOCIATION

MEMBERSHIP NEWSLETTER OF THE UK GASKET & SEALING ASSOCIATION

Member Celebrates 30 Years in Gaskets

One of the UKGSA's active members, Direct Gaskets, is celebrating 30 years in the gasket business this year.

Since establishing as a business in 1989, Direct Gaskets have been a constant supplier of gaskets, sheeting, 'O' Rings and Gland Packing to industries in all sectors. They have had to evolve over time to keep up with the needs of industries and invest in new materials as the times have changed. One example of this is the ban of Asbestos in 1999 – all new ranges of materials which are Asbestos free had to be manufactured to cover the wide application Asbestos had previously been applied in.

In the span of Direct Gaskets' 30 year success, they have relocated twice to expand and house their huge range of items they keep in stock, seen staff changes and suppliers and customers come and go – but one thing stands true – Direct Gaskets have been at the forefront of Gasket manufacturing and supply. This has been recognised in awards they have achieved, the most recent being Yorkshire & the Humber Enterprise Awards 2018 in the category of Best Gasket Manufacturer & Suppliers 2018.

Being at the cutting edge of their industry is something Direct Gaskets always aim to achieve as well as maintaining a high level of quality and control. They are assessed by QMS and have recently been awarded their ISO 9001:2015 accreditation. They also regularly conduct customer satisfaction surveys to check their levels of professionalism with the most recent survey earning them a platinum 96% customer satisfaction rating.

Currently at the helm is Lyn Weichardt who is the acting Managing Director. Lyn began her career at Direct Gaskets being their resident book-keeper – working her way to the top of the chain and taking over as the acting Managing Director.

Direct Gaskets wouldn't have had a successful 30 years if it wasn't for loyal customers – large and small, personal sales or industry sales keeping them in business; coupled with this Direct Gaskets offer an unbeatable turnaround time on all products at a competitive price. So, 30 years in Direct Gaskets would like to say thank you – here's to 30 more.



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UKGSA - A Message from the Chairman



Simon Winfield
Chair, UKGSA
Director, MacLellan Rubber

Welcome to the autumn edition of Cutting Edge

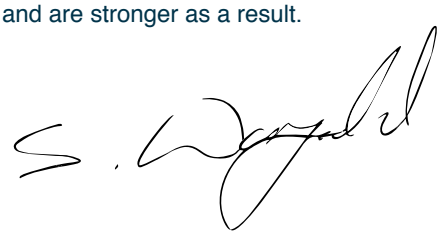
As we rapidly head towards a new decade, I am unsure whether I view this with anticipation or trepidation. As businesses we have successfully endured one of the longest and most challenging global financial and economic upheavals in living memory. In the UK this has been compounded with three years of Brexit uncertainty, and a paralysed government, which has put back investment decisions by many major manufacturers, which inevitably cascades down to impact our members.

The good news is that all of the turmoil that Brexit has bought about is soon to be over, maybe; we have a deal that we can all get behind, seemingly; and it's a better deal than the one we had six months ago, really!; and the government knows what it is doing now, apparently. Or it could be I am just being brainwashed by all of the media bias.

My optimism tends to win out on these occasions, starting a new year and a new decade without the disruption of Brexit, we can only hope, allowing investment decisions to be made and new deals to be done. This optimism may be misplaced, but is supported by the fact that in my own business we have seen an increase in interest from European business colleagues in our materials, and we have seen increased demand for technical support from customers whom are bidding for and winning export business on quality and service rather than just price.

I have no doubt that there are still tough times ahead, and with an imminent election there is a high risk of continued economic uncertainty, albeit balanced with the promise of the biggest increases in public spending for decades. But being in business is a risk in itself and one that our members have successfully negotiated. Some, like Direct Gaskets celebrating 30 years, J-Flex 35 years, and William Johnston 50 years, others like James Walker and MacLellan Rubber having long ago joined the one hundred club.

Our members are not here today and gone tomorrow, they are businesses looking to the future and working hard for success no matter what the economic or financial challenges, they forge partnerships and opportunities to work with each other, and are stronger as a result.



A Flexible Online Appoach

J-Flex Launches New Website

Whilst our previous website served us well for the last few years, we decided (around a year ago) that it was time for something better and started planning. There were things on the old site that worked well and other things that either didn't work so well and which could be improved upon and then there were aspects which are now part of the new site that never even featured on the previous site.

Our new site allows for much more flexibility in terms of what we can do with it and how we can present our world class products to a global market. Amongst the numerous improvements and enhancements, you'll find it's now even more useful and informative, with better imagery, an improved Downloads section and an enhanced News section, as well as speed improvements. There are also things which have been improved in the back end and under the skin for better monitoring and analytics.

At the same time, we also wanted to change from the .co.uk domain we've always used, and make the switch to the .com version, in order to better reflect the fact we are a globally operating company with customers in over 55 countries and with agents and partners in a number of those countries.

As everyone knows, the launch of a new site is just the beginning, and the future will see us making more use of all it can offer, as well as performing regular maintenance and updates.

So with all that said, we hope you'll find our new website - j-flex.com - provides the information you need and the assurance that you are in good hands.

Should anyone need further information, Samples or Quotes, simply select 'Contact' on the main navigation and choose the appropriate option.



Our new site allows for much more flexibility in terms of what we can do with it and how we can present our world class products to a global market.

Local Club Bowled-over by Sponsorship



We are pleased to support our staff with sponsorship at various events...

Gasket Manufacturer Sponsors Local Bowling Club

Storeman, Graham Carpenter, of Custom Cut Gasket manufacturer, Keith Payne Products of Cranleigh is a very keen and active member of Bramley Bowling Club.

On 2nd June, Bramley invited 16 other clubs from around the area to participate in a Triples Round Robin Competition. Keith Payne Products sponsored the event and the money raised gave a much needed boost to the club as over the last winter period the entire floor of the clubhouse had to be replaced due to wet and dry rot.

Managing director Keith Payne, said *"We are pleased to support our staff with sponsorship at various events, with the hope that one of the visiting players could be a valuable contact in a company that uses a whole range of Custom Cut Gaskets. It has happened before and hopefully it will happen again!"*

The day was a great success and Congratulations to the Winners from Westfield Bowling Club.

Keith Payne Products

UKGSA : Free Advertising

Claim Your FREE Advert

The UKGSA is delighted to announce that we are now offering existing Members one FREE colour advert to appear in one issue of Cutting Edge e-newsletter per membership year.

Many UKGSA Members already take advantage of the free news editorial in the e-newsletter to share their company updates, product developments, staff news etc, but the addition of the free advert provides Members with even more opportunity to promote their business across the Association and to our wider contacts.

Non-members can also place adverts in the e-newsletter for a nominal charge. And new Members will receive a free half page advert when they sign up!

Rates:

	Members	Non-Members
Full Page	£350.00	£440.00
Half Page	£200.00	£250.00
Quarter Page	£125.00	£155.00

FREE Off-Cuts Advertising (for members only)
UKGSA Members, remember you can advertise your Off-Cuts free of charge in the "Cutting Edge" this is strictly a first come first served basis.

The e-newsletter is issued three times per year, providing a round-up of member and industry news. It is available to download from our website.

To book your advert contact the Secretariat



New Product Development

New Development in Flame Resistant Nitrile Rubber

MacLellan Rubber continues to build on its reputation of offering world class and market leading products with the launch of a Flame-Resistant Nitrile Rubber.

With a comprehensive portfolio of Flame-Resistant Neoprene, EPDM, Silicone and Viton™ materials covering standards including EN45545, NF-F16101, NCB158, BS6853, and UL94 VO, we had received several requests for a sheet material that would deliver exceptional Oil Resistance combined with good tensile and elongation at break characteristics for higher bolt loading applications.

The challenges associated with achieving this within an NBR Compound are significant and required considerable development with our manufacturing partners.

Extensive in-house testing was undertaken prior to submission for third party accreditation, which resulted in successfully passing on the first submission proving the critical nature of thorough development processes.

MacLellan's F793 is UL94 VO certified and becomes a key part of our Flame Resistant range of polymer sheet materials suitable for gasket and sealing applications in safety critical areas including Marine, Plant Engineering, Oil & Gas and Transport.

MacLellan's F793 Rubber Sheeting is fully compliant to UL94 VO, Nitrosamine Free, ADI Free, Bisphenol A (BSA) Free and is independently tested and certified for compliance.

Find out more...

Click here for details on all of our Flame Retardant (FR) materials
Click this link for product announcement on F793



MacLellan rubber

Members Go North of the Border



Members Visit Bonny Scotland

On Thursday 5th September, a number of UKGSA Members headed north of the border into Scotland to visit James Walker who hosted a tour of their 8,200 sqm Advanced Engineering Plastics site in Gourock which is used to mould, cast and machine components.

James Walker has been in the business of fluid sealing and control since the company was founded in 1882. Andy Hambleton, James Walker's product manager, gave a brief presentation highlighting the thermoplastics focus of their work in niche, critical applications. Their proprietary Devlon brand is cast at Gourock and now includes unique Positive Material Identification (PMI) Technology across the Devlon range to provide brand security and act as a counterfeit measure. The PMI Technology means genuine Devlon polymer can be identified quickly and easily.

At the site, James Walker employ 110 staff and operate two shifts to manufacture and assemble a range of thermoplastic products that will, in many applications, replace metal counterparts. The tour followed the raw material through the factory from the mixing area for casting through to the machining shop followed by assembly and final inspection.

The company have recently introduced Cobot automated control arms to help during assembly and machining which can be used without protection guards. This means skilled labour can be used for other tasks.

The tour included a visit to their new £300,000 dedicated facility for the development and testing of a wide range of polymer sealing materials and products. Covering the characterisation of polymer properties and behaviour in environments from -196^{o}C through to 350^{o}C, this new installation allows for a range of custom designed test rigs to investigate the behaviour of individual sealing interfaces in addition to full product testing.

Phase one of the project consists of two high pressure test bays currently running up to 10,000psi fitted out to support running a variety of testing from simple static testing to more complex mechanical and thermal cycling testing. Phase two will see this upgraded to support pressures up to 30,000psi.

Delegates met later in the evening at the Dakota restaurant in Glasgow to further enjoy networking and the delights of local food.





James Walker & Co. Ltd's dedicated facility in Gourok, Scotland enjoys stunning views across Holy Loch and Loch Long.

Increasing Export Business

Working with our Customers to Increase Export Business

MacLellan Rubber constantly works with its customers to grow their export business, providing high quality, fully certified and batch traceable materials that meet the wide range of demanding standards required by industries from Oil and Gas to Transport and Electrical Engineering.

Working with our conversion customers whom are focussing on European business, we find that traceability and proof of quality through independent certification consistently wins through. The investment in time and resources using un-validated, in-house tested materials, is increasingly recognised as wasted cost to the business, which can be even more serious if a product has been produced and can't subsequently be supported with qualified test data.

Recent successes we've had supporting our UK customers include:

- BS EN1935:2004 Nitrile for converter supplying a Caribbean Food Processing Plant
- BS EN 1935:2004 Natural for a converter supplying an Equipment manufacturer exporting globally
- BS EN 45545 EPDM for a converter supplying an Italian Transport application
- BS EN 45545 Neoprene for an extruder supplying a Spanish Transport Application
- BS EN1935:2004 Metal Detectable Nitrile for a moulder supplying a French Food Processing Plant
- BS EN1935:2004 Coloured Sheeting for a converter supplying European Food Processing Plants
- BS EN 61111 Class 4 Matting for a distributor supplying a European Utility Services provider
- NSF 61 EPDM for a converter supplying a UK Equipment manufacturer exporting to the USA
- UBA approved EPDM for a converter supplying European Drinking Water maintenance businesses
- UL94 VO Nitrile for a converter supplying European Marine Engineering businesses
- BS EN 13501 Matting for a distributor into the European construction market



The key aspect in all these examples has been MacLellan's ability to back up its quality statements with independent, verifiable, test data. Tests undertaken by respected European bodies including:

- **WRAS in the UK**
- **Intertek in the UK**
- **Gaiker Centro Tecnologico in Spain**
- **Tecnalia Research & Innovation in Italy**
- **Technologiezentrum Wasser in Germany**
- **Ianesco in France**
- **Centro Tecnologico Riojano S.A. in Spain**

Recognising the value associated with our guarantee of quality, safety of supply, and in some cases material USP's, customers are increasingly focussed on our technically superior materials to win business at a price point above those achieved using 'standard materials'.

Most importantly we remain highly conscious that your customers are your customers, we respect these boundaries and will be involved as much or as little as you feel appropriate. We work tirelessly to provide the support that will strengthen the relationships you already enjoy.

For more information on how MacLellan's can work with you in the supply of high quality materials contact our sales office on: 01902 307711

MacLellan rubber

UKGSA : Place Your Bets











A Night at The Races

On Thursday 3rd October, Members and guests headed to the all-weather track at Wolverhampton Racecourse in the Midlands for our annual Race Night.

A number of new faces joined us for the evening to network with fellow Members, whilst enjoying a four course meal which was served in between the scheduled races. Our very own hospitality suite was situated across from the finish line giving us spectacular views of the course.

The mild weather enabled attendees to watch the seven horse races from the private balcony, or for those who found the weather a little cool, a TV screen in the room streamed all the close-up live action.

A wonderful evening of entertainment was had by all, irrespective of winners or losers!

The committee would like to thank Members for their continued support at both our Social and Technical events.

If you would like to attend any UKGSA events, join our Mailing List to ensure you're kept informed about upcoming events.

A wonderful evening was had by all, irrespective of winners or losers...









Innovations in Food Quality Materials



MacLellan rubber

For more information on any of these products contact our sales office on: 01902 307711

Food Quality Materials Get a New Look

MacLellan Rubber has always looked to innovate in order to meet customer demands. Those demands from our customers supplying into the Food and Pharmaceutical Industries have been increasingly challenging in recent years.

Following the successful development and introduction of our EC1935 FoodSafe Rubber Sheeting, encompassing the significant additional benefits of being Nitrosamine Free, ADI free, and Bisophenol Free, we have now successfully developed colour options for Gasket Cutters, where clients want to visibly differentiate where specific materials or components need to be used.

For more information on our FoodSafe materials click here

European Manufactured & Independently Tested
MacLellan's M396 Metal Detectable Nitrile delivers enhanced benefits to users of Metal Detectable materials, and being manufactured in the EU, we can guarantee compliance to FoodSafe standards EC1935, EC2023, FDA, BGA through independent testing, where other suppliers quote 'in house' approvals.

We are also now at the trial stage of producing Metal Detectable HNBR with all of the benefits of EU manufactured materials.

UKGSA : Have Your Say

Tell Us What You Think

We value feedback on the events that we organise for Members and non-members/guests and invite you to complete a short online survey available **Here.**

Your feedback will help us to plan both technical and social events that our members would like to attend during 2020. The survey can be completed by multiple people from your organisation so please share with colleagues - the more feedback, the better!

If you would like to host a technical visit by our Members and showcase your products/services or facilities, please contact the Secretariat.



Complete our Member Survey online to help us plan events in 2020.



Custom-made Solutions





Extended Range of Metal Detectable Rubber Materials

Offering custom made solutions for Food, Drink, Dairy, Pharma/Bio & Life Science Industries, J-Flex have extended their range of tried and tested Metal Detectable Rubber Products - to suit all types of detector equipment; food processing applications and budgets.

Features include:

- Minimal downtime due to quick detection of contamination
- Wide range of FDA Compliant Rubber materials
- ADI Free (Animal Derived Ingredient)
- Phthalate Free Materials
- In 'food industry' Blue for quick & easy identification – bespoke colours also available to suit colour coded production lines
- Fragments of J-Flex Metal Detectable materials less than 1mm in size can be identified on in-line detection equipment

There's a wide range of Natural and Synthetic Rubber materials, some of which are held in stock. These include:

- Silicone Rubber
- Silicone Sponge
- Nitrile (Buna N)
- E.P.D.M.
- Viton™ / FKM
- Natural Rubber



Typical Metal Detectable Rubber Products include:

'O' Rings (standard & non-standard) • Extruded Profile • Bespoke Mouldings • Milk Coupling Seals DIN 11851 • Tri-Clover Seals • Sight Glass Seals • Discharge Filler Seals • Bevel Seal Gaskets • Bag Filler Seals • Sleeves • Seals • Strips • Curtains • Joints • Gaskets • Sheetings • Cords • Balls • Bellows • Sealants



UKGSA : Dates for Your Diary

Save the Date

Golf Day & Charity Dinner
The UKGSA Golf Day & Charity Dinner 2020 will take place on Thursday 18th June 2020 at the Telford Hotel Golf Resort in Telford, Shropshire.



The venue is nestled in the beautiful Shropshire countryside which overlooks the UNESCO World Heritage Site of Ironbridge Gorge and members of the committee have played there recently. Avid golfers, or those new to the sport, can enjoy a round of golf on the par 72, 18 hole championship course which includes tree-lined fairways and water hazards to challenge the seasoned player. There is a chipping area, driving range, putting green and a 9 hole putting challenge on site as well as a golf shop and clubhouse bar which overlooks the 18th hole. On course competitions such as Nearest the Pin in 2, Longest Drive etc complement the team and individual awards available on the day.

More than just Golf
But if golf is not for you, you can rejuvenate and relax in the hotel Spa which includes an experience shower & ice fountain and book a treatment (or two), or if there is enough interest we can organise a trip to the birthplace of the Industrial Revolution and visit one of the Ironbridge Gorge museums and attractions which are close by. Alternatively, you can enjoy some retail therapy at Telford's growing indoor shopping centre which is only 10 minutes away.

Black Tie Fundraising Dinner
In the evening we will be holding our Black Tie dinner which raises money for Macmillan Cancer. Always popular, it provides an opportunity to dress up and let your hair down for a good cause. Raffle prizes, which are kindly donated by members, and the coveted Golf Awards are a key part of the evening's entertainment. Sponsorship opportunities are available during the event.

The Annual Golf Day & Charity Dinner is our biggest event and has always proved popular and we hope that next year's event will be even bigger and better than previous years!





Members enjoying them'selfies' at this year's Annual Golf Day & Charity Dinner at Shrigley Hall, Cheshire.



Editor's note: *we would like to apologise to Keith Payne Products for omitting in the Summer issue that they kindly sponsored the notable 'Wooden Spoon' Award at this year's Golf Day.*

Approved Product List Builds



J-Flex Obtains Building Approval

The J-Flex range of Flame Retardant, Low Smoke, Low Toxicity material and products, has now gained approval to EN 13501-1.

John Kirk, J-Flex Chairman, said: *"Not only is our material Tested & Certified/Approved for leading rolling stock & equipment standards worldwide, we now have Approval to EN 13501-1. This standard covers materials used in construction products and building elements and we are now supplying material for infrastructure construction projects."*

The extensive Approvals list for these LSLT materials therefore now includes EN13501-1 - in addition to EN45545-2, BS6853, NFF 1010/16, DIN 5510, UL 94 V(0) and NFPA.

Material is available in sheet form - from 1mm to 10mm - as well as custom made components such as Mouldings, Extrusions and Fabrications.

Want to know more?
For full details of the range of construction approved products available visit: www.j-flex.co.uk





UKGSA : What We Do

What You can Expect from Us and How We can Help You Reach Your Goals

Networking Events – serving our members with activities designed to promote success and growth, through collaboration and best practice. The Association aims to provide a platform for members to network with decision makers and influencers at the highest level and across all sectors of our industry.

Technical Events – industrial and manufacturing tours or presentations to member and non-member sites. These events aim to give insights to advanced manufacturing, best practice and material technical developments that will inspire our membership.

Technical Support – members have access to an unprecedented technical resource in their fellow members who are available to offer support on manufacturing issues, material selection and processing, and design & development.

Representing our Members

Behind the scenes we actively promote our members' activities and views through press releases to national and international trade magazines and general media.

We represent our industry to various technical bodies on international standards and actively look for opportunities to promote our values.

We aim to proactively promote our members' views to government and trade bodies and influence the decisions of those organisations to the benefit of our members.

Marketing Support

We actively use social media (Twitter and LinkedIn) and encourage all of our members to follow and tag us. We also publish member profiles on our website in addition to sharing news stories.

We are extremely active in developing strong media relationships with all of the mainstream manufacturing & engineering publications.

We also send out regular email newsletters to our members and our wider industry contacts with a variety of information as well as member news features.

Procurement Support

Through our affiliation with the British Standards Institute members are able to acquire electronic copies of UK, European and International standards at discounted prices.

Members have access to the **Joined Up Thinking Buying Group** giving access to hundreds of suppliers, products and services which are being constantly benchmarking to make sure members receive the very best value for money. The service offered by Joined Up Thinking is **Free-of-Charge** to our members.

Charitable Giving

We aim to support our chosen charity – Macmillan Cancer Support – through fundraising activities undertaken at our events, such as our annual charity dinner, and directly by our members.

If you are interested in joining the UKGSA
Click Here.

UKGSA : Members List

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