

VALVE *user*[®] MAGAZINE

By Royal Appointment: Severn & Alco Win Queen's awards



THE QUEEN'S AWARDS
FOR ENTERPRISE:
INTERNATIONAL TRADE
2014



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Mogas tackle
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Princess Royal
visits Bray



YPS turns 40



Kent Introl
win RoSPA
award

Local MP impressed with Lancashire based Pneumatic Controls engineering company



Strong strategy: Andy Nash, Sales Director; Graham Jones MP; Jamie Dummer, Managing Director

Graham Jones MP has taken the opportunity to visit Pneumatrol Limited, the Lancashire-based specialist manufacturer of pneumatic control products for use within both hazardous and safe area environments. He was 'very impressed' with its business strategy for growth and its investment in apprentices.

'I am pleased to see that Pneumatrol is growing into International markets, like China and Germany. This brings confidence to British engineering. It is great to see that Pneumatrol has a clear and strong strategy in business development,' said Mr. Jones.

Being in the pneumatic valves market for over 50 years, Pneumatrol is well known for its industry-leading products – its comprehensive range of solenoid valves come with an extensive range of approvals. Hazardous area solenoids are available with ATEX Category 1, 2 and 3 approvals, and further international hazardous area approvals include IEC, FM, UL, GOST-R and NEPSI.

'continuous improvement'

As part of its human resources strategy, Pneumatrol is committed to offering engineering apprenticeships to school leavers from the local community. Working with Training 2000, each year Pneumatrol will appoint

one apprentice. This 4-year apprenticeship scheme is composed of one year full time education and 3 years of mixed onsite training and college study. The scheme has been in place for more than 20 years and it proves to be a great success – currently there are 7 trained engineers who have come through this apprenticeship scheme, out of which three are first line managers. George Brankin, current apprentice has won three awards in different disciplines during 2013.

Jamie Dummer, Managing Director of Pneumatrol, commented: *'It is a great pleasure to have Mr. Jones here and to be able to show him our business strategy, our commitment to continuous improvement and our investment in training. The government has emphasised the importance of manufacturing in rebalancing the UK economy. We're proud that we continue to challenge our operations to drive accelerated sales growth.'*

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Pneumatrol gains NEPSI approvals

Adding to its already extensive range of approvals, Pneumatrol has recently gained NEPSI approvals for its hazardous area solenoids - Intrinsically Safe (EExia) and Flameproof (EExd).

NEPSI is short for National Supervision and Inspection Centre for Explosion Protection and Safety of Instrumentation in China. It performs explosion protection certification in accordance with corresponding standards and issues Explosion Protection Certificate of Conformity on government's authorisation. NEPSI approval is widely accepted and an increasing number of companies are now adopting a policy of using NEPSI approved products in China. With the addition of these approvals, Pneumatrol is now in a very good position for trading in China and other areas of Asia where NEPSI is recognised and required.

Over the years, Pneumatrol has developed its core product range of hazardous area solenoids (EExnA, EExm, EExme, EExd and EExia) which are available with various international approvals – ATEX, FM, CSA, UL and GOST-R.

Intrinsically safe (EExia) solenoids are available in different construction variants – terminal box, in-line connector, flying lead, plug and socket, or stainless steel terminal box. Flameproof and encapsulated (EExd) solenoids come with stainless steel terminal box construction.

'quality first'

Liz Smith, Quality Manager of Pneumatrol and a qualified Six Sigma Black Belt, commented, *'Pneumatrol always puts quality first. The management team strongly believe that the ethos of "no-compromise-on-quality" will lead the company to new heights. We work to ensure that our products are compliant with the latest international approvals, which forms an important part of our business strategy to significantly grow export markets.'*



Pneumatrol's core product range of hazardous area solenoids is available with various international approvals including ATEX, FM, CSA, UL and GOST-R.

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