



# Cambs Compressors SOLUTIONS

SPRING 2019

'Keeping the heart of Industry Pumping'

## New compressed air solution for hatchery expansion



When the only independent hatchery in the UK had plans to expand production capacity to five million day-old chickens per year; their facilities management company was tasked with seeking a compressed air company capable of designing, installing and supporting a system to supply the facility.

### Efficiency throughout the production chain

The hatchery supplies its customers and the company's own commercial egg-laying operations with consistently high quality chicks. It needed to scale-up production to meet increased consumer demand for poultry and poultry meat products. This meant adopting fully automated processes which manage the relationship between egg variation, incubation temperature profiles and length of the hatch window.

### Compressed air drives automated production

The hatchery includes a fully flexible chick processing line in order to deliver the 'perfect chick' with the scalability to expand to 2,200,000 birds per week. Delivering automated production results in birds of uniform size and weight for processing, this in turn adds to the bottom line of the hatchery.

### Minimising waste and energy with compressed air

One key area hatcheries are focused is energy saving cutting costs. So ensuring the configuration of compressor, pipework and line feed are as efficient as possible, is critical to keeping energy costs down. All these factors contributed to the appointment of Cambs Compressors.

## Innovative manufacturer seeking creative thinking compressed air company

When TTP were looking for a compressed air company to work with, they needed a partner who could share their vision. They were recommended to Cambs Compressors and it has been a relationship which has grown from strength to strength.

### Inventors, collaboration and compressed air

TTP is an independent technology company where scientists and engineers collaborate to invent, design and develop new products and technologies. When they looked at the packaging industry they set about re-defining digital print for metal packaging. Tonejet's unique nozzle-less print heads are able to achieve exceptional reliability and produce a super thin sub-micron print layer thickness, resulting in high productivity and industry low printed ink costs.

### Automation, speed and compressed air

Compressed air is part of the process to deliver the industrial digital printing systems. This is designed specifically to meet the needs of Tonejet and is an integral part of the evolutionary packaging solution. Which is why Cambs Compressors work in close cooperation with Tonejet to deliver their cost effective digital printing systems.





## Leading compressed air service levels drive growth in facilities management partnerships

## Evolution of compressed air management



The world of facilities management is changing fast and as the need to integrate the service provision of several specialist trades - especially for buildings located in Cambridge Science Park has resulted in a growing number of partnerships between facilities management companies and Cambs Compressors.

### **A reputation for rapid response and providing solutions**

The quality of our engineers and the speed of response is the reason facilities management companies has been such a growth area for Cambs Compressors. In an ideal world, the compressed air system would not fail and preventative maintenance would ensure a proactive approach to this. However, when there are failures in the system - Cambs Compressors have developed a reputation for 'fixing first time' and responding in the shortest time.

### **Facilities management companies want to design out emergency repairs**

Through this engagement with facilities management companies, we have now

worked on projects which range from new build and refurbishments - where the whole compressed air solution has been purpose designed by us - installed, commissioned and maintenance programmes initiated, through to taking over an existing system, providing proactive maintenance and designing out risk wherever possible.

### **Are you a facilities management company looking for a trusted partner?**

Cambs Compressors has an unrivalled reputation for offering complete compressed air solutions and service at highly competitive rates, backed up by a first class call-out response service.

It is easy to assume that not much has changed in the world of compressed air systems, but product innovations and compressed air users' new level of awareness about energy efficiencies are driving change continuously.

### **Equipment design innovations**

Compressors continue to improve in performance as modern designs take advantage of newer materials and manufacturing procedures. Specifiers of air compressors and dryers compare equipment and choose the best units for the specific applications in terms of efficiency and performance.

### **Continuous system monitoring**

It was often the case that very little compressed air energy and flow data was collected from compressor rooms. However, now one of the first steps we take at Cambs Compressors is to accurately log the usage, leakage and operational efficiency of the compressed air system.

### **Compressed air system and air quality auditing**

The development of the compressed air auditing and assessment has become a specialist area within the sector. Cambs Compressors offer unbiased advice and analysis of your infrastructure, air quality and energy usage. The compressed air industry is changing in a good way. We'll help you keep an eye on new developments to avoid getting left behind!

## Authorised distributor of nano-purification solutions

**nano**  
PURIFICATION SOLUTIONS

Nano-purification solutions designs and manufactures industrial compressed air and gas treatment products. The company offers ultra-high purity compressed air desiccant dryers, compressed air dryer modules, CO<sub>2</sub> adsorption dryers, nitrogen generators, and breathing air purifiers.

With advanced air and gas treatment technology and more than 100 years of experience, nano-purification solutions is the perfect addition to your line of air and gas treatment solutions. Working as distributors of nano-purification solutions means that we can provide unique solutions for our customers, using only the highest quality products backed by our world-class customer service.

Nano-purification solutions products are used in various applications, including air tools, sand blasting, pneumatic control systems, instrument air, paint spraying, powder coating, food processing, laboratories, printing, packaging machines, pneumatic transport of hygroscopic material, breweries, chemical and pharmaceutical industries, power generation, the electronics industry, and more.

## Double compressed air capacity using less space



When a leading optics company, who specialised in grinding lenses needed more production capacity, getting a more powerful compressor wasn't as easy as you'd think.

### Space is always at a premium in manufacturing

The business needs were driven by an expanding order book, more demanding customers and shrinking turnaround times. With the production capacity increased through the purchase of more efficient equipment, one aspect had been overlooked. The compressed air supply to power the increased capacity could only be housed in the existing plant room. Space was already tight and Cambs Compressors were given the challenge of upgrading the whole system.

### Redesigning the plant room was the answer

The engineering design team at Cambs thought how they would configure the plant room to deliver the additional air supply required. With the benefits of redesigning the ventilation and specifying a new more energy efficient compressed air generator, the solution was agreed.

### New generator, reconfigured plant room, no unscheduled downtime

The completely reconfigured plant room with new distribution solution, improved ventilation and an energy efficiency compressor delivered double the compressed air of what had been there before and provided room for future expansion.

## Manufacturer for luxury brands needed emergency air compressor after installation letdown



As an expanding company, EDS focus is on winning the new business, fulfilling the orders and keeping customers happy. Supplying luxury automotive car manufacturers with bespoke leather quilting and embroidery, their order book was growing. As a result they were moving premises, purchasing new equipment and needed a compressed air company to help select and install the right solution.

### How to choose the right compressed air supplier

As a small company, the compressed air solution required by EDS to drive their equipment wasn't really an issue. An off-the-shelf compressor and simple pipework had been sufficient for a number of years. However, with production demands increasing and the business expansion set to see the company grow by 500%, the compressed air solution now needed to power several pieces of equipment, the brief was sent to several possible suppliers.

### How do you know what a good compressed air supplier looks like?

With some failing to respond, and only a couple of suppliers in the running, the order was placed. The company had sent through a costed proposal, it was a little under their alternative compressed air suppliers price and seemed to deliver everything on their wish list. Installation began and all seemed to be going well until the compressor started up. Situated directly below the offices which were located on a mezzanine floor above, the compressor made so much noise it was difficult to hear anything else.

### A hostile response, followed by a removal of equipment

The supplier of the noisy compressor was very confrontational and only when the noise levels were measured, did they agree the product wasn't fit for purpose within the specific EDS manufacturing environment. With another supplier in the running unable to react quickly, Cambs Compressors were recommended. Within 24 hours a loan compressor was installed and production wasn't impacted.

### A good supplier makes sure that you understand what is needed and why

"Cambs Compressors were just fantastic, they really saved the day. They were quick to install a temporary compressor to keep planned production on schedule. But what was most comforting was they were absolutely diligent in ensuring I fully understood the options put forward. I was distraught and felt totally let down with the first compressed air company but now feel I have a supplier who can provide me with the support and advice to grow my business."

Catherine Johnson, EDS Managing Director

## Authorised distributor for Walker Filtration

With exceptional and innovative design, Walker Filtration designs, develops and manufactures a comprehensive range of high quality Compressed Air and Gas Filtration and Drying solutions for a wide range of industrial and medical applications.

Walker Filtration provide filter housings, vacuum air/oil separators, flanged and high pressure filters, breathing air filtration, silicone-free compressed air solutions, surgical smoke evacuation units and desiccant dryers

Walker Filtration's in-house manufacturing capabilities and technical expertise also enables us to develop non-standard solutions for specific applications and OEM requirements.

Walker Filtration has been at the forefront of compressed air and gas filtration and drying technology since 1983. As five time winners of the Queen's Award for Enterprise - in both Export and Innovation, Walker Filtration pride themselves on their exceptional levels of service, technical expertise and customer focused approach.





# Flexible Maintenance Support Agreements

Cambs Compressors comprehensive maintenance plans are flexible and custom to your facility.

## Flexible and fixed price maintenance programmes custom to your facility's needs

If you rely on compressed air systems to operate your business, Cambs Compressors flexible preventative maintenance programmes will maximise your reliability. Our Platinum and Gold fixed price proactive maintenance programmes mean you can accurately budget for your annual service costs combined with 24/7 breakdown support 365 days a year. **To get a free quote on your servicing call 0800 0029601**

**Note:** To ensure we can provide the highest service levels and most responsive support, our flexible and fixed price programmes are only eligible to businesses operating within 50 miles of St Ives Cambridgeshire.

**Gold** - Price for maintenance programme and hours of call-out charged at 10% discounted rate subject to T&C's

**Platinum** - Price for maintenance programme includes call-out fee and labour subject to T&C's

## All maintenance programmes include:

- Full air system audit and risks profile
- Emergency Response and Call-out 24/7/365
- First Line Telephone diagnostics
- Engineer dispatched and on site within 3 hours
- NO call out fee
- 10% discount on standard hourly rate
- Flexible payment options to spread the costs monthly or quarterly
- Proactive servicing scheduling
- Updates on relevant HSE legislation



**For your free quote call 0800 0029601**

or email [info@cambscompressors.co.uk](mailto:info@cambscompressors.co.uk)

**Note:** To ensure we can provide the highest service levels and most responsive support, our Flexible Maintenance Support Agreements are only eligible to facilities operating within 50 miles of St Ives Cambridgeshire. Don't worry, we'll confirm this before wasting any of your time.

## Cambs Compressors 'on the ball' in the community



**MILTON FOOTBALL CLUB**  
*be aspirational*



Milton Football Club are one of only a dozen clubs in Cambridgeshire recognised by the FA as a 'Community Charter Club' - and our sponsorship ensures our business is putting back into the local community.

### Proud sponsors of Milton FC

Community Clubs, the pinnacle of the club development pathway, are those that have a high quality, multi-team set up with excellent, social, training and playing opportunities for all. Milton Football Club exemplifies this with over 350 registered players across all levels and a small army of volunteer helpers.

### Boasting eight teams

- Milton Rangers FC (children aged 6 years and under)
- Milton Colts FC (children aged 7-17 years)
- Milton Ladies FC and...
- Five Men's teams currently!

### How Cambs Compressors sponsorship helps

The sponsorship is needed to sustain the club, including everything from their monthly utility bills - electricity and water costs. This includes floodlights, building lights, heating and the four changing rooms and showers. It also helps fund its future growth and progress - Milton FC have a footfall of 200-300 which is a mix of players, officials and spectators at their home ground 'The Sycamores' - so we are supporting a great cause as well as getting the name of Cambs Compressor Services out into the local community.

## Compressed Air Systems, Design, Supply, Installation and Support



**Compressed Air Equipment**



**Design & Installation Solutions**



**Compressor & Compressed Air System Maintenance**



Cambs Compressor Engineering Ltd, 22 Edison Road, St Ives, Cambs PE27 3LF

Tel: 0800 0029601 Email: [info@cambscompressors.co.uk](mailto:info@cambscompressors.co.uk) Web: [www.cambscompressors.co.uk](http://www.cambscompressors.co.uk)

If you no longer wish to receive this newsletter please email [unsubscribe@cambscompressors.co.uk](mailto:unsubscribe@cambscompressors.co.uk)