

Cambs Compressors SOLUTIONS

WINTER 2018

'Keeping the heart of Industry Pumping'

Is your compressor ready for Winter?



With last year's 'beast from the east' the UK was once again reminded of the variation in temperatures and weather conditions we are susceptible to. We can't control the weather, however if you have a compressor in a remote, unheated location - or worse still, outside of your building - there are some steps you need to take to ensure a trouble free winter air supply.

Preparing your compressor for the Winter season

While you can always take advantage of our 24/7 call out service, it's more cost effective - and less stressful - to prepare your system in advance. Time spent checking potential issues could save you trouble later, and if you want some expert advice, contact the Cambs Compressor team and we'll be happy to schedule in a winter service and check up. The service will cover all of your compressed air and associated equipment.

Call Cambs for a professionals guide to 'Preparing your compressor for Winter'

If you're running compressed air equipment when the ambient temperature drops near or below freezing, you should be carrying out these simple checks to make sure your production is protected to avoid expensive and unnecessary repair bills. If you have any concerns, it is probably more cost effective and less risky, to have a professional engineer carry out your winter maintenance review and provide you with a quick checklist and show you what you can do to mitigate the impact low temperatures have on your system.

Boge Top New Distributor Award 2017-2018

Whilst attending the Grand Opening event of BOGE UK at their new Premises at Park Valley Mills, Mike Smith was surprised and delighted to be presented with BOGE UK Top New Distributor 2017-2018.

BOGE UK Appointed Cambs Compressor Services as an official Distributor September 2017

"This is a fantastic achievement and our hard work during the 12 months since joining the BOGE distribution network was recognised, with BOGE rewarding Cambs Compressors with the 'New Distributor of the Year Award'. Steve Burrows, (pictured right) was one of our first engineers to specify a BOGE UK compressor, so it's only fitting he shares in the success."

Mark Fryer, Cambs Compressor Services Ltd

The awards ceremony took place at the official opening of BOGE's new UK headquarters in Huddersfield.

BOGE, who were previously based in Brighouse, West Yorkshire has relocated its entire UK operations in response to growing demand for its products and services. The new facility will enable BOGE to meet that demand and will provide the infrastructure for sustained expansion in the future.



Left to Right: Mark Fryer, Mandy Rich (Service Office Administrator) James Ellis (Stores Manager), Steve Burrows (Service Engineer) Craig Turner (Service Manager), Annthea Fryer, Mike Smith (Customer Account Manager)

132kw Air Compressor optimises loading, improves air quality and lowers operational costs



When one of the world's leading manufacturers and suppliers of specialist building materials for floor and wall substrate preparation reviewed its operations, it found a better way.

When unloading raw materials it was slow, at risk of contamination and expensive

With growing demand for its product and on the hunt for productivity increases the manufacturer approached Cambs Compressors for help. The main raw materials unloaded are cement powder and sand. Compressed air is used to pressurise the delivery tanker and offload the power into on-site silos. The delivery tanker had an on-board compressor but this option had been reviewed some years before, and because the air quality and cost couldn't be validated, the manufacturer had opted for its own compressors.

x1 132kw variable speed Air Compressor was installed to compliment x2 75kw to provide a faster solution using less energy

The two existing 75kw compressors, (x1 lead x1 back-up) had worked well however,

the growth of the business and usage of compressed air meant the back-up was kicking in more often. With the new generation compressors so much more energy efficient than older compressors, the review of the entire compressed air system was undertaken. It was found by using the two existing 75kw compressors as back-up to the new 132kw Air Compressor, the manufacturer would have a faster off-load, using less energy, give a validated air quality and a higher redundancy level. The new compressor was installed and after monitoring the system it's now found the air usage much more energy efficient.

If you want a no-obligation review to explore whether your manufacturing process could have more energy efficient air usage - then call 0800 0029601

Electronics manufacturer lost faith in incumbent Compressed Air supplier



The company, which had been a client of Cambs Compressors for more than a decade before, had to reluctantly change suppliers as a result of being acquired. However, their new supplier had consistently failed to meet the service levels previously experienced.

A breakdown was the final straw and Cambs Compressors were called

The major issue was their incumbent compressed air supplier's reactions were too slow. The manager responsible for production had real concerns about their ability to continue manufacturing when an electric motor failed.

The Cambs Compressors Engineer got the air supply back up and running

During the trouble shooting visit the engineer set about providing a temporary solution. He had identified and re-commissioned another old existing compressor - which was on-site but not in use. Once up and running, it provided a short-term solution and the vital breathing space needed to implement a more robust and permanent solution.

Within 3 days a new 75kw compressor was installed and commissioned

This underlines the Cambs Compressor philosophy of every second counts and the resulting strategic approach to develop strong partnerships with British suppliers and distributors. It means when a failure does occur a replacement part or even compressor can be sourced in the minimum time.

Bambi compressed air solutions

Established in 1977, Bambi Air Compressors Ltd is based in Birmingham, UK, and enjoys a worldwide reputation for the manufacture of innovative and meticulously engineered products.

Bambi VT air compressors are high performance and precision made systems, designed for medical, dental, laboratory and OEM applications. Perfect when you demand the highest possible air quality for critical applications such as dentistry, scientific laboratories, food packaging, pneumatic

controls, hospital ventilators, drink dispensing - and anywhere when low compressor maintenance is essential. Their Apollo high volume low pressure painting systems incorporate powerful integral turbines that offer robust portability - which means there is no compressor required.

Full compressed air package for leading edge aviation training facility



The £11m Stansted Airport College, designed by Pascall+Watson, is the first on-site college of its kind at any major UK airport and is a joint venture between Harlow College and London Stansted. This purpose-built facility with state-of-the-art resources, enables students are used to working in a professional environment.

Invited to tender for Stansted College, aircraft engineering & technologies

Cambs Compressors were approached to work with the architects to provide expert advice on the provision of a full compressed air package. This was based upon the success of a previous contract for Harlow College and the collaborative relationships developed with the architects and main contractors. Cambs experience within the aviation sector, together with an innovative approach and their cost effective solution resulted in them being awarded the contract.

A full compressed air package at this ground breaking facility at London Stansted Airport

London Stansted Airport is one of the UK's fastest growing airports serving over 25 million passengers a year, flying to more than 190 destinations in 40 countries. The Stansted Airport College project was an exciting one to be involved with, as the compressed air package was designed by Cambs Compressors whilst working closely with the architects and main contractor to ensure it delivered exactly what was required.

Dental Compressed Air Quality Standard HTM2022 Compliance



Air Compressors are the heart of any Dental Surgery

The air compresses, cleans, dries and stores air, which powers the tools and key functions of dental treatment and a vacuum system to remove waste. Which is why, it is essential for dental practices to ensure that they have the very best compressed air equipment and management processes in place, to protect their patients from air contaminates and bacterias.

Growing demand for HTM2022 Air Quality Standards

The right dental compressor can help to reduce contaminants and subsequently minimise the risk of infection or cross-contamination. Guidance is given in HTM 2022 published by the Department of Health to assess the system for technical shortcomings, and although it's essential for NHS practices, it's not mandatory for private practices.

Dental Compressor Regulation HTM2022

This requires compressed air to be generated by an oil free compressor with an integral dryer, internally coated air receiver and a breathing air and bacterial filter down stream of the compressor.

Dental air should be supplied via a compressor, which is fitted with an air-intake filter and a post-compression filtration and dryer system. This ensures that the air is clean and dry, minimising the risk of contamination of the

system by micro-organisms and improving the efficiency of dental instruments.

Specialist dental air compressor and compressed air solutions

The dental air compressor is distinct to dental surgeries as they lower the dew point of the compressed air, removing impurities via an inline filtration system and removing moisture from the air through a compressed air dryer to protect your handpiece, ensure dry air from the 3:1 and eliminate bacteria.

Scheduled maintenance to reduce risk and stay compliant to M2022 Air Quality Standards

Whatever compressor system is used, the importance of properly conducted regular maintenance cannot be overstressed. The air compressors Cambs Compressors supply are designed to provide years of trouble-free, reliable service, although certain components and filters do require periodic servicing. Unexpected breakdowns can be avoided by maintaining your machinery and taking one of our service schedules.

Contact our Service team, for tips on maintaining your dental equipment or if you would like us to review your current installation. At Cambs Compressors, we also keep air compressor spares and accessories in stock, so keep us in mind if your current air compressor is not working.

BEKO compressed air and compressed gas technology

BEKO Technologies develops, manufactures and distributes products for the treatment of compressed air. Their systems optimise compressed air and compressed gas quality throughout the world.

BEKO Technologies has more than 500 employees worldwide, four manufacturing plants in Germany, India, China and the USA. BEKO Technologies facility in Redditch, West Midlands, provides BEKO with a purpose-designed demonstration, training and test centre, for use with their distributors and end-users.

BEKO Technologies ever-developing portfolio of filters, dryers, condensate management systems and sophisticated air measurement devices for the processing of compressed air and compressed gas. Using their proven condensate, filtration and drying technology to maintain the highest quality, supervision and measurement.



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

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.

Compressed Air, Triathlons and Supporting the Community



Belvoir Tri Club Awards night with Cambs Compressors Anthea Fryer collecting the 'Most Improved Athlete' award for September.

A triathlon is about dedication, preparation and optimising efficiency, something which resonates with Cambs Compressors Managing Director Mark Fryer - and why he has committed to sponsoring the Belvoir Tri Club for the next 12 months.

Fitness to perform - Sponsorship of new BTF approved coaches

British Triathlon Coaching Framework (BTF) is designed to offer the best coaching and training to promote and develop the sport. So when Belvoir Tri Club approach Cambs Compressors for sponsorship, Mark Fryer was only too pleased to support this investment.

Mark explains how the sponsorship helps

"Our sponsorship has gone into training new BTF approved coaches in all 3 disciplines. This ensures that sessions are run by qualified level 1 and 2 coaches, which means members get a better choice of coached sessions to attend. Coaching is invaluable for all levels of athletes that are in this club from beginners right through to those that compete at national level.

Good coaches help retain existing members but also encourage new members to join who may not ordinarily join a club.

Compressed Air Systems, Design, Supply, Installation and Support



Compressed Air Equipment



Design & Installation Solutions



Compressor & Compressed Air System Maintenance



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