

Cambs Compressors SOLUTIONS

WINTER

'Keeping the heart of Industry Pumping'

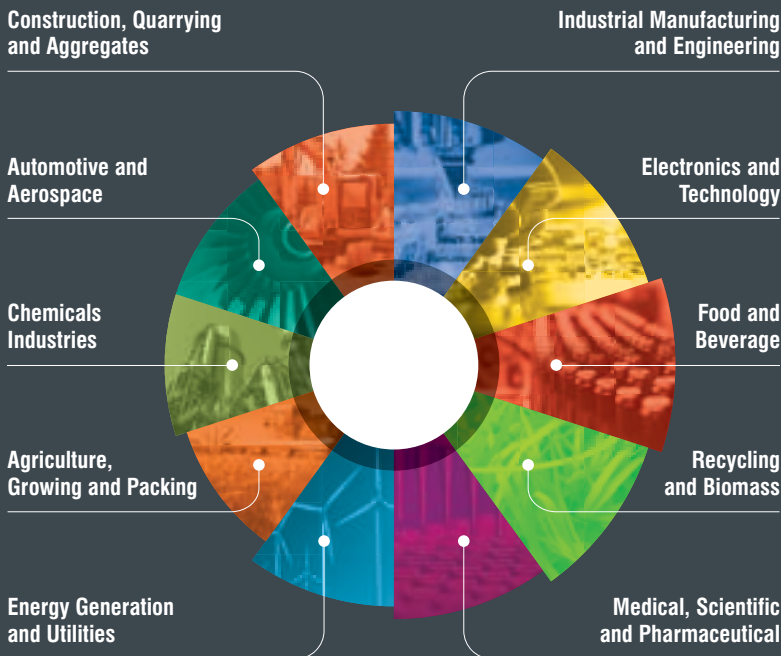
Compressed air applications in industry

Cambs Compressors expertise and experiences in compressed air solutions range from Agriculture to Life Sciences and much more.

Compressed air is all around us, but where is it used exactly? In industry, compressed air is used in two ways: as energy and as part of a process. These two types are referred to as Energy Air and Active Air respectively.

Energy Air is used for storing and transmitting energy Energy Air is used for storing and transmitting energy in order to do mechanical work. More specifically, it is used to power pneumatic production equipment, air operated lathe chucks, pressure clean parts and to convey or cool components during production.

It's almost impossible to imagine a world without compressed air Different applications call for different types of air compressors and whilst there are many types of compressors in size and power supply, nine out of ten industries use compressed air daily. Compressed air acts as an energy source for a variety of tools and machinery, and it is often an important and well integrated part of many production processes. Compressed air is often used for blowing with air blow guns, air nozzles and air knives to generate movements and lifting, or to clean, move or cool materials.



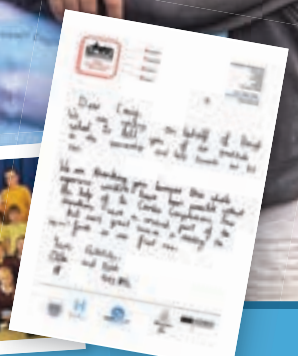
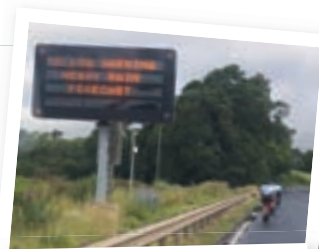
Thank you Craig and Cambs Compressors!

Why implementing corporate social responsibility into the business strategy matters. Mark and Anthea Fryer explain why corporate social responsibility is integral to Cambs Compressors business strategy and its continuing growth trajectory.

Cambs Compressors is focused on people Cambs Compressors success lies not only in its eloquently-designed offices but in its commitment to implementing corporate social responsibility (CSR) policies and recognising that such considerations are key to our growth and success. Why, because it's the people who matter most in a business, our people, the customers we look after and the communities we operate in.

"CSR delivers value for the entire community and creates a strengthening bond between team members, fostering a collaborative working environment and increasing productivity. A collaborative culture that engages with the community is positive to the health of any business."

Anthea Fryer, Customer Support, Cambs Compressors



Air compressor outside in the cold?

Reducing compressed air leaks to increase efficiency and cut costs



10% of electricity supplied to industry is used to compress air, so maximising energy efficiency saves you money.

Estimating potential energy and cost savings in compressed air systems

The first step to reduce compressed air energy costs is to measure and monitor your compressed air system's energy consumption, flow rates and operating air pressure. Small adjustments can reduce your operating pressure and energy costs while improving flow rates and output. Here are **11 steps** you can take to optimise your compressed air system and save energy costs.

- 1 Reduction of demand
- 2 Maintenance
- 3 Monitoring
- 4 Reduction of leaks (in pipes and equipment)
- 5 Electronic condensate drain traps (ECDTs)
- 6 Reduction of the inlet air temperature
- 7 Maximising allowable pressure dew point at air intake
- 8 Optimising the compressor to match its load
- 9 Proper pipe sizing
- 10 Heat recovery
- 11 Installing variable speed compressors

Energy efficiency support for your compressed air system

If you'd like to improve energy efficiency of your compressed air system, Cambs Compressors can help. Why not arrange your FREE Air Energy Audit now? **Contact us on 0800 0029601 today!**



As we enter another winter, it's time to remind you that 'Air Compressors hate cold weather' and if you don't want yours to let you down, then take a few simple steps now to avoid the misery and expense of an emergency call

Problems start when the temperature falls below 5°C

As temperatures drop problems can start because low temperatures cause several issues with the fluids within the compressor itself and also to the condensate created when air is compressed and then cooled. Condensate is a mix of (99%) water and (1%) oil.

Condensate will freeze

Condensate tends to collect at low points within the compressed air system. These include, the compressor, separators, receivers, filters and dryers as well as in low points in the compressed air pipework. If temperatures fall low enough this condensate will freeze, blocking pipes or voids within the compressor, dryers, filters and pipework. If there is frozen condensate in the pipework this can get blown to the downstream causing damage to the equipment the compressed air system services.

Oil gets thicker

Oil tends to get thicker when it is cold, if the oil is aged or of poor quality the oil may become too viscous. The thicker oil may

prevent the compressor from turning freely. This may lead to the electrical system tripping since the electrical load is increased. What's more, if the compressor is not serviced correctly, it is possible that the oil will contain a high level of water which can freeze, causing issues for the compressor at start up or causing damage to the compressor internals.

Air Compressor Dryers and Filters

Dryers and filters built into your compressed air system remove water from the compressed air and prevent any water present from freezing in the downstream pipework and equipment. So keeping your dryers and filters working effectively is important but refrigerated dryers only work effectively at ambient temperatures above 5°C. To protect the rest of your compressed air system, if you have an unheated compressor room you could install heating to help protect your dryer and the rest of your compressed air system. Trace heating and lagging on outside pipe runs will also stop any condensate from freezing within the pipes.

Compressed air, Brexit and supply chain management



As Brexit is pushed to January 31st 2020, businesses continue to consider the impact and prepare as best they can. But what impact does Brexit have if your compressor needs a new part or you need a new compressor?

Brexit proofing supply chain

On a recent trip to Amsterdam to install and commission a diagnostic solution for a major client, it occurred to Cambs Compressors that Brexit proofing their supply chain would be a sensible precaution. The Amsterdam project was to set-up a European based distribution hub to reassure their customers in Europe that they will continue to receive direct and easy access to products and services.

What if our overseas manufacturers could no longer ship overnight?

With the supply chain optimisation, everyone has become blasé about ordering from an overseas supplier and acceptant that the part can be shipped overnight within 48 hours in most cases. So Cambs Compressors undertook an exercise to establish what our overseas manufacturers were doing to mitigate the uncertainty over Brexit and the disruption to their supply chains.

Apprentice Jordan Baker learning new skills



Maintenance & Operations Engineering Technician is fitting in well with the team at Cambs Compressors. Working with Andy Longland, Jordan is gaining real hands on experience.

Apprenticeships in engineering is challenging but very rewarding

When Jordan first applied for the Level 3 Apprenticeship, like most school leavers he had little idea of what the job really entailed. However fast approaching his first year, Jordan is thriving in both his course work and on the job application of the skills he's attained.

"I'm really enjoying my experience at Cambs Compressors and I get lots of opportunities to learn new things. College days are good but I prefer my days in the field, it helps me make sense of the class based learning. Working at Cambs Compressors has helped me develop my skills and knowledge in more ways than I could of imagined. I look forward to growing my skills and responsibilities further with the business in the coming months and years."

Jordan Baker, Maintenance & Operations Engineering Technician

Every day is different

An apprenticeship is a great way to develop your skills and working with Cambs Compressors means every day is different. With clients as diverse as Life Sciences to Agriculture, the range of businesses and installations means no two days are ever the same.

Marlor Tooling choose Cambs Compressors



When Marlor Tooling were told they needed to spend £24k on a new compressor they sought a second opinion.

Marlor Tooling is an industry leader in solid carbide cutting tool design and manufacture

Specialising in tool manufacture and remanufacture as well as engineering innovative tooling solutions. As a result Marlor Tooling rely heavily on their compressed air system within their manufacturing processes. They continually invest in the latest equipment, software and expertise to ensure they deliver the highest quality precision cutting tools for their diverse engineering clients.

Over 10 years with incumbent compressed air supplier

The incumbent supplier had provided and looked after the compressors pipework air tools for over 10 years, so it was a reluctant move to get a second opinion. Martyn Cross, Marlor Tooling Works Director, felt the potential expense and disruption of a new compressor installation warranted the double check. He made the call to Cambs Compressors and they booked in the Free Compressed Air Audit.

Free Compressed Air Audit from Cambs Compressors

Taking up the Free Compressed Air Audit offered by Cambs Compressors highlighted

how they could reconfigure their system to make it more efficient, compliant and avoid the need for a new compressor. The audit involved testing compressed air plant, pipework and the air supply to equipment and tools being used.

Savings were much greater than the cost of a new compressor

"The Cambs Compressors engineers were very thorough and professional in their approach. The survey of our compressed air system included leak detection and a compliance review. Their conclusion was delivered in a detailed report and this outlined the areas we needed to address in order of priority. But the conclusion was that the compressors we had were capable of delivering the air supply required. The savings were much greater than the cost of a new compressor and installation. The service from Cambs Compressors has been first class and as a result of their recommendations we were able to reconfigure the system. This included pipework, leak correction and some new tools to ensure we were compliant, energy efficient and got the best from the existing infrastructure."

Martyn Cross, Marlor Tooling Works Director

Energy conservation techniques in compressed air systems

BCAS have produced a great guide to energy conservation when using compressed air in their white paper: **Reducing Energy Consumption from Compressed Air Usage**.

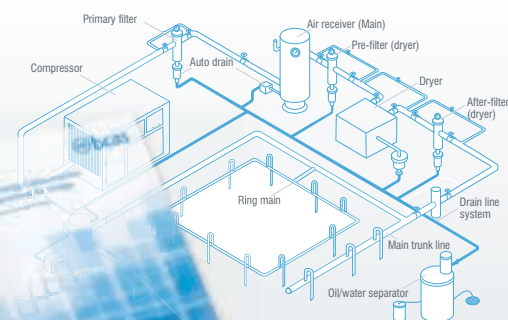
A systemic approach to energy conservation in compressed air systems

If you are planning to purchase equipment to save energy, this BCAS white paper ensures you compare alternatives based upon 'a whole life cost' and not just the initial outlay. The temptation is to buy lower cost solutions which on the surface appear to deliver the same performance. However, the lower purchase price typically reflects that the equipment is

less efficient and you will be locked into higher running costs for the long term.

Efficiency can be designed into your new compressed air system

Proper design and installation are essential for minimising energy costs. The BCAS white paper explains how to save energy in a typical compressed air system which aims to highlight areas of how to minimise waste.



Emergency air compressor repairs

Compressed Air - a dogs life!



24/7 Free Telephone Diagnostics



365 Engineer Callout



Emergency Compressor Loan



Pastie the Springer Spaniel joins Cambs Compressors as welfare officer, her role is simple, make people happy, healthy and bring a little fun into the office.

Making the workplace a more relaxed, productive, enjoyable place

Cambs Compressors are joining a long list of successful companies that have adopted Dogs At Work policies, including Amazon, Google and Ben & Jerry's. It may seem like an indulgence for sentimental pet owners but it turns out that there's a strong rationale for having a dog friendly workplace. According to research, pets in the workplace reduce stress and nurture productivity.

Pets remind people to pause and step back

Spending too much time too close to a project, problem, or other work can inhibit productivity and cause unnecessary stress. Pets remind people to pause and step back from whatever they are involved in. Short walks, a little playtime, and temporary distractions allow mental breaks so as not to overwork and become stressed.

Increased cooperation and better working relationships

Whether it's that dogs increase morale, make everyone feel more positive, or simply give them a reason to talk more, offices with pets are more likely to maintain a friendly working rapport across the board. **Sounds like a win-win-win situation all around!**

Often a costly alternative to planned maintenance, however if you have a compressor fail, you need a solution not just an emergency engineer. 24/7 Free Telephone Diagnostics, Emergency Compressor Loan together with 365 Engineer Call Out with maximum 3 hours on site response - or we pay*

Air compressor - 24 hour Breakdown Service

Unplanned downtime is expensive, which is why we support leading makes and models of compressor emergency repairs 24 x 7 x 365. As production shuts down, revenue is lost - which is why we focus on getting you back up and running in the shortest timeframe. Whatever time you call, you will speak directly to someone who will be able to remotely diagnose your issues - and either, talk you through the solution - or dispatch the nearest engineer. The call-out engineer will be briefed en-route and be ready to set to the repair or actively diagnose the fault on arrival.

Flexible service programs and fixed price service agreements custom to your facility's needs

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

3 simple steps to getting your compressed air systems back up and running if it's broken down:

- 1 Your facilities are within the postcode area serviced by Cambs Compressors 24hr Emergency Air Compressor Repair Services
- 2 Call 07774 216 495 and describe the problem to the emergency engineer
- 3 Agree the call-out and labour fee and you'll have an engineer at your facilities within 3 hours

* If you have a breakdown we'll be there within 3 hours day or night - or Cambs Compressors pay the labour and call out fees!

To get a free quote on your servicing call 0800 0029601

Compressed Air Systems, Design, Supply, Installation and Support



Compressed Air Equipment



Design & Installation Solutions



Compressor & Compressed Air System Maintenance



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