



# Cambs Compressors SOLUTIONS

SPRING 2018

'Keeping the heart of Industry Pumping'

## Ultra dry air solves freezing issues in high-tech bio research storage



Automation of sample storage and retrieval at -20°C and -80°C is extremely challenging and TTP Labtech identified ultra-dry air as a critical requirement for their comPOUND® and arctic® systems during early development.

Cambs Compressors technical team set about designing a bespoke solution for TTP Labtech with a specially designed unit and service pack that ensures ultra-dry air and pressure dew point exceeding -70°C. After some intense development and rigorous trials, the Cambs Compressors solution was supplied to TTP Labtech and tested on both their comPOUND® & arctic® storage solutions. The solution was adopted and as a result, the product ranges have become synonymous with extreme reliability and the leaders in robust modular storage for biological and chemical compound libraries.

### A global solution for installation and service

Successful collaboration has led to a unique pre-dried service kit which facilitates rapid drying down time ensuring there is no increase in moisture levels during instrument maintenance and preserving the integrity of dry air supply. Development of a robust installation process also enables support to be delivered at any location around the world.

"Cambs compressors have been a great company to work with, they listen carefully and have delivered on the required specification, to supply ultra-dry air that is so important to our business."

Paul Lomax, Product Manager - Sample Management, TTP Labtech

## 'Non Destructive Testing' Aero Inspection Solution

When a leading aerospace manufacturer requested a quiet and portable air compressor for an inspection kit - Cambs Compressor developed a tailored solution which is now used all over the World.

### A simple solution to save time, money and lives

The aero engine manufacturer needed a quiet and portable air compressor for an inspection kit which could be used as a part of a solution to investigate and/or inspect aircraft engines whilst they remained on the aircraft.

### Engineers focused on solutions quickly led to the right questions

Following a 'face to face' engineers briefing the right compressor was selected and the brief expanded to include other possible modifications. A trial prototype met the required functionality. This was further modified to provided a bespoke wheeled flight case to both make the unit highly portable and contain the ancillary inspection kit equipment.

"Understanding the purpose of the specification helped us to develop a better solution, which is why we always encourage a face to face briefing whenever possible."

Mark Fryer, Managing Director, Cambs Compressors



# Energy saving opportunities in compressed air system



With 10% of global energy consumption estimated to be used to produce compressed air, energy saving will help reduce your carbon footprint and save on your bottom line costs too.

**When was the last time you reviewed what your compressed air leakage was costing you?** Loss of compressed air power due to leakage may stimulate you into exploring your system and looking for inefficient control and leakages. However, if you are using compressed air, it's highly likely you have air leaks somewhere in the system. Which is why we recommend an audit of your system so you can see exactly how much your wasted air is costing in power generation.

**The most expensive component in the total cost of compressed air is energy**  
Over the lifetime of a typical compressor, energy typically costs several times more than the purchase price of the compressor. The bottom line - maximising energy efficiency saves you money. 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.

## Did you know approximately 80% of air leaks are not audible?

Pipe systems older than five years can have leaks of up to 25 per cent. Check the system pressure and run at the required pressures, not beyond. Resist the urge to turn up the pressure or to add additional compressors to compensate for leaks or drops in pressure due to piping problems or clogged filters. It takes energy to generate compressed air, any air that leaks is money wasted. Using specialist equipment your leaks can be quickly detected and the 'leakage costs' calculated.

### Free audit of your compressed air pipework and analysis of hidden energy costs

Cambs Compressors specialise in multiple types of air compression technologies, and are highly skilled in selecting the proper equipment design and layout for your operation. Our trained team of experts can walk you through each step of the process - and it starts with our free audit, all you need to do is call 0800 0029601

## Written Scheme of Examination on compressed air systems



The owner of every compressed air system over 250 bar/litres needs a Written Scheme of Examination, by law.

### What is a written scheme of examination?

A written scheme of examination is a document containing information about selected items of plant or equipment which form a pressure system, operate under pressure and contain a 'relevant fluid'. The term relevant fluid is defined in the Regulations and covers compressed or liquefied gas, including air, at a pressure greater than 0.5 bar (approximately 7 psi) above atmospheric pressure; pressurised hot water above 110°C; and steam at any pressure.

- A statutory inspection
- Demonstrate the safe operating limits
- Re-inspection periods for each product type
- Updated as and when your system changes

Cambs Compressors are able to provide all necessary services required by the pressure systems safety regulation. To provide a more cost effective service and our representative can complete a full site audit to identify, inspect and test all the safety related equipment in your compressed air system - plus any other equipment requiring a written scheme of examination.

## SafeContractor status gives customers peace of mind



### How do you evaluate the health and safety competency of your contractors?

With legislation placing an ever-increasing burden on organisations to ensure the health and safety competency of contractors, it is vital you have a reliable system in place to assess the suitability of arrangements made by service providers whilst they are on your premises. This is why Cambs Compressors have gone through the relevant independent checks and assessments to become an accredited SafeContractor.

### SafeContractor provides a health and safety audit service

The SafeContractor scheme provides a health and safety audit service for contractors who want to reassure their clients that health and safety is being handled correctly and sufficiently on their sites.

SafeContractor is part of the Alcumus Group, the market-leading provider of technology-enabled compliance risk management, certification and verification services.

## Why BCAS Membership is important for customers & contractors



Founded in 1930, the British Compressed Air Society (BCAS) is the only UK technical trade association open to manufacturers, distributors and end users of compressors, vacuum pumps, pneumatic tools and allied products. Cambs Compressors have been members of The British Compressed Air Society (BCAS) since 2002.

### Compliant and Trusted

As a BCAS member, Cambs Compressors are always up to date with current legislation and guidelines. So we know how important it is to implement a thorough health and safety regime that not only ensures you remain compliant, but that can help to enhance your productivity too.



## Peterborough 'Waste to Power' Power Station pipework installation challenge



When you get a call from a project manager to quote on the regions largest infrastructure project in a decade - a project that's already under construction, because the incumbent engineers have walked off site - you quickly realise it may not be a gift horse!

### Wanted 'competent and highly technical installation' with immediate start

With weeks of the scheduled delivery lost, the main contractors Babcock & Wilcox Vølund were desperate to source a competent and highly technical installation team. Having been recommended to Cambs Compressors they met on site, explained the issues and after a comprehensive assessment Cambs Compressors agreed to take the contract on.

### A £75m 'high profile' project without a pipework installation team

The engineering, procurement and construction (EPC) contractor for the project was the consortium of Babcock & Wilcox Vølund and Interserve Construction. The technology and associated facilities were supplied by Babcock & Wilcox Vølund, the flue gas treatment system was supplied by Götaverken Miljö, and the construction works were performed entirely by Interserve Construction. And everything depended upon the highly complex pipework installation.

### Collaborative and international engineering mix involving new technology

Understanding the collaborative and international mix of the engineering team, the scale and profile of the project - the engineering team at Cambs Compressors conducted a four-hour intense survey of the site. The drawings were like no others ever seen. The pipe system was highly complex and the unique format of the engineering plans made them very difficult to follow. However, after liaising with the project technical team, the challenge was accepted and Cambs Compressors were appointed to install the pipework.

### A challenging project, delivered successfully - on budget and on time!

With the delivery deadline dramatically condensed through the walk-out of the incumbent installation team, there was no time to be lost. The Cambs Compressor teams worked extended hours to bring the project back on the planned timescales. The project was successfully commissioned when the Energy Recovery Facility (ERF) was officially opened in March 2016.

## Upto a 40 Year Guarantee on Installation Compressed Air Pipework

If you want the best levels of assurance of our work - compare our guarantee against other installers of compressed air pipework.

### Our in-house pipework engineers install all our compressed air pipework

This means you get the knowledge and experience in installing a wide variety of materials for all types of compressed air systems, positive, negative, and ultra dry or controlled humidity. Overcoming technical challenges is what we do best, so whatever your specific needs, we're confident we can provide the best solution.

### Whether you need a new distribution solution or minor modifications

a single air drop, pipework extension, drains or even a complete turnkey installation, the pipework systems installed are built to work perfectly with existing compressors and ring mains. It's our job to ensure you have the most efficient system for your current supply and demand.

The only condition is that you take up our highly cost effective maintenance agreement (which includes emergency breakdown cover) so we can ensure the system is regularly inspected and maintained at the same time we service your compressors.



# Flexible Maintenance Support Agreements

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

## All maintenance plans 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 Backs British Manufactures



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A proactive approach – combining traditional preventative maintenance plans with 24/7/365 support to give you peace of mind.

## Ensuring you operate at peak efficiency and minimise unscheduled downtime.

A combination of regular preventative maintenance servicing and predictive inspections by our engineers continuously identify the smallest inefficiencies in your compressed air systems. The objective of evaluating your air system as a whole is to insure your equipment is running at optimum performance. This means the cost of your compressed air is kept to a minimum whilst it extends the life and efficiency of your equipment.

## Flexible Preventative Maintenance Plans

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As the Brexit transition dates loom, business braces itself for what this really means and how it will impact their supply chains.

## Advantages of British compressor brands

Cambs Compressors have had a pragmatic policy of using British manufacturers for many years now. The reason is simple, whatever the part you need, if it's not held in stock by us, we can get it more quickly and efficiently than if it was supplied from an overseas supplier.

## This means we can get you back up and running in the shortest time frame

With the uncertainty Brexit could possibly bring to getting parts and spares, as a part of your Brexit contingency planning - maybe a review of your exposure and dependency of overseas manufacturers could help you develop a strategy to manage the possible changes.

# 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)

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