

the **e**news

from Elcometer around the World



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Welcome

LOOKING FORWARD WITH POSITIVITY

by Michael Sellars, Managing Director

Fighting in Ukraine - Strikes over pay in the UK - Strikes over the retirement age in France - COVID deaths in China - Fear of an invasion in Taiwan - Possible economic default in Pakistan - Horrific earthquakes in Turkey

Whenever you open a newspaper or listen to the news, it is easy to become depressed. Our thoughts and prayers go out to all those caught up in the recent tragic earthquakes in Turkey.

Fortunately, at Elcometer, we have a lot more to smile about. Yes, we could get worried about the significantly extended lead times from many of our component supply manufacturers, or the price of raw materials, and just about everything else, skyrocketing; or, we could simply find solutions around these issues - both for ourselves and our customers.

Fortunately, it is the latter, at Elcometer. Yes, like many companies, we have our headaches to contend

with, but with the continued hard work of our team, we have been, and continue to make sure that we minimise the impact to our customers.

Moreover, our products are designed to help save our customer's both time and money - across each of our four business divisions; Blast, Spray, Inspection and NDT equipment.

Why are we all given eyes in the front of our heads if we are not going to look forward? As we approach the end of our 2022-23 financial year, we can look forward to what is shaping up to be a groundbreaking year for Elcometer.

Over the coming months, we will announce new initiatives and developments that will not only help grow our position in the industrial coatings landscape but will also help our customers save money and have a much faster return on their investment.

We look forward to 2023 and beyond with a positive attitude, mindful of the difficulties we all face today.



BLAST



SPRAY



INSPECT



TEST

by **Nick Ball**, Sales Director

If like me you wondering where the last 12 months went, I am not surprised. Whilst we live in uncertain economic times it's quite amazing to look back and take stock of what has been achieved and what yet is to come in 2023.

Our blast, spray, inspect and test ethos - expanding our product ranges to cover the surface preparation, application and coating inspection industries - has seen the creation of a number of new distributors each bringing to Elcometer a wealth of expertise and industry sector knowledge for our customers.

We have attended over 20 trade shows and conferences, and our technical & commercial teams have delivered over 15 training webinars.

Looking ahead to 2023, we have some exciting product launches planned but most importantly we will continue to focus on our customers and developments in their market sectors.

The move to renewable energy sources and decarbonisation of supply chains is an example of where Elcometer is leading the way in improved application and inspection techniques.

Elcometer BV (Netherlands) recently completed an open day in their Utrecht office highlighting the latest "Sustainable Blasting Techniques" and our NDT divisional team has developed several innovative inspection options for the wind energy industry.





Update

Marketing

MARKETING UPDATE

by Catherine Lund-Barker, Marketing Manager

Online our community is continuing to grow at a faster rate than ever before and this quarter we reached two milestones - 10,000 subscribers on our Coatings Inspection YouTube channel and 3,000 followers on our Blast Equipment LinkedIn page.

Following this success, we have launched a new LinkedIn page - Elcometer Laboratory and Physical Test Equipment which is specifically aimed at coating formulation chemists and research & development staff.

You will also find us posting blast content on our new TikTok and Instagram accounts.

If you're one of our 10,000+ YouTube community, you may have noticed some new additions to our video library - a series of videos dedicated to testing abrasion and washability using the Elcometer 1720 as well as an introductory video to the Elcometer FD700 Flaw Detector.

We have also started running our customer webinars again which proved very popular throughout the lockdown. So far, we have covered coating thickness gauge calibration and training on our dry abrasive blast machine range. A soluble salt webinar is also coming in the very near future.

Off the web, exhibitions saw no sign of slowing down as we helped prepare for Materials Testing in the UK, Automechanika in Germany, Equip Auto in France as well as SEMA and Fabtech in the States. Unfortunately shows in Asia continue to be affected by COVID.

We were also pleased to welcome Charlotte and Ella, our new Marketing Assistants. Together, they are helping to deliver both traditional and digital marketing activities - Charlotte focusing on our NDT range and Ella focusing on spray equipment.

Both Charlotte and Ella will also spend 20% of their week studying towards a BA (Hons) Degree in Digital Marketing at Manchester Metropolitan University, funded by the company.



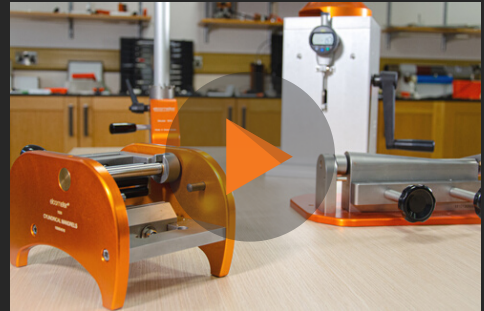
Elcometer Inspection Kits

Quality without compromise - our specialist inspection equipment in one kit, ideal for transporting to and from the inspection site.



Physical Impact & Deformation Testing

Deformation of a coating can reduce protective quality as well as appearance - Oliver Davies explores mandrel bend testing, cupping testing & impact testing.



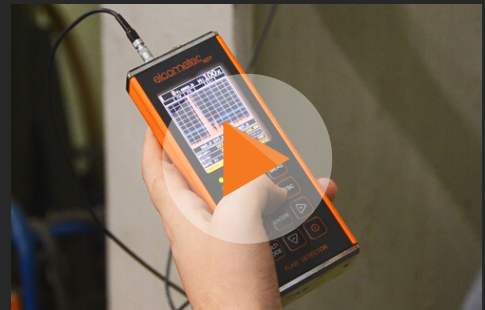
Abrasion & Washability Testing

Wouldn't it be great if we could compress the lifespan of a product into a much shorter duration within a controlled and monitored environment?



Elcometer FD700 Mini Flaw Detector

State-of-the-art ultrasonic flaw detection with advanced material thickness capabilities in one easy to use, handheld gauge.





GLOBAL NEWS

Wherever you need to be,
we are just around the corner.



SOCIAL TEAM CONTINUES TO SPREAD CHEER AT HQ

by **Ella Rimmer**, Trainee Marketing Assistant

Since the launch of the Social Team in July, staff at Elcometer HQ have looked forward to what the team have organised each month. The Social Team is run by employees for employees, to plan events and initiatives, funded by the Company, to thank staff for their continuous hard work.

During September, the team focused on initiatives that promoted healthy minds and lifestyles. Staff were provided with a selection of fruit each week, played a competitive game of football and took part in Zumba and Yoga classes at Elcometer HQ.

Things got spooky in October as staff competed in a pumpkin carving competition, came to work in fancy dress and were treated to Donuts!



After a delicious lunch during the summer, we were delighted to see the return of Bear Street Foods. This time they provided a mouth-watering breakfast with a choice of fully-loaded breakfast muffins, American fluffy pancakes with syrup, a choice of pastries or a vegan sausage sandwich with hash browns.

ROYAL NAVY DEPLOYS ELCOMETER INSPECTION KITS

By Rachel Proud, Field Sales Executive, UK

Earlier this year, Elcometer supplied the Royal Navy with a number of Digital Inspection Kits, distributed across the Portsmouth & Devonport naval bases.

The Digital Inspection Kits, which include surface profile, dry film thickness and climatic condition gauges, were required to be included within the new anti-corrosion containers which are to be installed on all naval ships currently in active service.

As many of the vessels can be off-shore for months at a time, the Elcometer kits allow coating inspections to be carried out whilst at sea, so it was important to carry the gauges as well as sufficient consumables to carry out all necessary work during deployment.

A number of kits were also required for work carried out within naval dockyards.

Prior to the official order being placed, Neil Beswick and Rachel Proud delivered an initial training day at MOD Abbeywood, Bristol for staff involved in overseeing and writing best practice procedures for the anti-corrosion kits.

As part of our continued support, we are committed to delivering ongoing practical training sessions for serving personnel who will be required to use the equipment. So far this year, Elcometer has run two hands-on training sessions for (SEA) personnel, most recently for LS Bladen and LH Rathbone (pictured).



Although sessions are informal, they ensure best practice steps are understood for calibration and collecting readings as well as the importance of monitoring climatic parameters during the coatings process. Personnel is usually based at HMNB for two years before being transferred to their next post, so there will be an ongoing need for training their replacements for years to come.

It is common practice for Elcometer teams around the World to offer on-site training and group masterclasses. After-sales training not only adds value to the customer but also creates a fantastic opportunity to build relationships with the people who use our equipment - helping us learn from each other.

To Elcometer, any sale is just the beginning of our relationship with the customer.

SOUTH AFRICA TRAINING TOUR

In November, Customer Support Engineer, Chris Heron, and Sales Director, Nick Ball, travelled to South Africa to carry out a series of training sessions for customers alongside our SA distributor, BAMR.

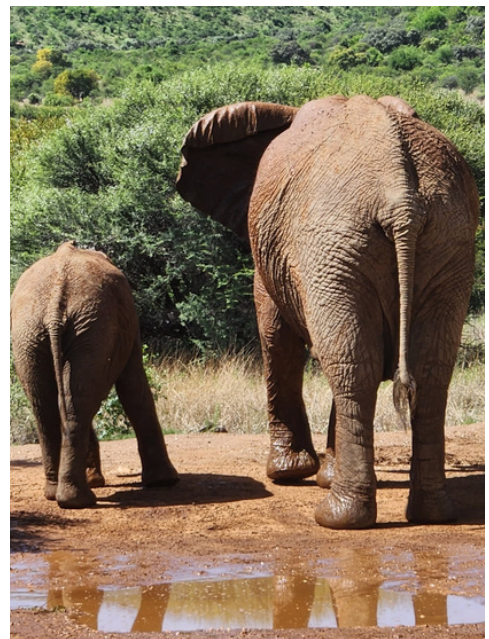
Beginning their trip in Durban, before travelling to Cape Town and finally Johannesburg, Chris and Nick delivered full-day training sessions on our range of coatings inspection equipment followed by half-day courses on paperless reporting.

Despite being extremely busy with training, Chris and Nick managed to find time to do some sightseeing - which included a tour of the World Cup stadium in Cape Town and a safari in Pilanesberg, viewing some of the stunning wildlife that South Africa has to offer.

Whilst in Johannesburg, Nick and Chris also got suited and booted for the Corrosion Institute of Southern Africa's Annual Awards Dinner.

Chris said: "We had a great time in South Africa, not only did we get to deliver training to our customers across the country, but we were able to catch up with our friends and distributor, BAMR, whilst also getting to see the sights of a beautiful country!

"Thanks to Graham and the rest of the team for their generous hospitality as always."



ELCOMETER ASIA CELEBRATE MOON FESTIVAL

By **Ginny Yap**, HR & Admin Specialist

Mid-Autumn Festival, or Zhongqiu Jie (中秋节) in Chinese, is also called the Moon Festival or the Mooncake Festival. It is the second most important festival in China after the Chinese New Year. It is also celebrated by many other Asian countries, such as Singapore, Malaysia, and the Philippines.

Ceremonies are held both to give thanks for the harvest and to encourage the harvest-giving light to return again in the coming year. To celebrate the occasion, each member of staff was gifted a goodie bag, filled with traditionally made mooncakes.

In Chinese culture, roundness symbolizes completeness and togetherness. A full moon symbolizes prosperity and reunion for the whole family. Round mooncakes complement the harvest moon in the night sky at the Mid-Autumn Festival.



Elcometer Asia Welcomes Nana

Ms Ho Mei Yee (you can call her "Nana") joined Elcometer Asia as the new Sales Support Administrator, taking over Gina's previous role.

Nana now has the honour of being the youngest employee in Elcometer Asia. Nana will be responsible for sales order processing, working alongside Serene Lim and Gie Yune.

To celebrate Zhongqiu Jie, each member of staff was gifted a goodie bag, filled with traditionally made mooncakes.



QUALITY THAT LASTS

We were delighted to receive a message via our company Facebook account from a lady who came across an original Elcometer coating thickness gauge while looking through her late father's toolbox.

Surprised by how well the gauge had lasted compared to the rest of her father's tools, Janine decided to send us a photo to show us just how well the instrument and its leather case had aged.

Interested to know the story behind the gauge, Janine told us that her father, Arthur Wall, had been part of the team who developed an advanced, smoke-free, low-radiation flare system needed for use in dangerous environments such as oil rigs.

Described as a 'major breakthrough' at the time, Arthur received an engineering medal from Prince Philip for his part in developing the flare.

It's estimated this gauge would have been made in the 1950s - before the company was renamed 'Elcometer' in 1962. Janine said, "Although his other precision tools haven't fared so well, I found the Elcometer gauge, still in its leather case with instructions and foils, all in one piece."

Having remained in great condition over such a lengthy period of time, the gauge is a testament to Elcometer's philosophy of providing best-in-class products which are built to last.



BEN ACES NDT EXAMS



Congratulations to Ben, who has recently completed his 14-month, Level 2, Skills Training UK and BINDT Non-Destructive Testing Operator Apprenticeship, achieving a distinction grade.

In between working full-time at Elcometer, Ben's studies towards his apprenticeship included completing a month-long training course at Lavender International.

During this course, he learnt how to inspect welds and plates with ultrasonic testing equipment and received an average of 89% in his final exams.

Since then, Ben has spent the past few months completing an End-Point Assessment Project which focused on acoustic attenuation in common engineering materials such as steel, aluminium and PVC. Ben presented his project to BINDT at the beginning of December.

Ben said: "I've really enjoyed the last year working for Elcometer, and I want to thank Matt Davison, David Barnes and everyone else who's lent me a hand since I started."

Ben's manager, Group Technical Manager, David Barnes added: "Ben has reaped the rewards of his hard work and commitment to his apprenticeship - congratulations!"



SAVING ENERGY WHEN BLASTING IN GERMANY

by **Christina Theeßen**, Sales Team Leader, Germany

In October, the team from the Leer sales office in Germany attended a conference in Duisburg organised by the Schweißtechnische Lehr- und Versuchsanstalt (Welding Teaching and Research Institute), the institute that provides training for Frosio inspectors in Germany.

This conference was about corrosion protection and we exhibited Elcometer's range of blasting equipment, spray equipment and coating inspection equipment.

In the morning, Sales Representative, Ralf Theessen presented a paper about saving energy whilst blasting. In the afternoon attendees got hands-on with our blast machines and GMA blast grit.

Participants had the opportunity to blast with Elcometer Performance Blast Machines using GMA blast grit whilst Ralf and Steffen Glade and Christian Artl from GMA explained how it worked.



GETTING TECHNICAL IN THAILAND

Ginny Yap, HR & Admin Specialist,
Elcometer (Asia) Pte Ltd

In September, following a kind invitation from our Thai distributor, Uni-Royal Pack Co. Ltd, Elcometer hosted a customer seminar at Play Phala Beach Rayong Hotel, beautifully situated along the coast of Rayong province in Thailand.

As a decades-long partner serving Thailand's protective coating industry, Uni-Royal Pack has represented Elcometer in providing a total surface preparation and coatings inspection solution to their customers for over ten years.

More than 70 key decision-makers and test equipment end-users from major local and foreign companies within the Thai oil and gas industry turned up for the seminar.

Guests were presented with a wealth of knowledge and information by Elcometer's Nick Lim and JJ Fong, primarily on the importance of testing and inspection before, during, and after the blasting & painting processes.

This included in-depth demonstrations of inspections such as surface cleanliness, surface profile, climatic testing, wet film and dry film thickness, adhesion and porosity & holiday detection.

With a dedicated booth set up within the hall, attendees had a hands-on experience with Elcometer's range of products. We also got the opportunity to talk to attendees, and received lots of positive feedback, especially on the useful technical knowledge and information presented during the seminar.

This has been the second successful event organised in Thailand by Elcometer's distributors this year and we are already looking forward to future activities.





SOCIAL TEAM BRINGS CHRISTMAS SPIRIT TO HQ

by Ella Rimmer, Trainee Marketing Assistant

Elcometer's Social Team got staff in the festive spirit throughout December, with a whole host of events leading up to Christmas.

Bears Street Food kick-started the month by providing us with delicious giant Yorkshire puddings filled with turkey, mash and all the trimmings! A competitive Christmas quiz fundraiser followed along with a competition to guess the name of the elf on the shelf.

Each year staff are given the opportunity to nominate a charity close to their hearts to benefit from Elcometer's fundraising efforts and one charity is picked at random. This year the Anthony Seddon Fund - a local peer support mental health charity was chosen.

Christmas Jumper Day was a hit, as staff donated £1 and came dressed in their jazziest jumpers for the day.

Next up, staff were treated to mince pies and a selection of other festive treats including yule logs, stolen and jam tarts. Another quiz and a 'Find the Elf' competition followed.

After two cancelled Christmas lunches in previous years due to lockdowns, it was great to see a sense of community again at the annual Christmas lunch. Employees were treated to pre-dinner drinks and a three-course turkey lunch at the home of the Halle Orchestra in Manchester.

The festivities were finished off with a raffle draw and everyone was treated to a selection box before the Christmas break began.

To boost charity funds, Operations Director and long-time Manchester United fan, Barry Holmes wore a Manchester City football shirt for the day and we are delighted to announce that we raised a total of £712 for the Anthony Seddon Fund.



DISTRIBUTION NEWS

Representation in over 170 countries
across the globe.



BLAST! CONTINUED INDUSTRY GROWTH

by **Jordan Goodman**, Regional Sales Manager - Blast Equipment Division

Developing industry relationships has been a key focus for the Elcometer Blast Equipment Division in recent months as we continue to grow awareness of the unique advantages provided by our complete product range.

AUSTRALIA: In October, following government approval and in accordance with the Health and Safety Regulations of 2012, we were proud to announce that our complete range of blast machines has been approved for use in the Australian Marketplace.

TURKEY: I then visited Fresko, our Turkish-based distributor of Elcometer Blast Equipment, where we conducted a series of training on Elcometer's blast and protective coating inspection range before accompanying our partners on a series of field visits.

During my time in Turkey, it was great to hear such positive feedback with regard to our range of blast machines.

NETHERLANDS: Following the success of Elcometer's Tech Talk Live in June, colleagues in the Netherlands opened their offices to customers for a series of discussions focussing on how users could enhance their blasting sustainability.

SOUTH AMERICA: Back in the UK, we welcomed South American distributor, Winoa, and their e-commerce team, to Elcometer HQ for a series of training on Elcometer Blast Equipment and Blast Inspection products. Having learned in detail the key end-user benefits, the organisation proclaimed their excitement to introduce the range to customers across Brazil, Mexico and Italy.

In December, we hosted a webinar for our distributors and prospective customers which highlighted the key differences between Elcometer's Contractor, Performance and Performance HP ranges of blast machines. Designed to enhance productivity, no matter your blast requirements, our complete range of blast machines work harder, last longer and perform better.

To keep up with the latest blasting news, make sure you are following Elcometer Blast Equipment on LinkedIn as well as our recently launched TikTok & Instagram by clicking the icons below.





Supporting Sagola's efforts were four influencers, including TattedCat (centre)

SPRAY! SAGOLA HITS SEMA 2022!

Joe Walker, VP, Elcometer Incorporated, USA

For the second year running, Sagola by Elcometer experienced great success at SEMA, North America's largest vehicle aftermarket show, generating high interest in our recently launched product range.

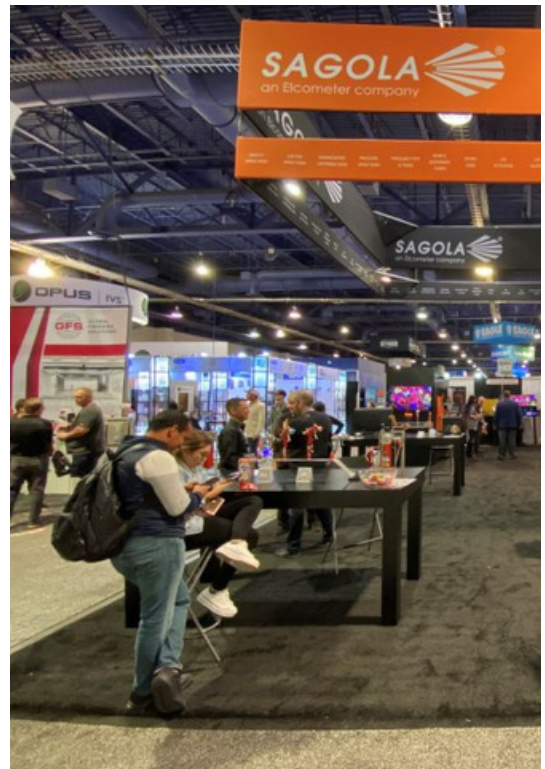
Across four days, Sagola's booth remained consistently busy as customers were enticed by Elcometer's SagolaSPRAY™, our virtual reality training programme.

Winning two SEMA International Media Awards, the resounding belief is that SagolaSPRAY™ will transform how teaching is conducted within the trade.

Supporting Sagola's efforts were four influencers, known online as TattedCat, Refinish Josh, Olie Olie Paintz and Urethane Kingpin, who each represented the Sagola by Elcometer in an exemplary manner.

It was great to see their interactions with customers and how their association helped us to drive brand awareness and brand value.

Our team is very proud of the work that went into SEMA 2022. A special thanks goes out to all those that supported Sagola by Elcometer in Las Vegas, both from the USA, Spain and the UK.





INSPECT! OIL AND GAS MARKETS STRIVE

by Alastair Kearton, Regional Sales Manager - Coating Inspection Division

Much of the World is now well on the journey back to some normality after the pandemic with many infrastructure projects, delayed from the previous two years, now underway.

Additionally, with the high demand for oil across the world traditional oil-producing nations are now investing in infrastructure and with it, Elcometer products.

This demand is not limited to the larger oil nations, we have also seen growth within the smaller oil-producing nations which are now starting to invest in production.

Whilst inflationary pressures are significantly affecting end users in terms of their raw material costs, Elcometer coatings inspection products are offering substantial cost savings by speeding up the inspection process, from digital profile measurement to fast scanning dry film thickness which can be integrated into quick and easy report writing via Elcometer's ElcoMaster mobile and PC software applications.

Exhibitions in this sector are now in full swing reverting back to the 'face to face' exhibition halls.

Our new distributors for Elcometer in Libya, Leptis, have already exhibited at a major exhibition in Libya, LETEX 2, and were the primary sponsors for the major Oil, Gas and Renewables exhibition in Tripoli in November, the first time the exhibition has taken place for three years.

Leptis have invested heavily in this exhibition to promote Elcometer and their other principles and we thank them for all their hard work.

Elcometer will be running a Distributor training session in the Spring of 2023 to assist our distributors, especially those new to Elcometer, in gaining a greater understanding of all the features and benefits of our gauges and how they can provide an even greater solution to our customers.

Elcometer can also offer dedicated coating inspection training to our customers, old or new. If you are interested in finding out more, please contact Elcometer.



TEST! ELCOMETER NDT ON THE ROAD

by **Matthew Davison**, NDT Equipment Division Manager

UNITED KINGDOM: In September, Ben Andrew, from our Technical Support team, and I took a stand at the UK BINDT exhibition in Telford, UK.

This three-day NDT conference and exhibition was also attended by Testrade, Elcometer's UK NDT distributor, where Rich Jones and Jack Baverstock were also exhibiting.

POLAND: SciTeex Poland has invested heavily in Elcometer's NDT range. It was great to meet in person with Konrad Tobota and Radoslaw Pogoda from SciTeex.

Radoslaw outlined their exciting plans for NDT growth in Poland for 2023 and beyond.

November saw two events in Poland. The first was a specialist event with TUV, and the second was the Polish NDT conference. At both events, Konrad got the opportunity to present and promote SciTeex and the Elcometer NDT product ranges.

The NDT exhibition was dedicated to various forms of NDT and was the busiest for many years.

DENMARK: Hitting the road in Denmark to grow NDT, Kim Graessler from Strenometer hit the road in December with a number of customer visits, where he demonstrated the NDT ranges and spoke with several large NDT inspection companies.

Mads Strenov is also considering working with a number of other complimentary NDT equipment manufacturers to support their NDT equipment sales success.

Interestingly, there has been a strong interest in Elcometer's Bolt Gauge. The Elcometer BG80 is an ideal solution for bolt tension monitoring and inspection and this brings a great opportunity.

INDIA: Thanks to Paul Varghese and the Aimil Ltd team for making the arrangements for Elcometer's trip to India. We visited several customers, carried out training, presented seminars and attended the India NDT exhibition in January.

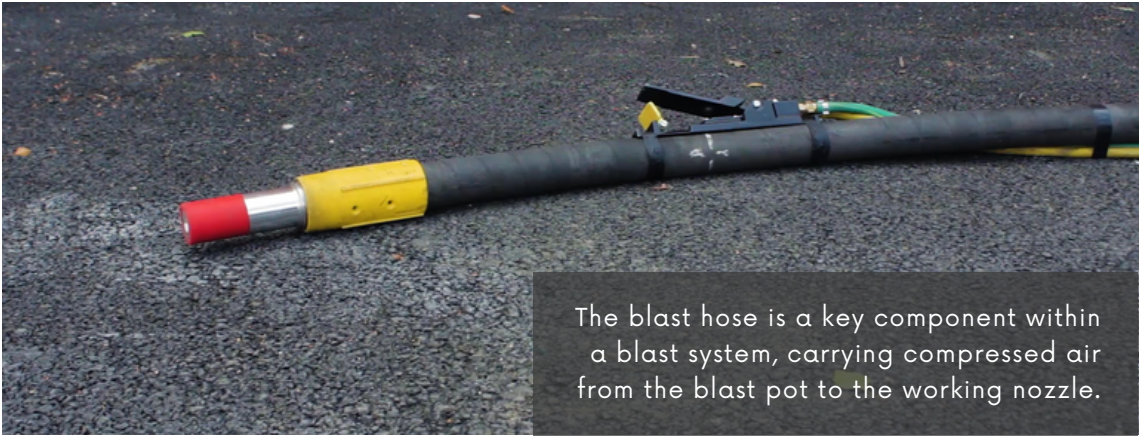
The world is really opening up and we are looking forward to even more success in 2023 and beyond.



A FOCUS ON

ABRASIVE BLASTING

Elcometer Blast Hose



CHOOSING A BLAST HOSE THAT'S RIGHT FOR YOU

By **Jordan Goodman**, Distribution Manager - Blast Equipment

In the high-pressured blasting industry, high-quality equipment must be used to ensure that a job is completed efficiently and with maximum safety.

The blast hose is a key component within a blast system, carrying compressed air and abrasive from the blast pot to the working nozzle. Yet, with a wide range of types and sizes available, it can be difficult to decide which hose best suits your project and your blasting needs.

Hose Condition

The first factor affecting the performance of a blast hose is its condition; as a hose ages, it wears, and the air passing through becomes turbulent, causing pressure losses due to increased friction. Therefore, the condition of a blast hose must be preserved to achieve minimal pressure losses.

The Elcometer 102 Needle Pressure Gauge is designed to accurately measure air pressure throughout the blast hose, and it can serve as a key indicator of the hose's performance.

Hose Length and Position

Another factor affecting a blast hose's performance is its length and position. Testing has shown that a longer blast hose causes increased pressure losses, at a rate of up to 2 bar (29 psi) of pressure per 40 metres (130 feet) of hose.

Increased pressure losses also occur when a hose is positioned at a height above the blast pot, meaning that a shorter hose laid flat will lose significantly less pressure than a longer blast hose positioned at a height above the blast pot.

However, as the scope of a project often determines the length and position of a blast hose, a blaster often has little control over these factors.

Adapting Your Blast Hose

Sometimes, it is necessary to make changes to your blast hose to maintain optimum performance; where necessary, the blast hose can be shortened to reduce pressure losses within the blasting system.

When shortening a blast hose, it should be done cleanly with a square cut to ensure a good airtight hose/coupling connection. This in turn maximises the lifetime of the couplings and minimises pressure loss.

The Elcometer Blast Hose Cutter ensures a good, clean square cut of a blast hose with an outside diameter of up to 63mm (2½").

Choosing Your Internal Diameter

As a rule of thumb, you should use a blast hose that has an internal diameter which is at least three times larger than your nozzle size.

The Elcometer 12 bar (174 psi) blast hose is available in a choice of five internal diameters, ranging from 19 to 38mm (¾" - 1½"); Elcometer's 15 bar (217 psi) blast hose is available with either a 32mm (1¼") or a 38mm (1½") internal diameter - allowing you to choose the most appropriate diameter and pressure combination for your application.

Anti-Static and Abrasion Resistant

Elcometer's comprehensive range of blast hoses are designed to be incredibly hard-wearing, tough and most importantly safe. Our hoses contain highly woven cord linings in a 2-ply cross pattern which improves the strength of the blast hose whilst enabling flexibility.

The Elcometer blast hose is also manufactured out of natural and styrene-butadiene rubber compound with carbon black, has an abrasion resistance value of 50mm³ in accordance with DIN53516 and has an anti-static rating (R) of R<106 Ω/m.

This R rating dissipates static electricity to the ground helping protect the blaster from injuries caused by a static shock.

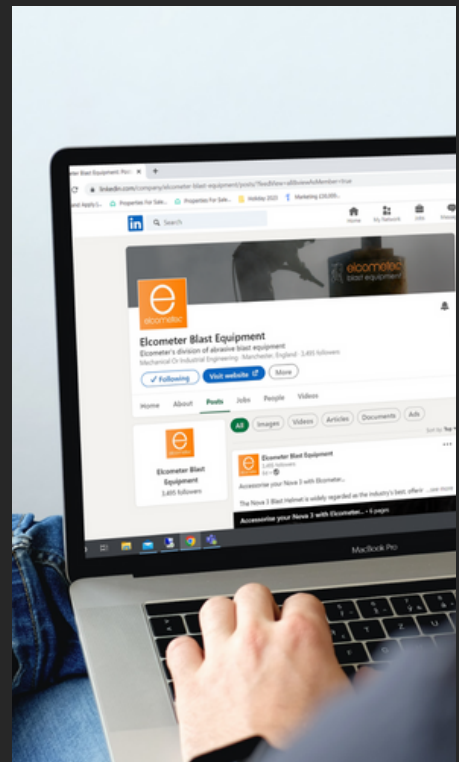


Join our community of blasters.

For tips, tricks and insight on abrasive blasting best practice, follow Elcometer Blast Equipment on LinkedIn.



+ Follow





A FOCUS ON

SPRAY EQUIPMENT

Introducing
SagolaSPRAY™



SagolaSPRAY™ is on its way, having recently been submitted to Meta for final approval

Q Product Focus

 Spray Equipment

SAGOLASPRAY™ - THE START OF A VIRTUAL REVOLUTION

By Michael Sellars, Managing Director

If you have recently looked at purchasing a new car, or know someone who has, you will be aware of just how long the wait is for its delivery.

Whilst the supply of new cars has been one of the most talked about examples of one of the impacts of Covid, it is far from the only one affecting the automotive industry as a whole. Recruitment, as is the case in many sectors, is also a challenge.

The automotive refinishing industry is also struggling with staffing levels and this is particularly evident in the spray booth - where, in many countries around the world, skilled spray technicians are in particularly short supply.

Whether this can all be put down as another impact of the Covid pandemic is a moot point, the reality is that the industry needs a lot of new sprayers and that means training.

Besides the teaching in the classroom, where much is taught including gun, needle, nozzle and aircap selection, paint mixing and handling, health and

safety and the correct use of personal protection, one of the key aspects of training is actually spraying itself.

The only way a good spray technician can become a great one is practice, practice, practice. But time in the spray booth is precious and is often the bottleneck in any training establishment and this is where virtual reality (VR), and SagolaSPRAY™ in particular, helps.

SagolaSPRAY™ is designed to speed up the time in the booth by teaching the four key aspects of gun control - distance, angle, uniformity of speed and spray overlapping - virtually either in the classroom or at home; and with minimal hardware - just an Oculus headset!

Being virtual, it allows for everyone to train at once, with no bottlenecks, maximising training. SagolaSPRAY™ is also incredibly cost-effective, minimises paint use, avoids sample preparation and clean-up time and the Health and Safety minefield.



A FOCUS ON
**COATINGS
INSPECTION**

Elcometer Digital
Inspection Kits

THREE GAUGES ARE BETTER THAN ONE

by Steve Pollard, Customer Support Manager

Elcometer's Inspection Kits are designed to provide inspectors with all the gauges that they require for their inspection in one rugged inspection case.

The Elcometer Digital Kit, for example, contains three gauges, allowing inspectors to accurately measure the three principal protective coating inspection requirements: climatic monitoring, surface profile and dry film coating thickness.



The Elcometer 319 Dewpoint Meter allows the inspector to gather crucial micro-climatic information necessary to make informed decisions on whether the climate is suitable for painting or not - without the need for multiple gauges, complex reference tables, a whirling hygrometer or a sling psychrometer.

The Elcometer 224 accurately measures and records blast surface profiles up to 500µm (20mils). With a reading rate of 50+ per minute, data can be gathered quickly and accurately even in challenging environments.

The Elcometer 456 coating thickness gauge completes the kit providing the inspector with an easy-to-use, accurate instrument designed to measure the dry film coating thicknesses on blast profiles.

With three gauges in each kit, the Elcometer digital inspection kits allow multiple measurements to be carried out simultaneously, significantly reducing inspection times. Furthermore, if one gauge requires recertification or a service, inspections of other parameters can continue without delay.

Each inspection kit is supplied with a robust Elcometer case, ideal for everyday site inspections. For more information on our wide range of kits, please visit our dedicated webpage by following the QR Code below.

Quality over compromise.

Find out more in our latest video.





A FOCUS ON

PHYSICAL TEST LAB EQUIPMENT

Hardness and Scratch
Testing

DO YOU THINK YOUR COATING'S HARD ENOUGH?

by **Chris Heron**, Customer Support - Coating Inspection Equipment Division

Knowing how well a coating has dried or cured, is important as it is one of the ways in which to determine whether the coating is fit for purpose and if further coating inspections, such as adhesion or pinhole testing, may be undertaken.

Testing a coating's hardness helps to assess a coating's 'degree of cure'. Typically, the harder the coating, the more complete the cure.

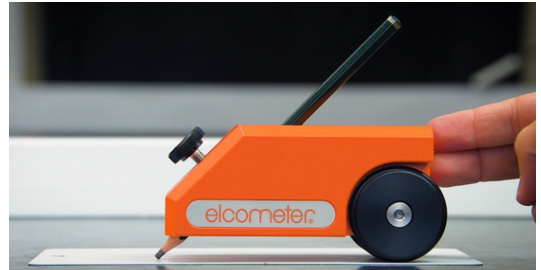
A quick and effective way to test coating hardness is the *scratch method*, which is completed using a Sclerometer also known as a hardness pen - such as the Elcometer 3092.



The Elcometer 3092 Sclerometer measures the hardness of a coating by moving a hardened tip over the surface at a predetermined force which is applied by a predefined tensioned spring. The coating is then visually examined for damage. The harder the coating, the greater the force required to scratch it.

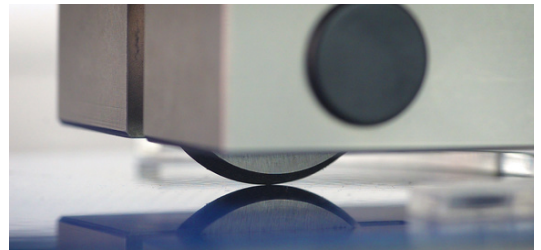
An alternative test which also uses a scratch method is the *pencil hardness* or *Wolff-Wilborn test method* - where a pencil is pushed across a coating at a specified angle, under a constant force determined by the weight within the device.

The pencil hardness is defined by the hardness of the pencil lead and can be increased from B (soft), through HB (medium) to H (hard), until the coating is scratched by the pencil lead.



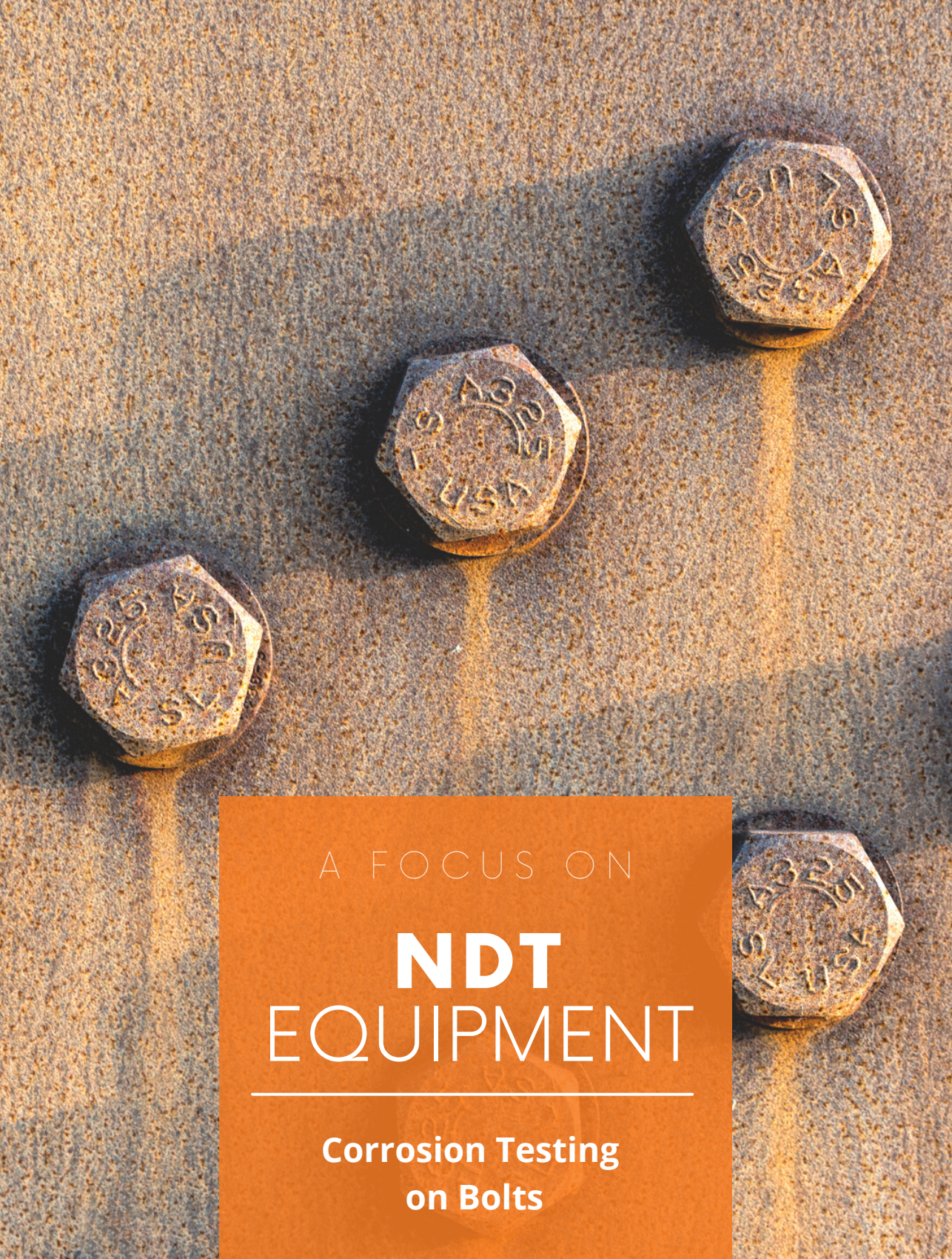
The Elcometer 501 Pencil Hardness Tester is a rapid, inexpensive method which is not only used by coating manufacturers during developmental work as an indication of the coating's performance; but is also used as a field test during the post-application inspection.

Alternatively, there's the indentation method, using equipment such as the Elcometer 3095 Buchholz Hardness Tester; where a known downward force is applied onto a formed 'bevelled disc' shape for a pre-defined timeframe.



The amount of indentation left on the coating's surface is measured by measuring the length of the indentation impression within the coating.

Visit our [YouTube channel](#) to see exactly how they work. Or find out more information on [our website](#).



A FOCUS ON

NDT EQUIPMENT

Corrosion Testing
on Bolts



Because the condition of the bolts was unknown to us, it was critical that nothing done during the inspection caused any damage to them.

TESTING TURBINES WITH ELCOMETER NDT

by Ben Andrew, Customer Support Engineer - NDT Division

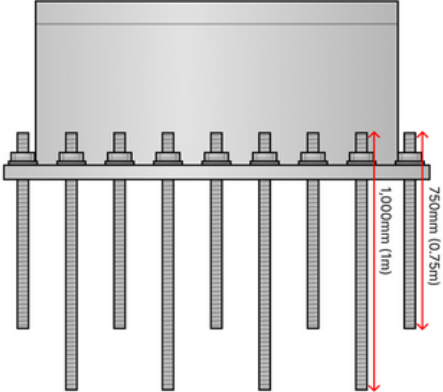
Application Overview

The Elcometer NDT Division's technical support team were recently contacted by a customer interested in testing the integrity of bolts used to secure the foundations at the base of a wind turbine they manage.

A routine inspection on one of their towers had revealed that a bolt head had been completely shorn off at the ground-line as a result of corrosion damage, and they needed to find a way to evaluate the integrity of the remaining bolts on both this tower and others to ensure the wind turbines were not at risk.

The condition of the bolts was unknown to us, so it was critical that nothing done during the inspection caused any damage to them - an absolute Non-Destructive Test was required.

After we evaluated their requirements, it was clear that ultrasonic measurement was likely to be the best candidate technology. Ultrasonic Thickness (UT) allows us to inspect the entire length of the bolt, including the subterranean portion, without physically interacting with the bolts or fasteners beyond putting a transducer and some couplant on the top of the bolt.



Our preliminary scans revealed that there were two different bolt lengths used, the shorter bolts were 0.75m and the longer ones were 1.00m, alternating patterns around the flange. Of the 20 bolts, 1 shorter one had already snapped off, leaving us with 10 long bolts and 9 short bolts to test.

Not only were we able to provide an NDT solution to their initial problem, but we were also able to use the technique to assess that the correct bolt lengths have been used.

We recommended the Elcometer FD700DL+ Ultrasonic Flaw Detector be used with a single-element TX5M00EM-5 & dual-element TX5M00EP-2 transducer combination.

The EM-5 transducer was selected to measure the back side of the bolts (up to 1m (3.2') long), while the EP-2 was used for better near-surface resolution around the ground line.

The preliminary on-site investigation performed during the visit revealed that, of the 20 bolts used to secure the tower to the foundation, nine of them had such severe cracking at the ground-line that the ultrasonic signature was nearly indistinguishable from the bolt that had fallen off - which had prompted the investigation in the first place.

Following Elcometer's site tests with the client, the equipment was purchased and the wind tower was shut down for immediate structural investigation.

Our equipment has now been subsequently approved and adopted by the client for this and other tasks.

Equipment Selection

Our equipment selection was based on providing the simplest and most effective means of getting all the information necessary to diagnose the condition of the bolts.

Elcometer FD700DL+ Portable Flaw Detector

- Compact enough to run in any environment, such as within turbine nacelle
- Bright, full-colour LED display, making it suitable for use in direct sunlight
- Fully equipped out of the box with a feature set that matches other gauges in class
- Comprehensive data logging/image storing accessible via USB-C connection

TX5M00EP-2 - 5MHz, Single Element ½" Transducer

- A powerful single element makes it capable of measuring through multiple metres of steel
- Used to cover the back ¾ of the bolt

TX5M00EM-5 - 5MHz, Dual Element ½" Transducer

- Designed to work up to 254mm of steel
- 1.27mm minimum range for near-surface resolution
- Used to inspect the ground line

T92031810 - Rubber Protective Case

- Robust rubber cover that increases the longevity of the unit's lifespan by protecting it from impact damage

Want to find out more about our trip to the wind farm? [Click here to read the full application guide.](#)

See **exactly**
how it works.

Watch our new video: **Introducing the Elcometer FD700 Mini Flaw Detector.**





elcometer

INSIDE ELCOMETER

Ten offices
around the world



OUR VALUES

Having clear company values helps to ensure we are all working towards the same goals. They also support the company's vision and shape its culture. Our core values are:



Pride

We are proud of where we work and the work we do.



Achievement

We believe just enough is not enough.



Ownership

We take responsibility for what we do and how we do it.



Focus

We know that if it is not acceptable to us it is not acceptable to our customers.



Ethics

We treat our customers, suppliers and colleagues fairly and with respect.



Initiative

We are encouraged to identify opportunities for improvement and offer solutions.

CELEBRATING A MILESTONE

MEGHA PATEL

Production Operative



Congratulations to Megha who reached her 10 year milestone at Elcometer in September.

JACKIE HOWARD

Production Manager



Congratulations to Jacqueline who reached her 40 year milestone at Elcometer in October.

SONJA KOKHAN

Customer Service Team Leader



Congratulations to Sonja who reached her 25 year milestone at Elcometer in October.

DEBORAH MORTON

Internal Sales Executive



Congratulations to Deborah who reached her 20 year milestone at Elcometer in October.

KAREN HAMPSON

Team Leader



Congratulations to Karen who reached her 35 year milestone at Elcometer in October.

ELIZABETH RIMMER

IT & Business Systems Manager



Congratulations to Elizabeth who reached her 15 year milestone at Elcometer in November.

GAYNOR SMALLEY

Internal Sales Executive



Congratulations to Gaynor who reached her 15 year milestone at Elcometer in November.

HOWARD WISEMAN

Repairs Technician



Congratulations to Howard who reached his 10 year milestone at Elcometer in January.

PATRICIA WILSON

Cleaning Operative



Congratulations to Patricia who reached her 30 year milestone at Elcometer in January.

BUILDING MORE THAN JUST A CAREER AT ELCOMETER

Christina began her journey at Elcometer in 2006 when she was hired as an Internal Sales Representative at our German office in Aarlen, in Southern Germany.

In 2013, after establishing many valuable customer relationships across the country behind the comfort of her desk, Christina was promoted to External Sales Representative, enabling her to meet the customers she had spent so long talking to on the phone and via email.

It was during an exhibition in Hamburg that Christina met a customer, Ralf, whom she fell in love with, which warranted a move to North Germany.

"When Christina told us she wanted to move to North Germany, it was a great opportunity for us" stated Markus Biess, Sales Manager - Germany.

"We didn't want to lose Christina as she was such a valuable member of our team, highly respected by both her colleagues and her customers alike, continued Markus. "As we also wanted to develop more customer relationships in Northern Germany, this was the ideal solution for both of us."

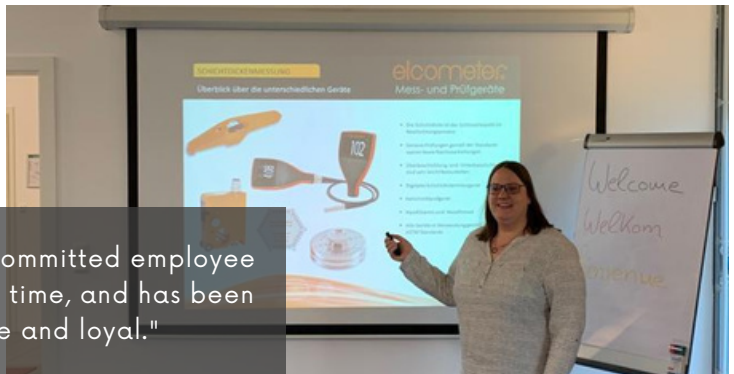
Christina moved to Hamburg with Elcometer and married Ralph in June 2014.

A few years later, in September 2017, after considerable growth in the North, Elcometer opened a second office in Leer, situated in Lower Saxony, near the Dutch border. The two offices, covering the North and South of the country respectively, allowed Elcometer to offer an even greater level of service and support to our German customers.

When Elcometer launched its range of Blast Equipment, Leer became the perfect location for this division in Germany. This development brought another great opportunity for Christina; Ralph, now her husband, worked in the construction industry and was highly knowledgeable about both protective coatings and abrasive blasting - a perfect match. Ralf began working for Elcometer in 2017, successfully building up our blast equipment business across Germany and Austria.

During these years in the North, Christina has grown from strength to strength within Elcometer and in November 2022, she became the Head of Sales for Elcometer's Coating Inspection Division, responsible for our sales team across Germany.

Congratulations to Christina, we wish her many more successful years with Elcometer.



"Christina has been a very committed employee at Elcometer for such a long time, and has been extremely successful, reliable and loyal."

AN INTERVIEW WITH...

Nicki Campbell, Former Group HR & OD Director

You began working for Elcometer over 12 years ago, what led you to this role?

The initial brief was to come in and set up the HR department and so this sounded like a great opportunity to build something from the ground up. It started out as three days a week and, as I was also doing some work on a freelance basis, I was able to combine both. It soon became apparent, however, that three days were not enough and so Elcometer became my full-time focus.

How has Elcometer changed since 2010?

The business has constantly continued to grow and this has led to both increases in headcount and the number of locations we have across the world. In the UK alone the headcount has increased by almost 50% and it is the same for our overseas offices.

The site in the UK has expanded hugely as well - with the purpose built machining centre and goods-in bays as well as the 75,000 square foot addition housing Elcometer's Global Distribution Centre, Blast & Spray Training Centre and Elcometer's Blast Division manufacturing facility next door, the site is now more than double it was when I started here.

Culturally it still retains the family roots of course but naturally, with growth, things change, and as new people join it helps the culture move forward. I remember when I first started it was a big event when we had a new starter but now everyone just accepts it as a weekly or at least a monthly occurrence.

During my time here we have been able to take a lot of positive steps forward for employees including more flexible working arrangements, hybrid working in the offices and early finish Fridays for production areas.

We have also enhanced a number of the benefits too, including holidays and sickness and have recently introduced an employee-led social team which is having a great impact.



How has the HR team grown since you started at Elcometer?

Initially, it was just me on a part-time basis. I then recruited a part-time HR Advisor at the beginning of 2011 and then an HR Administrator joined the team in 2015. The Team makeup has changed a few times since then but we have generally stayed at three or four in total.

What has been your biggest accomplishment throughout your time at Elcometer?

I think setting up the HR department from scratch, including all the systems and processes that underpin this as well as enabling the career development of successive individuals in the HR department. The latter is definitely my proudest achievement.

What has been your most challenging project, and why?

Not so much a project but the period of time when Covid hit in March 2020 until around September last year was definitely the most challenging. The legal landscape was continually changing and we had to be very responsive to this; managing employees who remained on site; those working from home and those on furlough was a tough balance.

In the middle of this, we also managed a voluntary redundancy programme and supported those who were struggling either professionally or personally with the effects of the pandemic.

I cannot recall a more challenging time in my career but I am also very proud of what the HR team coped with during that period and the support we provided for both the business and the employees.

What will be your best memory from your time at Elcometer?

Very difficult to pick out one specifically - and a lot are censored for confidentiality reasons - but coming in as Cruella de Ville for the fancy dress last Christmas is definitely up there!



Nicki (left) dressed as Cruella de Ville for a charity fund-raiser

What will you miss most about Elcometer and your team?

The people/relationships I have built up across all areas of the business. A part of the role that is not often seen is the work we have to do to support those who are struggling or just need your support for whatever reason.

The fact that some people will ask for your help is always a privilege and not something I take for granted. It has allowed me to build some very strong relationships over the years and I will definitely miss this.

Overall, however, it has to be the HR & Reception teams. They have always been a massive part of what drives me in the role and I have been lucky to work with some amazing people in my time here.

Oh, I will also miss the birthday cakes!

What are your plans for life after Elcometer? What are you looking forward to?

I am going back into the freelance world which will hopefully allow me to have some balance between work and home. I am looking forward to a new adventure, working with new clients and challenging myself further. Scary but exciting too!

Personally, getting to take my dog, Bailey, on longer walks, using my gym membership, learning my words properly for choir (rather than miming), de-cluttering my house and having more time for my mum.

NICKI

OUTSIDE OF THE OFFICE

Season: Summer – I love the long evenings and hate being cold!

Food: Mexican and ice cream but not necessarily at the same time

Drink: Gin & Tonic

Film: Bridesmaids

Book: Atomic Habits by James Clear

Music: Very broad tastes but anything I can sing along to in the car

Holiday: Wales and also anywhere in the Mediterranean, particularly Majorca

We'd like to take this opportunity to thank Nicki for all her hard work and wish her the best of luck in her future endeavors.



BUILDING AN INTERNATIONAL CAREER AT ELCOMETER

Sonja Kokhan, Export Sales Team Leader, has recently celebrated 25 years with the company. With this in mind, we conducted an interview with her to find out more about her career so far.

Having joined with existing experience of working within Export Sales and providing linguistic support, one of Sonja's first tasks was to find and establish new distributors. Working alongside 'exceptional Sales Managers', whom she thanks for providing a wealth of on-the-job experience, Sonja created a distinguished distribution network with many of the relationships built still proving fruitful for business today.

Naturally curious and eager to gain knowledge of various processes that she was unfamiliar with, Sonja later volunteered to become a member of the Internal Auditing Team, completing sponsored training provided by Elcometer. Accrediting her role in this team for a greater understanding of the importance of Quality in every product and procedure has helped to ensure that the highest standards of service can be afforded to our Office and Distributor base.

Earlier last year, Sonja's hard work paid off when she was promoted to *Export Sales Team Leader*. Heading up the team of three Sonja ensures the department provides the best possible sales, tech and after-sales support to Elcometer's global network. Liaising with most departments throughout the company, Sonja believes that information-sharing is pivotal to her team's success and further enhances the support provided to customers. Whilst leading the team, she ensures that it is geared towards continuous improvement to greater improve customer sales and experience.

When asked for advice that she would give to somebody who may be in the position that she was 25 years ago, Sonja says 'the best advice I can give to anyone is to always strive to do your best, learn from others and never be afraid to ask questions. Always be aware of the valuable contribution you can offer so that you can tackle challenges with self-belief and conviction.'

We would like to take this opportunity to congratulate Sonja on her recent milestone and her continued hard work.

GOING THE EXTRA MILE

This quarter we are recognising those who go above and beyond, demonstrating the company values in the process.

MORGAN PERKIN & CHRIS PEARSON

Welders/Fabricators/Fitters, UK



"With support from Finished Goods, Morgan and Chris went the extra mile to ensure that our first container shipment was loaded. They worked hard to plan everything, to ensure that it ran smoothly and the task

was achieved in less than three hours. The whole team helped, with either loading the container shipment or keeping the work flowing in the factory. It was a great team effort."

Jackie Howard, Production Manager

OLIVIER DAILLY

Technical Sales Representative, France



"Olivier joined Elcometer in September 2018 as an External Salesperson. His fortitude and can-do attitude were a great moral booster for the team in the darkest hours of the first confinement of March 2020 when the economy grinded almost

to a halt. Not only does he achieve outstanding sales numbers but he is also a great team player who does not give up and who does not spare his efforts to support customers, teammates and the business."

Edouard Oyer, Sales Manager, Elcometer SARL

SUE LAMONT

Planning & Data Administrator, UK



"Sue continually provides support across the business, with her knowledge and expertise being highly trusted and sought after. Sue's ability to effectively communicate with everyone is something to be admired. Always in

high spirits, Sue is a true joy to be around."

Liam Esaw, Production Planning Manager

GAYNOR SMALLEY

Internal Sales Executive, UK



"Gaynor is a very humble person who goes about her work very quietly. Even when she goes about doing the work of others, she does so quietly. Gaynor is a fundamental part of our team and has rightly earned the nickname

"The Engine Room" because of her conscientiousness. She is often relied upon by her team mates to cover their workload when they are away. For three weeks, Gaynor not only covered sales enquiries in the North West and Ireland, but also the North East, Scotland & the South. I believe Gaynor deserves recognition for her continued hard work and wonderful team effort."

Rob Somerville, Field Sales Executive

DEVELOPING INTERNAL TALENT

This quarter, as we continue our drive to develop our team, we are pleased to announce the promotions of the following employees:

KEITH DONALDSON



From:
Production Trainer/Auditor
To:
Quality Technician

NEIL PUTLEY



From:
Production Repairs Technician
To:
Junior Production Engineer

BEN ANDREW



From:
Apprentice Customer Support Engineer
To:
Customer Support Engineer

LAURA PRESSDEE



From:
HR Advisor
To:
Senior HR Advisor

KAROL WOLNIEWICZ



From:
Lead Mechanical Design Engineer
To:
Product Development Manager

MARK BEWSHER



From:
Production Operative
To:
Repairs Technician

NEW CHALLENGE FOR NEIL

by **Nick Ball**, Sales Director

We are delighted to announce that Neil Beswick will be undertaking an additional role at Elcometer in order to support our divisional growth plan.

In addition to his role as Elcometer's UK & Ireland Sales Manager, Neil has now become the *Commercial Excellence Manager*, responsible for embedding commercial best practices across our EMEA office network.

This new role will encompass both the ongoing implementation of our group CRM system - implementing best practices within our EMEA office network, as well as helping develop our commercial training programmes for both sales techniques and new product introductions.

I certainly look forward to having Neil assist me with this new project.



WHO'S NEW?

We would like to formally welcome the following new starters who have joined the business this quarter.

HAMZA AMAN

Junior Production Engineer, UK



Hamza joined the Production Team as Junior Production Engineer. Hamza will provide technical engineering support to enable the business to meet KPI targets in Quality, Cost and Delivery.

SANDRA ANDRZEJEWSKA

Production Operative, UK



Sandra joined the Production Team as Production Operative. Sandra will be responsible for assembling, testing and packing handheld electronic products.

WILLIAM BALL

Regional Field Sales Executive, UK



Will joined the UK Sales Team as Regional Field Sales Executive. Will will be responsible for the development of field sales of our full portfolio of products to customers in the UK with specific responsibility for the North East.

HUIB BOTMAN

Stores & Service Operative, Netherlands



Huib joined the Dutch office as Stores & Service Operative. Huib will be responsible for receiving, packing and despatching goods as well as managing stock control and supporting the Service team with assembly operations or testing products.

BRYAN CHADWICK

Stores Supervisor, UK



Bryan joined the Supply Chain team as Stores Supervisor. Bryan will head up the team who control the movement of all materials to and from both the raw materials and finished goods stores.

ANNE CROSBY

Production Operative, UK



Anne joined the Production Team as Production Operative. Anne will be responsible for assembling, testing and packing handheld electronic products.

MAHMOUD DEHEN

Internal Sales Representative, Germany



Mahmoud joined the German Office as Internal Sales Representative for our Blast and Spray divisions. Mahmoud is responsible for establishing new relationships and helping customers with

product knowledge, technical issues, and product training.

IVO GROTEN

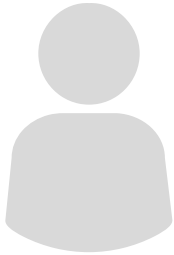
Service & Logistics Team Leader, Netherlands



Ivo joined the Dutch office as Service & Logistics Team Leader. Ivo will manage the service operations and activities of the complete logistics function in the Netherlands sales office.

ANDREW HIBBERT

Stores Operative, UK



Andrew joined the Supply Chain team as Stores Operative. Andrew will be responsible for the movement of all materials to and from both the raw materials and finished goods stores.

WILLIAM IRISH

Stores & Service Operative, Netherlands



William joined the Dutch office as Stores & Service Operative. William will be responsible for receiving, packing and despatching goods as well as managing stock control and supporting the Service team with assembly operations or testing products.

STEVEN JOHNSTON

Production Operative, UK



Steven joined the Production Team as Production Operative. Steven will be responsible for assembling, testing and packing handheld electronic products.

NISHANTHINESHWARI KALISAMY

Purchasing Assistant



Nisha joined the Purchasing team as Purchasing Assistant. Nisha will be responsible for the purchasing of consumables and freight activity and will assist the team with expediting and open order management.

CALLUM LIGHT

IT Apprentice, UK

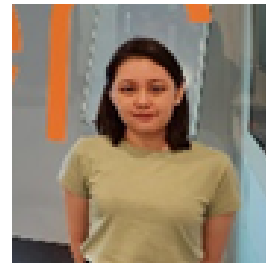


Callum joined the IT team as an IT Apprentice. Callum will be responsible for providing support via the helpdesk, covering desktop support and numerous other platforms and applications. Callum will

also be attending Trafford College to study for a Level 3 IT Technician Standard Apprenticeship alongside his duties.

HO MEI YEE 'NANCY'

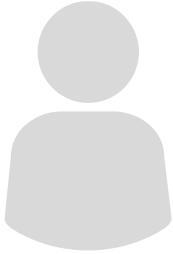
Sales Support Administrator, Singapore



Nancy joined the Singapore office as Sales Support Administrator. Nancy is responsible for sales order processing, working alongside Serene Lim and Gie Yune.

LAMBERTUS VAN DER MEIJDEN

Level 1 Repairs Technician, Netherlands



Lambertus joined the Dutch office as a Level 1 Repairs Technician. Lambertus is responsible for calibrating and testing products and diagnosing and repairing faults.

DAVID NORTON

Repairs Operative, UK



David joined the Repairs Team as Repairs Operative. David will help the Technical Team fulfil their tasks to diagnose and repair faults in a timely and efficient manner.

NITA PATEL

Stores Operative, UK



Nita joined the Supply Chain team as Stores Operative. Nita will be responsible for the movement of all materials to and from both the raw materials and finished goods stores.

HELEN POUNDER

Production Operative, UK



Helen joined the Production Team as Production Operative. Helen will be responsible for assembling, testing and packing handheld electronic products.

PATRICK RAFFERTY

Group Head of Quality, UK



Patrick joined the Quality Team as Group Head of Quality. Patrick will create and implement a Total Quality Strategy across all departments, embedding a culture of continuous improvement and

overseeing changes and improvements to the company's QM and EM systems.

SAM WARD

Embedded Software Engineer, UK



Sam joined the Research & Development department as Embedded Software Engineer. Sam will be responsible for creating software for computer chips (32-bit ARM Cortex M4 Microcontrollers) using the C / C++ software.



Thanks to James Taylor, Coating Inspector
at J. Taylor Inspection Services
for our front cover image.

e news

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