





Welcome

HOW THINGS HAVE CHANGED!

by Michael Sellars, Managing Director

This is the fourth issue of the new enews newsletter from Elcometer and each time I read it, I get a sense of great pride at the dedication and devotion of the whole Elcometer family around the World.

My time with Elcometer began as a child listening to conversations over the dining table - either at home or on holiday - being a family business, you never switch off. When I look back at the time when I began my career with Elcometer and today, Elcometer was a completely different organisation.

Elcometer, way back when, had two divisions, the coating inspection division that many know of today, and an SPC division, selling hardware and software solutions for statistical process control. We also only had four offices - the UK, Germany, the Republic of Singapore and the USA.

Today, our business has changed to become a comprehensive manufacturer and supplier to the coatings industry - across the entire coatings process; from coating development, abrasive blasting, spray and coating application, coating inspection and non-destructive test equipment.

With facilities in the UK, Spain, and the USA, and 10 offices around the World, Elcometer have come a

long way - and this is down to the hard work and dedication of both Elcometer's staff and distribution network around the Globe.

In his interview with enews on page 40, Joe Walker from Elcometer in the USA highlights how the coatings industry has changed during his years in the industry, but so has the world.

Whilst the internet helps with providing up to date information and training on products Elcometer's office and distribution network has expanded significantly to ensure that whenever our customers need help, we have technical experts 'just around the corner' - a key strength of Elcometer's and an important benefit to our customers.

In this issue, we discuss a number of recent exhibitions and it is great to see the world is slowly opening up after almost three years of corporate isolation.

As we introduce a whole new range of products over the coming months, face-to-face meetings and demonstrations are an essential component of Elcometer's commercial success. We look forward to seeing you soon.



INVESTING FOR THE FUTURE

by Nick Ball, Sales Director

Whilst we enter another year of unpredictability, here at Elcometer we are still looking to the future. Over the last year, we have been developing our business division strategy of blast equipment, spray equipment, coatings inspection and NDT equipment.

This has already seen us launch two new products this spring - the ElcoPatch™ and the Elcometer Contractor Abrasive Blast Machine range with additional new products planned for later in the year.

We have also welcomed six new distributors on board and continue to seek new sales channels to represent our product ranges, ensuring we can offer quick and efficient access to the full Elcometer range wherever you are in the world.

A little closer to home, and with a backdrop of rising freight costs and volatility with raw material supply, we are still continuing to invest to ease disruption to our customers.

Whilst it's inevitable that we will see additional product cost rises across our portfolio, we are keeping these to a minimum as we invest in additional logistic and servicing capability to help improve both our efficiencies and service to end customers.

At the beginning of March our Dutch team moved into our new European Repair, Service & Distribution Centre, this is to aid our business growth and improve support for our European customers, this facility should be fully operational in the Autumn supporting them with their product services requirements

Offering a broad range of repairs and servicing capabilities to cover blast, spray and coatings inspection equipment, the new facility, based in Utrecht, provides Elcometer with the opportunity to aid logistics penetration into central Europe.







Update

Marketing

EXHIBITIONS ARE BACK - AND THIS TIME WE MEAN BUSINESS!

by Catherine Lund-Barker, Marketing Manager

The last three months have proven to be an extremely busy but satisfying period for the Elcometer marketing team as we have been working on the launch of new products and resuming our exhibition activities following the continued easing of global restrictions.

Keeping colleagues and customers informed about the latest product developments is an integral part of the marketing team's everyday role and the recent launch of the Elcometer 165 ElcoPatch™ Repair Kit and the new range of Contractor Abrasive Blast Machines has certainly kept us on our toes.

For each product launch, we develop a range of marketing material, including webpages, social media videos and flyers across eight languages, as well as supporting our commercial team to manage a series of webinars aimed at educating distributors and customers on the features and benefits of the new products.

Our new website, elcometer.com, is gaining ground and is starting to have an ever-increasing impact.

In March 2022, it generated the highest ever number of contact leads for offices and distributors around the world, with the average pages per visit higher than ever before!

It has been a great start to the year for social media too, gaining 20% more followers over the previous quarter spread across our divisional LinkedIn accounts (blast, spray, coating inspection and NDT). YouTube subscriptions are also growing faster than ever - it is great to see that our work is read and watched by an ever-growing customer base.



Whilst exhibition activities represent a return to normality, we have had to adapt to new requirements when working on international shows which have been a steep learning curve for us all!

We have been able to successfully supply colleagues in France, Germany, the Netherlands, Singapore and the USA with a range of products to be showcased.

Our exhibition duties are not just consigned to logistics and stock management; we have also been busy creating designs for stands, exhibition graphics and show specific literature for ChinaCoat, PaintExpo and SEMA USA to ensure that the image of Elcometer is maintained worldwide.

Looking forward to the next quarter, we will be continuing the promotion of Elcometer products across our social media channels as well as working with our new videography team to create a range of informative product videos across our separate business divisions.

Make sure you follow us on the relevant channels to ensure that you don't miss out on the latest updates.

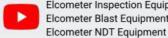


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THE UK SALES TEAM LOOK BEYOND THE SURFACE

by Neil Beswick, Sales Manager - Elcometer UK

For the first time in over three years, the Elcometer UK Sales team were able to attend a significant industry exhibition and were delighted to see customers, old and new, during Surface World at the National Exhibition Centre in Birmingham, UK.

Exhibitions are really important to the UK Sales team at Elcometer as it gives us a great opportunity to build relationships with our customers, to deeper understand their product requirements and provide best in class customer service and support, before and after sales.

It's due to this approach that the team have successfully built long-term relationships with our customers and Surface World enabled us to see so many friendly faces, face-to-face, over the two days.

As well as displaying our range of coating inspection

equipment, we also had the chance to introduce our Contractor range of blast machines to Surface World attendees. The range proved of great interest and we have since spent recent weeks visiting potential customers at their own premises to fully understand their requirements and discuss our range of blast machines in greater detail.

You Spoke, We Listened!

We take great care when listening to the needs of our customers and, following feedback from our customers who said that they prefer technical discussions directly with Elcometer, we have recently expanded the UK Sales team. Emma Young and Freya Ashworth have all joined the department in the past 12 months and have already proven their worth to the company and its customers.









Global News



TAKE-OFF FOR ELCOMETER ASIA IN THE AEROSPACE INDUSTRY

by JJ Fong, Technical Support Engineer - Elcometer Asia, Singapore

The Singapore Airshow, Asia's biggest aerospace event, took place at Changi Exhibition Centre from 15th – 18th February and, for the very first time, Elcometer Asia were at the show, alongside Hypercoat Enterprises, Elcometer Asia's recently appointed Spray Equipment distributor.

Industry giants, Airbus and Boeing, were present at the event as well as a host of usual participants from the defence, technology, airline and MRO industries.



Despite aviation being one of the worst-hit industries in the region and attendance levels below pre-covid numbers, over 13,000 people attended the show, giving Elcometer the opportunity to showcase our products to industry visitors, government officials, VIP delegations as well as a wide number of key decision-makers. Visitors were impressed by our virtual spray booth, which replicated real-world tasks while giving users a first-hand experience of our product range.

The interest generated by the booth and our close relationship with Hypercoat Enterprises provided key networking opportunities. With decades of experience in providing aerospace products and solutions in Singapore and across the globe, Hypercoat are a natural fit for the promotion of Elcometer's Spray Equipment within the industry.

Overall, the exhibition was an extremely valuable learning experience for Elcometer Asia, we left with increased knowledge of the industry and a range of new contacts for future business opportunities. Elcometer are already looking forward to participating at the next event in 2024 with our new spray and inspection products under development.





MARCH MADNESS...

by Edouard Oyer, Commercial Manager - Elcometer Sarl, France

In March, Elcometer Sarl exhibited at two major events in France:

Held in Paris, Rencontres de la Peinture Anticorrosion (RPA), is attended by the key players of the protective coating industry, generating sales opportunities from oil & gas, marine, defence, transport and construction industries.

This was Elcometer's first exhibition in France since 2019 and gave us the opportunity to present the new range of Elcometer Contractor and Performance abrasive blast machine ranges side by side.

RPA was a busy show where visitors appreciated both blast machines for their design, with the Performance Abrasive Blast Machine being noted for its optimized airflow, hardened components and accrued safety provided by its four wheels.

Eurocoat, which was last held in March 2018, is the place to meet our industrial finishing customers.



Attended by the key companies who make or apply paint, ink, varnishes and adhesives in France, there were over 200 exhibitors and nearly 5,000 attendees.

The Elcometer 1720 Abrasion and Washability Tester definitely stood out from the crowd thanks to its robust design and its large set of tools - generating a lot of interest from paint manufacturers, laboratories and manufacturing industries.







Global News



ELCOMETER EMPLOYEES HONOURED AT FIRST AMPP CONFERENCE

by Joseph Walker, Vice President & General Manager - Elcometer Inc, USA

The first annual conference for the Association of Material Protection and Performance (AMPP) was held at the beginning of March. The conference took place in San Antonio, Texas and marked the one-year anniversary of the combined NACE and SSPC organisations. The conference ran for five days and featured over 5,000 attendees and 450 exhibitors.

The Wednesday evening saw the much-anticipated Honoree Night at the Texas Ballroom. This evening of celebration highlighted the association awards presented in recognition of members who have made outstanding contributions to AMPP and the corrosion control and coatings industries. The evening included networking, drinks, and entertainment.





Joe Walker, Vice President of Elcometer Inc. and David Barnes, Group Technical Manager of Elcometer were both honoured for their contributions to the formation of the new AMPP organisation. They were presented with awards at the organisation's inaugural Honoree Night

Joe was presented with three awards. The first being the AMPP Key which recognized his contribution as the past Chairman of the AMPP Board of Governors.

The second was for his contribution as Chair of the Information Technology Transition Team.

The third award recognised Joe Walker and Terry Greenfield for their work as Past Presidents of SSPC and NACE International which led to the merger and creation of AMPP.

David Barnes was recognized with two awards; the first was for his leadership on the Standards Transition Team. The second was for his work as Vice Chairman of the AMPP Standards Committee.

The Elcometer booth at the event was busy, with the full range of Coatings Inspection, NDT and Blasting equipment on display.











AS FUEL PRICES RISE, REDUCE YOUR RUNNING COSTS

by Jordan Goodman, Regional Sales Manager - Blast Equipment Division

With oil prices set to rise further in 2022, it is predicted the cost of running a diesel compressor could rise by over 65% by the end of the calendar year.

Having already experienced increased fuel costs, operators are beginning to consider how they can modify their blast system in order to reduce its financial impact whilst maintaining high performance and quality.

Elcometer's Performance Blast Machines have been designed to reduce fuel costs by minimising frictional pressure losses across the system. Their unique airflow design means that the required pressure can be delivered at the nozzle - even when it is reduced at the compressor input.

The ability to do this was demonstrated by our colleagues in Germany who have been working with a number of small fabrication shops to complete a series of trials.

Results showed that by switching from a competitor's pot to an Elcometer Performance Blast Machine, operators were able to continue blasting at the same rate whilst lowering their input pressure, creating considerable savings.

When combined with Elcometer grit valves, which can be fine-tuned to run at lower input pressures, further savings can be made to the consumption of grit abrasive.



Overall, Elcometer's Performance Blast Machines combat rising costs by providing a more efficient blast with lower energy costs - saving you money.



For more information about our range of blast machines, click or scan the QR code.

Or for more information, email us at blast@elcometer.com







Global News



ELCOMETER GMBH EXHIBIT AT PAINT MANUFACTURER'S CONFERENCES

by Christina Theessen, Sales Representative - Elcometer Instruments GmbH, Germany

At the beginning of March, Christina and Ralf attended two conferences on behalf of Elcometer, in Hamburg and Bochum, held by the paint manufacturer, Geholit & Wiemer.

Geholit & Wiemer specialise in protective, industrial and floor coatings for industries such as energy supply, transportation facilities and steel construction. Their coatings have been used on many well-known buildings in Germany, including the BMW Welt in Munich and the Museum of Natural History in Berlin.

During the two conferences, Elcometer were joined by customers and employees of Geholit & Wiemer and GMA Garnet where discussions were raised about the new ZTV-ING standards.



Christina and Ralf showcased a range of Elcometer coatings inspection equipment as well as our range of blast machines and equipment and were on hand to demonstrate and answer any questions attendees had.









by Jordan Goodman, Regional Sales Manager - Blast Equipment Division

Over the past few months, Elcometer's Blast Division has been focused on the launch of our new range of Contractor blast machines. This has involved training employees and distributors, via a series of webinars, both on the features and benefits of the new range and how it varies from our Performance and Performance HP blast pots.

Despite our Performance blast machines which improve productivity and reduce project costs due to efficiency and abrasive media savings, in pricesensitive markets, it is the new Contractor range that offers customers the solution to their dry abrasive blasting needs.

Featuring Elcometer's renowned build quality, the new Contractor range provides industry-standard components whilst maintaining high performance at competitive prices.

Whilst the Contractor range may not provide all of the advantages that the Performance ranges do, they still offer improved safety, durability and usability as they have been designed by Elcometer's skilled team of engineers. Compliant with the latest pressure directives, key design enhancements include the wide access door for easier maintenance and the inclusion of 6mm thick steel for enhanced service life.



Having already been showcased in several exhibitions across Europe and USA, the Contractor range has been very well received and has generated considerable interest from members of the industry.

If you would like to find out more, contact us by emailing **blast@elcometer.com** or click or scan the QR code.











FINISHMASTER TO DISTRIBUTE SAGOLA BODYSHOP SPRAY EQUIPMENT ACROSS NORTH AMERICA

by Brad Mager, Key Account Manager, Sagola by Elcometer, USA

FinishMaster has signed an agreement with Sagola by Elcometer to distribute their complete range of Refinishing & Bodyshop Spray Equipment from their 140+ stores across North America.

Following the launch of Sagola by Elcometer at the SEMA exhibition in Las Vegas in November 2021, our USA team have worked hard to develop the Sagola bodyshop spray equipment in the market.

FinishMaster has served the auto refinish industry for over 50 years, stocking a wide range of spray equipment and using Elcometer's range of automotive inspection equipment.

Today FinishMaster has a large network of locations spanning across the USA and Canada. Their growth is a direct result of building customer loyalty through service excellence and expertise.

Through planning, hard work and execution, Sagola by Elcometer have gained a high level of trust from FinishMaster which has opened the door for this new partnership.

FinishMaster has now added the Sagola automotive bodyshop catalogue and key industrial products to their system and sales have begun.

The full Sagola Bodyshop spray equipment catalogue will be available initially through their locations, with the intent to include Elcometer's industrial product range to meet the needs of their large client base in the near future.

FinishMaster has wasted no time, ordering Sagola demonstration kits for their technical sales representatives servicing the automotive industry.

FinishMaster, Elcometer and Sagola are already working in partnership to develop a 3-gun consumer kit.

Together with colleagues like FinishMaster and other key partners, we are well placed to grow our automotive refinishing & bodyshop spray equipment sales in North America.









by Alastair Kearton, Regional Sales Manager - Coating Inspection Division

The return to normality following the pandemic is happening at different speeds across the world but slowly our traditional ways of doing business are returning. During March two of our distributors came to visit us in Manchester to discuss ongoing projects and their future plans for Elcometer within their regions.

Our first visitor was Mohamed Rahmy from Anglo Egyptian Trading based in Cairo, who spent a week with us in Manchester discussing expansion into other areas in the Middle East where Elcometer has limited distribution. He spent time with our technical sales team learning about the products within each division of Elcometer.



The team in Egypt recently exhibited at the local INTEX 2022 (construction and infrastructure) exhibition in Cairo where they demonstrated Elcometer's range of blast, spray and coating inspection equipment to industry leaders.

Our second visitor was Drew Riddick from Intis, Kazakhstan, who spent the day in Manchester discussing various projects involving coating inspection, blast and NDT equipment.

Like many organisations, Elcometer's business in Kazakhstan has been severely impacted by the low oil price and Covid which in turn has impacted the level of investment into new oil and gas fields.

As the global oil price starts to increase, investment in new infrastructure in the oil-producing nations has also started to rebound, driving the need for Elcometer's protective coatings range of blast, spray and coating inspection equipment.

March also saw the official launch of the ElcoPatch™.



If you missed the launch presentation, information is available by scanning or clicking the QR code.









by Matthew Davison, NDT Equipment Division Manager

We are delighted to announce that we have recently welcomed three more NDT product distributors to the Elcometer NDT programme - Testrade (UK), **H2AIM** (Pakistan) and **Quality Assurance Team** (Croatia).

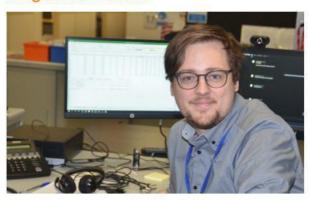
It's great to have these NDT experts onboard and working with Elcometer. They have already placed demonstration equipment orders and over the next few months, Elcometer will be supporting them with training and product updates to assist their sales growth.

Testrade exhibited at the Aerospace Event 2022, showcasing Elcometer NDT products. The event took place from 6th - 7th April 2022 at the BAWA Centre in Bristol, UK.



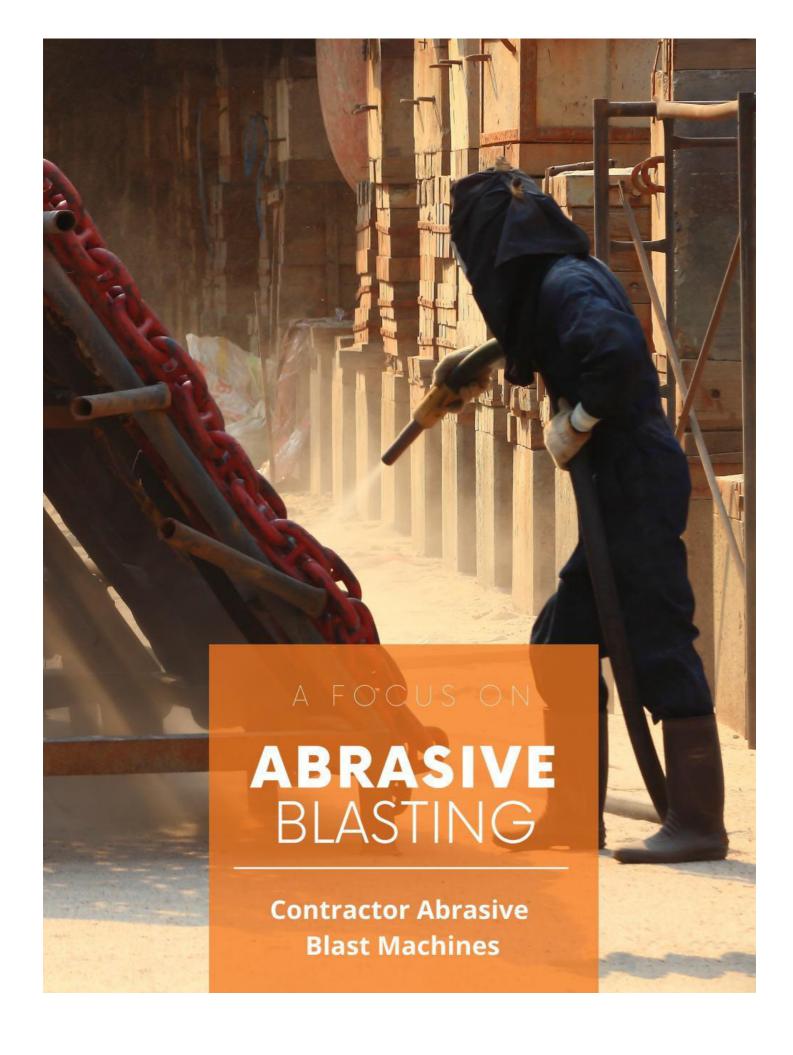
They have also confirmed their attendance at the 59th Annual Conference of the British Institute of Non-Destructive Testing (BINDT), taking place from 6th - 8th September 2022 at The International Centre, Telford, UK.

Congratulations Ben!



Congratulations to our Elcometer NDT Technical Support Engineer, Ben Andrew, who recently passed his PCN Level 2 UT Welds course at Lavender International NDT, achieving a distinction grade.

Upon completing his training, Ben said, "I've learned a huge amount about the duties and responsibilities of an NDT inspector and it's given me a valuable new perspective on the kind of challenges and problems that can present themselves".





Q Product Focus



INTRODUCING THE **NEW**ELCOMETER CONTRACTOR BLAST MACHINE RANGE

by Steve Pollard, Customer Support Manager, Blast Division

This quarter we launched Elcometer's new range of Contractor Dry Abrasive Blast Machines which provide an entry-level range to our existing Performance and Performance HP ranges.

The Elcometer Contractor blast pots have a maximum working pressure of 12bar (174psi), are designed to the latest UK and European ISO industry standards and are ideal for general contractors working on small blasting projects or refurbishment contracts where initial outlay is a key consideration.



Elcometer Engineered to the same high standards as our Performance range, the Contractor pots are designed to last and provide an improved user experience which makes them both highly competitive and easy to maintain.

Manufactured in our factory in the UK from 6mm steel for long service life, the pots comply with the latest pressure directives, are UKCA and CE approved and certified to PED 2014/68EU and PE(s)R 2016.

The inclusion of conventional 1¼" pipework, standard remote control valves and a standard grit valve for functional control of abrasive media, ensures that the Elcometer Contractor range has comparable performance in terms of efficiency against other blast machines on the market.

However, the Elcometer engineered pot still provides key benefits such as decreased downtime due to its wide access door; enhanced durability - ensured by the Elcometer-designed durable Mixer 'T' which is machined from a single block of hard-wearing tool steel and perfectly placed lifting lugs prevent damage to the front leg by lowering the blast machine wheels first.

Available in 40, 100 and 200 litre (1.41, 3.53, 7.06 cu ft) configurations and characterised by their grey colour, the Elcometer Contractor Abrasive Blast Machines complement the Elcometer Performance and Performance HP ranges to ensure Elcometer offer a technical solution to all your blast requirements.



For full technical information, visit our website by clicking or scanning the QR link.

Or for more information, email us at blast@elcometer.com











Q Product Focus



PERFORMANCE UNDER PRESSURE - GETS THE JOB DONE TWICE AS FAST!

by Mark Vickery, Account Manager - Refinishing & Bodyshop Spray Equipment, UK

Based just a few miles away from Elcometer Headquarters in Manchester, Translink International offers a complete package of repair, refurbishment, remounting, upgrading and remanufacturing of industrial and fire aerials.

Kaine McMorrow, Sprayer from Translink posted a time-lapse video on Facebook of a job that he had recently completed. The project used nearly 40 litres (1.4 cu ft) of paint materials and took just under eight hours in total to complete. The only spray guns used on site were gravity-fed, with a maximum pot size of 600ml (20fl oz).

In order to use 40 litres (1.4 cu ft) of paint in a 600ml (20 fl oz) pot, Kaine would have had to refill the pot 67 times before the job was complete – reducing productivity and increasing costs to the company in labour alone.

So, how could Elcometer provide Kaine with a simple yet effective solution to reduce the overall application time?

We got in touch to offer a demonstration of our Sagola spray equipment range to which Kaine happily agreed but expressed his concern about new capital expenditure.



Despite this, Kaine and Translink were eager to find ways to reduce downtime whilst preventing wastage of product by minimising overspray. They were also interested in the ability to spray at any angle - something that is limited by gravity fed spray guns.

Elcometer demonstrated the Sagola 10 litre Inox Pressure Pot together with Elcometer's Sagola X4100 Pressure Fed Spray Gun with our 15 metre combined product/air hose. It was quickly shown that the new set-up could help Translink to achieve their aims.

Little overspray was produced - which meant a lot less paint being wasted and filters didn't need to be replaced as frequently as before, and of course, using a pressure pot with a pressure fed spray gun allowed spray painting at any angle.

Watching the demonstration was Alex Disney, Director at Translink who said, "We would not be able to stand here watching this with the current spray equipment we use as the entire room would be full of overspray, but there's hardly any with Sagola equipment."

What's more, the pressure pot only had to be refilled four times, instead of the 67 times which had previously been the case - creating significant reductions in downtime, thereby reducing the overall spray time.

Switching to Elcometer's Sagola spray solution reduced an eight-hour job to just four and saved considerable paint material costs.

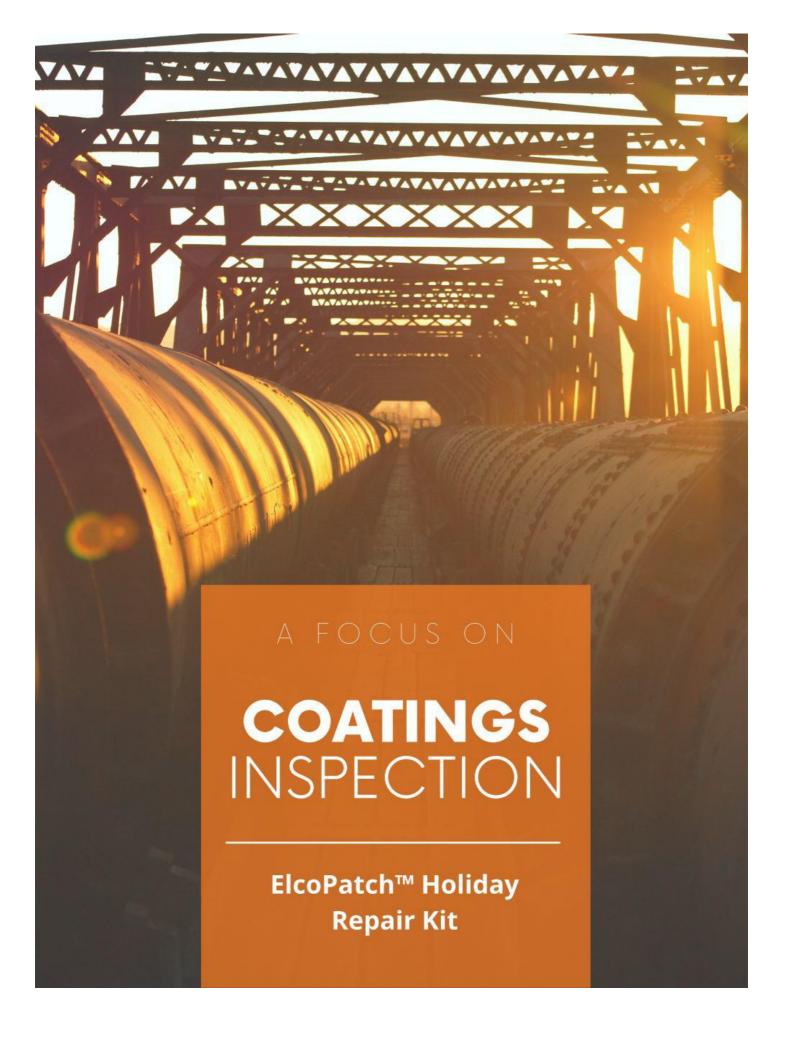
Why not get in touch to see if the Elcometer Spray Division can help save you money, simply email sagola@elcometer.com



Or check out of full range of spray equipment on our website by clicking or scanning the QR code.











Q Product Focus



REPAIRING COATING FLAWS QUICKLY, RELIABLY & CONSISTENTLY

by David Barnes, Group Technical Manager

Holiday defects in pipelines which are typically caused by manufacture/construction, installation damage or application issues, can lead to significant corrosion repercussions for asset owners.

Current coating repair methods vary widely and can include melt (popsicle) sticks, spatula applications, caulking guns, brush or spray coating.

These repair methods provide challenges; they often do not provide a consistently repeatable repair and typically use more coating than is necessary.

The user has to estimate how much coating will be required and generally too much coating is mixed, meaning that much of it is not used or the pot life is exceeded so that all the remaining mixed coating cannot be applied to the various holidays being addressed.

Elcometer's latest product, the ElcoPatch™, offers an economic solution to all these issues by ensuring consistent, reliable coating flaw repairs - especially on Fusion Bonded Epoxy (FBE) coatings.

ElcoPatch™ is ideal for pinhole repairs - which are often hard to detect visually but are easily identified when inspected using a holiday detector such as the Elcometer 236, the Elcometer 266 or the Elcometer 280. It can also be used to repair damage caused by dollies or pull stubs during coating adhesion testing.

Once identified and marked, an abrasion ring is placed over the site of the holiday and, using the supplied abrasion tool, the coating is abraded to provide a key for the coating repair. The abrasion ring has an internal diameter of 11/2" (38mm) and the full area should be abraded.







Once abraded, the ElcoPatch™ is placed over the abraded area (the patch has the same diameter as the abrasion ring). At this point, if required, the coating cartridge may be heated using Elcometer's cartridge heating system.

The cartridge is then attached to the applicator gun and the mixer nozzle is fitted to the cartridge. The mixer nozzle is then inserted into the filler port of the ElcoPatch™ and the coating is injected into the cavity.

Approximately 5ml (0.2fl oz) of coating is needed to fill the patch, but it is not necessary to measure this exact amount. Conveniently there are four equally spaced holes around the circumference of the ElcoPatch™. When the cavity is full, the coating will begin to flow through these holes indicating when the patch is full.

Once the coating has cured the patch can be removed using the tab, leaving a 38mm (1.5") diameter repair around 635µm (25mils) thick.

Using the ElcoPatch™ to repair coating flaws is fast, easy; produces reliable, repeatable results; and as the coating is mixed as it passes down the nozzle, uses only the precise amount of coating required. To find out more about the ElcoPatch™, visit elcopatch.com or scan the QR code below.





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DEFORMATION - IS YOUR COATING TOUGH ENOUGH?

by Chris Heron, Customer Support - Coating Inspection Equipment Division

The performance of coatings when influenced by external stresses caused by stretching, bending or impact determines the suitability for their designed application. Coated steel objects are subject to such stresses either during the production stage or service life. Tests in the laboratory are essential to determine if a specific coating is able to withstand those stresses.

The steel deck of a ship, for example, expands and contracts with changes in temperature. The paint that is protecting the steel has to have enough flexibility to withstand the stress imposed on it. Additionally, a coating designed for use in the coil coating industry should have the ability to stretch as the substrate is formed into its desired shape without damage or discolourisation, for example.

Other stresses come from sources such as physical impact from the movement of people, equipment and machinery. In order to fully test a coating's performance we can use the following tests:

Mandrel Bend Test

A coated metal sheet is bent over a conical or cylindrical mandrel and flaws such as cracks, colour change or adhesion of the coating to the substrate or secondary coating are evaluated. Corresponding results, produced by decreasing mandrel sizes, indicate the degree of elasticity of the coating.





The Cupping Test

The cupping test helps to determine the ductile property of a coating (the extent it can be drawn out or deformed) before it fractures, by gradually increasing the depth of indentation. The test is used to determine the minimum depth at which the coating cracks and/or becomes detached from the substrate.





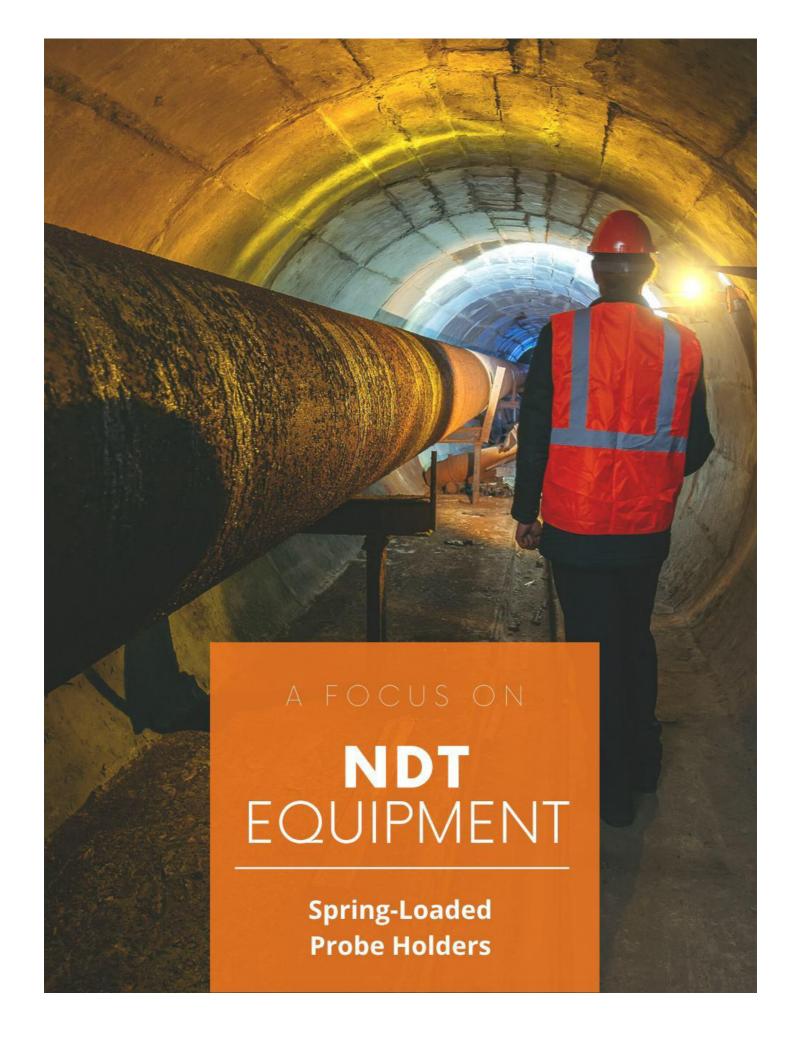
Impact Test

This test is used to ascertain a coating's ability to withstand damage by a defined falling object, the test specimen is fixed into position by the quick release clamp.

The defined weight, fitted with a known punch diameter, is lifted to a predetermined height, set using the adjustable collar device. The weight is then released and the resulting deformation is observed.



For all your Industrial Finishing & Physical Test Equipment visit pte.elcometer.com









CLOSING THE ROCKING GAP

by Ben Andrew, Customer Support - NDT Division

Whilst undertaking corrosion and thickness measurements during pipeline inspections, one of the biggest causes of reading errors and inconsistencies is due to the placement of the transducer probe.

Probe placement errors are particularly an issue due to the placement of the flat-faced twin crystal transducer (often used for such an application) onto the convex curved shape of a pipe.

Transducer probe selection in the field is largely based on material type and thickness, but consideration must also be given to the transducer diameter and its correct placement.

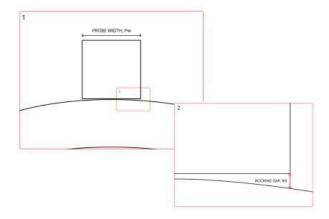
A transducer with too large a diameter can create a 'rocking gap' (as illustrated). If a rocking gap occurs, the transducer will be too unstable to produce consistent thickness readings.

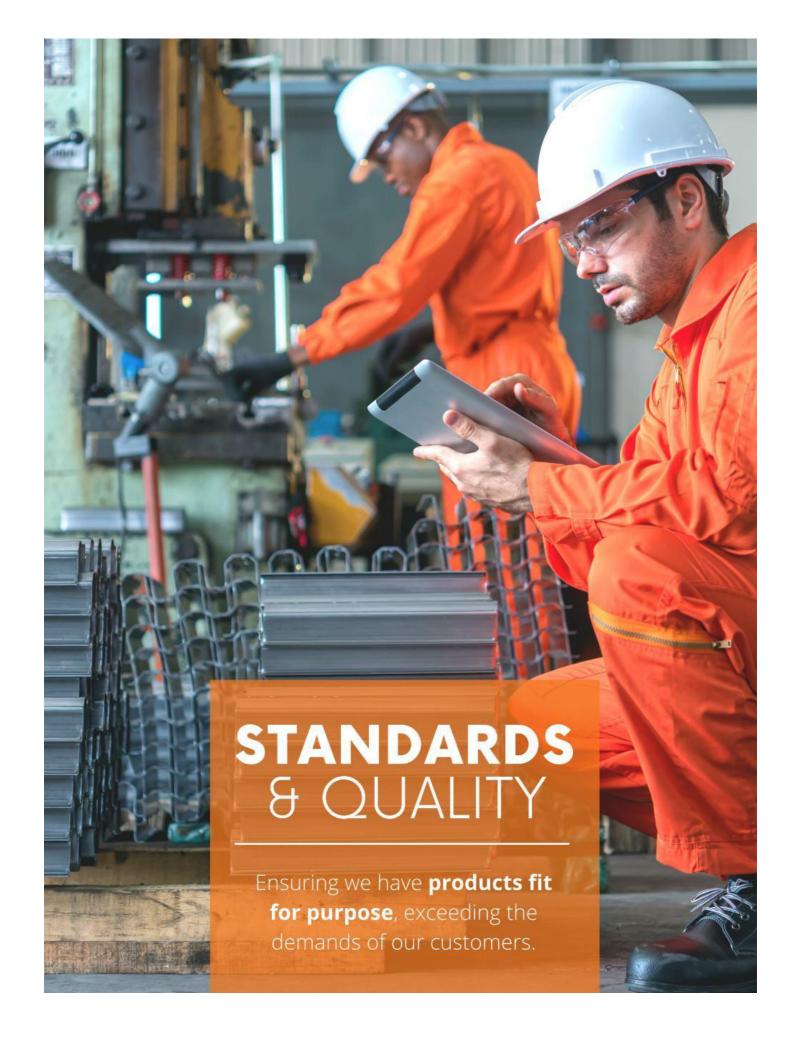
Although pipeline transducers could be manufactured, each pipeline diameter would require its own specific design with a curved surface for each pipe diameter, which is not a practical solution considering the number of different pipeline diameters and materials an inspector could be testing.

The solution is to use a spring-loaded probe holder which offers a simple solution to eliminate many of these issues, enabling you to speed up the testing process without the reading errors.

Compatible with all of Elcometer's $\frac{3}{16}$ " and $\frac{1}{4}$ " dual transducers, the probe holder automatically places the transducer at the correct orientation, maximising the surface contact and optimising contact angle for the best signal response, minimising reading errors.

For more information or to place an order, please contact NDT@elcometer.com









Standards & Quality

Standards

STANDARDS DEVELOPMENT: NOT A QUICK OR EASY JOB

by David Barnes, Group Technical Manager

International standards development can be a long, drawn-out process. Typically, the groups that work on standards development meet every six months, so the process is destined to take a long time from the start. We must remember, however, that most of the people working on these standards are doing so voluntarily alongside their day job.

Most standards development organisations (SDO) are consensus bodies, in other words, they use a process that seeks widespread, if not full agreement when making decisions.

Standards bodies such as ASTM and AMPP, the newly formed association resulting from the merger of NACE and SSPC, operate in this manner.

Every member of the relevant committee has a voice and can comment on a standard during its revision or development and these comments must be addressed before the standard progresses through the process of publication or re-affirmation.

One dissenting voice stops the whole process until resolution. Any comment received from any individual must be addressed and discussed further before acceptance or rejection.

In each case dialogue with the individual commenter must be held and any explanation of a decision, especially one dismissing the comment, should be given.

ISO, the International Standards Organisation, works on a different, more complicated basis. Whilst ISO may still make decisions on a consensus basis, the process to get to the decision-making stage is very different.

Rather than *one person one vote*, the ISO committees are populated by members of National standards bodies (there are 165 member countries of ISO).

Anyone requesting a new standard would need to approach their National standards body first, and gain approval from the relevant committee of the national body who would then approach ISO with the proposal. The relevant Technical Committee (TC) within the ISO structure would then work on developing the standard.

The ISO technical committees are made up of "experts" nominated by the member countries who are subject matter experts (SME) on the topic. These SMEs would shape an initial draft of a standard which would then be re-circulated back to the National bodies for comment once the TC had reached consensus.

Any comments are fed back to the TCs by the National bodies and the TC reaches a decision as to whether a comment should be incorporated or not. The final draft is re-circulated to the ISO members for approval and, if successful, the standard is published.

Given the outline of the various processes above it is easy to see why the development of a standard can take a long time.

ISO are now working on a standard for the extraction method utilised when using the Elcometer 130. Elcometer proposed this idea to the British Standards Institute (BSI) and once their approval was gained a request was sent to ISO for the possibility to raise a work item.

The proposed work item (PWI) was raised at the ISO meeting in June 2021, where a forecasted timeline (date for completion) was required.

The Project Manager must choose a timeframe within which to complete the project. The project may be completed before the deadline with no penalty, but if



the timeframe is exceeded then the project must be restarted from the beginning. Three years was selected, as this is the longest time frame.

At a meeting on 29th March 2022, all comments were addressed and more work was suggested before the standard moves forward.

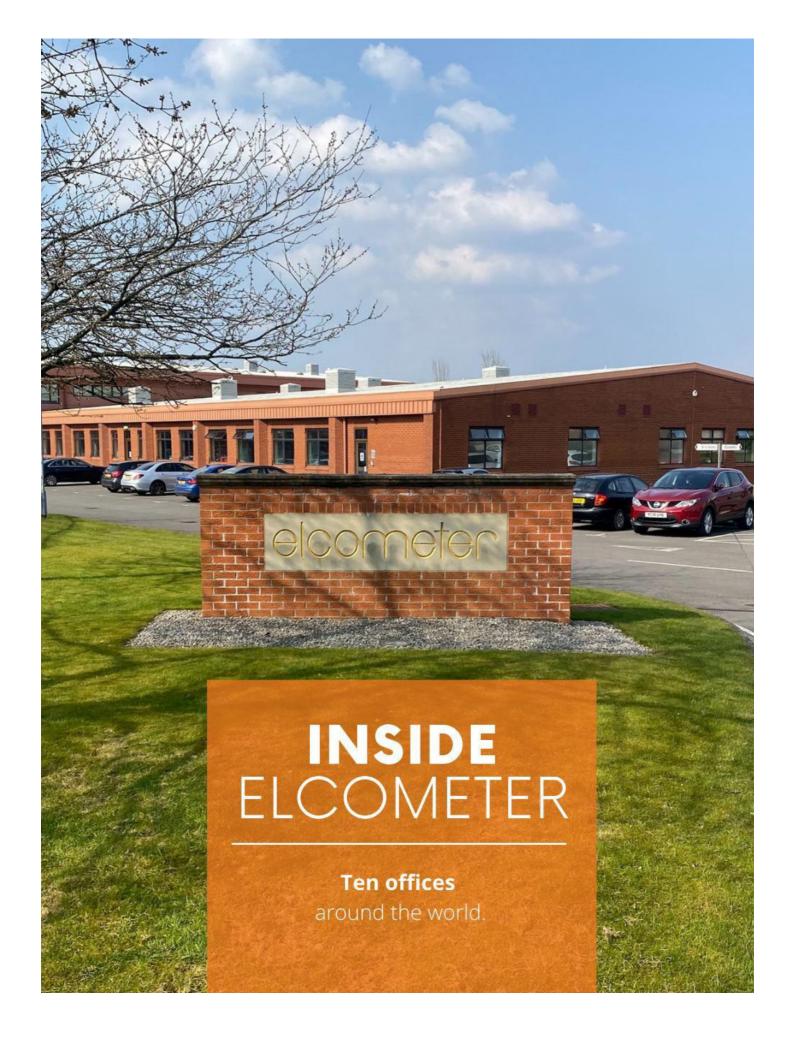
In order to be discussed at the next meeting in June 2022, the documents outlining the results of the new work should be presented by the end of April 2022.

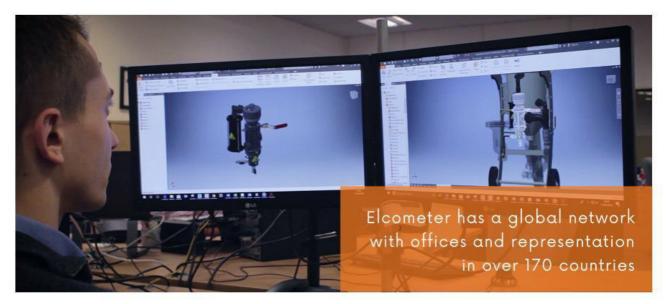
At this point, a project leader was sought, David Barnes from Elcometer was appointed, and a draft proposal for a standard was issued. The National bodies then commented on the draft and at the time of writing, four countries are in favour. In order to progress, the support of five countries is required so we have work to do.

If the support of five countries is achieved, then work on refining the draft and beginning the round of comments and acceptance, or otherwise, begins. Hopefully, we will have a new standard in 2024.

It is understandable that new ISO standards are not only difficult to obtain, but they can also take a long time. There is a lot of work to do and there is no guarantee that this proposed standard will come to be.

Any standard that is in existence needs a systematic review after a number of years of life, dependent on which SDO administers the standard, and a period of similar work to the creation of the standard takes place to ensure the standard remains up to date.







Our Values

OUR VALUES

by Nicki Campbell, Group HR & OD Director

Having clear company values helps to ensure we are all working towards the same goals. They also support the company 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.

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Our People

CELEBRATING TOGETHERNESS, TOSSING UP ABUNDANCE

by Ginny Yap, HR & Admin Specialist - Elcometer Asia

The loud, joyous, and colourful tradition of "Lou Hei" in Cantonese or the tossing of raw fish salad, is one of the biggest highlights of the Chinese New Year, where families and friends come together to "toss-up a good fortune".

The "yusheng" is a dish that comprises fish slices, vegetables, spices and condiments - added one by one in a specific order. Every ingredient has a symbolic, auspicious phrase to be exclaimed as it is added to the salad, and diners often toss the salad as high as possible into the air to welcome greater abundance and prosperity.



Traditionally, the practice was commonly observed on "Renri", the seventh day of the first lunar month. Today, people can enjoy "yusheng" throughout the entire Chinese New Year period.





Often other communities are also invited to participate in this festive activity, which symbolises togetherness

and the hope for good fortune in the coming year.

Diners stand around the table, each with a pair of chopsticks and they toss the mix while exchanging blessings. It is popularly believed that the higher the toss, the better one's prospects and fortune for the year ahead.

In conjunction with Jessie's retirement farewell and the office's annual Chinese New Year celebrations, a small buffet lunch was held in our new offices in Singapore, while adhering to the Covid-19 safety measure protocols. To top it all off, each staff was gifted a goodie bag, filled with traditionally made cookies.

Happy New Year!

CELEBRATING A MILESTONE!

Congratulations to Peter Howorth and Jillian Metcalf who have all recently reached work anniversary milestones. On behalf of everyone at Elcometer, congratulations and thank you for all your hard work!

PETER HOWORTH

Facilities & Health and Safety Manager, UK



Peter celebrated 15 years at Elcometer in February - starting his journey at Elcometer as Production Engineering Manager, he now heads up the Facilities and Health and Safety Department.

JILLIAN METCALF

Production Technician, UK



Jillian also celebrated 15 years at Elcometer in March - starting in 2007. Jillian works as a Production Operative.

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BUILDING A CAREER AT ELCOMETER

Adam Horsfield had recently left college when his career with Elcometer began, joining a marketing team of just two to enter website data on a temporary basis.

Twelve years, nine websites and 90+ catalogues and product brochures later, he is now the longest standing member in the UK's eight-person strong marketing team and has just managed the implementation of Elcometer's latest website – covering Elcometer's five business divisions - Blast, Spray, Coatings & Concrete Inspection and Ultrasonic NDT - in eight languages.

In addition to website management, Adam's dayto-day role involves managing the products and logistics for all our European Exhibitions as well as ensuring that all technical product updates are made across all marketing platforms - both online and offline.

Adam also uses his wealth of experience within the company to train new members of the team and

ensure that everyone understands the product range and is following the correct processes throughout their roles.

Talking about his time at Elcometer so far, Adam said "I certainly never expected to be at Elcometer for so long when I started as a Temporary Marketing Assistant when I was just 18, but the company has given me the opportunity to build a career and I have been able to progress my knowledge in marketing every single day".

Marketing Manager, Catherine Lund-Barker said: "Marketing at Elcometer is varied, challenging and constantly evolving, Adam has proven himself time and again as the 'Engine Room' of the team.

With every new project, Adam rises to the challenge, learning new products, software and new techniques to meet the needs of our growing business. I would struggle to function successfully without him".





BUILDING A CAREER AT ELCOMETER

Adam Sutton joined Elcometer in 2018 as an Operative in Elcometer's Mechanical, Adhesion and Porosity assembly team having previous experience in electronics build and repair work. With his technical ability, application to task and cheery upbeat attitude, Adam quickly made a very positive impact on those around him.

When the opportunity arose to take part in our 'Introduction to Engineering' internal technical training course in 2020, Adam was one of the first to put his hand up, clearly demonstrating his aptitude for learning and progression, being awarded a Merit on completing the course and exams.

Continuing this training path, Adam enrolled for an HNC in Mechanical Engineering at Tameside College which he attends on a day release basis - this is a two-year course that he will be finishing in June of this year.

Together with his previous HNC in Electronic

Engineering, these qualifications made Adam an ideal candidate for the new position of Junior Production Engineer which was created to strengthen the existing Production Engineering team. Adam started in this role at the beginning of March this year.

Head of Manufacturing, Ralph Walmsley said:
"Adam has already made a significant impact in the Production Engineering team in just a few weeks, impressing us with the same combination of skills, quick-learning ability, self-motivation and good humour that made him such an asset in Assembly Production.

I'm certain that he will continue this rapid pace of development in the future, which is good for his career, but also good for Elcometer given that the production challenges are certain to increase in future through growth and new product introduction. I'm very happy to have him on the team."

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AN INTERVIEW WITH...

Joe Walker, Vice President and General Manager at Elcometer Inc.

You've been Vice President and General Manager at Elcometer Inc for over 25 years now, what led you to this role?

I was contacted by an Executive Recruiter about an interesting opportunity with a UK based company that wanted a "fresh pair of eyes" to look at their North American operations.

I was selected as a finalist and interviewed with our founder, Ian Sellars. I knew nothing of the industry. However, I liked him immediately. We met again for dinner the next evening and found that we had similar values and ideas as to how organisations should be run.

Michael Sellars was running the US office at the time and interviewed me as well. After that meeting, I was hooked. I flew to Manchester to meet with the senior leadership team and was thrilled when Mr Sellars offered me the position of Sales Manager.

Three years later, on a trip to the US, Mr and Mrs Sellars gave me a gift-wrapped present. Inside was a personal note that I have to this day and a box of business cards promoting me to Vice President. I cannot believe how quickly the time has passed as I truly enjoy my colleagues and our customers. Time flies when you're having fun!

What made you want to work for Elcometer?

For me, it was the integrity of the family, senior leadership, and staff. There were few silos in the organisation and rather than concentrating on internal fiefdoms, the organisation was unified in their desire to supply our customers with premium products, technical support, and good value for money.





The founders of AMPP (L-R): Terry Greenfield, Consulex; Joe Walker and Bob Chalker, Executive Director

Every member of staff from leadership, to design, tech support, sales, production and shipping knew that they were empowered to make decisions to meet the organisation's quality and ethical standards. I know it sounds trite. However, during my tenure, I have seen these principals drive every effort the organization makes. I keep a portrait of lan Sellars in my office to remind me not to lose sight of our founding principles.

How has your team grown since 1996?

Our team has grown organically by our organisation into financial and technical centres of excellence. Christa leads our finance team and ensures our financial footing is sound. Our operations team is organised so that we have subject matter experts in every industry we serve.

Chris leads our Powder Coating, NDT and Industrial Manufacturing team. He has served on the Board of the Powder Coating Institute and has been an instructor in their courses for more than a decade.

Josh leads our Oil and Gas team and manages our Houston, TX operation. He is currently on the Board of the Houston Coating Society and is responsible for inspection equipment and the blast equipment range.

Heather and Tara manage our ISO 17025 Calibration Laboratory. The growth of this business segment is a tribute to their subject expertise and dedication to quality.

Sunny leads our Government Affairs, Battery Technology, and Aerospace teams. The growth in these markets under her leadership has been most impressive.

Finally, following our acquisition of Sagola during the pandemic, we brought on an industry veteran, Ed, to manage our Spray Equipment Division. Although we just launched a few months ago, Ed and his team have already secured a distribution contract with the largest supplier of paint equipment to the body shop market.

The key to our growth is in the tenure and expertise of our staff. The average length of service of our team is 15 years. This allows us to retain subject matter expertise – which ensures the long term success of the organization and employees.

And how has the industry changed?

When I started, there were almost 2,000 paint companies in North America and Elcometer was primarily known for dry film thickness measurement, holiday detection and adhesion testers. Today, there are fewer than 400 paint companies and Elcometer's product offerings have exploded to almost 15,000 SKUs.



Joe demonstrating how to measure press blanket thickness using the Elcometer 355 at The Oakland Press in the 1990s.

Industry consolidation and re-organisation keep the industries we serve dynamic. We must constantly evolve and create products needed to meet the needs of these larger and more complex organisations.

Probably the biggest change I have noticed is a demographic one. Many of the thought leaders in our industry have retired and their organisations are having a difficult time replacing and retaining their knowledge and skills.

Companies that recognise the demographic shift and make efforts to accept and adapt to these changes are going to thrive. Those that fail to train and retain the next generation are going to have a difficult time.



Elcometer Inc's head offices, in Warren, Michigan

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

I am proud of our technical accomplishments as well as our business accomplishments. On the technical side, I am most proud of my work with John Fletcher to introduce the first digital surface profile gauge with memory and statistics. The Elcometer 224 transformed surface preparation measurement.

On the business side, I am most proud of how the organisation has come through the many macroeconomic challenges of the last three decades and emerged as a stronger and more engaged organisation.

I am proudest of our ability to overcome economic challenges without having to sacrifice the well-being of our employees and their families. In turn, our employees have shown a degree of loyalty and dedication which is rare in corporate society. When we opened our new North American Headquarters in Warren, MI three years ago, we had a dinner for the employees and their families. It brought me incredible joy to see the pride that the families took in the accomplishments and success of family members who have served this company with such dedication.

Throughout your career, we know you've worked closely with SSPC, and now AMPP - what is your role within the society now?

Initially, I represented Elcometer as a corporate member of SSPC. Over the years, my involvement with the organisation grew. I served for three years as the EPAC Committee Chairman. A couple of years later, I was elected by the membership to represent equipment suppliers on the SSPC Board of Governors.

After six years, I was elected by the Board to serve on the Executive Committee. During my term as Vice President, Terry Greenfield, who was Vice Chairman of the NACE Board, and I discussed the possibility of merging these two organisations.



Joe (far left) with the AMPP board at the recent conference

After careful deliberation, both Boards sent the proposal of a merger to their respective members and 90% of the members approved.

My tenure as SSPC President and Past Chair of AMPP was not a ceremonial one. It was a lot of time spent working with members and staff to integrate the operations, standards, and training of both organisations. We just had our inaugural AMPP Conference in San Antonio, TX and it was a huge success. Terry Greenfield and I were honoured by AMPP Executive Director Bob Chalker for our roles in founding the new organisation.

Today, my term in office has passed and I once again assume the role of member. I could not be prouder of our industry colleagues and AMPP staff for their dedication to making AMPP what it is today. I look forward to being a member for many years to come.

What are your long term plans for Elcometer Inc?

My long term plans for Elcometer Inc are to ensure that our small part of the larger Elcometer organization succeeds in realizing the vision that Michael Sellars has set out.

Michael sees Elcometer as a global leader in Blast, Spray, NDT, and Coatings Inspection. My goal is to work with our global team to see that we do our part to see that his vision is realized. One thing about being under Michael's leadership is that one is never bored.



Are you ready for a new challenge? From production to sales, marketing to research and development, we have a wide range of opportunities available - why not take a look at what we have to offer?

elcometer.com/careers



GOING THE EXTRA MILE

by Nicki Campbell, Group HR & OD Director

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

RITA COOPER

Goods Inward Inspector



"Rita has been extremely supportive in covering Reception over the last few months. She is always happy to cover, even at short notice when we have unforeseen events and responds in

a positive and helpful way. Rita has shown her great attitude and work ethic in this respect and I want to personally thank her for her help."

Nicki Campell, HR Director

DAVID DUNSCOMBE

Senior Software Engineer



"David is a great role model in R&D and across the company. He is truly customer focused and goes out of his way to solve problems across different teams and departments. In

software and user interface design, he has a good eye for the end-user needs and has extensive and unique knowledge of products and the issues customers face."

Paul King, R&D Director

JACKIE CRAYTHORNE

Production Technician



"Jackie exemplifies the Elcometer values in all aspects of what she does. Before, during and after Covid she has consistently been an absolute workhorse, instilling all of the values in new starters

from day one, through her inductions, to improving processes when she can see improvements are needed. She always goes over and above, picking up litter rather than walking past, helping other departments deliver, to ensuring the health and safety of staff is front of mind, honestly the list is endless and she does it all whilst having a laugh."

John Grimshaw, Product Manager



DEVELOPING INTERNAL TALENT

by Nicki Campbell, Group HR & OD Director

Training and personal development go hand in hand and we support individuals who want to progress their careers with exposure to broader work-based experiences, as well as sponsorship for learning and development initiatives, where it underpins their progression.

This quarter, we are pleased to announce the promotions/change in jobs and completion of training of the following employees:



GREG MCKENNA Passed his workplace

forklifting training

course.



BEN
ANDREW
Passed his PCN Level 2

Passed his PCN Level 2
UT Welds course at
Lavender International
NDT, achieving a
distinction.



ADAM SUTTON

From:
Production Operative
to:
Junior Production
Engineer



SYLAR LIU

From:
Buyer
to:
Senior Buyer

KEEPING OUR ENVIRONMENTAL FOOTPRINT TO A MINIMUM

Elcometer is committed to reducing its impact on the environment and each issue of enews, we will be letting you know what we are doing to make a conscious effort to keep our environmental footprint to a minimum.

Elcometer use recyclable cushioned paper in each shipment in place of plastic bubble wrap.



WHO'S NEW?

by Nicki Campbell, Group HR & OD Director

We would like to formally welcome the following new starters who have joined the business this quarter. It has never been a more exciting time to join the team at Elcometer and we're currently looking for people who are full of enthusiasm to help us continue to grow as the world-leading manufacturer of coating inspection equipment.

From production to sales, marketing to research and development, we have a wide range of opportunities available, take a look at what we have to offer at **elcometer.com/careers**.

JOSHUA CAMPBELL

HR & Operations Administrator



Joshua joined the HR team as HR & Operations Administrator to provide administrative support to the HR department, as as well as offering support to the Operations team as and when required.

IAN CONNELLY

Stores Operative



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

ANGELIKA DOLATA

Production Operative



Angelika joined the Production Team as Production Operative. Angelika will be responsible for assembling, testing and packing small electronic products using general hand

assembly tools and soldering equipment, glues and curing systems and manual and automated test equipment.

MARTIN HRUZEK

Production Operative



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

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DANIEL JOHNSTON

Production Operative



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

RIK MASON

Machine Shop Labourer



Rik joined the Machine Shop team as a Machine Shop Labourer. Rik's responsibilities will include unloading and receipting material, material preparation and kitting of material

to works orders, cleaning machines and deburring and polishing machined parts.

HENRY STEWART

IT Support Technician



Henry Joined the IT department as an IT Support Technician. Henry will provide first line support and be primarily responsible for logging any reported issues on to our IT Helpdesk

System; responding to, resolving, updating and escalating tickets where necessary.

ARTURS KLUNS

CNC Miller / Setter / Operator



Arturs joined the Machine Shop team as a CNC Miller/ Setter/ Operator. Arturs will program, set and operate CNC Lathes and inspect precision components to produce quality parts

for the wider Elcometer production facility.

STEPHEN MURPHY

CNC Turner / Setter / Operator



Stephen joined the Machine Shop team as a CNC Miller/ Setter/ Operator. Stephen will program, set and operate CNC Lathes and inspect precision components to produce quality parts

for the wider Elcometer production facility.

KELLY SHERRATT

Repairs Operative



Kelly joined the Repairs Team as Repairs Operative. Kelly will help the Technical Team fulfil their task to diagnose and repair faults in a timely and efficient manner, by assisting with tasks,

such as; booking in and packing of repairs, calibration, case assembly, EOLT, some basic repairs.



KAREN TEMPLE

Sales Support Executive



Karen joined the
Export Sales Team as
Sales Support
Executive. Karen will
be responsible for
sales order
processing, working
with a team of
distributors, overseas

offices and Business Division Managers. She will also assist with the development of outbound marketing campaigns.

PAUL WHITE

Ancillary Lead Operative



Paul joined the Machine Shop team as an Ancillary Lead Operative. Paul will program, set and operate machines including part marking LASER, EDM machine, mechanical engraver

and manual milling machines such as lathe and saws.

<u>Onews</u>

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