

News from the PC Cox Group

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New era dawns with Eclipse

For the first time in nearly 50 years, the traditional looking Cox sealant applicator has undergone a major redesign.

Spring saw the launch of the new Eclipse range, which features a total new look combined with

ergonomically designed features to make the product easier to use and more productive and will set new standards at the top end of the construction and industrial markets.

PC Cox went back to basics to redevelop a totally modern look and feel for their applicators and this launch marks a significant step forward for the company. The power to weight ratios were reconsidered and a newly designed release plate created that is effortless to withdraw and re-load. All these practical improvements have delivered a tool that allows workers to operate for longer periods in arduous situations with greater ease and comfort.

Improved Productivity

"This really is the shape of things to come." said Ian Newberry, Cox's Sales and Marketing Director. "The exciting developments of the new look Eclipse mark the start of a new era in premium adhesive/sealant applicators. Not only does it look good, with a more modern and practical shape, everything about it has been designed to deliver improved productivity."

The first applicator in the new range is the Eclipse 600 Dual Component, proven to be as comfortable to use, as it is lightweight and durable. Its ergonomically designed handle allows for a softer grip, as it balances comfortably and easily in the hand as well as being the easiest to operate yet.



R & D – the key to the future

Much of the credit for the innovative development of both existing and brand new Cox products must go to Cox's in-house design team. The four members of the team are led by Engineering Director, Cliff Beckett, pictured with his team and holding the latest design triumph, the new Eclipse.

"We are all delighted. It is a credit to the team and our colleagues in engineering and development that we have created a fine new product range that will take Cox into the future with confidence." Commented Cliff.

Design development is a continuous process, where the team, using the latest CAD/CAM software, create products for the future. Beginning with an initial concept, taking the product, or in many cases a small part of a

product, through to engineering and testing, before full manufacture. This process is often carried out working alongside major industry leaders in a number of new and exciting different markets.

Added Fred Lumb, PC Cox's Managing Director: "We are committed to a clear design and development policy. It has to be at the heart of a growing company and with markets changing we need new, innovative products, such as the Eclipse, that keep us ahead of the game."

From L to R
Malcolm Atkins—Engineering Technician
Graham Hughes—Senior Design Engineer
Cliff Beckett—Engineering Director
Daniel Dobbin—Design Engineer
Gareth Pugh—Design Engineer



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Back on track!

Around six months ago PC Cox headquarters faced devastation in its despatch area. A fire caught hold and left the area decimated just before Christmas. It was very fortunate that no one was injured and despite losing stock and equipment Cox was able to resume business within a few days in temporary accommodation in adjacent units.

The area is now being rebuilt. It has been decided to extend the building in the

process with a full modernisation programme being implemented. Commented Derek Inglut, Cox's Manufacturing Director: "Without doubt it has been a difficult time, however, the staff have rallied round and we have been able to minimise any disruption to our service. I would like to express our appreciation to everyone for their support and patience."



Changes at Ark



There are a number of changes taking place at Ark. The most significant is a new identity and name change. Ark – the plastics injection moulding and extrusions arm of the Cox Group – now becomes Cox Plastics Technologies.

This new identity is a significant move for the Company, and most importantly re-enforces its position in the Group. Both Glen Wells, Ark's General Manager and Ian Newberry, PC Cox's Sales and Marketing Director, are delighted with the move, Ian commented: "It is important for the marketplace to see that we are a fully integrated group. It gives us a strong

platform from which to achieve our future growth plans." Glen added "The new name and new look is more applicable to the company now. It is in line with, and reflects the need to be able to respond to higher technical specifications for the markets within which we are now operating. It is much more applicable for the work we are producing for Cox Medical." The new identity can be seen here and will be implemented gradually over the coming months on all stationery, company signage and the new website.

New battery applicator coming soon!

The much-awaited delivery of the new single component battery powered applicator is imminent. Details will be available from the sales office at Cox this summer.

New Sales Manager

There is further good news as a new Sales Manager joins Cox Plastics Technologies at this key time. Terry Box has 16 years experience in selling plastic injection moulded parts into industry. His previous position was at an injection moulding company on the south coast and prior to that he worked at AB Automotive Electronics Ltd in South Wales.

Glen, who has known Terry from their time together at AB Automotive, is delighted to have him join the team: "Terry brings many years experience of the automotive industry in particular, at one point he was technical manager of Northern Automotive a company specialising in decorative finishing of automotive interior and exterior parts. He began his career in the foundry industry where he completed his apprenticeship in quality management. He will bring additional strength to the team."



The choice is yours

Continual development at PC Cox has led to the introduction of a new optional anti-drip device being introduced on the Powerflow Cartridge. Although anti-drip has been a feature for sometime, the new switchable device (known as Flow Stop Control) provides users with the option of having it turned on or off.

This additional design feature will be introduced into the manufacturing process very soon at no extra cost to customers. The simple but highly effective switch activates an anti-drip mechanism and

is suitable for medium and high viscosity products. Ian Newberry added: This switchable Flow Stop Control gives users a choice of using the feature or not, as we know that some of our customers like it and others prefer to be in control themselves. The Powerflow Cartridge is one of our most popular products, so we are pleased to introduce it on this model first. It adds yet another unique element to our product range, which once again sets us apart from the competition and will give us all that extra edge."



Significant contract win by Cox Medical



Cox Medical is delighted to confirm, Renishaw - a world leader in industrial measurement and dental CAD/CAM systems - is using its applicators as part of a major testing programme. Renishaw's research team is busy testing traditional dentistry methods and materials and is currently building recognition in the dental industry for its research in the accuracy of the crown and bridge manufacturing process, exhibiting research knowledge and dental scanning products at all the major international dental shows.

Also Cox Medical has been awarded a significant new contract to supply its new dental applicator, Denpress, to another leading global corporation, renowned as designers and manufacturers of quality dental products.

Cox Medical's Sales and Marketing Director, Ian Newberry, commented: "Although we are unable to reveal the name of the company concerned, due to commercial confidence, the company distributes its products to dentists, dental laboratories and health care institutions in over 115 countries and this marks a significant win for us."

He added, delighted with the recognition this revolutionary new product has already received: "It takes a while for new products to get established in any market. With two brand leading corporation's using our products so soon, this is a big boost and sets us in good stead for the future."

Counter feet sales soar

It's not often we think about it however all those shop counters we see everyday are supported by a number of metal counter feet, and as you might imagine millions are produced each year. As major high street chains continue to upgrade their stores Mays Pressure Diecastings has enjoyed significant growth in their counter feet manufacturing. Mays supplies multiple clients who implement many of the upgrades in the stores.

As the requirement for the range of adjustable die cast feet increases so do the alternative finishes that Mays can provide, they can be offered with either 5/8" BSW or M16 steel inserts and can be supplied in raw finish, velour or chrome plated. There is also an easy-clean, low friction, food safe, PTFE coating in a range of colours including white, grey, blue, green black and many more.



News from Innotech

Every issue we endeavour to include information from our worldwide global distributor network.

Innotech, based in Bad Mingolsheim, Germany, began 10 years ago and is now a small but motivated and dedicated team of seven. Innotech is the first European dedicated spare parts and repair distributor and has been for just over a year. Innotech's full service and repairs business for sealant applicators includes spare parts, warehousing and despatch. During the last 12 months over 170 spare parts orders have been completed and around 10,000 individual Cox parts delivered.

As well as the service and repair side of the business, Innotech is involved in testing substrates and test panels; the production of adhesive samples and samples of sealed materials and fills sample containers with sealants, distributing these worldwide on behalf of the sealant manufacturers. This is a bespoke service valued by the company's industry customers.

Synergy

It became clear that there was considerable synergy between Innotech and PC Cox, not least as they share a number of the same customers including Henkel Technologies; Henkel Teroson; Henkel Loctite; Adolf Wurth; Sika; Otto Chemie to mention just a few. Innotech has held a contract with Henkel KG for over 6 years and acts as the official repair centre for Henkel supplied sealant applicators. Henkel is a large global conglomerate operating in home care, personal care as well as adhesives, sealants and surface treatment.

PC Cox is pleased to be able to extend its services through its partnership with Innotech. Joachim Rapp, Innotech's Managing Director explained: "We now hold stocks of cartridge and sachet sealant applicator spare parts, supplied directly by Cox. This enables us to deliver and repair large users such as Henkel, more swiftly and easily, again particularly useful for Henkel's customers such as VW."



Partnership

It is a good partnership, with Innotech being able to provide a highly responsive repair service throughout the whole of Europe. PC Cox now despatches all sealant applicators for Henkel from Newbury with a service label giving Innotech's contact details as the official service centre.

Another recent development between the two companies is a joint project to customise a sealant applicator to fulfil a customer's very special needs. We hope to be in a position to report further on this very soon.

Enjoy the benefits of Digital Radio!

Shown below are close up pictures of a selection of the Cox range of products, identify each one correctly and it will go into the draw, the first one to be pulled out of the hat on our closing date of August 31st 2006 will win a **Digital Radio**.

The winner will be announced in the following issue of target. Good luck and get spotting (all the products can be found on our website). Send entries to info@barneys.co.uk



A winner all round!

The lucky winner of last month's competition and a superb portable DVD player was Martin Desplats of Societe Agmatis in Paris. He is pictured above with the Powerpush 7000. He is also one of the first to be distributing the new Powerpush in France. Congratulations!