

TARGET

AUTUMN 2011
ISSUE 13

News from the PC Cox Group

NEW! Airflow3 and Jetflow3

**NEW
PRODUCT**



The new lightweight, slightly textured handle and well balanced barrel assists long periods of use.

For precise airflow control, the new easy to use regulator provides fingertip control.

The new generation Airflow3 is now available.

This ergonomically designed single component pneumatic bead applicator takes the best of the previous Airflow models in the series, whilst improving them even further. Lighter and even more comfortable to handle it allows for longer usage time to aid productivity.

The Airflow3 has been receiving tremendous interest as soon as the first samples were distributed. So much so that orders arrived immediately from Japan and

Russia. The product has just won the Good Design Award in Japan.

GOOD DESIGN AWARD

Airflow3 is a more efficient, modern and aesthetically pleasing applicator that's effortless to use in the application of low to high viscosity sealants.

- Among its features:
- an inbuilt silencer for quieter operation
 - integrated air connectors providing greater protection
 - an integrated air pressure regulator for more precise and

- smooth flow control
- cartridges, sachets or pouches or combined sachet/cartridge
- a wide range of nozzles for precisely the bead you need

See more:
www.pccox.co.uk

Call to order:
+44 (0) 01635 264500

View the product demonstration:
www.youtube.com/user/pccoxacademy

Reorganised assembly lines



Major reorganisation has been taking place within the Cox production facility to increase efficiency and to ensure that the manufacturing process for the new products featured in Target are introduced smoothly and efficiently.

Within the Newbury factory the various manufacturing cells are located in various separated areas and it is therefore vital to the smooth running of the whole operation that optimisation is made to ensure logical concentration of materials and skills within specific areas.

The recent plant reorganisation has been conducted as part of the overall objective to work towards a lean manufacturing concept by adopting the Kaizen continuous improvement process.

The whole process, as it affects manufacturing has been led by Derek Inglut, Manufacturing Director, whose team has spent much time in ensuring a smooth transition of the Kaizen principles into the Cox manufacturing process.

In this issue:

2. Jetflow3 in the automotive market
3. NEW! YouTube PC Cox Academy
4. Meet us at BONDexpo Germany



BEAD CONTROL

Jetflow 3 is capable of replicating spray patterns specified by an original vehicle manufacturer by automobile repairers and refinishers.



SPRAY PATTERNS

Jetflow3 delivers a wide range of bead thicknesses and material viscosities.

NEW! Jetflow3 – unmatched in the automotive repair market

Jetflow3 is unique; it is a new multipurpose pneumatic applicator able to replicate the full range of highly accurate spray patterns by an original vehicle manufacturer, crucial for automotive repairers and refinishers.

Ian Newberry, Cox's Sales & Marketing Director has been receiving considerable interest from the motor trade repair sector already: "The interest in our latest pneumatic products has been significant. Both the Airflow3 and Jetflow3 are unmatched by comparable industrial applicators in the market place currently. Many of the features

in the pneumatic range have been refined to an exceptional standard. The Jetflow's easy and accurate regulation of incoming air flow means there is no other applicator that delivers the level of flexibility and controlled delivery offered by the Jetflow3."

The applicator is simple to change from bead to spray with just a simple twist of the wrist. It's ideal for use with all conventional and sprayable low to high viscosity sealants. This means it is ideal for applying bonding sealant typically used by vehicle windscreen fitters.

The Jetflow3 shares the ergonomically designed features

to ensure it too is as light as possible to operate, allowing longer usage time and improved productivity. Its inbuilt silencer minimises the noise level to less than 70dB too.

See more:
www.pccox.co.uk

Call to order:
+44 (0) 01635 264500

View the product demonstration:
www.youtube.com/user/pccoxacademy



ABOVE: Jetflow3 is ideal for environments where production lines and refinishing operations take place. To aid productivity and improve operator comfort when used indoors, Jetflow3 is fitted with a built-in silencer which lowers the noise level of the applicator to less than 70dB.

Energy bills cut with new efficient lighting system



Results of changes in PC Cox's lighting systems at its 46,500 sq ft Newbury-based headquarters has achieved a 45 per cent reduction in the business's annual energy consumption.

A project was set up to improve the quality of light benefiting the working environment for the 170 employees. New energy efficient lighting systems minimised energy usage and it is expected that PC Cox will reduce its carbon emissions by 50 tonnes of CO₂ per year.

The old T8 and T12 light fittings were converted into the new, more environmentally friendly T5 fittings using British designed and manufactured reflectors and conversion kits.

Fred Lumb, Managing Director at PC Cox, added: *"It's a challenge to find good projects that cut our carbon footprint. This one fitted the bill and the 45 per cent energy saving gives us a good return on investment. There was also virtually no downtime while the new system was being installed."*

NEW! YouTube Cox Academy

The PC Cox Academy is not only featured on our website but is also widely available for all through YouTube. We are quickly building the number of instructional videos that are appearing and have a good range of products featured including:

- Midiflow Combi
- Powerflow Combi
- Electraflow Combi
- Jetflow3
- Airflow3

We would encourage all distributors to promote this site to new purchasers of a Cox applicator as products are clearly and safely demonstrated in a short, clear and concise video.



WWW.GEKKOINDUSTRIES.CO.UK

An upright specialist flooring adhesive applicator with major health and safety and time-saving benefits

Introducing the Gekko...

The new Gekko is set to revolutionise the way specialist flooring companies and contractors operate.

This unique new flooring adhesive applicator has been designed and built by Cox in partnership with Gekko Industries in the UK. It is a battery-powered upright applicator using the proven and successful Cox Electraflow power unit and is used for fixing wooden flooring, either solid or engineered. It will save users huge amounts of time and dramatically reduce the amount of waste produced.

It is expected to save as much as 30 per cent of operator time and increase coverage by as much as 25 per cent.

This is achieved through a number of design features, in particular its innovative and distinctly styled spreader head which allows a clean and precise application across the width of the floorboards. The unique head is disposable, which means no clean down is required, also saving operator time.

It comes in a range of head sizes including 200 (standard), 300 and 400 mm, therefore the spreading head is easily masked to the width of the board being laid.

Its upright design eliminates the need for operators to kneel when applying adhesive and the battery-powered operation means there are no cables or air lines to manage. The rechargeable

NiMh battery can be charged in just 60 minutes. The adhesive sachet is a solvent and water free adhesive based on hybrid polymer technology, with a proven track record. It bonds wood directly onto all common substrates. The sachet is easy to replace and reduces wastage.

Ian Newberry, Sales & Marketing Director added: *"Designing and producing the Gekko wood flooring dispenser has meant we have developed an important and exciting new tool for the flooring sector which is anticipated to make a real difference in productivity in this specialist area. The benefits of using Electraflow have been well proven and we expect to see considerable success for this concept globally."*

Global travels...



ABOVE: Yuri Gubanov, Sales Manager of Triada Impex and Elena Mikheeva, Import Manager

RIGHT:
Cox Easiflow being
used on a building
site in Osaka



The PC Cox sales team is regularly travelling the globe to keep in touch with its customers and distributors.

In August Sales and Marketing Director, Ian Newberry visited Russia and met Yuri Gubanov, Sales Manager of Triada Impex and Elena Mikheeva, Import Manager (main picture, left).

Anne Newberry, International Key Account Manager has been visiting major accounts in Germany to introduce the new Airflow3 and Jetflow3 applicators. The initial samples have been received with much enthusiasm and we look forward to an exciting future for this new range designed and manufactured by PC Cox in the UK.

We had the pleasure of welcoming Mikio Murakami, President and Yoko Ito, Sales and Marketing Director from Sharp Chemical Company, Cox's key distributor in Japan. As well as visiting the Cox HQ they were introduced to some important distributors in Germany. One such company was Innotech who were able to provide specialist input for service and support related matters, which Sharp found very interesting, as they work on plans to strengthen the Cox brand in Japan.

It is always pleasing during the visits to catch sight of our products and here is a photo (small picture, left) of the Cox Easiflow being used on a building site in Osaka which Ian took in Japan earlier this year.

Airflow3 dual component
Coming soon!



PC Cox is delighted to announce the design, development and manufacture is well advanced on the new dual component Airflow3.

It will carry some great new features:

- valve and silencer improvements will deliver significant noise reductions
- air return has been repositioned for one handed operation
- air flow has been increased to reduce wait time for fill
- improved operator stability
- even more robust

To be among the first to receive further news register on pccox.co.uk.

Meet us at BONDexpo Germany



ABOVE: CG image of the Cox stand at BONDexpo 2011

BONDexpo is in its fifth year and takes place in Stuttgart 10-13 October. It's a chance to meet us and see the latest range of Cox applicators including the two brand new pneumatics – Airflow3 and Jetflow3.

BONDexpo is becoming more and more important, especially in light of the fact that matters involving fastening and joining of new materials now represent a real bonding technology challenge. Future materials and material combinations, as well as hybrid solutions, will offer streamlining and new resource potential that can only be taken advantage of through the use of new adhesives. As innovative designers and suppliers of sealant/adhesive applicators our products need to be able to deliver similar state of the art design and manufacture, as shown in the development of new products this year.