

A WORD FROM THE BOSS



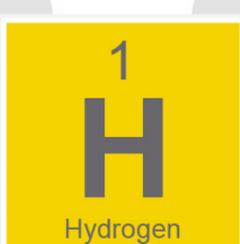
"I have the upmost respect for CNC machinists who convert theoretical designs into physical components.

A combination of technical knowledge, computer programming skills and a keen eye for detail are required to machine parts to the required tolerances specified on the drawings. A move away from typical apprenticeship schemes undoubtedly led to a shortage of CNC engineers in recent years. Fortunately, the apprenticeship approach for training and education is being reversed and several training facilities are providing the required resources to develop engineers with both practical and theoretical training. So it's particularly rewarding to see one of our team, Tom Wood, recently complete his apprenticeship following 3 years of studying at AMRC (Advanced Manufacturing Research Centre) in Sheffield, combined with the internal support we have provided within Pressure Tech. It is great to see our CNC team go from strength-to-strength!

Our recent attendance at the Hydrogen Fuel Cell exhibition in Hannover in April proved to be an even greater success than last year's event. From our lightweight regulator for UAV drones, to our newly developed automotive regulator for cars and buses (about to go under tests in Asia), we are encouraged by growing interest in our unique range of pressure regulators developed for Hydrogen Fuel Cell applications. Work will begin shortly on approving the automotive product range to EC79, creating even further opportunities for our unique compact designs. With increasing oil prices and new opportunities in the renewable H2 fuel cell sector, I predict a busy second half of the year ahead of us!".

Steve Yorke-Robinson - Managing Director, Pressure Tech

DESIGN IN FOCUS



Each issue we take a closer look at one of our products or design features. In this issue, we're focusing on our new hydrogen fuelling system pressure regulator for UAV drones.

UAV Drone Hydrogen Pressure Regulator

Never one to shy away from a challenge, we were approached by one of our customers to provide a solution for their hydrogen-powered UAV drone which required a lightweight yet robust pressure regulator that could accommodate a number of custom ports to reduce system assembly, whilst complying with safety requirements. Direct mounting to the cylinder was also essential.

The pressure regulator needed to bring about a high to low pressure reduction with only a minimal pressure increase towards the end of the cylinders pressure. To fulfill our customer's brief, it needed to do a 300bar (4,350psi) to 0.5bar (7psi) pressure reduction in a single-stage, whilst keeping the design within a specific weight range.

The Pressure Tech Solution

The Pressure Tech design team got together to work with our customer during an initial sample testing phase to determine which of our existing regulators would offer the right performance for their application. After concluding this initial phase, the team focused on one specific regulator design. The next stage involved analysing its design to understand where weight could be cut to meet our customer's target.

The close cooperation between our customer and our design team, in addition to our extensive experience, selection of a lightweight material and utilisation of FEA (Finite Element Analysis) led to the successful development of a regulator weighing under 200g for our first delivery.

All-in-all it was great work by the Pressure Tech design team!

GDPR

Hopefully you will already have received our email regarding our commitment to data protection and the new GDPR ruling. As you are no doubt aware, the law around data protection has now changed.

The General Data Protection Regulation - GDPR - came into force on **25th May 2018** so we wanted to take this opportunity to remind you of our updated 'Privacy Policy' which is available via the link below. Should you have any questions regarding our commitment to GDPR then please get in touch.



NEWS



Pressure Tech Success at H2FC in Hannover, Germany

Last month we had the pleasure of exhibiting at what turned out to be a very successful H2FC in Hannover. It was our second successive year exhibiting at the show and we have already reserved our place for the 2019 event!

We took the opportunity to showcase our range of regulators for Hydrogen fuel cell applications including UAV drones, vehicles and vehicle refuelling. We had lots of interest in our products and had the pleasure to speak to a wide range of contacts including some of the world's biggest car manufacturers who are continuing to expand into the hydrogen fuel cell market.



Ninety Heated Regulators Prepared for Oman

Last month we photographed ninety XHR310 heated regulators - some of which included a SilcoNert coating - being prepared in our workshop for despatch to Oman.

These XHR310s were then shipped to the Sohar Industrial Port Area for use on the \$3.6billion LIWA plastics project.

ISO-9001:2015 Certification

On Tuesday 5th June 2018 we welcomed the ISO-9001 auditors to Pressure Tech as we looked to update our certification to the latest 2015 accreditation.

Our Quality Manager, Darrell Massey, worked hard to ensure our Quality Management Systems were ready for review - we will provide you with another update in the next newsletter!



Customer Survey: You Spoke. We Listened!

We have been working hard over the last few months to look at our processes, policies and procedures to consider what improvements we can make to ensure we deliver not only the best products, but also support them with the best levels of customer service. In light of this we asked for feedback on our progress, so last month we conducted a customer survey and the results were pleasing!

Whilst we are still in the process of rolling out some of these processes to see the full benefit of our plans, we were pleased to hear that our customers valued the knowledge of our staff and the great value our products offer.

The key areas that we are continuing to work on are our product lead times and customer communications. Part of this commitment was the introduction of a new full-time MRP Planner, Quality Manager and Technical Sales Manager - all of whom you can read about below.

TEAM NEWS



Darrell Massey
Quality Manager

Anthony Southworth
Technical Sales Engineer

Andy Tomlinson
MRP Planner

Since the start of the new year we've seen a few new faces join the Pressure Tech team so we wanted to tell you a bit about them.

Anthony Southworth arrived mid-January in the capacity of Technical Sales Engineer. Covering the UK and Europe, Anthony has quickly established himself with his customers by offering high levels of service whilst providing quotations and technical advice. His technical background in a manufacturing setting has enabled Anthony to quickly get to grips with our products and services, making it a smooth transition into the role!

With extensive experience in Quality Management, **Darrell Massey** also joined the Pressure Tech team in mid-January. In his full-time role as Quality Manager, Darrell has already been working closely with our Operations & Systems Manager, Keith O'Pray. His keen eye for detail has already helped to introduce new procedures to enhance the smooth-running of the production and quality management processes.

Andy Tomlinson has now been in the new, full-time role of Pressure Tech MRP Planner for 5 months. Andy was tasked with being the link between our manufacturing and assembly teams to work on planning a more efficient work-flow through the production process to help reduce our lead times. Andy has also been working closely with our sales team to ensure our customers are kept better informed about the progress of their orders. Despite only being in the role for a relatively short period of time, we are already seeing the positive impact of Andy's work.



Gordon Clifford
Technical Sales Manager

Gordon Clifford is the newest addition to the Pressure Tech team - he joins us in the role of Technical Sales Manager for the UK and Europe. Gordon has a wealth of experience providing customers with technical solutions and support, together with targeted and strategic sales growth within the upstream / downstream oil and gas, petrochemical and other energy sectors. He joins us from one of the leading global energy and automation distribution companies and will concentrate on leading our growth and expansion plans across the UK and Europe.

We pride ourselves on our innovative and bespoke approach to solving customer problems.

For further information about please visit www.pressure-tech.com or call us on +44 (0)1457 899 307.