

Clearwater motors on as industry confidence returns

With a new government in place and some long awaited improvement in manufacturing output, Clearwater has seen confidence steadily return throughout its customer base.

In a recent interview Roger Allen, Managing Director commented:

"We saw a confident start to 2010 with many of our customers and suppliers emerging from the recent financial downturn bruised but not beaten.

Over the last year, good diversification planning saw Clearwater extend into aerospace and food & drink processes whilst maintaining support of its automotive and industrial base.

Continuing to support our core customers, even as they experienced challenging trading conditions, has been central to our long term strategic planning.

As confidence returns we find ourselves in a good position to support existing industries because we remained close to them - even when times were tough.

Plans for further investment in employment, which were put on hold in 2009, are now being actively progressed as the economy emerges from the recent downturn" said Roger recently.



Clearwater's central UK site (above) is also being expanded again in 2010 to be able to continue support for both new and existing markets and customer needs.

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Clearwater Chuckles



Forgetfulness

I completely forgot how to throw my boomerang this morning.

But then it came back to me!

Senior appointment to the Clearwater team

In March 2010, Dan Burge joined the Group's senior management team, bringing significant experience from a broad engineering background.



"I've been very pleased with the warm welcome I've received from customer meetings so far. The relationship and perception of Clearwater has been exclusively positive".

Dan has already developed a focussed vision of what Clearwater can be, and commented: *"I'm extremely positive about the prospects and future successes ahead of us as we emerge from what has been a difficult period for the vast majority."*

Dan has settled in quickly and is introducing himself to our existing customers. Like the rest of the team, he is committed to giving them our closest attention and exceeding our customer's expectations.

"I look forward to working closely with our customers on their needs and upcoming projects, as well as building relationships further."

Please feel free to contact Dan on [01926 818283](tel:01926818283) or by e-mail danburge@clearwatergroup.co.uk to discuss your plans or requirements.

Ford – a good project the Cleawater way

As is often the case our customers understand their processes and the results they want to see from any improvements but welcome help in articulating this. Ford was no exception so when we were approached to resolve a problem with fines in their cleaning systems we mobilised our technical team to get a full understanding.

Armed with a good knowledge of the process, the requirement and the measures of success the technical team set about defining the most appropriate solution. In this case it was a combination of improved circulation, two stages of hydrocyclones and conventional filters. This was documented, costed and a full technical and commercial proposal prepared.

The proposal, our presentation and Ford visits to customers for whom we had provided similar solutions convinced them that we were the men for the job and they placed their order with us.

Our design team revisited site to get the detailed design data and discuss operational requirements with all interested parties. Back at base they set about producing the detailed drawings and purchasing specifications for the materials needed to manufacture and install the systems.

In parallel with this our Project Manager was defining the installation schedule, agreeing this with Ford and scheduling resources and creating contingency plans. The installation was performed during plant down time and shutdown periods with no disruption to production.

The system, now running, has delighted Ford because we took the trouble to get to understand the real requirements and the real measures of success and kept these at the forefront of all subsequent activities.

Fascinating Facts



Since the 1970's microchips have doubled in power and halved in price every year. If the same thing happened to cars then a Rolls Royce would do 100,000 miles to the gallon and would only cost you £25 for a brand new one!

Clearwater Chuckles



Suicidal Cheese

How do you talk down a cheese standing at the edge of a cliff?

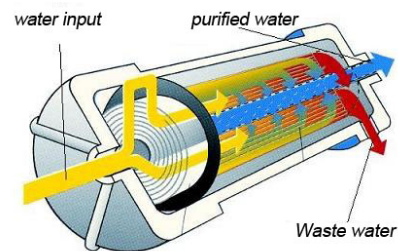
Very Caerphilly!

Jargon Buster Corner

Do you feel confused and inadequate when your colleagues use technical terms in meetings? Are you at a loss for conversation when talking about work down the pub?

Well help is at hand in the Clearwater Jargon Buster Corner where we will cover a new topic every issue

Reverse Osmosis, Nano-filtration, and Ultra-filtration Membranes



The membranes for RO, NF and UF look similar, but are physically and functionally unique.

The main difference between the membranes is the size of the pores, RO membrane pores being the smallest. To illustrate the scale, try to imagine the Pacific Ocean as one square foot of membrane. On this scale the RO pore would be the size of a five pence piece, a NF pore the size of a bottle cap, and a UF pore the size of a compact disc. Membrane pores are very small indeed!

Clearwater Chuckles



What do you get if you cross a football team with ice cream?

Aston Vanilla

How Can We Help You?

By Dan Burge, Head of Technical Sales

This has been an interesting challenge for me – defining, in brief, what Clearwater do!

Although we are a specialist company, our range of products is diverse, extensive and constantly growing, which sometimes makes it difficult to put a label on what we do. Many of our older contacts know us as Ultrafiltration Specialists, others as a Paint Shop Solution and Installation Specialists, without realising the areas where we have grown and diversified in 30 years in business.

So what do we do?

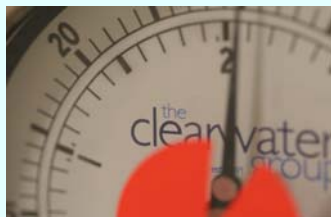
Filtration & Separation Systems such as Ultrafiltration, Membranes, Bag Filters and Hydrocyclones. Whether separating UF & paint or oil & water, removing metal fines or phosphate sludge, we have a system and the expertise to overcome your problem.

Anodes & Anolyte Systems, for replacement anodes, cathodes, service & inspection, or system modification, Clearwater can help.



Pipework & Pumps is another area where we can fulfil your requirements – new systems, modifications, energy efficiency or direct replacements.

Tank Relining & Paint Tank Transfer. Tank Relining and the associated mechanical works has become a significant part of what Clearwater do.



Whatever the contents of the tank we can also transfer them – processes in which we have significant experience.

Design & Project Management complement our range of products and services, with our in-house design facilities and our proven project management ability. Our customers trust in us to manage the requirements, whether in our core area of business or not.

This isn't exclusively what we can do. It would take a book to cover everything but if you have a need, even if it concerns something we haven't described, it is very likely that we can help you with it.

Clearwater Chuckles



Show me a man who is a good loser and I'll show you a man who is playing golf with his boss!

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In other appointments news;



Adam Coulborn has rejoined the team in a design and engineering support capacity after a period working and supporting his family's business in Devon.

The Company also recently welcomed Nicky Winfield to our finance department.

Nicky says:

'I received a very warm welcome into the team and it is good to work in such an upbeat positive environment'.



Clearwater Chuckles



Magic Circle

I recently tried to join the Magic Circle, but failed the interview. They kept asking me trick questions!

Fascinating Facts



Ninety-seven percent of the earth's water is saltwater in oceans and seas. Of the 3% that is freshwater, only 1% is available for drinking - the remaining 2% is frozen in the polar ice caps.

Dear John

(Putting the special in specialist!)



By popular demand; the industry's favourite specialist John Dalby tells some Clearwater tales from the last 30 years!

'I was in my early 20's and the founding fathers of Clearwater had paid for me to fly to Ireland to do a first service visit. My first time on an airplane was also my first solo servicing visit for the Company.

Initial nervousness disappeared after a couple of glasses of wine and, after I told her it was my first time in the air, the air hostess invited me into the cockpit to meet the pilot

These were pre 911 days and life seemed a lot simpler then. After a night's sleep in a local boarding house, I walked the mile or so my customer's factory with a tool box in each hand to service their Abcor unit.

Mr Flannery (name changed to protect the innocent – Ed) asked me if I knew what I was doing and left me to it for the next two days. Four hours before I was due to leave I asked the customer to book me a cab to the airport - When I finally re-commissioned the unit I was getting a flow rate of 300 litres an hour with an expected final flow rate of 900 litres.

I told Mr Flannery the tubes were anodic tubes and as such were 'self-cleaning' on commissioning. He asked me if I thought he was a born yesterday and told me he was locking me in the plant room until the flow metres read 900!

Three hours later, with the cab long gone and a flow rate bang on 900 litres he let me out and apologising all the way drove me to the airport himself. The airplane was still waiting but I had to leave my tools there – I never did go back for them!'

Footnote: Anodic membranes are extremely rare but are, in fact, self cleaning on commission!

Next time: Another lost toolbox - Escorted out of Poland at bayonet point!

If you have a Dear John story then let us know – don't worry about the language, our Editor will clean it up for publication!

Prize Codeword by Mephisto

Can you crack the code and win a £50 book token?

Each letter in this puzzle is represented by a number 1-26. Can you crack the code? Every letter of the alphabet is used at least once. Three letters are already in place to get you started

9	8	16	12	9	11	16	19	9	16	12		
8		17		15		22		9		12	6	
22	21	22	2	10	6	21		5	21	16	7	26
23		21		23		12		21		18		9
1	23	17	9	11		25	20	9	10	9	15	10
		24				1		6				7
16	24	9	8	7	1		6	10	2	10	7	3
11				2		6				4		
7	16	21	6	10	2	7		11	23	23	8	1
23		25		16		23		16		13		23
14	16	25	2	17		4	16	20	11	23	7	26
9		9		9		11		14		11		9
	13	20	2	11	11		14	16	8	17	16	11

1	2	3	4	5	6	7	8	9	10	11	12	13		
14	Y	15	16	17	18	Q	19	20	21	22	23	24	25	26
												P		

A B C D E F G H I J K L M
N O P Q R S T U V X Y Y Z

Name:.....
Telephone:.....
E-mail:.....

Please submit your solution by mail or fax to:

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Winner will be the first correct solution opened on 8th August. Winner will be notified and announced in the Winter Newsletter.

Competition not open to employees of Clearwater or their relatives

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