

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 Poland back in 2005 with a colleague after three very long days consulting and overseeing on a new automotive process system.

With the job complete and 24 hours to spare we took a trip to Krakow to take in some of the local 'culture'. Unbeknown to me their local vodka has more of a kick to it than what we are used to!

To cut a long story short - the night before became the next day very quickly and we found ourselves rushing to the local (and very small) airport with little time to spare.

Pressed for time, rather than book my luggage in, I took a very old and very large suitcase through as hand luggage. Looking like a wartime evacuee the customs officers gave me a dubious look, but as this was before the days of measuring hand luggage and they let me pass.

Our plane was only yards away with a rather annoyed pilot gesturing to his watch. Unfortunately my suitcase was at this point jammed solid in the very old fashioned x-ray machine. My colleague, with a foot on the aeroplane steps was shouting at me to get a move on, so I stepped onto the scanner and starting kicking the suitcase to get it free!

Unbeknown to me the armed guards were smashing their rifle butts into it from the other side with the woman on passport control in the middle in fits of laughter!

I started to walk towards the plane, leaving the luggage trapped forever – but the guards, not seeing the funny side, turned their rifles towards me bayonets facing and marched me back across the borderline.

The aeroplane left and they had to dismantle the luggage scanner to get my case out (with lots of angry foreign language that we could only guess the meaning of!) I had to find another airport to fly home from!

Let us hear your Dear John stories – we'll pay good money...

Clearwater Corner By Lianne Bishop

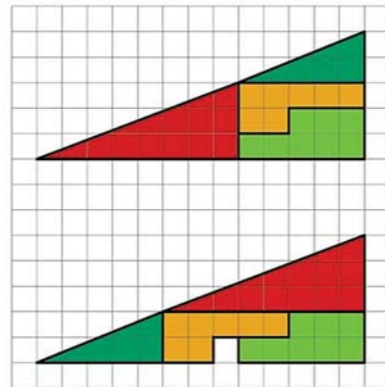
Classic left brain right brain conflict

We originally evolved as visual creatures however; our aptitude for communication is extremely powerful. Our brains have become so attuned to using language that we now think in words, as well as images. Having become accustomed to language our brains will try to override visual signals. This is called the paradox of programming and expectation.

Look at the chart and say the COLOUR not the word

YELLOW BLUE ORANGE
BLACK RED GREEN
PURPLE YELLOW RED
ORANGE GREEN BLACK
BLUE RED PURPLE
GREEN BLUE ORANGE

Same partitions, same grid, just rearranged. Where did the hole come from?



Clearwater Quiz

What does SEO stand for?

- Steam Engine Operator
- Search Engine Optimisation
- Six Egg Omelette

Submit your answer by using the contact us form on our new website www.clearwatergroup.co.uk

- 1st Prize: £50 Cash
2nd Prize: Bottle of Le Clearwater Bordeaux
3rd Prize: Clearwater 'Wow' Mug

Competition not open to employees of Clearwater or their relatives

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Autumn 2010

Industry gains across the board

Manufacturing output continues to be buoyant throughout Clearwater's major automotive, aerospace and industrial customer base.

In an extract from a recent interview, Roger Allen, Managing Director commented 'UK manufacturing continues to chart a positive course in almost all the industries we are close to. On a recent corporate partnership day at BMW we were struck by how optimistic the outlook was across many ranges and size platforms.

This strikes the same chord that we have seen across almost our entire customer base from BAE in the north, down to Jaguar Land Rover through to Ford on the south coast and many, many other notable success stories elsewhere in the UK'

What a difference a year makes

'I don't think anyone connected to manufacturing would take anything for granted with such a mix of economic data, but as we often say at Clearwater – You can't curse things just by expressing an increased level of confidence.



▲ A different sort of upside down – World record holder Russ Swift gives Roger Allen and Dan Burge a 'lift' after a chance encounter at a corporate partner event last month

Of course there will be many more ups and downs to come, but there comes a point where we have to say: Look, things are better than they were last year and for now we are pleased that so many of our customers, suppliers and colleagues have been doing as well as they have for the majority of this year.

We have taken to starting to smile again and to say – yes the new norms are working themselves out and things seem upside down on some days – but we do our best and sometimes, just sometimes; we get to enjoy doing it!

Inside this issue

- Industry gains
- New Clearwater website
- Jargon buster
- Caterpillar - Cool as you like
- CDM Accreditation



Clearwater Chuckles

Two hydrogen atoms walk into a bar. One says, "I've lost my electron". The other says, "Are you sure?" The first replies, "Yes, I'm positive!"

New website for customers

Following a comprehensive review of how Clearwater communicates and supports its customers; our website has been completely redesigned to give a clearer layout and easier to use navigation. There is also a dedicated upload area where designs, photos and technical information can be readily transferred.

Head of Technical Sales, Dan Burge said: 'we have purposely made the investment at a time of market buoyancy and will be using it as a platform for launching our new marketing campaign. One of the key objectives is driving traffic to the website in order to continue supporting customers' specific needs'.



The finished result is now live and most would agree that it is much fresher and easier to navigate. There is enough information to understand who Clearwater are and what they offer, without wading through reams of technical data and jargon - for that you will have to contact the team!

Take a look at: www.clearwatergroup.co.uk

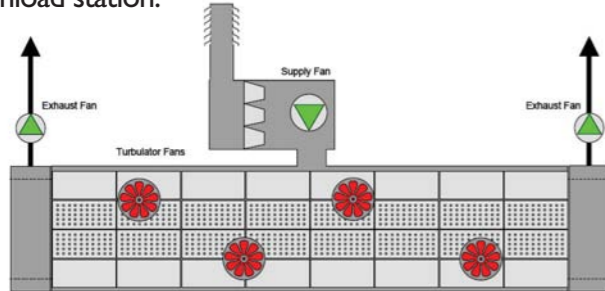
Please see the back page for a website related competition and a chance to win £50.

Caterpillar – Cool as you like!

By Marc Horn

Clearwater has been working Caterpillar at their Desford site since they took back the running of the plant. They immediately looked to improve, throughput and quality for which Clearwater Group supported with replacement Spiral Membranes, servicing on their Ultrafiltration System as well as replacement Anodes. This support led to discussions about other opportunities.

One project was to design, manufacture, install and commission a cooler after the e-coat area, to reduce the temperature of the components between the stoving oven and unload station.



After consulting with Caterpillar's Engineers, it was agreed the best location was above the entry to pre-treat as it allowed for best access to the fans for maintenance and delivered maximum cooling. Once manufacturing began the fabricated sheetmetal tunnel soon took shape. Much consideration had to be given to the installation due to the tunnel being positioned some 8m up in the roof space – health and safety was paramount.

Installation took place during the summer closure 2010. A team of dedicated fitters worked feverishly for two weeks lifting, pulling and expertly persuading parts into place. Once the electrical supply was in place Clearwater could complete the last stage and commission the system. With the control panel live, all fans ran up smoothly. The noise levels, which were an initial concern, were very low and couldn't even be detected when exiting shop vents were on!!!

Final adjustments of the airflow were made during commissioning to ensure the target component temperature was achieved. In summary a fine installation which demonstrates Clearwater's capability across a range of disciplines including design and fabrication of bespoke systems. More importantly – another happy customer!



Clearwater Chuckles

There was once a young man who professed his desire to become a great writer. When asked to define "great" he said, "I want to write stuff that the whole world will read, stuff that people will react to on a truly emotional level, stuff that will make them scream, cry, howl in pain and anger!"

He now works for Microsoft, writing error messages.

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 cover a new topic every issue.



Standard Unit Prefixes

A prefix may be added to a unit to produce a multiple of the original unit. For example, kilo- denotes a multiple of a thousand and milli- denotes a multiple of a thousandth; hence there are one thousand millimetres to the metre and one thousand metres to the kilometre.

Multiples	Name	deca-	hecto-	kilo-	mega-	giga-
	Symbol	da	h	k	M	G
	Factor	10	100	1000	1000000	1000000000

Sub divisions	Name	deci-	centi-	milli-	micro-	nano-
	Symbol	d	c	m	µ	n
	Factor	0.1	0.01	0.001	0.000001	0.000000001



Fascinating Facts

I cnduo't bvlieie taht I culod aulacty uesdtannrd waht I was rdnaieg. Unisg the icndeblire pweor of the hman mnid, aocdcnrig to rseecrah at Cmabrigde Uinervtisy, it dseno't mttar in waht oderr the lterets in a wrod are, the olny irpoamtnt tihng is taht the frsit and lsat ltteer be in the rhgit pclae. The rset can be a taotl mses and you can sitll raed it whoutit a pboerlm. Tihs is buceae the huamn mnid deos not raed ervey ltteer by istlef, but the wrod as a wlohe. Aaznmig, huh? Yaeh and I awlyas tghhuot sleinpg was ipmorantt! See if yuor fdreins can raed tihs too.

UK Automotive Manufacturing Soars

- Cars+41.3% year to date
- Commercial vehicles+41.4% year to date
- Engines+27.7% year to date

Source: SMMT

"UK vehicle and engine production continues to lead a strong manufacturing recovery," said SMMT chief executive, Paul Everitt. "The UK is an important part of the global automotive industry, exporting cars, commercial vehicles and engines to markets around the world. There are still significant challenges ahead and government must do all it can to encourage continued international investment in UK based R&D, skills, plant and machinery".

Did you know?

By John Dalby

Filtration is production critical – get it wrong and you will often get quality and ultrafiltration issues.

To address this Clearwater now offers a Pressure Differential Monitoring (PDM) system that incorporates a 'traffic light' system with flashing beacon and siren to provide a visual and audible aid indicating the condition of the filter bags.

Green shows all is well, Amber indicates that its time to act, Red means it's too late.

Visual management, from traffic lights through to mobile phone SMS alerts and full data log transfer via USB, we offer practical, robust, straightforward and cost effective solutions.

The interest level from our customers has been incredible.

If you would like any information on monitoring systems, please call **01926 81 82 83**.



Visual management increasingly crucial to production



Clearwater Chuckles

A little boy went up to his father and asked, "Dad, where did my intelligence come from?" The father replied, "Well, son, you must have got it from your mother, cause I still have mine..!"

Appointments news



Glyn Cadwallader has been appointed to Clearwater Group's management team. Glyn has overall responsibility for the site facilities at the Warwickshire HQ in the new role of Site manager.

Another Credit to Clearwater

To add to the long and growing list of accreditations such as ISO 9001 & 14001 and CHAS, Clearwater have recently passed assessment for competence as a Construction Design and Management (CDM) Principal Contractor.

The assessment was carried out by CDM specialists Aegis Services Limited who were appointed themselves by BAE Systems. BAE require CDM Principal Contractor for all large projects on their UK sites and can now look to Clearwater to self-sufficiently provide the required CDM responsibilities, without the need for additional contractors and the premium they carry.

The successful accreditation underlines Clearwater's structure and ability to offer professional design and project management on all scales. If you wish to discuss your Project Management and CDM requirements, please call us on **01926 81 82 83**.



Fascinating

It's the Law.....

All English males over the age of 14 must carry out approximately two hours of longbow practice a week, supervised by the local clergy.