



wcn

September 2019 : Issue 62

Wire & Cable News

Newsletter of the International Wire & Machinery Association



Welcome to Bangkok

South-east Asia show preview

PLUS:

- IWMA members latest
- Company and product news
- New faces on IWMA board





Chairman's welcome

THIS year marks the 13th edition of wire Southeast Asia – the most authoritative trade event for the wire and cable industries in a region of the world with big plans and a big appetite for the products produced by our members. This is one of the reasons I love this particular show: the energy of the exhibitors and bustle of the crowds seem to step up a notch, and give everything a dynamism you don't always get at the larger, older events elsewhere – despite the heat!

As an industry partner of Messe Düsseldorf, the IWMA's mission is the promotion of the latest technology, education and growth within the wire and cable sector – and as a major support structure for international trade and education and a training leader, nowhere is more appropriate for us to operate on our members' behalf.

Around 40 member-companies are exhibiting in Bangkok, five of them specifically in the IWMA "group", using the IWMA stand as a showcase for their products and services. But all members can enjoy refreshments, take advantage of office services and even have private meetings with potential business partners in our office space.

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Key personnel will be available on the IWMA stand throughout the show – including me, director Peter Large and executive manager, Andy Lewis. If you would like to chat about joining and find out what we can do for you at exhibitions around the world, come to the stand and ask. We look forward to seeing you.

Briefly though, I'll tell you that the IWMA offers over 250 member-companies an international platform for technological advance and best practice, and we are proud that next year will mark our half-century of doing so.

We have a lot to celebrate and we're planning several special events and activities to commemorate our first 50 years. We are all very excited about the plans and we'll be announcing the full programme over the coming months. Watch this space!



Martin Van Der Zwan

Chairman,
International Wire &
Machinery Association



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Editorial deadline for next issue: 28 October 2019

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THE international Prysmian Group has won a strategic-supplier agreement with CityFibre, a leading UK provider of wholesale full-fibre infrastructure. The multi-million-pound deal to supply fibre-optic cable was announced as part of CityFibre's £2.5 billion full-fibre network development across the UK. CityFibre has already unveiled 12 "Gigabit Cities" in which it is extending existing metro networks to nearly every home and business. The project's goal is five million UK homes in over 50 cities by 2025. Prysmian has a wide range of cable products to support the growing UK Fibre to the Premises (FTTP) market.



Prysmian develops new HV cable types

PRYSMIAN claims a significant step forward in cable technology that enables more efficient, reliable and eco-friendly long-distance power transmission.

The company has introduced two new 525kV extruded land-cable systems, one qualified with P-Laser and one with XLPE insulation. The systems carry a

higher voltage and have large conductor cross-sections, offering optimal transmission with minimised land use.

P-Laser is the first completely recyclable high-performance cable technology, utilising a zero-gas process that reduces CO₂ emissions by up to 30%. The system is fully compatible with existing HVDC cables. The XLPE system uses a new insu-

lation compound specifically for HVDC applications. Both technologies have successfully passed tests at 600kV.

"This new milestone is a significant step forward for power transmission systems," declared Hakan Ozmen, the executive vice-president of Prysmian's Projects Business Unit.

www.prysmiangroup.com

Eco-conscious way to drum-

ON the face of it, being the producer of the widest range of cable reels, drums and ancillary equipment in Europe might not seem particularly fascinating to a casual observer...

But as Pentre Group director and general manager Richard Johnstone – pictured far right, a recent recruit to the IWMA's managing board – suggests, his company makes products on which a vast amount of today's modern world depends.

Cables of all shapes and sizes must work as intended, whether it is the twin-and-earth cable wound on a cardboard reel at your local DIY supermarket, or 500 tonnes of offshore steel rope for anchoring an oil rig, wound on a massive steel drum.

"Wire and cable hold the world together and make it run; hold up bridges and link the internet," Richard says. "The least we can do is make sure the cable delivered on our products gets to its destination in the same condition it came off the production line. Protection is of vital importance."

Pentre Group – headquartered in Leigh, North Manchester UK, claims to make the widest range of reels and drums in Europe, and through a series of partnerships and acquisitions in the UK, Czech Republic, Denmark and Spain over the past 30 years, has become one of the world's leading suppliers of drums, reels and ancillaries to the global wire and cable industry.

The group makes everything from domestic cotton reels to contract-specific steel drums – fully welded, accredited, certified and balanced for the most complicated, heavy projects. Pentre works with clients to produce the exact reel or drum required for specific con-

tracts and applications, rather than simply supplying a range of standard items.

The group was started by five investors in 1988, though only one, MD Mike Seymour, remains. Richard (51) his son-in-law, runs the main manufacturing site, which makes plastic, wood-based packaging and ABS process reels.

Reels can be made from steel, plywood, softwood, ABS (first used in this application by 210-year-old, world-famous Pentre brand, Hearl-Heaton) and recycled plastics, and in some applications claims plastic can actually be better for the environment.

"Cost and environmental friendliness are two of our chief operating parameters," says Richard. "Consider the energy that goes into a plywood reel. The wood is grown in Russia and a lot of energy is used in growing it and producing the plywood. Then it is shipped to our factories and made into reels that are used just once, before being broken up and disposed of by the end user."

"But we now use more than twice as much recycled plastic as virgin material. Our new plastic packaging reels are made from recycled car bumpers, for instance – and they can be recycled and remade many times, keeping the material out of landfill."

Pentre is so committed to recycling plastics that it already has arrangements with a number of customers for the return of used reels, and is keen to sign others. As more plastic reels are returned through recycling arrangements, plastic will become even more sustainable.

The company's environmentally-friendly manufacturing ethos extends to a social-friendliness within the workforce: in 2017, at

Major restructure for Leoni

GERMAN company Leoni has announced plans either to float on the stock market or sell – completely or in part – its wire and cable solutions division.

Leoni says it sees “very limited synergies” between wire and cable solutions and its sister wiring systems division, so plans to give them operational independence. The solutions division is spread across more than 20 sites around the world.

The company wishes to focus resources on the wiring systems division. Forming two separate companies makes them “better able to realise their full potential more quickly”.

WCS focuses on advanced and intelligent cable solutions and services while WSD is an energy and data products and services business.

Leoni expects a separate WCS company to emerge as a leading provider of engineered cables and interconnects in healthcare, factory automation, transport and automotive applications.



Leoni is currently running a Value 21 programme, by which it hopes to achieve sustainable gross cost reductions of half a billion euros by 2022.

●LEONI has introduced a simple cable management product (*right*) for light-weight robotic process arms.

The Leoni B-Flex P³ is a flexible, slip-resistant cable or hose attachment strap that keeps control wires and hoses neatly out of the way when the arm is in operation. It is aimed at food and drink, pharmaceutical and general picking, packing and palletising applications.

The B-Flex P³ can be used on diverse surfaces, sections and circumferences without risk of slippage, and helps to extend cable and hose life by reducing unwanted flex. The new product is similar to the B-Flex Cobot for collaborative robots, launched in 2017.

www.leoni.com



up progress

Richard's instigation, a sponsored walk by workers and business partners raised £35,000 for UK charity Cancer Research. In 2020 the group hopes to raise at least £30,000, the proceeds to be split between Cancer Research and fellow cancer charity, Macmillan.

“I take the view that if something good can be done and I can do it, then I should do it,” Richard said, “whether it is raising money for charity or improving the company's environmental footprint.”

“Something good” also includes the group's association with the IWMA, he adds. Hearl-Heaton was a founder member of the IWMA 50 years ago, and Pentre has joined again in the past three years, after a break.

“I had little knowledge of the IWMA and its purpose, but after getting to know the current management I realised we were pretty much of the same mind about its future role,” Richard explained.

“As a body to get people energised about the industry, the IWMA is in a great position. We have this small, interconnected world and the young don't always realise that their phones, internet and entertainment exist because of wire and cable.

“The IWMA is in a position to change that and to educate a new generation of cable and wire engineers and entrepreneurs, and I want to support it as a member of the management board however I can. As I said, if something good can be done and I can help, then I should help.”



Wire and Cable Verona 2019

WIRE Association International (WAI) and the Italian Association of Wire and Cable Machinery Manufacturers (ACIMAF) have joined forces to stage an international technical conference in October in the historic Italian city of Verona.

The October 21-22 event, which is supported by the Italian Ministry of Economic Development, the Italian Trading Agency, the IWMA and other major industry organisations, will feature 22 presentations in ferrous and non-ferrous subjects, a keynote presentation, a tabletop exhibition, a gala dinner and a choice of plant tours.

The conference will be a major gathering point for technical expertise: staged in the magnificent Palazzo della Gran Guardia,

in front of the historic Verona Arena, delegates will discuss the most critical issues in global wire and cable manufacturing in a programme incorporating ideas from global industry leaders.

Subjects range from *Trends and Challenges in Steel Wire Technologies* to the increasing digital transformation of manufacturing and process control; from an *Overview of the Global Insulated Wire & Cable Markets* in non-ferrous to improving the ductability of drawn aluminium wiring for automobiles.

The gala dinner will be held in the Palazzo Verità Poeta, a short walk from the conference venue.

The conference will be held on the first day (Monday), leaving day two for a visit to one of two nearby factories.

The ferrous tour is of Pittini Group. In

2015 Pittini acquired Acciaierie di Verona SpA and in 2016 it announced a plan to enhance what it called one of the chief historical sites in the Italian steelwork industry by creating one of the most innovative wire rod-rolling plants in the world. The plan, to be carried out through 2021, calls for a major technological upgrade.



Delegates can otherwise choose an electrical tour of Mondini Cables. Founded in 1970, the company manufactures non-ferrous wire and copper cable products at its Caprino Veronese plant.

Both tours will conclude with a visit to the Serego Alighieri estate, where the Masi company produces a world-renowned *Amarone* (a rich, dry red wine).

Tour participants can also take part in a special wine tasting event.



Robotic arm joins JB Springs team

JB SPRINGS has acquired a new helping hand for its production team... The company has bought a six-axis robotic arm, currently undergoing *springtelligence* training – being fully programmed with JB's extensive knowledge of the springmaker's art – before joining the production team.

JB will be able to use the small, highly-dexterous arm to take secondary operations away from its main production



machines. The company believes it will help to improve productivity and quality. The UR10E arm offers deployment flexibility, easy programming, fast set-up and payback, and unobstructed collaboration.

www.jbsprings.co.uk

Quality award

MANCHESTER UK-based drawing lubricant manufacturer Metalube has achieved ISO 9001, ISO 14001 and OHSAS 18001 certifications.

ISO 9001 sets out the criteria for a quality-management system and can be used by any organisation of any size. It is based on business principles such as a strong customer focus and continual improvement. ISO 14001 specifies requirements to enhance environmental performance, while OHSAS 18001 is an occupational health and safety management system used to achieve the best possible working conditions and workplace health and safety.

Managing director Robert Brown said, "We're extremely proud to have achieved these. As a business we are fully committed to quality management, workforce safety and to reducing our impact on the environment.

"These awards provide the checks and balances to make sure we are always striving for better."

www.metalube.co.uk

www.iwma.org

Maillefer updates classics



MAILLEFER has launched a new-generation EKP dual take-up range for telecoms applications, pulling together experience gained from almost 50 years of EKP manufacture.

Maillefer's EKP models (5, 50 and 63) have helped to define industry standards over that time, but with parts in some cases now obsolete – certain electrical assemblies have been unavailable for months – the company decided the time was right for an update.

The result is the *EKP630*, for flanges up to

630mm and cables up to 5mm, available both with new lines and as a retrofit device. The machine will work independently of line controls, making it an easy fit into any configuration. The degree of automation can be increased by integrating signals into a line control.

The new model has a self-diagnostic feature for quick troubleshooting. Service points are easy to access and overall ergonomics and safety features offer great working conditions for the operator.

www.maillefer.net

The future is well-informed

ROSENDAHL'S new RIO system puts process staff in complete control with full, real-time production line information.

RIO (Rosendahl Integrated Operation System) organises and makes information available, automatically collecting, aggregating, saving (locally or optionally via cloud storage), analysing, reporting and optimising data on production processes.

Each reel produced, for example, has its own unique ID, which gives direct access to its data. From process parameters and production times to the operator himself, all information about that reel can be read.

Production performance, quality reports, reel protocols, error message-related statistics, energy reports, OEE figures and much else can be seen almost immediately.

Smart add-ons for consumption measurement, extruder screw identification

marking and integration in ERP/MES systems are also available. Reports are ready to use and easy to read, integrated if required into Microsoft Office products and viewable on mobile devices.

The system gives a comprehensive overview of processes, access to data



from different factories, complete traceability and the ability to compare lines, products and even shift efficiency, offering the chance to optimise efficiency where problems are revealed.

www.rosendahlnextrom.com



18-20 Sept 2019
Preview



Picture: Mikhail Mandrygin /123RF

A market full of Eastern promise

A SIMPLE projection for you: in the next decade or so, another 100 million of the 600 million population of south-east Asia will move from rural areas to cities.

Cities need infrastructure, roads, homes, power and utilities, so as well as being a huge challenge for the many national authorities in the region – with much talk of “smart” cities that help to make conurbations more efficient and sustainable – a population move on such a scale offers huge possibilities for infrastructure product supply. When you are building cities and improving communications, few products are more vital than wire and cable.

No wonder, then, that wire Southeast Asia always bustles with trade, visitors and energy. Held alongside Tube Southeast Asia, both events bring together around 400 exhibitors from over 30 countries, providing a focal point both for international companies and local businesses keen to operate in Asia’s markets.

This is 13th show since 1995 and is expected to see a major focus on smart cities, following the announcements of dozens of developments in that field by major regional economies such as China, Indonesia, Korea and Thailand. Show host Thailand, for example, has plans to transform its economy with 100 smart cities over the next 20 years.

Other massive plans are also underway, the ASEAN (Association of South East Asian Nations) Highway Network (AHN) and the Singapore-Kunming Rail Link (SKRL) just two of them. The former, an extension of the Trans-Asian Highway, will stretch 38,400 km through all ten ASEAN countries, while route number one of the SKRL high-speed railway is a 5,382km line from Singapore to China through Malaysia, Thailand, Laos, Vietnam and Cambodia.

The ASEAN Power Grid is another massive project, connecting power systems into a huge pan-national grid at a cost of \$6bn-plus, to help cope with the demand for an expected two-terawatt-hour consumption across the region by 2035. Urbanisation on this scale underlies the region’s constantly-

evolving and multi-stage state: while a few nations have robust, successful economies, others are so-called “middle-income” states and a further small group is considered vulnerable to economic rise and fall. A few countries still need to raise their average wage above the “extreme poverty” income level of under \$2 a day, while others, notably Korea, with careful planning and trade have raised national average income to one of the highest in the region in relatively few years.

It’s not all good news: an economic slowdown – following China’s own, with whom most of these nations do business – is slowing things short-term, though for most the growth rate will still outstrip that of western economies, while the US-China trade war will add its own minor obstacles.

China is doing its bit – though admittedly with self-interest in mind – with its “Belt and Road” initiative, offering loans and grants to smaller countries in its orbit to assist their trade both with China and the rest of the world.

Wealthier national south-east Asian governments already understand the need for investment in the future: in the coming years these nations will spend \$323 billion on infrastructure, from water, clean air, energy, roads, ports and railways to education and healthcare – promising great opportunities for business for the region’s construction companies. The Thai government alone will spend \$62billion before 2025 to boost growth and develop its three eastern provinces, with infrastructure spending a significant driver for the economy.

These opportunities, led by urbanisation, will undoubtedly trigger higher demand for wire, cable, tube and pipe. Growing demand from automotive, household and consumer electronics will also play a big part.

Economies might ebb and flow, but there is always a sense in the region of countries punching above their economic weight: little surprise that by 2035 the ASEAN nations are expected to account for up to a third of international GDP.

Meet the IWMA members on

ABZ (Shanghai) Smart Tech Ltd

ABZ (Shanghai) Smart Technology is based alongside the Huangpu river in Shanghai and manufactures cable-making machinery, principally for drawing, bunching, stranding, twisting and rod breakdown.

Stand: E46
en.abz-sh.com

Ajex & Turner Wire Dies Co



Ajex & Turner produces advanced VNT Nano dies, trapezoidal sector dies and shape dies in tungsten carbide, polycrystalline diamond and other materials.

The company takes pride in the claims made for its vitrified nanocrystalline technology (VNT) dies, which are seen as superior replacements for PCD versions thanks to their hardness and tight tolerances – VNT Nano dies maintain uniform drawing diameter throughout their life and don't require reworking as they wear. VNT Nano dies also improve on tungsten carbide dies, because they cause no concerns over in-die dust accumulation and reduce wire breakage and conductor scratching.

Stand: E16
www.ajexturner.com

August Strecker GmbH & Co KG

August Strecker butt-welding equipment is sold in over 110 countries worldwide.

The exhibition team will show visitors how customers are helped through the buying process from choosing the right product to final delivery and commissioning.

Stand: D26
www.strecker-limburg.de

Aversion Technologies Europe SL

Aversion Technologies produces high-performance anti-rodent and anti-termite compounds for the wire and cable, tube, pipe and compounding industries.

The company can also design products to meet a customer's specific needs.

Key personnel will be available at wire Southeast Asia to discuss the company's services.

Stand: K25 (IWMA stand)
www.aversiontech.com



Baloffet SA

Founded in 1870 in Lagnieu, France, Baloffet is one of the world's leading manufacturers of diamond wire-drawing dies and precision tools, and a specialist in machining ultra-hard materials.

Baloffet manufactures dies and precision tools for wire, cable, tube, rod and metal profiles in the diameter range 0.003mm-35mm. Visit the company's stand to find out more.

Stand: K10
www.baloffetdie.com

Bartell Machinery Systems LLC

Bartell was founded in 1940 as a precision tool and die shop to service the local wire, cable, and other manufacturing industries in Rome, New York State. Today Bartell – which acquired Ceeco in 2003 – also has locations in the UK and China, and continues to develop state-of-the-art technologies for advanced production needs.

Stand: J08
www.bartellmachinery.com

BETA LaserMike Products

The BETA LaserMike line of measurement and control solutions is designed to increase productivity, improve product quality and reduce manufacturing costs.

The range includes AccuScan for laser-scanning diameter measurement, UltraScan Pro for ultrasonic wall and concentricity measurement, CenterScan for eccentricity measurement, LayScan for lay length measurement, LaserSpeed® Pro for

non-contact length and speed measurement, BenchMike Pro for off-line sample inspection, and DataPro and InControl for

Stand: E31
www.ndc.com/betalasermike

Bongard Machines GmbH

German company Bongard Machines GmbH & Co KG is a second-generation family business with 58 years of expertise in new-machine manufacturing, as well as decades of experience in the purchase and sale of used machines.

This includes the design and production of custom machines, the combining of new and used machines and the reconditioning of used machines.

Stand: E21
www.bongard.de

BWE Ltd

BWE Ltd will be available to discuss new developments in its Conform™, Conklad™ and SheathEx™ technologies at this year's wire Southeast Asia.

Conform and Conklad are well-established continuous-extrusion technologies in the non-ferrous, cable and tube industries. SheathEx is a new alternative to the "seamless" aluminium sheathing of medium-high voltage cables.

A complete range of cold welders and dies for a fast, cost-effective and reliable solution to welding non-ferrous materials from fine wire to round rod will be available to order at the show.

Stand: J20 (IWMA stand)
www.bwe.co.uk



Carl Bechem GmbH



As the oldest German manufacturer of industrial lubricants, Bechem is today one

www.iwma.org

show at wire Southeast Asia

(list correct at 25 August 2019)

of the leading producers of high-quality special lubricants and metalworking fluids. Meet the Bechem team on the company stand to find out more about the latest range.

Stand: F23
www.bechem.com

Condat Lubrifiants SA



Condat lubricants work with all materials and offer solutions suited to each surface, whether phosphated, galvanised or coppered wires. The company has internationally-recognised brand-names including Vicafil and Steelskin.

Stand: K08
www.condat-lubricants.com

Dongguan XinMei Precise Mold Co Ltd

Dongguan Xinmei was established in 1997 and specialises in the production and development of diamond wire drawing dies, offering high quality, reasonable price and fast after-sales service.

Stand: L01
www.dg-xinchang.com

Eder Engineering

With over 60 years of experience, Eder is a worldwide specialist and leader in advanced drawing-die tools, die-processing technology and equipment.

The company's products encompass wire-drawing dies made from tungsten carbide, natural diamond and synthetic PCD; die-tool processing machines for the repair or production of die tools, and die workshop ancillary equipment.

Stand: G18
www.eder-eng.com

EJP Maschinen GmbH

For more than 35 years, EJP Maschinen GmbH has been a partner for tailor-made production systems for the production of wire, bar, tube and profiles. The company will showcase its many installations around the world.

Stand: F12
www.ejpmachines.com

FMS Force Measuring Systems AG

Swiss company FMS specialises in the web tension and web-guiding industry, with market-leading developments and international sales. FMS is the company of choice for manufacturers and users of web processing equipment around the world.

Stand: H32
www.fms-technology.com

Fort Wayne Wire Die Inc

From the first wire die manufacturing equipment and processes developed in the 1930s, Fort Wayne Wire Die has stood at the forefront of the industry.

The company has four manufacturing locations, two sales offices and 19 more sales representative outlets around the world.

Stand: K17
www.fwwd.com

Golden Technologies Wire & Cable Equipment Co Ltd

Golden Technologies produces cable-wire extruding, twisting, coiling and packing machinery.

The company's technical knowledge covers R&D, manufacturing, software system, installation and commissioning, as well as staff training and maintenance.

Stand: D02
www.gtcablemachine.com

Guidetti SRL

Guidetti is a leading manufacturer in the field of metals recycling, with more than 30 years' experience and continuous

investment in research and development. The company designs compact machines and lines for the recycling of non-ferrous metals and materials such as aluminum, nickel, lead, copper and zinc.

Stand: H30
www.guidettisrl.com

Gwo Lian Machinery Industry Co

Gwo Lian offers a wide range of products and services, including manufacturing metal wire rod-drawing machines, R&D and complete turnkey plant for metal wires including high- mild- and low-carbon steel, alloy steel, stainless steel, copper, alloy copper and titanium.

Stand: F39
www.gwolian.com

H Folke Sandelin AB

Swedish company HFSAB will be promoting its latest lead extruder, which is horizontal, floor-standing and fully automatic, allowing continuous operation for weeks with little or no variation in temperature, wall thickness or concentricity.

Visitors can also get information on Sandelin's other equipment, including its cable repair and recovery system – CRRS – which can remove individual layers (whether outer jacket, lead sheath or triple-layer XLPE insulation), without damaging the layer below.

Stand: D29
www.hfsab.com

Hipo Electrix Science & Technology Co Ltd

Hipo Electrix has extensive experience in the supply of high-voltage testing equipment design, development and software debugging by scientific and technical experts. The company offers various types of high-voltage testing equipment, equipped with advanced production equipment, high voltage and a complete quality test system.

Stand: G41
www.hipo-electrix.com

Continued on page 12

I.C.E. Wireline Equipment

I.C.E. is a world leader in the design, manufacture and supply of production equipment to the wire industry.

I.C.E. Wireline will be promoting its wide range of products, including austenitising furnaces, fluid-bed annealing furnaces, fluid-bed quenching furnaces, gas-fired drying ovens, turbo dryers, phosphate and borax coatings, immersion burner galvanising furnaces, top-fired galvanising furnaces, ceramic sinker mechanisms, charcoal wiping systems, gas gravel wiping systems, nitrogen wiping systems, quench tanks, wax tanks and spare parts.

Stand: J25
www.icewireline.com

Inductotherm HWT (Radyne)

Inductotherm Heating & Welding Equipment offers custom solutions to a wide range of metal industries, from tube and pipe (the company's focus at the Bangkok show) to offshore pipeline engineering, aluminium extrusion, spring wire lines for automotive production and many more. The company is part of the global Inductotherm group, which offers advanced technology for the engineering, manufacturing and service of thermal processing equipment.

Stand: C01
www.inductothermhw.co.uk

Intras Ltd

Intras is the world's largest multimedia service company for the wire and cable and tube and pipe industries, and will be exhibiting once again at wire Southeast Asia. Visit the team's stand to find out more about Intras services.

Stand: E08
www.intras.co.uk

Jiangsu Handing Machinery Co Ltd

The company's range includes planetary stranding machines, insulated wire extruders, tape-wrapping machines, wire and cable looping machines, wire extrusion machines, cable extrusion machines, and silicone rubber extrusion machines.

Stand: K18
www.hdxljx.com


IWMA

WHEN you're at wire Southeast Asia, don't forget the IWMA stand is a great place to do business and enjoy refreshments amid the bustle of the event. There are also meeting rooms for private meetings with contacts and potential customers.

Other services include free wifi, promotional activity for member companies, business services such as printing and copying, a cloakroom and even providing lunch every day at 1:00pm.

Stand: K19
www.iwma.org



 *** marked entry can be found on the IWMA stand**

Key Rate International Co Ltd

Key Rate International has over 20 years' experience in packaging solutions. The company specialises in machinery for wire and cable, hose and similar products. Key Rate offers flexible solutions for differently-sized cables and types, as well as packaging materials suitable for your market. Fully automatic systems increase efficiency and reduce labour costs.

Stand: J24 (IWMA stand)
www.key-rate.com/E/



Maillefer Extrusion Oy



Maillefer will be using the exhibition to showcase its *Smart Factory* ideas, with the help of a virtual reality tool that allows visitors to simulate production parameters.

Stand: E02
www.maillefer.net

Kieselstein International GmbH

DURING this year's wire Southeast Asia show Kieselstein, the German producer of wire-drawing machines, will demonstrate its expertise with wire-shaving technology for the production of high-grade wire.

This technology is interesting because it permits manufacturers to produce top-quality wire even from low-quality inlet material.

Also of interest to producers in the region will be the company's high-speed trolley-wire drawing plant (pictured).

By optimising cooling, Kieselstein-designed plants can reach drawing speeds up to three times greater than that of comparable plants. As well as machinery, Kieselstein offers a compre-

hensive range of services. A specially-produced app, *k.connect* is supplied with new plant and offers support during the production process as well as in maintenance, servicing and spare part purchasing. For exist-



ing customers, Kieselstein also offers a retro-fit programme. Starting with a complete audit of existing machinery, the company's experts can recommend retro-fit measures to greatly improve production efficiency.

Stand: E12
www.kieselstein.com

Medek and Schörner GmbH

Medek & Schörner's wire Southeast Asia exhibition team will be telling visitors about its high-quality, high-performance cable-marking machines, customer support and high standard of after-sales service.

The company manufactures almost all its mechanical, electrical and electronic components in-house, so can respond to customer requirements quickly. The company guarantees unlimited availability of spare parts for all its machines, including older and smaller models.

Stand: H11
www.medek.at

Mikrotek Machines Ltd

An ISO 9001:2008 certified company, Mikrotek manufactures quality precision drawing dies and die technology.

Mikrotek is a modern company with a state-of-the-art plant. Find out more when you visit the Mikrotek team at wire South-east Asia.

Stand: H25
www.mikrotek.in

Pamica Group Ltd

Pamica is an integrated high-tech enterprise, specialising in R&D and the manufacture and marketing of mica insulation material. There are five factories covering an area of over 500,000m², over Rmb250m in capital and more than 1,200 employees, which makes Pamica one of China's key enterprises in the mica insulation materials industry.

Stand: L23
www.pamica.com

Peddington Lubricants & Coatings Pvt Ltd

The Peddington Group is an Indian market leader in the field of wire-drawing lubricants and coating compounds, with state of the art factories in Daman, Dombivli and Khopoli.

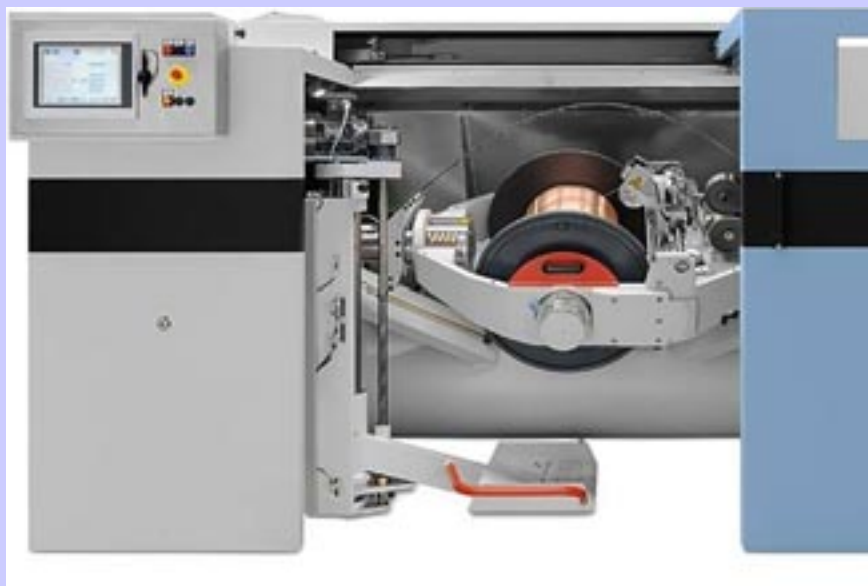
The company sells to over 40 countries and has received the *Best Supplier* award from Tata Steel. At wire Southeast Asia, the company will be promoting its one-stop-shop service, from pre-treatment chemicals to wire-drawing lubricants.

Stand: H23
www.peddingtonlubricants.com

Maschinenfabrik Niehoff GmbH

NIEHOFF and its subsidiary Niehoff Singapore Pte Ltd will be exhibiting a D 562-type double-twist bunching machine, built in left-to-right version, at the wire Southeast Asia show.

The machine is ideally suited for the manufacture of copper alloy strands for automotive wires, producing strands of 0.055mm-2.5mm cross-section and a steplessly-variable lay-length of 2mm-



60mm, with a maximum 7,000 twists a minute at up to 200m a minute.

The machine will be demonstrated in combination with an ARP 630-type pay-off.

The D 562 has an IE3 energy-saving rotor drive and an adjustable fan drive in the soundproof cabin.

A further feature is the patented opto-electronic Niehoff Bunching Automatic Traverse (NBAT) system, which allows perfect spooling. Spooled wire can be payed-off tangle-free at extremely high speeds without damage.

Other features include Niehoff's service-proven, energy-saving single-bow (ECO-Bow) design, contactless transmission of machine data within the machine and the Niehoff Machine Interface (NMI) touch-screen display. The machine is equipped with sensors that allow machine data to be recorded and analysed according to *Industry 4.0*. Cold-rolling mill manufacturer Bühler Redex and the lead extruder and cable repair and recovery system manufacturer HFSAB will also be available on the Niehoff stand during the show.

Maschinenfabrik Niehoff has been in business for more than 60 years and its portfolio includes technical assistance by a team of professionals who speak the customer's language.

Niehoff spare parts, machinery inspection, refurbishment and maintenance, as well as operator and maintenance training courses, complete the company's services.

Stand: D29
www.niehoff.de

Plexchem Technologies PTE Ltd

Plexchem Technologies is a Singapore-based company which specialises in crosslinking technology, especially for the silane (PE-Xb) and peroxide (PE-Xa) processes, and the expertise to manufacture other polymeric speciality materials, such as HFFR, semi-conductive, anti-vermin and XLPE pipe compounds.

The company's technical facility in Singa-

pore is ISO 9001 certified with the capability of performing scale-up trials and the manufacturing of many key components used in different compound applications. The company also undertakes joint activities with many well-known suppliers and customers to evaluate and develop new

Stand: C38
www.plexchem.com.sg

Continued on page 16

IWMA corpor

ate members

Pressure Welding Machines Ltd

British company PWM, which has been at the forefront of cold pressure-welding technology for more than 30 years, will present its comprehensive range of manual cold welding machines at wire South-east Asia.

The range includes the heavy-duty M101 machine (*pictured*), the smaller BM30 and BM10 models, plus three hand-held machines.

The best-selling M101 is designed for welding non-ferrous wire, strip and profile. Durable, simple to operate and easy to maintain, the M101 can be used on a workbench or supplied with a trolley, enabling the operator to move it to the



work area. The versatile machine will weld copper wire 1mm-3.6mm and aluminium in the range 1mm-5mm.

Also on show will be PWM's BM30 and BM10 bench or trolley-mounted cold welders, and the M10, M25, and M30 hand-held machines, used for joining wire, strip and profile (0.1mm-1.8mm). PWM cold welders produce reliable, permanent welds stronger than the parent materials.

Standard or custom-designed dies for wire, strip or profile are individually hand-made in matched sets by PWM's engineers.

Stand: K21 (IWMA stand)
www.pwmltd.co.uk



Proton Products International Ltd

Proton Products was founded in 1999 and is a privately-owned British company with an international customer base.

Proton is a leading manufacturer of instrumentation and control equipment for use in industrial production. The company constantly expands its product range with affordable, innovative technology to provide customers solutions that improve production capabilities and efficiency.

Stand: K29 (IWMA stand)
www.protonproducts.com



Qunye Electrical Co Ltd

Award-winning Qunye Electrical manufactures spools used in the field of high-, middle- and low-voltage cables, XLPE, power cables, optical fibre cables, telecommunication cables, steel wires and ropes, as well as for the textile industry.

The company provides customers with a full range of technical support and services. Its complete inspection facilities, advanced management and quality control has helped Qunye achieve ISO 9001:2000 certification.

Stand: L01
<http://en.qunye.com.cn>

Queins Machines GmbH

German company Queins Machines has been manufacturing machinery for the last 40 years.

Customers visiting the stand at wire South-east Asia will see images of machines delivered to the rope and cable industry.

On display will be all types of high-speed stranding machines, pay-offs/take-ups, taping heads, disc- and belt-type caterpillars, and extrusion and sheathing lines.

Also on show will be machines for manufacturing continuously-transposed conductor strands, umbilicals and steel wire ropes.

Stand: G05
www.queins.com

Rautomead Ltd

Rautomead is one of the world's leading and most experienced suppliers of continuous-casting technology for non-ferrous alloys.

The company's continuous-casting machines are used internationally to

deliver copper wire and cable, alloy wire, engineering alloys, precious metals, copper-magnesium and copper-chrome zirconium rod.

Stand: H19
www.rautomead.com

Reber Systematic GmbH

Reber is an expanding and internationally-successful company with a global reputation for its filtration technology.

The company attributes its success to decades of experience and cooperative partnerships.

Reber works with customers to develop customised liquid filtration systems for various engineering processes.

The Reber team will be at wire Southeast Asia to highlight its work with market leaders in the wire and cable, automotive, glass and environmental industries, all of which rely on the company's filtration technology.

Stand: F23
www.resy-filtration.com

RichardsApex Australasia

RichardsApex AustralAsia is a wholly owned subsidiary of US company RichardsApex Inc, and is based near Sydney, Australia servicing the Australian, New Zealand and Pacific Rim markets.

The company offers all types of lubricant required in a modern industrial world of extended tool life, bio-stability, cleanliness and critical surface requirements. Products cover conventional soluble oils, semi-synthetics and true synthetics.

Stand: J18
www.richardsapex.com

Roblon A/S

Roblon's business concept is based on the company's many years of experience, know-how and technology in the field of fibres. Innovation and product development constitute a core process in Roblon's continuous effort to achieve and sustain growth.

Roblon is a recognised supplier to the global industrial market. The development of new products takes place in close collaboration with industrial partners who set absolute requirements for documented quality and high-delivery performance.

Stand: G32
www.roblon.com

Rosendahl Nextrom GmbH

ROSENDAHL Nextrom is the leading global supplier of cable and wire production lines, with core strengths in extrusion, SZ-stranding, optical fibre and corrugation. The company also offers customised solutions and support.

At wire Southeast Asia Rosendahl will be presenting the latest technology for fibre drawing and FOC manufacturing, as well as the latest updates of the successful ROEX extruders, and *Smart* solutions for cable-manufacturing systems.

The company is a world leader in turn-key manufacturing lines for optical preforms, fibres and fibre-optic cables – there is even a full fibre-drawing line in its Vantaa HQ in Finland, part of Rosendahl's biggest-ever R+D investment.

The Rosendahl technology centre also makes it possible for potential customers to be given a full demonstration – or even a trial run – of the performance of a complete cable production line.

Rosendahl Nextrom recently acquired technology for seam-welded smooth and corrugated metal tape sheathing systems from the Weber & Scher Manufacturing Company.

The acquisition means the company has been able to strengthen its position in this part of the market.

Rosendahl also runs one of the most efficient customer service operations in the industry, offering full support throughout the entire lifetime of a machine or production line.

Stand: H01

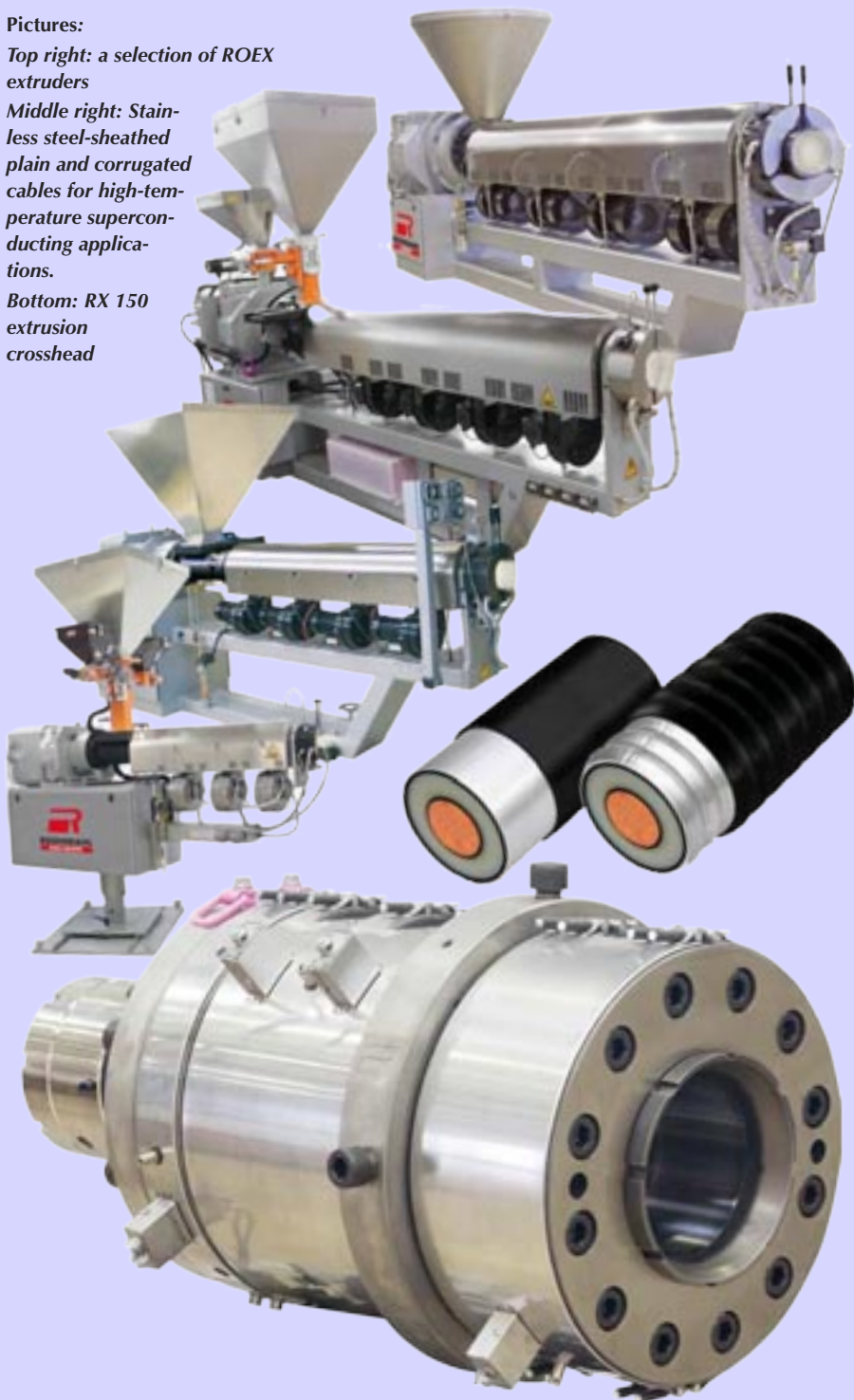
www.rosendahlnextrom.com

Pictures:

Top right: a selection of ROEX extruders

Middle right: Stainless steel-sheathed plain and corrugated cables for high-temperature superconducting applications.

Bottom: RX 150 extrusion crosshead



Siebe Engineering GmbH

Siebe's diverse product range runs from extrusion lines for profiles or sheathing to single extruders, and complete systems for communication cables, automotive cables or hose extrusion. The company's plants can process the entire range of thermoplastic polymers.

Siebe's product range is completed by special plant components such as tension-free profile winders and measuring technology. The company offers equipment for data lines, automotive cable, sheathing, plastic

profiles, tubes and pipes and solid rods. Siebe will also produce custom solutions to customer requirements

Stand: F10

www.siebe.de

Sikora AG

At wire Southeast Asia, Sikora is presenting a broad range of innovative measuring, control, inspection, sorting and analysis technologies.

These products contribute to high product quality, process optimisation and cost sav-

ing in the wire and cable, optical fibre and plastics industries.

The recently-launched X-Ray 8000 Advanced (pictured next page) will be a highlight on the Sikora stand.

The X-Ray-based system introduces high-speed technology tailored to the demands of MV, HV and EHV cable production, and is an advanced alternative to the successful and well-established X-Ray 8000 NXT.

The system is equipped with 16 measuring sensors and measures the diameter,

Continued on page 18

wall thickness and eccentricity of cables in CV lines up to 10 times faster than the X-Ray 8000 NXT (shown).

Other highlights are devices of the *Laser Series 2000* and *Laser Series 6000* – indis-



pensible components for sophisticated diameter measurement.

The company's classic and high-end devices are used in extrusion lines or rewinding applications for wire drawing and offer high precision and continuous functionality without calibration or maintenance times. They can make up to 5,000 measurements a second per axis – all with extremely high single-value precision, and have an integrated lump-detector function to ensure detection of irregularities on the product surface.

Also on the stand will be the *Centerview 8000*, Sikora's measuring system for non-contact, online eight-point eccentricity, four-axis diameter and eight-point ovality measurement of coax cables, LAN, automotive and installation cables.

Stand: F19
www.sikora.net

SKET Verseilmaschinenbau GmbH

SKET designs and manufactures traditional, new and advanced machine systems for cable and wire rope production in over 35 countries.

SKET's special high-speed tubular stranders and planetary stranding machines are designed for manufacturing long and heavy wire ropes for offshore deep-sea applications.

The company has also developed special planetary stranding machines with back-twist, and vertical stranding machines, for the production of extremely long AC and DC offshore power cables with diameters up to 350mm.

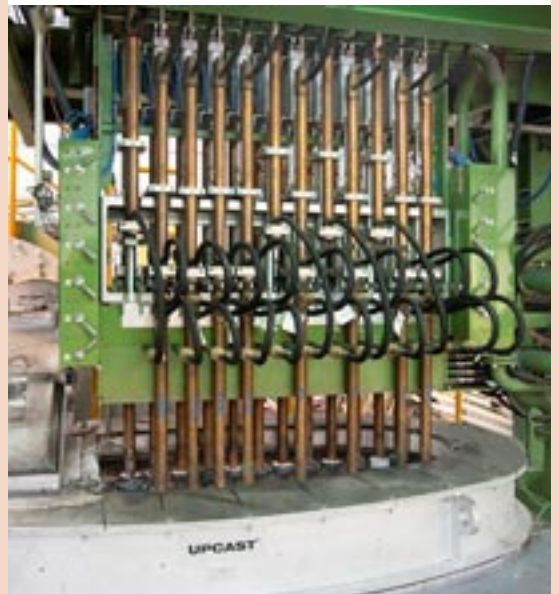
Stand: G01
www.sketvmb.de

Upcast Oy

UPCAST is the leading supplier of upward continuous-casting technology across a wide range of applications.

The company makes several furnace capacities with various power inductors – smaller units for lower-capacity jobs and bigger ones for capacities up to 12 tonnes. Upcast has consolidated sizes over the years to provide a range of furnace sizes for a majority of potential customers.

Stand: H29
www.upcast.com



T Fukase & Co Ltd

Fukase was founded in 1974 by Tsuneichi Fukase as a trading division of the Hakusan Manufacturing Company Limited in Tokyo, Japan. Today, the company exports Hakusan products all over the world, as well as importing machines and equipment for the Japanese wire and cable industries.

Stand: J31
www.fukase.co.jp

Traxit International GmbH

Traxit, one of the largest wire drawing-lubricant producers in the world, provides a complete range of products to suit all types of applications.

With manufacturing sites in Germany, China and the USA, Traxit lubricants are sold through a network of Traxit companies, agents and representatives in over 150 countries.

Stand: F29
www.traxit.com

Troester GmbH

Troester GmbH & Co KG is a global manufacturer of complete extrusion systems for the cable industry.

At wire Southeast Asia the company will present its technology and solutions in the field of XLPE CCV and VCV lines for power cables up to 500 kV, rubber CV and CCV-Lines up to 35 kV, sheathing

lines for medium and high voltage cables. X-Compound, a member of the Troester Group, will be present on the stand to



present its kneader technology for the continuous compounding of HFFR, PVC, XLPE, semi-conductive materials and EPR/EPDM.

Troester warmly welcomes visitors to discuss requirements and learn about new developments and market developments.

Stand: D19
www.troester.de

Wire & Cable Industry Suppliers Association

WCISA is a non-profit association with over 100 North American suppliers of machinery, materials and accessories used for making all types of wire and cable.

The association's aim is to promote its members' products and services through representation, networking, social opportunities and services at wire and cable trade events and conferences.

WCISA also awards scholarships to employees and dependents of member companies as well as partner associations.

Stand: J12
www.wcisaonline.org

See you in Brazil!

São Paulo October 1-3, 2019

The next date on the international exhibition calendar is wire South America, at Brazil's São Paulo Expo exhibition and convention centre. Will you be there?

After its successful debut in 2013, wire South America has become an established fixture on the international industry exhibition circuit.

On display will be wire manufacturing and finishing machines, process engineering tools and auxiliary process technology materials as well as materials, special wires and cables. It's the perfect showcase – whether exhibiting or visiting – for anyone involved in the region's wire and cable industry.

The exhibition is supported by the IWMA: in the run-up we provide travel and shipping help to members planning to attend, and as usual during the show our stand will be a place for representatives of member companies to meet, get information, talk in private with potential clients and much more.

As opening day approaches, IWMA members will be receiving a special extra edition of WCN, with news of member companies exhibiting. The special edition will also be available – with a Portuguese edition too – on the show stand, so look out for it.

We hope to see you in São Paulo. Come and say hello, and see what the IWMA can do for you!





Report



Digitalisation of the industry in

IF YOU attended wire Russia in 2017 then this year's event – at the Krasnaya Presnya ExpoCentre in Moscow – might have seemed a much less busy affair.

And that's a little deceptive, because unlike the previous show, this time organisers Messe Düsseldorf split wire Russia from its sister event, Tube Russia, and accompanying metallurgy and Litmash shows (held a month earlier), to make the wire and cable event a stand-alone exhibition.

The move had the purpose of strengthening the brand – wire and cable now fully capable of offering worthwhile returns to visitors – while opening the door to further growth.

Expectations for the show were therefore high – despite a general caution beforehand about general economic prospects. As it happened, expectations were largely fulfilled.

Those suggesting a lack of momentum in the huge Russian market were pleased to hear that infrastructure, digitalisation – both of the nation and in terms of smart technology – and e-mobility are currently the main themes driving the entire Russian economy. Private business and government plans are all

heavily reliant on the production and use of wire, cable and fibre-optic cables and are providing forward progress regardless of prospects in the rest of the Russian economy.

Most of the major global manufacturers attended or were represented, with over 200 stands from 25 countries showing the full range of applications: wire production and processing, forming machinery, spring manufacturing, cable and stranding machinery, process tools and auxiliaries, plus the usual wide selection of ancillary tools.

As well as the global leaders and famous names, also exhibiting were several companies in Moscow for the first time. Animated conversations on the stands and leads to be investigated after the event characterised the atmosphere of the three days.

Exhibitors from Russia, its satellite countries and the main European nations presented innovative technologies covering the complete process chain of the industry, from machinery and equipment for production and finishing, to rolled wire and special cables.

The industry was clearly not too worried either by political and economic sanctions imposed on Rus-

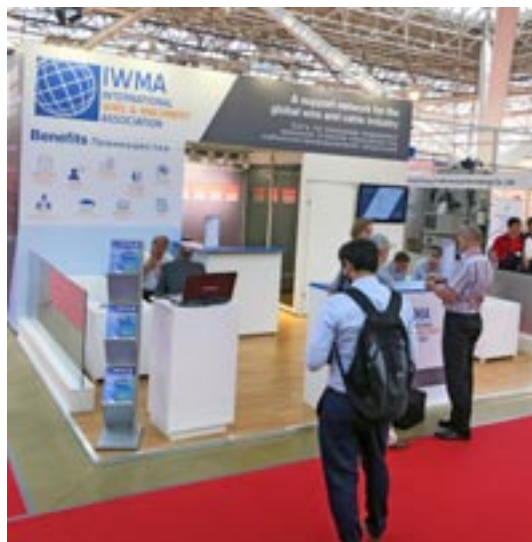


focus in Russia

sia, since more than 2,400 visitors happily met potential clients and solidified existing business relations.

The next wire Russia takes place, again in Moscow, in the summer of 2021.

www.wire-russia.com



www.iwma.org

GIFA show a major hit for Inductotherm Group

INDUCTOTHERM Group scored a hit with its recent appearance at the five-day Thermprocess/GIFA Show in Düsseldorf.

The company displayed 11 pieces of equipment, including power supplies, furnaces, forges and billet heaters.

"We've been attending the GIFA and Thermprocess shows for decades and it's always a great opportunity for us to meet our customers from around the



world," said Inductotherm Group CEO Gary Doyon. "There is nothing more important than establishing and maintaining personal relationships with our customers and partners,"

The show, organised by Messe Düsseldorf, had over 72,500 visitors from 118 countries – the most for an international show of its kind for the thermal processing industry.

"Inductotherm had 70 product managers from 21 countries, speaking over 30 languages, to support our international visitors at the show," said Satyen Prabhu, Inductotherm Group's vice president.

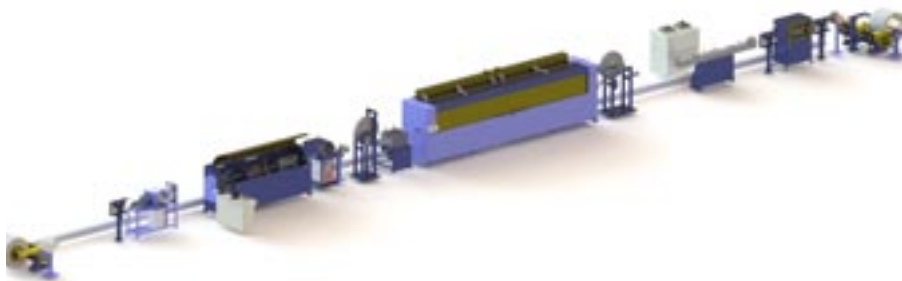
"Our team met over 1000 customers, who love to see our equipment live and talk through our advanced technologies," added Gary Doyon. "We also had 22 touch-screens with over 500 items, so we could go more deeply into the technologies we provide."

www.inductothermgroup.com

Advanced taping line

RIDGWAY'S HTM-MACDC is a new taping line designed to apply a variety of insulation materials such as Kapton, glass and mica to wire, cables and conductors.

Control systems are plc based with servo drive systems for precise speed control – especially important for precision-taping applications. Heating systems are similarly controlled through the plc, with



The new line is designed to maximise productivity while minimising costs, by using one solution for a variety of taping requirements.

The lines are made up of: pay-off drum stand, straightening unit, taping machines, caterpillars, induction heating unit, varnishing units, radiant oven, nip rollers, recirculating wheels for multi-pass applications, cooling systems and final take up drum stand.

A camera system on the taping machine monitors and controls the tape being applied, to ensure a repeatable, higher-quality taped product.

A spark tester is fitted for quality assurance for applicable products. Data capture is also available as an option.

pyrometers providing temperature feedback.

An HMI is fitted for easy operator interface and taping application "recipes" can be stored and recalled for quick line setup.

The line successfully completed a rigorous factory acceptance test, taping a range of cables and conductors to the highest quality.

Ridgway sales director Andy Clarke said, "We believe our new range of machines provides customers with the best and most innovative solutions to date.

"It lets them enter new markets without having to invest in dedicated lines."

www.ridgwayeng.com

BAR seals first Russian deal

BAR Products & Services Ltd of Bradford UK has supplied its first Russian customer. The company's latest-model wire strand roller compaction unit with precision-made rollers is

now with the customer and fully operational. The contract was signed earlier this year and supplied within weeks, and Bar is confident of further orders.

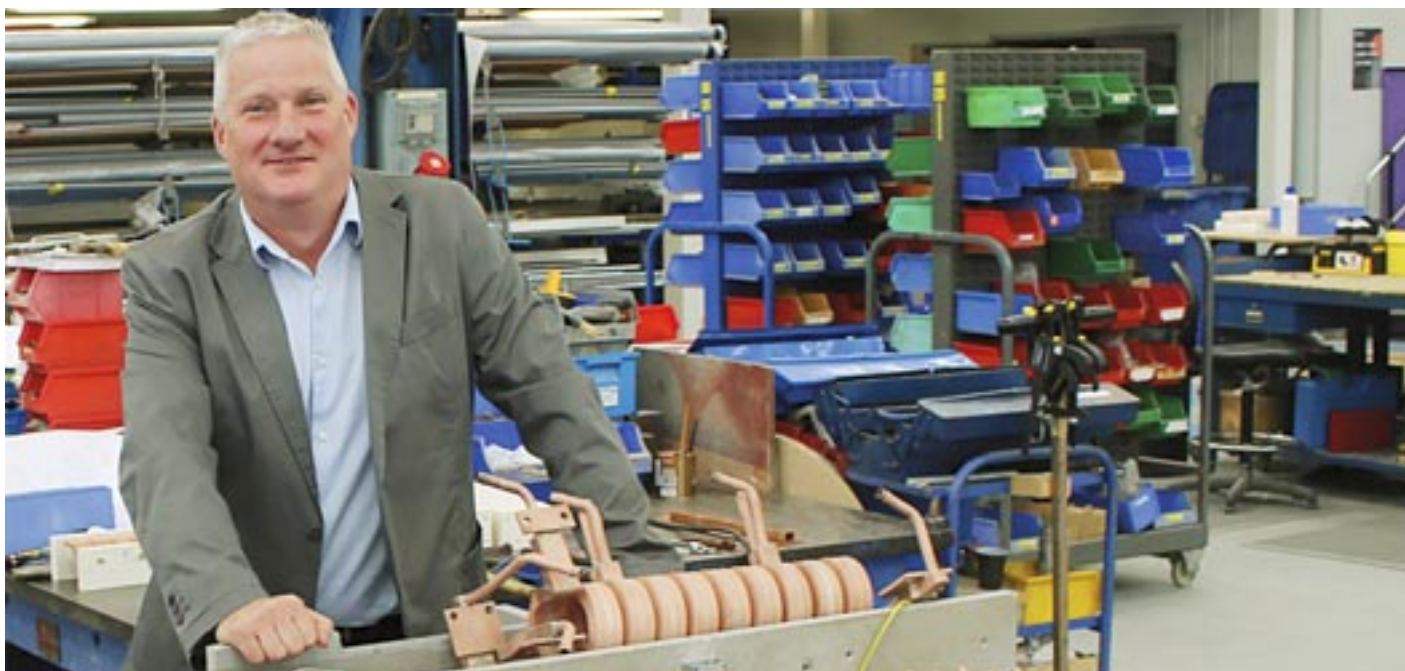
Similar wire strand roller compaction units are now used by many of the world's major wire and rope manufacturers. Bar frequently receives repeat orders, such is the design's success.

Bar began supplying drawing dies over 25 years ago and now manufactures tooling, parts and precision-engineered products to the wire, tube, cable and rope industries around the world.



www.barproductsandservices.com

www.iwma.org



Hot metal in Basingstoke

Inductotherm's Dave Clowes is the latest IWMA executive team recruit

“WHEN I experienced induction heating for the first time, it was amazing,” says new IWMA executive team recruit, Dave Clowes.

“The heated end of a bar got red hot so quickly, the other end was still cold. I’ve been an advocate for the technology ever since...”

Dave was describing the immense energy forced into metal bars, billets, shafts and wire by the products of Inductotherm Heating and Welding Ltd, of which he is a sales manager.

Induction works by passing the work piece through the centre of a high-power electric coil, through which is passed anything from half a kilowatt to several megawatts of alternating current, depending on the task. This creates a magnetic field that induces an eddy current flow within the work. Internal resistance to that flow causes heat – very rapidly and highly controllably.

No one who sees a demonstration of how quickly inductive heating works fails to be impressed by the forces involved, whether on a length of wire or a steel-melting furnace.

“They are incredible systems,” says Dave, the man responsible for selling the company’s flagship Radyne Induction Tempered Spring Wire systems worldwide.

One of these 100m-long lines is currently being commissioned in Italy, while the latest turn-key offering is on its way to India. The lines can continuously process perfectly-conditioned automotive suspension

spring wire from cold, raw wire at a rate of three tonnes an hour, 24 hours a day.

Inductotherm HW, based in Basingstoke UK and a subsidiary of the US-owned Inductotherm Group, operates under several brands, including Radyne, Banyard and Thermatool, covering different sectors of the market. Of particular interest to wire makers are Radyne’s bright annealing systems and IT spring wire, single and multi-wire induction heating systems.

“Induction systems are more consistent, negate operator error and cost less to run,” explained Dave. “They can be 80-95 per cent efficient, which is unheard of with rival technologies.”

Dave came up through the ranks of the industry, first a lab technician before moving into sales, then working for other induction technology companies before joining Inductotherm four years ago. He has been in the business of selling induction heating systems for almost 17 years.

“It’s different every day; always a new challenge and a new market,” he says. “In a working week it’s not unusual to talk with several different industries – in the last few days it’s been saucepan producers and tyre-cord processors – about how induction can benefit them.

“Increasingly, for example, we are the recognised go-to company to advise customers about producing high-value auto parts, because we have the experience and proven equipment.”

Dave’s sales involve long-term planning: “It’s not uncommon for an IT spring wire

project to be five years long for some customers, such is the investment. We generally sell to people upgrading their existing plant or opening a new factory, and that doesn’t happen every week.”

Over the years, Dave has come to value membership of the IWMA, so jumped at the chance to join its ruling body.

“Inductotherm was a member when I joined and I realised it was a great way to talk to other people in the business. The IWMA stand at overseas exhibitions gives a lot of useful support to members who might not know the exhibition or the city.

“For a time, I saw membership as a way of doing business, but over the years I’ve got to know the other senior staff pretty well and know their commitment to the organisation and in recent years, to training.

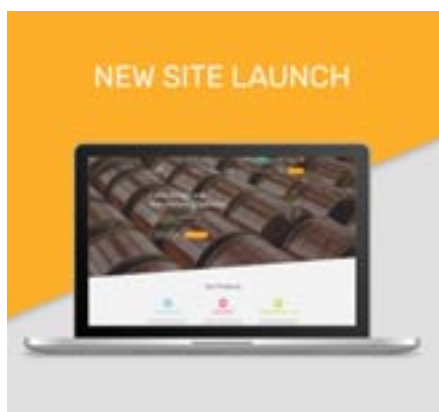
“I myself have been mentored for a few years by a wonderful, 80-year-old former engineer who has taught me a lot. I’m now in a position to do the same for others and will happily pass knowledge along to people coming up. The *CabWire Fundamentals* sessions have become very valuable in that regard, but I’m now trying to persuade my new colleagues to also take them a step further, into more specific territory a little beyond the basics. I’ve given talks on induction and I’d welcome the chance to pass slightly deeper knowledge on the subject to others,” he explained.

“And I’d welcome the chance to show people round our factory – and see others. Perhaps that should be a feature for members.”

Cimteq launches online academy

CIMTEQ is putting two decades of expertise and knowledge of wire and cable manufacture to work in a new online home, the Cimteq Academy.

The academy will support skills growth across the cable and wire industry with a wide range of materials, such as white papers on subjects such as *Industry 4.0*,



case studies showing how Cimteq products have been used across the globe, FAQs answering questions on Cimteq, *CableBuilder* and *CableMES* functionality and best practice, videos on Cimteq in action, E-learning courses, and webinars on subjects of major importance to the cable and wire industry.

Cimteq marketing manager Katy Harrison explained: "Our objective is to support manufacturers in improving their processes. Cimteq software helps to make this happen, but equally as important is the transformation in skills.

"The Cimteq Academy harvests years of experience and expertise and we will grow this platform over the coming months to share our knowledge. It's our way of giving back."

www.cimteq.com

AWI builds on record year



ALLOY Wire International, which employs 31 people across manufacturing sites in the Black Country and Yorkshire UK, has invested £250,000 to help it build on a record year.

The company, one of UK's leading manufacturers of round, flat and profile wire, broke through the £11m turnover barrier in 2018 and immediately ordered new 560mm single-block and 200mm multi-block drawing machines to further increase capacity and help to maintain AWI's industry-leading three-week lead times.

The company has also improved its infrastructure, with factory refurbishments, a new floor in the flat-wire rolling department and – following consultation with employees – a re-organisation of the manufacturing plant to deliver production efficiencies.

Operations director Ian Fitzgerald said: "Our rapid growth has been driven by our ability to provide high-performance alloys to customers quicker than anyone else, and this is something we need to maintain.

"We identified areas where new machinery would be beneficial, so bought new wire-drawing machines with touchscreen technology that gives more information, such as length-to-weight conversion and machine temperatures. As well as giving us extra capacity and maintaining lead times, we will also be able to take on larger volumes."

Managing director Mark Venables added: "The investment isn't going to stop. We also have plans to buy a multi-hole oil-drawing machine and laser-guided re-spooling winders."

www.alloywire.com

WCISA elects new president

THE Wire and Cable Industry Suppliers Association (WCISA), a non-profit organisation for North American-based suppliers of machinery, materials and accessories used in wire and cable production, has re-elected Drew Richards – CEO of RichardsApex – as its president for a three-year term (since August 1).

At the same time Rahul Sachdev, executive vice president at Wire & Plastic Machinery Corporation, has been re-elected to serve for three more years as WCISA immediate past president.

Several existing board members have also been re-elected for three-year terms, while three more have resigned from the board in favour of newcomers Mark Canrobert (vice president industrial tapes, Chase Corporation); Timothy Copp, (vice president business development, REELEX Packaging Solutions); Paul Gemelli, (executive VP, Gem Gravure Co) and Brian Holden (national accounts manager, Carris Reels).

www.wcisaonline.org



CRU to support two global conferences

GLOBAL business intelligence company CRU Group is to play a major role in two wire and cable industry conferences, in Africa and America. CRU will be host for the Africa Wire, Cable & Tube conference in November, the first major gathering designed to boost wire and cable trade and productivity across the continent.

The group will also partner Corning in bringing the fifth CRU World Optical Fiber & Cable Conference to the US for the first time, with Corning the event host.

The inaugural African conference, co-organised by CRU and the Southern African-German Chamber of Commerce and Industry (AHK), will be held from November 11-13 at the Emperor's Palace in Johannesburg, South Africa.

The conference – with Messe Düsseldorf the lead sponsor – will offer delegates a broad understanding of the major global trends across the wire and cable and tube and pipe industries, and how these operate across the African continent. CRU's market experts will provide insights into the economic outlook of the region.

Delegates will be brought up-to-date on expected African consumption trends for these products in mining, utilities, oil and gas, construction and infrastructure.

The conference will also offer technical showcases, with industry experts exploring the latest global technological advances in wire and cable, tube and pipe manufacturing, and how this can be applied to African operations. Some of the industry's biggest companies have already confirmed their participation.

Meanwhile CRU will be preparing for its fifth optical fibre and cable conference to visit America for the first time, from November 18-20 in Charlotte, North Carolina.

Firmly established as the main event for the optical fibre and communication cable global supply chain, this year's conference will offer delegates the chance to meet industry stakeholders from the USA and beyond.

The conference has consistently attracted an audience of over 500 industry participants over three days packed with presentations from expert speakers, thinkers and innovators.

The conference will feature interactive sessions, a lively exhibition and a variety of networking opportunities.

www.crugroup.com



Industry events

2019

wire Southeast Asia

18-20 September
BITEC, Bangkok, Thailand
Tel: +65 6332 9642
Email: beattrice@mda.com.sg
Website: www.wire-southeastasia.com



wire South America

1-3 October
São Paulo Expo, Brazil
Tel: +49 211 4560 478
Email: BagciC@messe-duesseldorf.de
Website: www.wire-south-america.com



Wire & Cable Verona

21-22 October
Palazzo Della Gran Guardia,
Verona, Italy,
Tel: +39 203-453-2777
Email: sfetteroll@wirnet.org
Website: www.wirecable19.com



CRU Africa Wire, Cable & Tube

11-13 November
Emperors Palace Hotels,
Johannesburg, South Africa
Tel: +44 (0)20 7903 2444
Email: conferences@crugroup.com
Website: www.events.crugroup.com



CRU Optical Fiber & Cable

18-20 November
Hilton, City Centre,
Charlotte, USA
Tel: +44 (0)20 7903 2444
Email: conferences@crugroup.com
Website: www.events.crugroup.com



2020

wire Düsseldorf

30 March-3 April
Messe Düsseldorf GmbH
Düsseldorf, Germany
Tel: + 49 211 4560 478
Email: BagciC@messe-duesseldorf.de
Website: www.wire.de



wire China

23-26 September
SNIEC Shanghai, China
Tel: + 49 211 4560 579
Email: MuellersM@messe-duesseldorf.de
Website: www.wirechina.net



wire India

23-25 November
Bombay Convention & Exhibition Centre
Mumbai, India
Tel: +49 211 4560 7725
Email: AhernsG@messe-duesseldorf.de
Website: www.wire-india.com





IWMA tee party is a hit

GREAT weather and great company made the 2019 IWMA members' golf tournament another successful event at the beautiful Mere Golf Resort and Spa in Knutsford UK.

Teams from MSS Products, Bar Products and a joint team from Metalube, Inductotherm & Hunstar took the top three prizes respectively. Alan Baxter from MSS won the longest drive, Prysmian's Mark Meadon took the prize for nearest the pin

and Liam Hall from MSS was winner of the putting competition.

"It was a fantastic day. We had some great feedback from members," said IWMA executive manager Andy Lewis. "People really appreciated the excellent facilities and it's a bonus that we can hold daytime and evening activities in the same place."

"Next year's tournament will be back at The Mere on Thursday June 4, 2020. It's a very popular event, so register your interest quickly."

Time to get your dancing shoes on



IF YOU haven't already bought your tickets to the annual IWMA dinner dance at the Royal Garden Hotel, London on 22 November, it's time you did.

It's a highlight of the association's social year and is regularly oversubscribed. Guests enjoy a drinks reception and five-course dinner before dancing the night away to band, *The Academy Allstars*.

Many guests take the opportunity to enjoy the sights and do some Christmas shopping. If you don't want to miss out, reserve your tickets quickly. Full details are available on the IWMA website.

PACKAGES:

Dinner dance, plus two nights'

accommodation: (22-23 November)

£285.00pp

Dinner dance, plus one night's

accommodation: (22 November)

£173.50pp

Dinner dance only:

£82.00pp

Single occupancy rates available on request

IWMA Young Person of the Year award

THE IWMA is celebrating its 50th anniversary next year and as part of the planned celebrations will launch the **Wire & Cable Industry Young Person of the Year Award**.

The award will recognise the effort and abilities of the next generation of talent within the wire and cable industry. Applications are now open, until November 29.

"The recipient can be from anywhere within the cable and wire industry, but must be allied to a member-company of the IWMA, under 30 and have been an employee for at least 12 months," explained IWMA executive manager Andy Lewis (left). A shortlist will be drawn up from the list of applicants, and short-listed candidates will be



invited to the well-established IWMA lunch in February 2020, at which the winner – selected by a panel of top IWMA and industry experts – will be announced.

Nominees must show a significant and sustained contribution to their organisation and work colleagues and must be able to show progress in line with their employer's business objectives. Short-listed candidates are likely to be able to demonstrate a commitment to their company's objectives above and beyond that normally expected at their level, as well as to their colleagues.

They are also expected to demonstrate enthusiasm for their own professional development.

"Winning won't be easy but we are, after all, looking for the best of the best in an outstanding pool of young talent," said Andy Lewis.

"We encourage companies to submit their best and brightest young stars. As well as the prize, there will be other benefits for the winner – not least having their name in front of hundreds of senior managers from IWMA businesses all over the world."

Companies can submit details of their nominees to info@iwma.org. The submission must detail the achievements of the individual (in accordance with the given criteria), and should include details of the nominee's company, the nominee's name and role within the organisation, and the name, role and company of the proposer.

Welcome new IWMA members



Plexchem Technologies Pte Ltd: specialises in crosslinking technology, especially for the silane (PE-Xb) and peroxide (PE-Xa) processes, and the expertise to manufacture other polymeric speciality materials such as HFFR, semi-conductive, anti-vermin and XLPE pipe compounds.

www.plexchem.com.sg



SCreate Technology Co Ltd: SCreate produces precision measurement systems for wire and wire tools with patterned programming and cutting-edge technique. Every product SCreate develops and supplies is maintenance free.

www.screate-tech.com



Thai Summit Cable & Parts Co Ltd: A leading manufacturer within the automotive industry supplying quality products such as automotive cable, PVC adhesive tapes, corrugate and vinyl tubing.

www.thaisummitcable.com

Forthcoming IWMA events

**NOV
2019**

22/11/2019

Annual IWMA dinner dance
Royal Garden Hotel,
Kensington, London, UK

**FEB
2020**

05/02/2020

AGM and industry lunch
The Mere Golf Resort and Spa,
Knutsford, Cheshire UK

**MAR
2020**

31/03/2020

wire Düsseldorf gala evening
Congress Center, Düsseldorf,
Germany

**JUN
2020**

04/06/2020

Annual golf event
The Mere Golf Resort and Spa,
Knutsford, Cheshire UK

For more information or to book tickets for any of these events, please visit the IWMA website, www.iwma.org/events, or email info@iwma.org

The IWMA is an industry partner to these major international wire and cable exhibitions





The faces have changed... but the work goes on

50
Years
1970 – 2020

Throughout 2020 we'll be organising special events to celebrate the IWMA's 50 years. We'll unveil the programme later in the year, so make sure you don't miss out. Keep in touch: join us on LinkedIn and Twitter for all the details as they are announced.

Founded in 1970 to promote new technology, education and industry growth, today the IWMA is the world's largest and most influential corporate association for the wire and cable industry.

Membership offers companies an international platform for the exchange of technology, regular, focused meetings for the industry, as well as superb reference sources from a library of past technical conference papers.

The IWMA attends the biggest international exhibitions, with a prominent stand that provides support for members whether exhibiting or just visiting.

Whether members want to use a private room in which to meet customers and talk business, or just catch up with colleagues, the IWMA stand's facilities are always freely available.

As well as offering business facilities on its stand, the IWMA also organises networking events for members attending exhibitions, which are always very popular.

IWMA members also enjoy many other benefits, such as funding for training, access to business advice and the use of modern meeting rooms and hot-desk facilities at the association's offices near Birmingham airport in the UK.