



# NEWS Emcol

the newsletter of Emcol International

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## A new opportunity for Emcol licensees

**Interest is growing in Emcol Skid Resist, the latest addition to our product range.**

At Emcol, we are excited about the potential that this product offers our licensees. It is fast and very easy to use, with minimal outlay on equipment or materials. No additional manufacturing investment is involved for licensees and we can offer exclusivity in a licensee's current territory.

Based on high-performance polyurethane resin technology, Emcol Skid Resist is a multi-purpose product which provides an extremely durable slip and skid resistant surface. In wet conditions, vehicle braking distances can be reduced by up to 30%. It is designed for application to carriageways, ramps and decks of multi-storey car parks, pedestrian walkways, footbridges and underpasses.



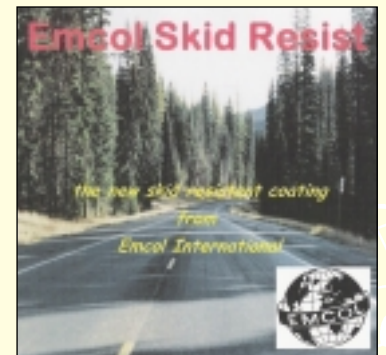
Emcol Skid Resist may be used on a variety of surfaces including concrete, asphalt, steel and timber. It is impervious and is ideally suited to situations where a combined waterproofing and wearing course is required. Neither is the surface affected by fuels or mineral oils.

For ease of use, each of the three components of Emcol Skid Resist is supplied in a pre-weighed package and the mixture is used in combination with suitable aggregate dressings. Special primers are supplied for the preparation of concrete, timber and steel surfaces.

The fast-track properties of Emcol Skid Resist may be used to commercial advantage.

One example is a project where Emcol Skid Resist was applied to 10,000 sq. metres of concrete car park decks and ramps over several levels. This busy city centre multi-storey car park is in constant daytime use and the application of Emcol Skid Resist was carried out over several nights. The ease of application and speed of curing meant that the car park was able to re-open for business during the daytime throughout the work's duration.

Emcol Skid Resist is a significant addition to Emcol's range, providing our licensees with a new and exciting business opportunity. For more details, ask for our information pack and CD.



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# Profile of a licensee - R. Emcol Española



**R. Emcol Española is Emcol's manufacturing licensee in Spain.**

The company was formed in 1985 by Evan Illas and his father Juan. Formerly wool merchants, they had learnt of Emcol Instant Road Repair and following discussions with Emcol's founder, Tiny Draper, decided they could take on the license for Spain and the change in business direction. Since that time, R. Emcol Española has grown into a successful enterprise supplying the road maintenance and repair market in Spain.

Located in Barcelona, the company has a network of distributors and representatives in Catalonia and across Spain. It also offers an installation service for its products and has seen considerable growth in this part of the business.

Whilst Emcol Instant Road Repair accounts for three-quarters of its sales activities, R. Emcol Española also offers a range of complementary products. These include edge sealer and primer, line markers, high-visibility road works markers, drain lid fixer and speed reducing bands.

## Instamak grows the German market for Emcol IRR

**To keep up with expanding demand for Emcol Instant Road Repair, our licensee in Germany - Instamak GmbH - has installed new and additional plant and machinery. Efficiencies have also been achieved in the automation of production processes.**

A new one-tonne capacity mixer has been installed at Instamak's factory alongside their 600 kilo



mixer. The new mixer was supplied by the Finnish company Lammin Paja. It is fitted with two emptying chutes, speeding up the packing process for manufactured batches of Emcol IRR.

Graded aggregates are held in fixed hoppers and filled into a small portable hopper with its own load cells. In this way, aggregate batches are quickly and efficiently weighed out and added to the mixer.

Delivery of Emcol Mixing Liquid to the mixer is by a metered pump. The liquid is held at 15°C in a stock tank before being pumped to a small header tank at 20°C located above the mixer.

With this additional investment, Instamak is well-placed to meet the growing demand for Emcol IRR.



# On track with Emcol

**Neoagua, Emcol's manufacturing licensee in Portugal, has developed new coloured grades of Emcol IRR.**

Making use of high-quality pigments from the paints and coatings industry, a number of different coloured versions of Emcol IRR, including red, green, grey and brown have been formulated. Using a red coloured Emcol IRR, Neoagua has recently completed a new project in the village of Torreira in Northern Portugal.

The project involved the construction of a new cycle track next to Torreira's beach. Running over a total 7 km length, the 3 metre wide cycle track has been surfaced with Neoagua's red Emcol IRR.

Funding for the cycle track project came from the Portuguese Government's POLIS programme which is aimed at the regeneration of older towns and communities.

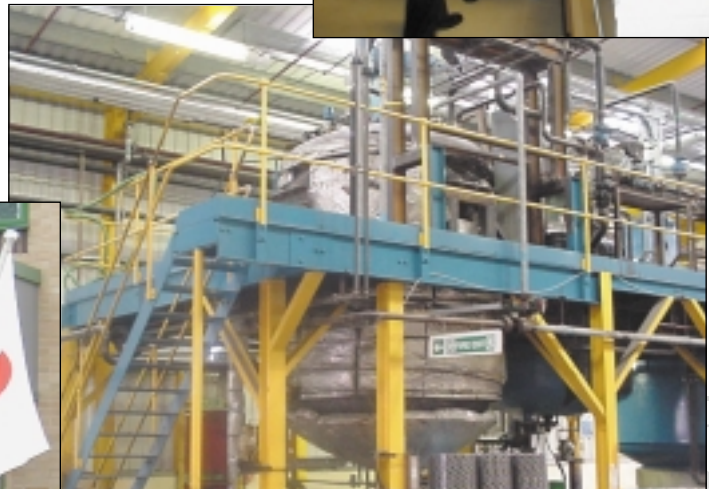


# Visitors from Japan

**In June, Emcol was very pleased to welcome visitors from Shinreki Industry Co. to its new headquarters in Stevenage.**

Shinreki, Emcol's manufacturing licensee in Japan, was represented by its President, Mr. Hanagata, and its Managing Director, Mr. Yamanouchi. The company was formed 44 years ago and became an Emcol licensee in 1989.

During their visit to Stevenage, Mr. Hanagata and Mr. Yamanouchi were able to tour our new purpose-built laboratory facilities. Detailed business and technical discussions were held, reinforcing the partnership between Shinreki and Emcol. Also included in the itinerary was a visit to Emcol's new production facilities.



Shinreki has achieved a high level of success in developing the road repair market in Japan. Now operating from five production plants throughout Japan, Shinreki remains the largest manufacturer of Emcol Instant Road Repair in the world.



# An old town and a new town

## Emcol and Catomance Technologies re-located to Stevenage in 2002.

Set in the undulating countryside of rural north Hertfordshire, Stevenage has become the first choice for many major corporations. With a population of just over 80,000, the town has a thriving local economy and is particularly strong in the aerospace and pharmaceutical industries.

Stevenage was designated the first "New Town" in the UK in 1947 as part of a programme to decentralise population and industry. But surprisingly, the Romans and Saxons, along with the twentieth century town planners, share responsibility for how Stevenage looks today.

Evidence of a settlement in the area may be traced back almost 2,000 years to the Romans. Later, Saxon settlers lived at a safe distance from the Roman Great North Road - now the A1(M) motorway. Their village was a clearing in the woods and was called "Sithenaece" or Strong Oak, from which the name Stevenage was later taken.

During the fifteenth century, wealthy London merchants built country houses in the area. The High Street in Stevenage Old Town, which is now a conservation area, gained much of its current character over the following 300 years.

Remaining a quiet Hertfordshire town with only 6,000 inhabitants, Stevenage changed little until the late 1940s. In 1946, the confident predictions of the UK Government's Minister of Town and Country Planning heralded a new chapter in the story of Stevenage. He said "Stevenage will, in a short time, become world famous. People from all over the world will come to Stevenage to see how we in this country are building for the new way of life".



The new town was planned around Old Stevenage and was based on six residential neighbourhoods. A pedestrianised town centre was built and was the first traffic-free shopping zone in Britain. The main shopping area, Queensway, was officially named by Her Majesty the Queen in 1959. To commemorate the visit, the Queen unveiled a panel on the illuminated clock tower which stands in an ornamental pool in the Town Square.

Preserving the character of Stevenage Old Town remained an important consideration as the new town has developed. The High Street has retained its original appearance as a village street and many fine buildings still exist, originating from the fifteenth century onwards.

Stevenage truly is a mixture of the old and the new.



## New Quality Accreditation

**Catomance Technologies is very proud to have become one of the first companies in its sector to achieve registration to the new quality standard ISO 9001:2000.**

As a supplier of speciality products including Emcol Mixing Liquid, the company was first registered to the old British Standard 5750 in 1987 and has continued to demonstrate its commitment to quality products and services.

The new standard places greater emphasis on customer satisfaction and continuous improvement. Customers are becoming more sophisticated, better informed and their expectations are growing. Catomance and Emcol believe that the only way to keep up is to offer a commitment to quality.