

Newsletter 07/09

Sheen moves to new Headquarters



Sheen (part of Hartest Precision Instruments) has moved to a new, state-of-the-art headquarters complex in Surrey.

The manufacturer and supplier of quality testing instruments used in the paint and coatings industry has consolidated all of its manufacturing, technical support, sales, shipping and administrative operations at one site in Merstham near Redhill.

Parent company Hartest Precision Instruments (HPI) has closed its two existing sites at New Addington and Kingston and has relocated its 80-strong workforce to the single centralised location, which has been specially re-fitted to meet the particular needs of its four manufacturing businesses.

Sheen's customers, including many of the biggest names in coatings, can more effectively manage the quality control of their surface coatings and

finishes using the Sheen equipment including paints, resins, pigments and protective coatings.

"As a traditional British manufacturing business, based in the South East, we are now something of a rare breed," said Sheen's managing director Nigel Rose. "This move reinforces our commitment to our markets and to industry in this region proving that there is still hope out there despite all the doom and gloom."

The new site boasts warehousing, manufacturing and substantial office accommodation of just under 24,000 sq ft (2,210 sq m). It was carefully chosen for its close proximity to the M25 motorway, its railway link at nearby Merstham station and ease of access to both Gatwick and Heathrow airports essential for the shipment of the companies goods to the many International customers they serve. Also as more than 80

per cent of the group's business is accounted for by export, the new HQ is ideally placed for welcoming visitors and business partners from overseas.

The group also required a site that was approximately midway between its two existing premises to ease the effects of the relocation for their staff, a familiarisation visit for all employees was held well in advance of the move.

This is the fourth step in the group's development programme following the integration of Sheen and the three other HPI businesses – ASL, Tinsley and Wallace – in 2004, which was followed by a major rebranding exercise and increased investment in sales and marketing resource.



"We were extremely fortunate to find an existing building that was exactly right for us," said Mr Rose. "We are now positioning ourselves for the future by streamlining and improving our operational efficiencies in placing all of our key staff close to one another. This will give us considerable communication and administrative benefits as well as improving the cross-fertilisation of skills, ideas and sales opportunities."

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Sheen raises the bar for viscosity testing



Sheen Instruments, the world leading coatings test equipment company, has launched a new high temperature cone and plate viscometer.

The CP2, which has already received an enthusiastic reception from Sheen's international sales agents, is ideal for testing the viscosity of materials in a wide range of industries including the high performance coatings used in the automotive industry; the inks and paper coatings produced by the printing trade; hot resins used in a number of industrial processes; and even chocolate and molasses for food preparation.

It can also be used for chemical resins, epoxies, plastisols and polymers.

The CP2 will be offered alongside the existing CP1, but will be of



particular interest to customers whose test processes involve elevated temperatures. The CP2 offers enhanced temperature control accuracy of $\pm 0.2^{\circ}\text{C}$ and measurement accuracy better than $\pm 2\%$.

The plate has precision temperature control and will measure between 30°C - 240°C , programmable in increments of 0.1°C . The CP2 has new cone sets, which have been built to measure higher temperatures and it comes with a vapour trap fitted as standard and can handle small sample sizes of $< 1\text{ ml}$ to simplify testing procedures.

However, despite the additional functions, the Sheen engineers have not ignored the need to reduce energy consumption in all areas of business these days so the CP2 has a maximum of 90 watts and operates

on a universal voltage input of between 90 – 264V AC.

"We were very pleased with the reception this product received at our sales conference in Kuala Lumpur last year," said Sheen sales manager Alistair Kerrigan. "A number of agents told us there was growing demand for increasingly sophisticated viscosity testers and, despite the global downturn, customers have also responded positively."

Sheen manufactures state-of-the-art measuring instruments that allow their customers to effectively manage the quality of their surface coatings and finishes including paints, resins, pigments and protective coatings. It is one of a very small band of companies who still manufacture in the UK – now from its new headquarters near Redhill in Surrey – and export to the Far and Middle East, Asia, Latin and North America.

Last year Sheen exported over 80 per cent of its production.

"Since becoming part of the Hartest Precision Instruments (HPI) Group in 2004, we have been able to take advantage of the economies of scale and broader marketing support offered by the larger corporate entity" added Mr Kerrigan. "However, this has not been at the expense of our core, highly specialised technical know-how, which we have retained at our new headquarters and which allows us to continually devise new products with enhanced functions.

"The HPI Group is an alliance of four highly specialised precision instrument companies – ASL, Tinsley and Wallace are the other three – firmly based in the UK and exporting throughout the world," he added. "Sheen is thriving in this environment and remains fully committed to its UK manufacturing heritage and worldwide customer base."

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