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Electraflow - passes with flying colours

The new single component, cordless sealant applicator – Electraflow – which has just been launched by PC Cox is being well received by the market.

The high end of the construction market is showing particular interest; where professionals have been keen to put the Electraflow to the test.

Ian Newberry, Sales and Marketing Director at PC Cox said: "We have received extremely positive feedback from all those who have tested the new Electraflow so far. It has certainly been enthusiastically received and supplies are now available for immediate despatch."

Designed and built to provide fast, efficient and easy application of the most viscous of adhesives and sealants, the Electraflow can dispense up to 150 310ml cartridges – depending on viscosity – on one charge of the 14.4VniCad rechargeable battery.



The Electraflow is available in a range of models for use with sachets (400ml and 600ml) or cartridges (310ml, 400ml and US Quart).

Please contact the sales team at PC Cox to place your orders.



Innovative clear barrel pneumatic

Another innovative product recently launched by Cox is the first clear barrel pneumatic applicator for sachets. Known as the Airflow II CB, this new clear barrel feature allows the operator to constantly monitor the operability of the piston, ensuring a smooth operation. Also the fill volume of the barrel can be easily checked, which is particularly useful at the start of large industrial tasks.

This sleeved transparent barrel has a special coating that provides a high degree of shock resistance as well as good outdoor weather resistance. The Airflow II CB provides fast effortless application and smooth consistent sealant flow for high quality workmanship.



The Airflow II CB is available with three sizes of sachet – 300ml, 400 ml and 600 ml, depending on barrel length and comes with a variety of plungers, nozzles and accessories for specialist applications.

The original

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News

Denpress creates news at London launch

It was with an air of excitement, following three years of development work at Cox Medical, that the new Denpress dispensing system was unveiled at a major product launch in London in early October.

Cox Medical had selected to exhibit at the London Dental Showcase – the premier dental show in the UK – and invited key journalists to the company's first product launch in the dental market.

The reception was well attended and journalists listened to the opportunities Denpress delivers to the dental market. Ian Newberry, Sales and Marketing Director at Cox Medical emphasised: "The fact that dentists are no longer tied to one manufacturer/supplier for impression dispensing systems is significant news and it is important that dentists are aware that this state of the art impression dispensing system is universally compatible with all cartridges on the market."

Ian re-iterated that dentists no longer needed a separate dispenser for each type of cartridge one would do the job: "We know this feature will make life easier for dentists worldwide as well as reduce costs."

Fred Lumb, Managing Director of the PC Cox Group, Victoria Ringler CEO from Cox Medical North America and Anne Roberts, Sales & Marketing Manager at Cox Medical also attended and fielded journalists' questions.

Ian concluded: "Cox Medical is already in advanced negotiations with a number of leading global dental suppliers and as more dentists get to trial the product for themselves, we believe Denpress will grow from strength to strength. The London Dental Showcase was very busy with record attendance figures, 50% of these were dentists, and this generated lots of requests from dentists to trial the product."



(L to R) Victoria Ringler, Ian Newberry and Anne Roberts



Anne Roberts on the stand at the London Dental Showcase

Anti Drip

In the last issue of Target you may recall reading about the new optional anti-drip device that was being introduced on the Powerflow Cartridge. PC Cox is pleased to say this feature will now be incorporated across the Powerflow Cartridge and Combi applicator range.

Although anti-drip has been a feature for sometime, the new switchable device (known as Flow Stop Control) provides users with the option of having it turned on or off. The switch activates an anti-drip mechanism allowing customers the choice of using the flow control or controlling it themselves. This is yet another unique feature that sets the company apart from the competition and gives PC Cox the extra edge.



New despatch area

It was around this time last year that fire caught hold in PC Cox's despatch area and the area was decimated. We are glad to report that the rebuilding of the area is now complete and fully operational. From the outside there certainly aren't any signs left of the fire and inside Despatch Manager, Nigel Pike is delighted following the complete refit. "We now have new racking with greater capacity than before. Plus with the new loading vehicles we are able to manage the area much more efficiently and the whole warehouse is more organised and runs more smoothly. We are able to keep track of our stock better than before – the fire was almost a blessing in disguise!"



STOP PRESS

Eclipse range additions

Look out in 2007 for some exciting additions to the eclipse range

New Group FD joins team

Peter Crawford has been appointed Group Financial Director, taking on the responsibilities of leading the Group's Finance, IT and HR functions, following the retirement of Tony Jameson. Tony had been with Cox for 18 years. An informal barbecue attended by all in the company was a part of his farewell celebrations and we all wish Tony much happiness in his new found freedom!

Peter started at the beginning of September and is more than familiar with the market in which Cox operates; having been with a major US owned international sealants manufacturer and a customer of PC Cox prior to joining!

With over 25 years experience in finance and management in a variety of UK and international business environments,

Cox will be in good hands with Peter on the team. Fred Lumb, Managing Director of the Cox Group commented: "It is a pleasure to have Peter on board. He will, undoubtedly, be thrown in at the deep end with the preparation of the 2007 budgets, the imminent financial year-end and audit. We wish him much success."

Peter is looking forward to the challenge and said: "I was attracted to the job at Cox because of the quality and reputation of its products, the management team and the opportunity to participate in and contribute to the exciting developments of its new products and markets. Although there will be a challenging few months ahead I am keen to get on with the job and really start to make a difference."



Taking on the Competition

Mays Pressure Die Castings has taken delivery of a new aluminium die-casting machine in the last quarter of 2006. The 250 tonne machine is automatic, allowing faster cycle times and will further enhance facilities for aluminium die-casting at the plant. Its 250 closing force will deliver quality castings consistently.

Commented Nick Martin, Mays' Technical Director: "The die casting industry is extremely competitive not just in Europe but also from the Far East; this machine will enable Mays to increase its efficiencies and remain a major player within the industry."

Further investment during 2007 will see similar improvements in Mays' zinc die casting machinery.



New people, New look

Not only has Cox Plastics Technologies taken on a new identity as reported in the last issue, the company has also appointed a new Manager in charge of Operations.

Alan Gammon joined Cox Plastics Technologies in September, bringing with him over thirty years experience within the plastics industry.

Since achieving his degree in plastics technology and processing, his career has evolved through a number of key positions including Moulding Engineer, Logistics Manager, Production Manager through to Operations Manager in both the trade and high technology moulding arenas.

His previous position was with Worldwide Dispensers in South Wimbledon, part of the David S. Smith group, responsible for manufacturing over 2 million plastics taps per week for the wine, soap and water industries. Alan also spent 13 years in optical media with Plasmon Data System in Melbourn, Cambridgeshire.

Since Glen Wells' departure during November, Alan has also taken on the day to day responsibilities of running the Northampton site. He is looking forward to the challenges ahead and to develop the team, taking the business into profitability with the Dental project expected to take off in the first quarter this year.

Along with the new brand identity and personnel, Cox Plastics Technologies has a completely redesigned website.

Check it out online at:

www.coxplasticstechnologies.co.uk



Revolutionary new soft cartridge

PC Cox is getting ahead in the cartridge market and responding to the green issues facing our environment. The company has signed a licensing agreement with a partner to provide the first "soft cartridge".

The advantages of the "soft" version is that it squashes right down with continual use, unlike the traditional cartridge. This means it is easy to use, ensures the maximum filler is extracted from the cartridge, as well as significantly reducing waste. This will have real environmental benefits, reducing the volume of waste generated by empty cartridges.

With marketing rights agreed for Europe, USA and Australasia PC Cox will be marketing the new "softies" to sealant manufacturers and fillers and it will be the first time the soft cartridge has been available outside Japan where the system has been pioneered.

As part of introducing the "softie" to the European market, PC Cox attended the FEICA conference this autumn. FEICA is the sealant/adhesives manufacturers association conference where all the large manufacturers and fillers gather to hear latest industry news and developments. The sealant manufacturers greeted Ian Newberry, Sales & Marketing Director at PC Cox with much enthusiasm: "This really presents a great opportunity for us to provide a great environmental solution to fillers in Europe. This has the potential to revolutionise the market. We are actively planning a new dispenser to be sold as a compliment to the soft cartridge system which will be developed during the next twelve months."



Competition

Obviously the competition in our summer issue proved too challenging as I'm afraid there was only one correct entry! Well done Marketta Kinnunen from Sika who will be the proud recipient of a Digital Radio. So start thinking on this one and get your entries in, there is a real chance the winner this time could be you!

So come on all you avid competition "doers" this simple competition is your chance to win a fabulous wireless webcam. All you have to do this time is identify the 8 applicators shown, they are all named in our brochure and on the web site.

Send your entries to info@barneys.co.uk or send to Jackie Noble, Barneys PR, 42 Baldwin Street, Bristol BS1 4SN England



Answers

- 1 _____ 2 _____ 3 _____ 4 _____
- 5 _____ 6 _____ 7 _____ 8 _____