



JONES STROUD INSULATIONS



FOUNDED IN 1923, JONES STROUD INSULATIONS (JSI) HAS LED THE WAY IN DEVELOPING AND MANUFACTURING INDUSTRIAL INSULATION SOLUTIONS FOR OVER 80 YEARS. TODAY THE COMPANY PRODUCES

AN ARRAY OF SPECIALIST INSULATION PRODUCTS FOR INDUSTRIES AS DIVERSE AS ELECTRONICS, PLASTICS, AEROSPACE, AUTOMOBILE AND MACHINERY CONSTRUCTION.

Much of JSI's UK based manufacturing is concentrated at its Longridge plant near Preston, Lancashire, focusing in particular on electrical insulations, fibre composites and consumer products.

Engineering and Site Services Manager Mike Robinson has been based at Longridge since 1984 and has seen many changes over the years: "If it happens on the shop floor it's my responsibility" said Mike.

BUILDING A RELATIONSHIP

Although JSI now has over 100 separate items of handling equipment supplied by Hallmark, the relationship began with just one: a single drum decanter.

Said Mike: "We had a problem that we simply didn't know how to fix. Namely: how do you repeatedly turn 210ltr barrels from vertical to horizontal simply and safely?"

"The proposed solution from Hallmark was a drum cradle which required minimal effort to use. We were amazed! The decanters could pick up, wheel and tip barrels with the minimum of effort or strain on the back."

The solution was so effective that JSI now has over 100 drum decanters at Longridge alone.

"It sounds simple, but the best solutions tend to be," continues Mike: "Like any good professional relationship ours has been built on trust. Hallmark has such an excellent reputation because it consistently delivers on its promises – supplying the right solution for the problem."

Mike adds: "When we had an issue of solvents corroding the wheels on some of the drum decanters Hallmark fitted them with solvent-resistant tyres. A simple solution but the problem was solved."



Pedestrian Stacker with loading platform

SOLUTIONS PROVIDED:

- DRUM DECANTERS
- DRUM DE-PALLETISERS
- DRUM TROLLEYS
- COPPER REEL HANDLER
- LAMINATED SHEET LOADER



hallmark

hallmark-direct.co.uk
0161 272 1900



SOLVING PROBLEMS

Drum decanters proved to be the first of a number of Hallmark-supplied solutions for JSI that have included:

- De-palletisers for safely removing 45 gallon drums from pallets
- Drum trolleys that comply with the Manual Handling Regulations
- A bespoke reel handling device for moving large copper reels

Hallmark's Managing Director Roger Grimshaw said: "Over the years we've built a company whose entire ethos is based on consulting directly with clients and solving handling problems."

"If there's a process that's difficult to do by hand such as moving or lifting heavy items we can usually provide an answer to solve the problem. We view every case on its merit and suggest the option we feel is most appropriate."

Roger continues: "Because Hallmark is independent in terms of its relationships with its suppliers and manufacturers, we're not tied to selling any one product or brand. This is why we've developed such a strong reputation for innovative and bespoke solutions."

LAMINATED SHEET LOADERS

Hallmark's most recent solution for JSI has possibly proved to be its most innovative. "A risk assessment identified a potential health and safety issue," explains Mike: "One of our processes involved stacking, moving, lifting and loading stacks of polyester, glass and silicone coated mica sheets. The combination of materials made the

sheets naturally slippery and highly dangerous to stack and move."

"Such was the complexity of the process we felt that even Hallmark would struggle to find a solution - how wrong we were!"

The Hallmark solution was a bespoke roller bed which fitted onto a standard pedestrian stacker. By utilising a series of bearings encased in a metal sheet the operator could easily pick up a stack of 48 inch square laminated sheets, transport them to the laminator, lift to the required height and using the rollers, feed it all in one movement.

"This is a great example of how Hallmark's experience can prove to be invaluable," explains Roger: "Once we assessed the situation we knew that a pedestrian stacker would work. The challenge was how to transfer, secure, move, lift and feed the sheets safely and effectively."

Mike continues: "To be honest we were amazed with the solution! Not only was the whole laminating process made safe but it was completed with zero physical effort and in a fraction of the time."

"Safety is quite rightly paramount in today's industry. You simply can't afford to take risks, so the value of the solutions provided by Hallmark is recognised by employees and management both in terms of improved efficiency and safety."

"Hallmark has such an excellent reputation because it consistently delivers on its promises - supplying the right solution for the problem."

Mike Robinson, JSI



Drum De-Palletiser



Hallmark Materials Handling

DTE House, Hollins Mount, Bury, United Kingdom, BL9 8AT

Telephone 0161 272 1900, Fax 0161 272 1901

Email solutions@hallmark-direct.co.uk



1728