

ceramicx

HEATWORKS

NPE APRIL 2012

US Buyers
Look to an
IR Future



Weco
International
and
Ceramicx
Ireland
take IR
solutions to
new heights



THE INTERNATIONAL PLASTICS SHOWCASE

Orange County Convention Center Orlando Florida USA

1st - 5th APRIL 2012

Spread the Warmth

*Ceramicx and Weco join forces with
Process Control Technologies*



HEATWORKS

When Frank asked me to write the introduction to this part of the HeatWorks special magazine I felt a little doubtful.

Writing, journalism, or even self-publicity, has never much been my thing. But then I reflected that change - and making changes - is pretty much the signature note for our times. What the heck - I resolved to keep going.

I remembered that the rate of change at our company Weco International, has been an ever increasing phenomenon.

For example - and due in no small part to our rock-solid partnership with Ceramicx - we are successfully taking on work of greater and greater technical complexity.

We are serving the needs of blue chip clients who are many times our size. We are also changing up our game commercially:

Two HeatWorks issues back I announced that for the first time Weco had appointed two new IR heating dealerships - in Tennessee and in Maine. We are now set to appoint further dealerships in New York State and in other parts of North America. The Weco/Ceramicx Infrared heating market is growing in all directions; technically, commercially and geographically.

The seeds of change have also borne fruit in relation to the main plastics event here in the USA: For the first time this year will see America's triennial National Plastics Exhibition (NPE) removed from its usual location in Chicago and transplanted to Orlando, Florida.

Both Weco and Ceramicx are excited about the move and are looking forward to exhibiting there. Not only do we believe that the North American plastics industries will enjoy the new location, the Florida venue will hopefully attract many more international visitors; especially from the growing economies in South America.

My toast for this special issue of HeatWorks and this year's NPE event then is 'Change' - positive change, and plenty of it!



Brett Wehner

President / CEO, Weco International



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Ceramicx at Chinaplas 2012
The 26th edition of Chinaplas has rotated back to Shanghai. The exhibition area of Chinaplas 2012 will be 200,000 sqm with over 2,600 exhibitors. Footfall is expected to top 100,000 this year.



CERAMICX IRELAND LTD.
20th ANNIVERSARY 1992 - 2012

SHOWTIME IN ORLANDO!

1st - 5th April 2012 sees Ceramicx joining Weco International in exhibiting all manner of infrared heating wares at the National Plastics Exhibition, the USA's premier plastics showcase

Previously staged in Chicago from 1971, for the first time the NPE triennial event will now be held in Orlando, Florida. The new organising team of the Society of Plastics Industries (SPI) and the tireless publicity efforts of Bob Martino's communications agency have the US industry keyed up in anticipation for an NPE event revival.

Billed and re marketed as The International Plastics Showcase, Orlando's Orange County Convention Centre will play host to America's plastics industry for five full days starting Sunday 1st April 2012.

Lowered costs for exhibitors have been a feature of the NPE build up over the past three years. Average savings of nearly 50% on booths have been referenced by the SPI organisers.

SPI organisers also say that the NPE show will see the return of much more working machinery and equipment demonstration on the show ground floor: 'The improved economies and logistics of the new venue have encouraged many NPE2012 exhibitors to purchase more exhibit space and to bring more machinery to the show, much of it to be operated on-site,' says Gene Sanders, SPI senior vice president of trade shows and conferences. He adds that 'contributing to this enhanced commitment by exhibitors is the steadily improving manufacturing sector of the U.S. economy.'

Sanders cited reports from three exhibitors of injection molding systems and a fourth company specialising in auxiliary systems as representative of the positive response to NPE2012 from machinery companies. The SPI believes that the greater scale of exhibits can increase the return on trade show investment for attendees.

The traditional core event at NPE2012 will, of course, be the trade show itself; supported by a slew of conferences and other events. The SPI states that it will be the largest plastics exposition in the Western Hemisphere. It will provide access to North America's \$400-billion/year plastics marketplace and will also serve as a hub of trade for plastics companies from South America, Europe, and Asia.

More than two thousand exhibiting companies in total will be meeting and greeting the US plastics industry together with a considerable influx of visitors expected from South America.

Frank Wilson, Ceramicx Managing Director, says that 'we at Ceramicx are really looking forward to helping US manufacturing further - in its creativity and in its ongoing manufacturing revival. Together with our partner Weco Ceramicx looks forward to meeting clients new and old from all parts of the US continent.' Wilson adds that 'Infrared heating technology has a great deal to offer American business. Ceramicx is



1st - 5th April

HUNDREDS OF FIRMS COMING DIRECTLY FROM OUTSIDE THE U.S.

THE MAJOR MULTINATIONAL SUPPLIERS OF PLASTICS EQUIPMENT AND MATERIALS, BOTH U.S.-BASED COMPANIES AND U.S. SUBSIDIARIES OF COMPANIES BASED ELSEWHERE.

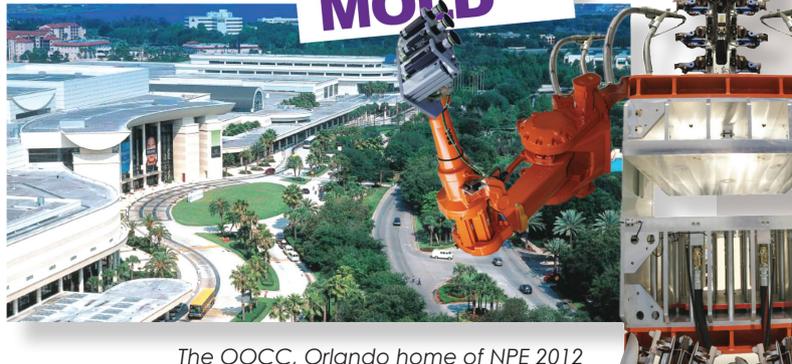
THE LARGEST NUMBER OF U.S. DOMESTIC SUPPLIERS OF PLASTICS TECHNOLOGIES TO EXHIBIT AT ANY PLASTICS EVENT ANYWHERE.

looking forward very much to helping our friends and partners at Weco International use NPE to further profile the IR heating technology - and to reach new customers and new markets.'

Weco will have a full company on site for all five days of the show and Ceramicx will field Patrick Wilson and Tadhg Whooley. The new location is expected to host an upswing in international visitors; especially from South and Central America. Patrick's fluency in languages is expected to help greatly in translations and Tadhg's technical expertise - including infrared heating applications for US sites and business - will ramp up the know-how available for visiting customers.

More on that in the inside pages - and more details of the show at www.npe.org

**BREAK
ING THE
MOLD**



The OCCC, Orlando home of NPE 2012



US BUYERS LOOK TO AN IR FUTURE



Brett Wehner and Frank Wilson discuss how they should approach the NPE Plastics Show

Brett Wehner, Weco International, is ready for America's triennial NPE plastics show this April 2012.

Brett will lead his Weco/Ceramicx team and new associates out onto the Orlando Florida showground knowing that increased manufacturing optimism; increased demand for quality engineering and increased demand for energy efficiency all point in favour of good business off the Weco/Ceramicx booth, April 1-5.

'It promises to be a good year in many different ways,' says Brett. 'Firstly, it's an election year - and that generally always plays well in the US economy. Secondly, all the US car companies are now back making money. Unemployment, while not yet back at pre-recession levels is low. I would say that the general economy is as good as it's been in the last four years.'

through "feet on the street" approach. US customers prefer to buy from suppliers in their region. Expanding our sales & marketing efforts in specific US regions has really paid off for us. The demand for energy improvements is a key to all businesses,' adds Brett.

Brett adds that 'but the most important thing to say here is that the US market is now ready to buy a quality and efficient heater, one based on performance and energy measurement. There has been a shift in attitude: Infrared ideas and solutions are coming up further in the mix. It's time for capital investment once again, and it's also time for US manufacturing to invest in its longer term future. Weco/Ceramicx is more than ready for this new mind set with IR products and services to match.'

“ The demand for quality suppliers is at an all-time high ”

Brett Wehner, Weco

At Weco, we are looking to use NPE harvest some of the great work we've done with Ceramicx in the past three years; especially in building heat systems for plastics processors, most especially infrared heated platens and ovens and systems for ISBN blow moulding.

The Weco/Ceramicx success according to Brett 'has been

Brett notes also that 'Ceramicx investment in world-leading product quality and process technology now guarantees a completely transparent and 'no mystery' approach to infrared heating and its effective results. The smallest thermoformers together with billion

dollar corporations can now access it - and are now working with us to take the benefits of IR heating know-how into the heart of their process technology. Many more will do so before the year-end.'

Recent research suggests that US companies and buyers are emerging from the economic downturn with a focus on lean and productive operations, firstly as a competitive stance and also as a way of protecting their future. In recent months the Obama administration has succeeded somewhat in linking US manufacturing health to job growth - and supporting accordingly.

Public and private bodies and companies have lately been combined to identify R&D opportunities that can advance the global competitiveness of U.S. manufacturing. This US government initiative is said to be able to invest up to 120 million dollars over the next three years, cherry picking best materials and processes and technologies for future US growth.

'Infrared heating should be high on that list, as it should anywhere in the world,' says Frank Wilson. 'We

are looking forward to see that NPE helps us make that happen.

The greatest value of the Weco/Ceramicx teamwork,' adds Wilson, is of course, "customer focus" and the development of customer application engineering. There's also a little 'something different' in the mix there with a unique blend of US and European perspectives. It's never easy to achieve but when you do it really is win-win for all concerned.

Brett Wehner concurs: 'The NPE show - virtually now sold out - is a great platform for new opportunities, connecting with potential new partnerships, brand building, additional exposure and opportunity for Ceramicx throughout the world.

We also believe that the new Florida location will succeed in bringing in a new and dynamic mix of an audience and in refreshing the format generally. We're ready - and we plan to enjoy ourselves.

INFRARED HEATING - IN ANY LANGUAGE

When NPE opens its doors on April, the Ceramicx Wild Geese, Patrick Wilson and Tadhg Whooley will have flown in and helped set up in Orlando, Florida.

Patrick is one of the newest recruits to the team and Tadhg is one of longest standing employees. 'Both have a different set of skills that will complement each other and service the NPE show perfectly,' says Frank Wilson, Ceramicx Managing Director.

Through his father's career, Patrick's schooling and education has seen him track the fortunes of the oil and gas industries across three continents. He holds a first Degree and also Higher Diploma from Trinity College, Dublin in Business Studies. Patrick's previous management experience most recently includes a spell with large international company, The Kerry Group, based in Omagh, Co Tyrone.

Learning languages has become second nature to Patrick. At NPE he will expect to serve an upswing in visitors from Central and Latin America. 'Those economies are currently booming, no doubt about it,' says Patrick. 'Many of their plastics industries could really profit through use of our Infrared (IR) heating and energy efficient solutions. I am really looking forward to talking about it - in as many languages as needed!'

Patrick can also speak Ceramicx products and production matters to the NPE visitors since his current role involves him overseeing the smooth running of all production in the Ceramicx factory.

The Ceramicx Wild Geese also offer technology and IR know-how in depth: Tadhg Whooley, Technical Sales Engineer, and veteran of a number of international shows, most recently the K 2010 in Düsseldorf - will also be on hand for all matters of technology and applications engineering.

Day-to-day Tadhg's deals with all aspects of custom built IR applications engineering, including technical certification; system design and installation. Expert in electrical engineering, AutoCad and other aspects of IR heating system design, Tadhg also oversees all halogen tungsten heater sales for Ceramicx.



OUR NUMBER ONE MARKET



Recent trends and orders from the US market have once more confirmed to me that the United States remains the number one market for Ceramicx. We therefore have high hopes for this year's NPE exhibition in Florida and all its various outcomes.

To be sure, Ceramicx infrared heating sales are steadily increasing volumes of work and IR heating components for markets such as Germany, India, China, Turkey Eastern Europe and South America. In time, these territories may even come to rival the USA.

As of this moment, however, the United States continues to cradle Infrared heating innovation and continues to be the driver for infrared; for creativity and imagination for new applications - and for new ways of doing existing things.

The revival in US manufacturing over the past four years has clearly helped. It has also highlighted an ever-increasing demand for quality products, made by quality companies and provided and installed by quality people.

As my Weco colleague Brett Wehner points out it's easy to talk the talk and allege that one product or system is better than another. In the infrared heating world it's quite something else to back it up - with proof. Proof in this case - in our case - means proof of all inputs and outputs to the manufacturing process and proof of product quality, proof of our IR products excellence in use and performance and proof of the IR heating effects of said products.

Thanks to the efforts of ourselves and our partners Ceramicx has world-leading services and projects in all four of these areas: Our current Innovation Partnership, and the support of Enterprise Ireland, is providing a matrix of proof in the first two areas. Our joint work with the University College Cork is providing technology and systems for all heat system monitoring needs.

A further project with Trinity College Dublin is also producing ground-breaking results in the area of Infrared heat performance and Infrared heat monitoring.

By these means, Ceramicx is establishing complete transparency of information for our clients/customers and clear leadership in the world of applications engineering using infrared heating sources.

Our US clients know that the Weco/Ceramicx team establishes provable and repeatable results for a large number of IR heating methods and their applications. In many ways, this is just the foundation. There are exciting times ahead.

WECO + CERAMICX - BUILDING HISTORY

For Ceramicx, 2012 is a year of milestones: Not only does the company celebrate twenty years in business, it also celebrates ten years of partnership with US distributor and systems integrator, Weco International.



'Both companies were fortunate,' says Frank Wilson, 'to find each other at a time of mutual ambition and growth. Ten years on, and many many orders under the bridge, and our ambitions haven't changed. Growth and supply of quality service and quality engineering are our watchwords more than ever.'

Back in 2002 Weco was moving out of a position of distributorship and into a position of full service supply and heating systems integration. Ceramicx - its products and expertise - was an essential part of the Weco back-up and know-how. For its part Weco provided Ceramicx with the bridge head to the vast and complex market of the United States.

Both firms are family owned and run. Both, in the terminology, are described as small to medium enterprises (SME's). Both have backed themselves to catch the new wave of Infrared Heating systems for industry and supply complex and quality systems to blue chip clients.

US GOES FOR GREEN

Whatever the grander US political headlines may be, all the evidence on the ground shows that US manufacturers now have the energy-saving message and strategy well on board

Financial incentives always help. Brett Wehner points out that 'at Federal and state level, US companies can now get a package that gives up to 50% in tax breaks on energy efficient investment.'

This is all good news for Infrared heating technology and for the Weco/Ceramicx alliance. Frank Wilson says that 'as many know, energy measurement is a subject near to my heart. If you're not doing it, you're flying blind, and your business sense has to be questionable.'

With or without finance, the US road to energy efficiency has been driven by necessity. The economic recession, beginning in late 2008,

and infrared technology upgrade - and he wasn't waiting around to waste more money in energy cost. The US awareness of this issue is in - and represents a good part of our commercial opportunity.'

The US now sees many of its manufacturers making public commitments to energy efficiency, including explicit efficiency targets and participation in public programmes such as those run by the U.S. Department of Energy.

Over the past three years, US energy efficiency improvements have tended to focus on projects



Brett Wehner
President /CEO
Weco International

US manufacturers now have the energy-saving message and strategy well on board

prompted a long period of consolidation for many US manufacturers. Many included energy efficiency as part of an ongoing programme of cost savings. Having thus got a taste of the financial benefits through force majeure, energy efficiency practice seems here to stay for those companies.

Brett Wehner says that 'we have a client who invested in five thermoforming machines this year. Within days of commissioning the machines we got a call from him. The energy performance off the purchased spec simply wasn't good enough. He needed better - through our systems improvement

capable of a rapid return on investment. Currently, however, and with the current return of some US sales growth and optimism there are good grounds to expect a new round of capital improvements and investments; especially including those that offer energy savings, plant modernisation and better process technology.

Restrained budgets in the last three for US manufacturers have also spurred growth in the ideas of energy management - not just retrofits here and there but a more whole systems approach to the complete company energy use. A key prompt last year was the International Organization for Standardization release of the ISO 50001 environmental standard - this in order to assist companies and institutions in managing their energy use effectively. In addition to integrating energy efficiency into a company's modus operandi, ISO 50001 also includes provisions for procurement of energy-efficient equipment.

The new environmental standard - international in design and scope - will be featured as a core component of a new Department Of Energy plant certification program expected to launch later this year. It is anticipated that certification will be granted to U.S. plants that conform with ISO 50001 and achieve energy performance improvements. For Weco/Ceramicx it all sets a positive context backdrop for investment in reliable and consistent infrared heating and energy sources.

This campaign is working: According to Weco's Brett Wehner the company's core values of persistence, determination and integrity have been central to this mission; a mission that is now set for further expansion. 'These values have helped us extremely well - and Ceramicx too - in steadily growing our reputation in the US heating market.'

Today, more and more we are entering new infrared heating arenas for the client's benefit - design, CAD CAM, science based research and technology. My best guess is that, at some point, and when the clear benefits of IR industrial heat are finally understood, when the 'penny drops' so to speak, there will be a quantum shift in IR take-up - not just for Weco/Ceramicx but across the board and throughout the world.'

Meantime, there's a job of work ahead in the shape of the NPE exhibition in Orlando, Florida. Both companies are geared and ready for the fray and looking forward to the curtain raiser on April 1, 2012.



WECO AND CERAMICX TAKE IR SOLUTIONS TO NEW HEIGHTS

Weco International and Ceramicx joined forces this year in deploying advanced IR heating technology for a leading US based manufacturer of high quality fittings for the global pipe industries.

Frank Wilson, Ceramicx MD says that 'Weco and ourselves are delighted to be using the science of infrared heating technology in this way. The project gave us many side-benefits in terms of learning about IR heating in the welding together of two materials; in the performance of High Density Polyethylene (HDPE) in various infrared conditions and many other factors.'

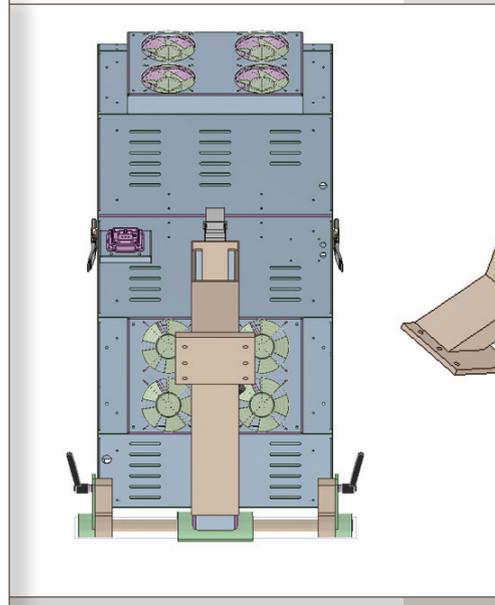
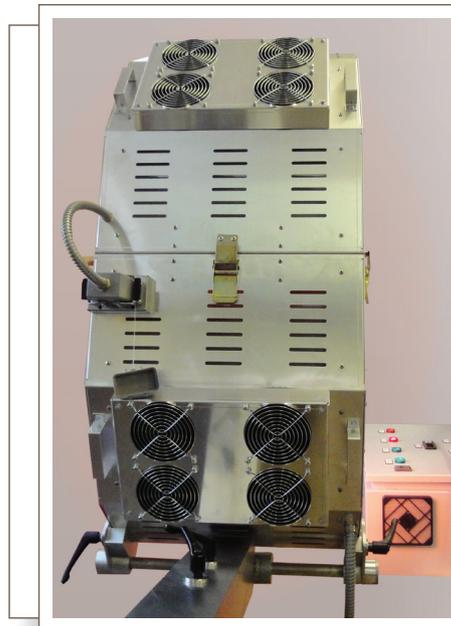
Wilson adds that 'Weco and Ceramicx look forward to being of continuing service to companies in this sector worldwide and look forward also to sharing some of the spin-off know-how; in infrared heating for plastics to metal bonding, for example, in infrared sealing solutions for the oil and gas and water industries and many other ideas.'

From the outset, the US client company wished to reduce the scrap count within its current heating system for plastic to metal bonding.

The existing system was found to be labour intensive and the heating elements showed poor controllability. The cool down times had created a bottle neck in the overall process; this was a direct result of the heating system providing heat to areas where it was not needed.

Good flange production requires a heating source that will prep the surface in order to ensure a good fusion bond of both the billet and mandrel. The new heating system therefore needed to be easily used within the company's present equipment set-up and the heating system also needed to be able to enhance the production and quality of the existing product.

The client was also clear that its new heaters be able to heat surface of a winding billet to a sufficient temperature to ensure fusion of the plastic/metal bonding on all four stations of the winder. The typical temperatures range



from 130°C to 150°C surface temp and the heat penetration depth needed to be at least 1/16" to 1/8".

Weco International conducted an initial site visit: Says Ted Rosingana of Weco, 'the machine in question is a one-of-a-kind and, naturally, the client wanted us to see it running first hand so our solution/proposal would be valid. This first visit uncovered more questions and issues than the meeting could provide for. Therefore, a second visit was scheduled which included two engineers from Ceramicx Ireland. Tadhg Whooley; Electrical Engineer and Technical Manager and Marcin Milczarczyk; Mechanical Engineer and Engineering Manager arrived on site to take all necessary mechanical measurement and electrical system data.'

The new heating system was needed to be able to work on all sizes of mandrels: 17" to



Ted Rosingana
Vice President
Weco International

57" diameter mandrels rotating at 2.2 to 3.7 RPM's. Mandrels that have a larger diameter are run at a slightly higher RPM and higher kilogram/hour rate from the extruder. Smaller mandrels are run at 60 kilogram/hour rate and vary up to 57" mandrel that runs at 350 kilograms / hour rate.

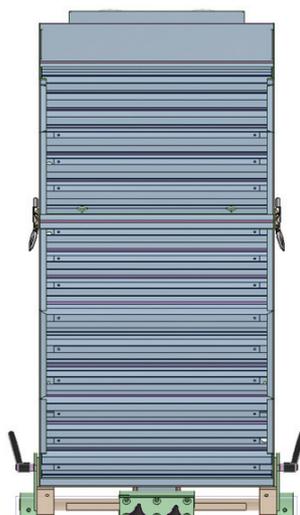
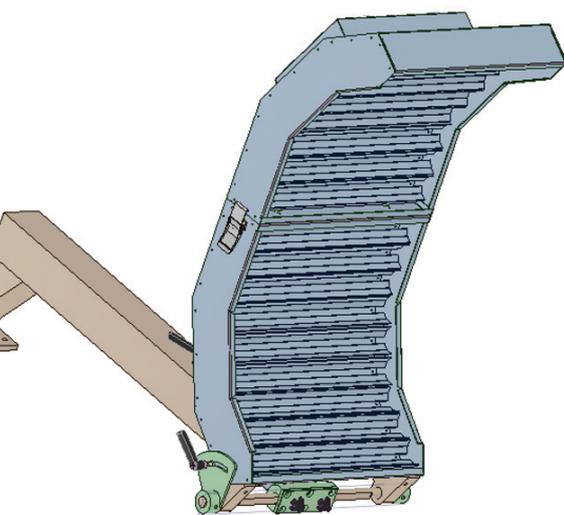
The client also stated that the new heaters must be able to either move or have variable heating intensity. This factor was primarily due to the build-up of layers of plastic on the mandrel to specified heights. Normal heights of 5 to 10 inches of material (wall thickness) must be attained.

And while the production cassette and roller are in motion (winding) applying plastic ribbon to mandrel, the heaters also needed regulating for control of heat applied to area before plastic fusion occurs. The temperature of the material before area of fusion needed automatic regulation between 130°C and 150°C, thus taking out the human element.

As a result of discussions two systems were proposed: A billet heating system and a mandrel heating system. The billet heating system consisted of 1 – 18kW oven platen with an additional attachable 18KW oven platen with a 1 zone 36kW control system.

It was envisaged that the operator would have complete control of the oven positioning including: slide left to right, extend back, forward in mandrel/billet direction and swivel up and down for precise location to the billet during set up and process. The control system was designed as closed loop, with a single IR thermometer in order to provide optimum HDPE surface temperature for proper fusion.

Weco and Ceramicx then went on to design, manufacture and then install the billet system. Ted Rosingana reports that 'the customer has run the heaters on the smaller size billets currently in production and is pleased with the results so far.



Finally, when moving the carriage from one station to the next, the heaters must be easily moved out of the way and easily returned to the winding position. The company didn't necessarily need this procedure to be automated, but the heating array needed to be easily folded out of the way, mainly to facilitate carriage movement from station to station.

Taking all these needs on board, the team from Ceramicx Ireland used their USA visit primarily to collect data for development of mechanical drawings and electrical schematics. It became confirmed that an Infrared heating solution was needed, in order to most effectively achieve the fusion/adhesion of the HDPE to the mandrel/billet and to also develop an efficient mandrel preheat system.

The final test is currently in production with good results.'

Rosingana adds that 'the Mandrel heating system would provide adequate energy/heat to the mandrel for proper adhesion of the HDPE to the Mandrel. This first layer of HDPE is critical to the overall quality of the billet. With this first success of the billet heating system we now anticipate the order and installation of the mandrel system.'

At Ceramicx, Frank Wilson summarises that 'once again, the project showed us the real strengths of Infrared heating; in delivering cost-saving, accurate and targeted heat sources in the service of customer needs. The more we communicate this kind of success, the more savings everyone will be able to make through the use of infrared heating technology.

SPREAD THE WARMTH ! IR GROWTH FOR USA



Ted Rosingana Weco International, Bob Davis PCS, Frank Wilson Ceramicx Ireland, Brett Wehner Weco International

One clear trend encouraged by the Weco/Ceramicx partnership in recent months has been an increase in the number of our territories and in our associates in skilled heat work across the vast market of the United States.

As our main article makes clear, the revival in US manufacturing has led to a parallel increase in demand for quality engineering services; partly to make up ground and lost time and partly also to steal a march on the future. In our experience, the past 12 months have seen a significant upturn in innovation in US applications engineering: US-based blue chip clients have been presenting us with a range of ever more challenging projects in Infra heating.

The Weco/Ceramicx platform is developing accordingly. This month it gives me great pleasure to announce a new deal with a very dynamic and enterprising company, Process Control Technologies.

Process Control Solutions (PCS), founded in Portland Maine 34 years ago, is a distributor, manufacturer's representative and integrator of heaters, controls and sensors. Managing Director Bob Davis visited Ceramicx with us in February - and we expect to shortly welcome members of his team for further training in our infrared heating systems.

The PCS team supports sales for New England, New York, New Jersey and Pennsylvania and its focus is on selling technical products through superior product knowledge, application experience, project management and customer and technical support.

PCS facilities include a new and modern 2,000 square foot office with conference room, 4,500 square feet of warehouse and workshop, a box truck for system deliveries and installations and service vans for on site technical support.

PCS also has in house 3D CAD software, fabrication and assembly and even equipment testing and acceptance within our facility.

Like ourselves, and like Brett's business, Process Control is a family-owned company. I guess that's partly how the deal goes down quicker. Across the world it sure enough helps the commerce when like minds and like values can speak with like. PCS joins Southern Heat (Georgia) and JMH Heat Company Tennessee as well as part of the growing Weco/Ceramicx network. FG Engineered Solutions, LLC became a Corporation in 2009. It was the conceptual idea of Greg Lewis, General Manager, and Fred Sturgeon, VP of Sales who saw a continuing trend by manufacturers to limit service and reducing product differentiation. The two initial partners have added two satellite offices since the inception and each have over 35 years of experience in supplying products and solutions for an industrial base of users in the Midwest. Our goal was to differentiate our company by realizing our customer base continues to need innovation, service and a solution sales approach. This equates to being more interested in solving our customers' problem than simply selling a product.

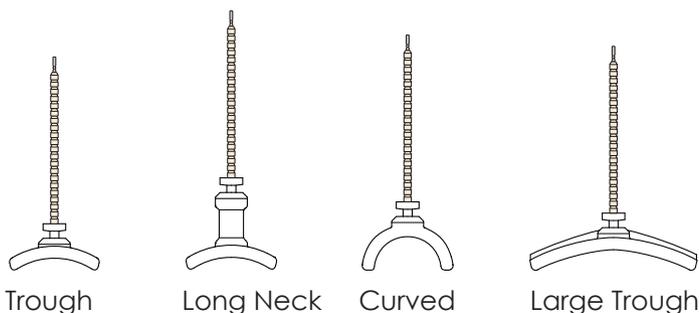
One direct consequence of our new set-up is that the expert Process Control know-how will now be a welcome part of the Weco/Ceramicx range of wares and expertise on show from April 1-5 at the NPE 2012 show.

Weco/Ceramicx will be also glad to hear from like minded and expert IR companies across the United States. You are likely to be small-to-medium, dynamic, creative and know the US industrial heating business inside out. Full Infrared training available for all partners that fit the profile. Drop by the NPE booth - or simply contact Weco/Ceramicx direct.

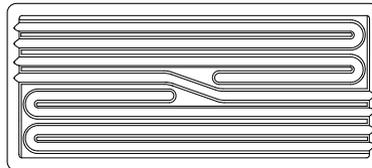
CERAMICX STANDARD PRODUCT RANGE



CERAMIC TROUGH ELEMENTS



FTE Full Trough Element
245 x 60 mm
150W 250W 300W 400W 500W 600W 750W 1000W



LFTE Large Full Trough Element
245 x 110 mm
1000W 1500W



HTE Half Trough Element
122 x 60 mm
125W 150W 200W 250W 325W 500W

LN - Long Neck



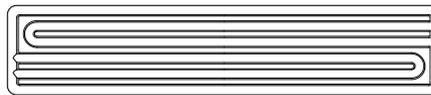
QTE Quarter Trough Element
60 x 60 mm
125W 250W



FTE-LN Full Trough Element - Long Neck
122 x 60 mm
250W 400W 500W 650W



QCE Quarter Curved Element
60 x 55 mm
150W 250W



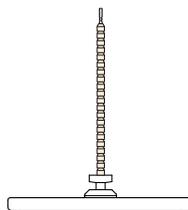
FTEL-LN Full Trough Element Long - Long Neck
285 x 60 mm
1000W



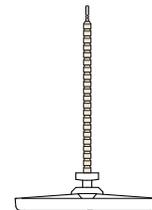
CERAMIC FLAT ELEMENTS



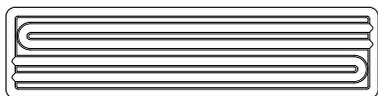
Flat



Square Flat



Large Flat



FFE Full Flat Element

245 x 60 mm

150W 250W 300W 400W 500W 600W 750W 1000W



HFE Half Trough Element

122 x 60 mm

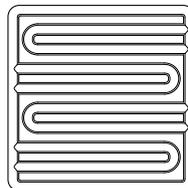
125W 150W 200W 250W 325W 500W



QFE Quarter Flat Element

60 x 60 mm

125W 250W



SFSE Square Flat Solid Element

122 x 122 mm

150W 250W 300W 350W 400W 500W 650W 750W

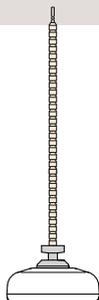


LFFE Large Full Flat Element

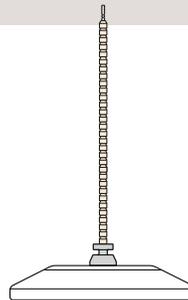
245 x 95 mm

150W 350W 750W 1400W

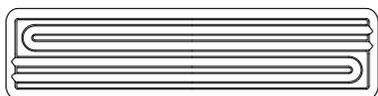
CERAMIC HOLLOW ELEMENTS



Hollow



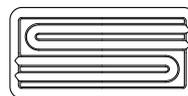
Square Hollow



FFEH Full Flat Element Hollow

245 x 60 mm

250W 300W 400W 500W 600W 800W



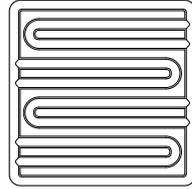
HFEH Half Flat Element Hollow

122 x 60 mm

125W 200W 250W 300W 400W

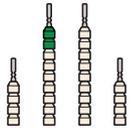


QFEH Quarter Flat Element Hollow
60 x 60 mm
125W 200W



SFEH Square Flat Element Hollow
122 x 122 mm
250W 300W 400W 500W 600W 800W

THERMOCOUPLES



Type K
+ Nickel Chromium
- Nickel Aluminium



Type J
+ Iron
- Copper Nickel

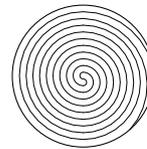
EDISON SCREW ELEMENTS



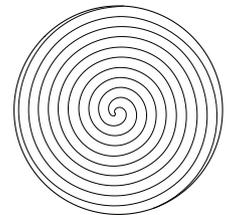
ESEB



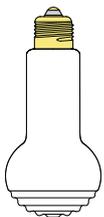
ESES



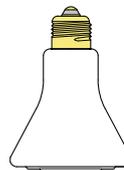
ESER



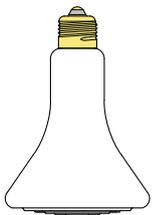
ESEXL



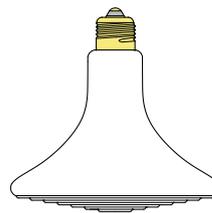
ESEB
Edison Screw Element Ball
Ø65 x 140 mm
60W 100W



ESES
Edison Screw Element Small
Ø80 x 110 mm
60W 100W



ESER
Edison Screw Element Regular
Ø95 x 140 mm
60W 100W

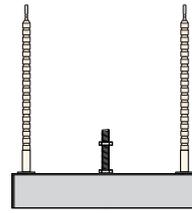


ESEXL
Edison Screw Element
Extra Large
Ø140 x 137 mm
400W

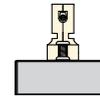
QUARTZ ELEMENTS



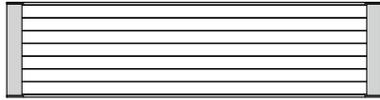
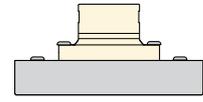
Quartz



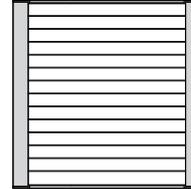
Square Quartz



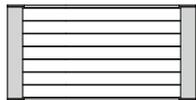
Pillared Quartz



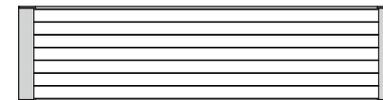
FQE Full Quartz Element
247 x 62.5 x 22 mm
150W 250W 400W 500W 650W 750W 1000W



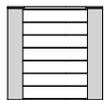
SQE Square Quartz Element
124 x 124 x 22 mm
150W 250W 400W 500W 650W 750W 1000W



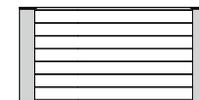
HQE Half Quartz Element
124 x 62.5 x 22 mm
150W 250W 400W 500W



PFQE Pillared Full Quartz Element
247 x 62.5 x 22 mm
150W 250W 400W 500W 650W 750W 1000W

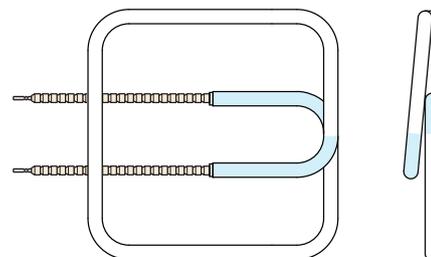


QQE Quarter Quartz Element
62.5 x 62.3 x 22 mm
150W 250W



PHQE Pillared Half Quartz Element
124 x 62.5 x 22 mm
150W 250W 400W 500W

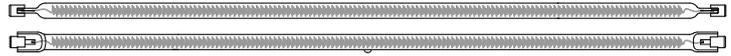
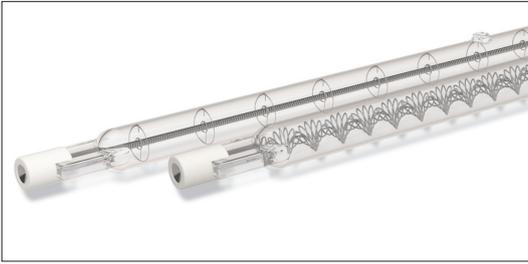
QUARTZ ELEMENTS



STQH Single Tube Quartz Heaters

STQH100	100 x 100 mm	Wattage Range 150 - 400 Watts
STQH112	112 x 112 mm	Wattage Range 150 - 400 Watts
STQH140	140 x 140 mm	Wattage Range 150 - 650 Watts
STQH150	150 x 150 mm	Wattage Range 150 - 650 Watts

QUARTZ TUNGSTEN HALOGEN



Quartz Tungsten



Quartz Halogen

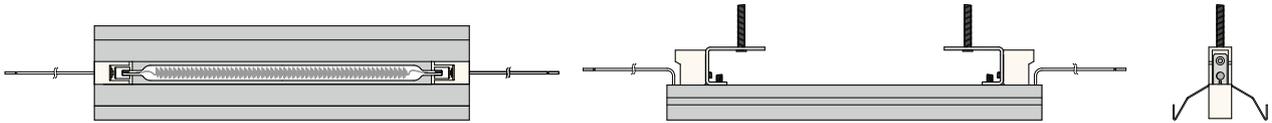
Quartz Tungsten

QTS Quartz Tungsten short	Ø10 x 224 mm	750W
QTM Quartz Tungsten Medium	Ø10 x 277 mm	1000W
QTL Quartz Tungsten Long	Ø10 x 473 mm	1500W 1750W 2000W

Quartz Halogen

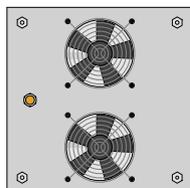
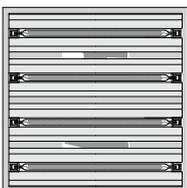
QHS Quartz Halogen short	Ø10 x 224 mm	750W
QHM Quartz Halogen Medium	Ø10 x 277 mm	1000W
QHL Quartz Halogen Long	Ø10 x 473 mm	2000W

Quartz Tungsten / Halogen Reflectors (tubes supplied separately)



QTSR Quartz Tungsten Short Reflector	246 x 62 mm
QTMR Quartz Tungsten Medium Reflector	297 x 62 mm
QTLR Quartz Tungsten Long Reflector	493 x 62 mm

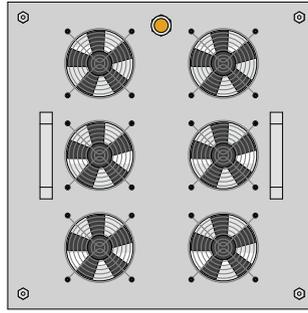
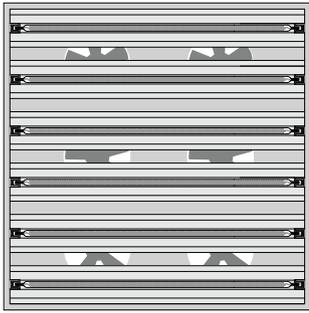
FASTIR



FastIR 305 305 x 305 x 150 mm
Suitable for 1000W Quartz Tungsten/Halogen Heaters QTM/
QHM (tubes supplied separately)

4 Tube - 4kW

5 Tube - 5kW

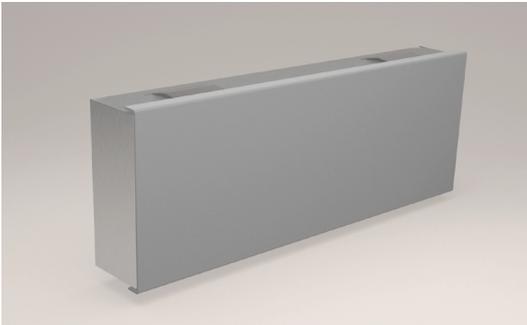


FastIR 500 500 x 500 x 150 mm
 Suitable for 2000W Quartz Tungsten/
 Halogen Heaters QTL/QHL
 (tubes supplied separately)

6 Tube - 12kW

7 Tube - 14kW

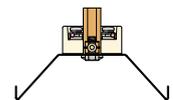
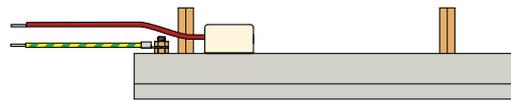
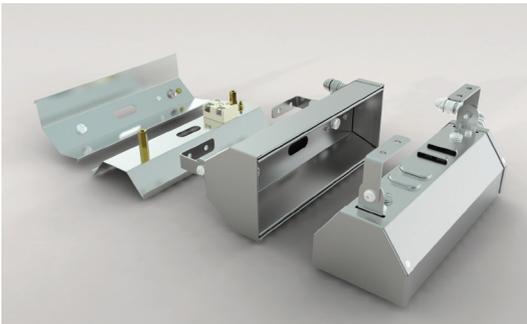
CUSTOM PANEL HEATERS



Custom Panel Heaters

Available with anodised aluminium or ceramic glass face.
 Range of Wattages and supply Voltages
 Multi- zone options with removable miniature thermocouple
 plug

REFLECTORS / PROJECTORS



RAS Reflector Aluminised Steel supplied without heaters

PAS Projector Aluminised Steel supplied without heaters



RAS 5 100 x 60 x 1,254 mm



RAS 4 100 x 60 x 1,004 mm



RAS 3 100 x 60 x 754 mm



RAS 2 100 x 60 x 505 mm



RAS 1 100 x 60 x 254 mm



RAS 0.5 100 x 60 x 160 mm



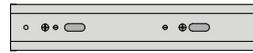
PAS 5 94 x 76 x 1,258 mm



PAS 4 94 x 76 x 1,008 mm



PAS 3 94 x 76 x 758 mm



PAS 2 94 x 76 x 508 mm



PAS 1 94 x 76 x 258 mm

ACCESSORIES



2P Ceramic Terminal End Block
with stainless steel fittings
40 x 32 x 20 mm



3P Ceramic Terminal End Block
with stainless steel fittings
62 x 32 x 20 mm



2P Ceramic Terminal End Block
No fittings
40 x 32 x 20 mm



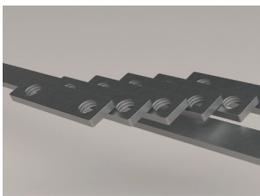
3P Ceramic Terminal End Block
No fittings
62 x 32 x 20 mm



R7s Ceramic Holder
For standard QT/QH
heater range



Flat Ceramic Base Holder For Halogen/
Tungsten heaters fitted
with a flat ceramic base



Stainless Steel Buzz Bars
8 x 2 x 1000 mm



STQH Holder
For all types of STQH type
heaters



Mounting Bracket
73 x 57 x 25 mm



**Steel Wave Spring
and Clip Set**



**One Piece Steel
Spring / Clip**



Ceramic Beads
Loose



Ceramic Beads
Strung



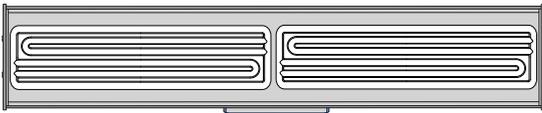
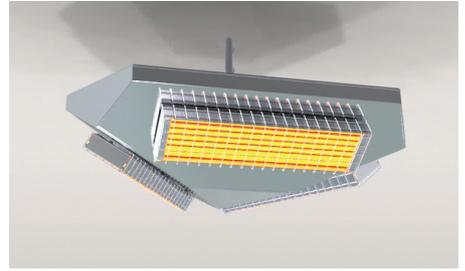
Glass Bulb



**E27 Edison Screw
Bulb Holder**
Ø53 x 74 mm

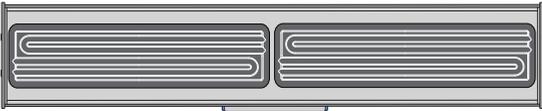


**Reflector for Ceramic
Bulbs**
Ø220 x 110 mm

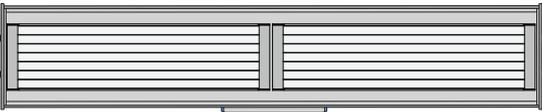


COMFORT IR 2 White 508 x 99 x 91 mm
800W 1000W 1300W

White glazed elements / stainless steel body



COMFORT IR 2 Black 508 x 99 x 91 mm
800W 1000W 1300W Black glazed elements / black powder coated stainless steel body

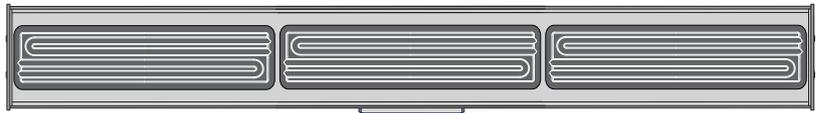


COMFORT IR 2 Quartz 508 x 99 x 91 mm
800W 1000W 1300W
Quartz elements / stainless steel body

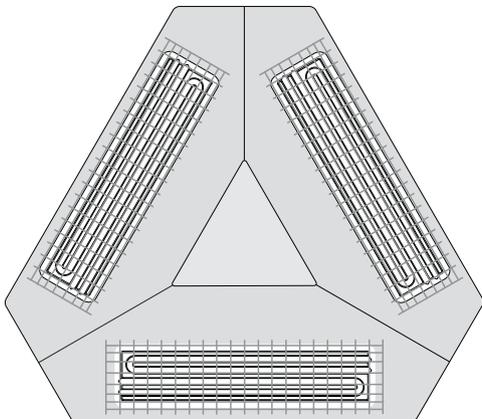
COMFORT IR 3 White
760 x 99 x 91 mm 1500W 1950W
White glazed elements / stainless steel body



COMFORT IR 3 Black
760 x 99 x 91 mm 1500W 1950W
Black glazed elements / black powder coated stainless steel body



COMFORT IR 3 Quartz
760 x 99 x 91 mm 1500W 1950W
Quartz elements / stainless steel body



COMFORT IR 360 White
450 x 450 x 160 mm 1500W 1950W
White glazed elements / stainless steel body

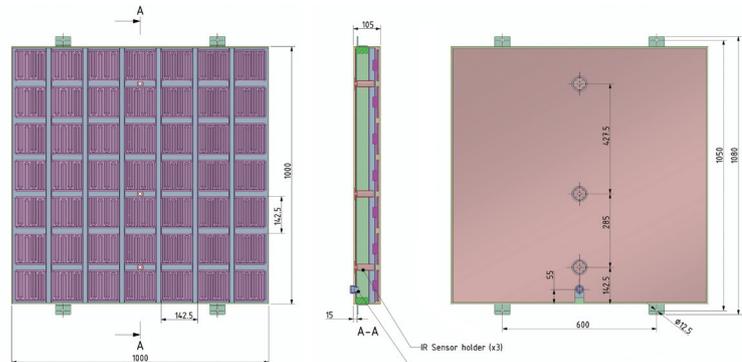
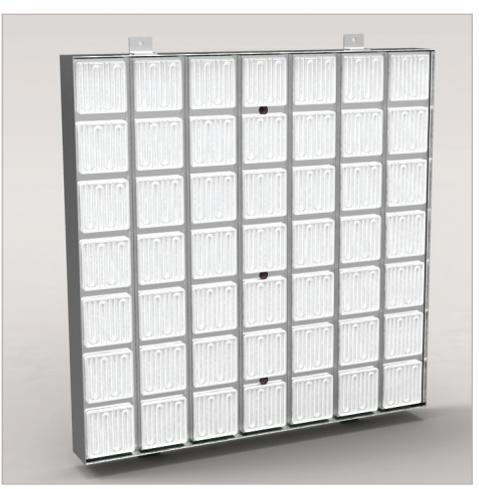
COMFORT IR 360 Black
450 x 450 x 160 mm 1500W 1950W
Black glazed elements / stainless steel body

COMFORT IR 360 Quartz
450 x 450 x 160 mm 1500W 1950W
Quartz elements / stainless steel body

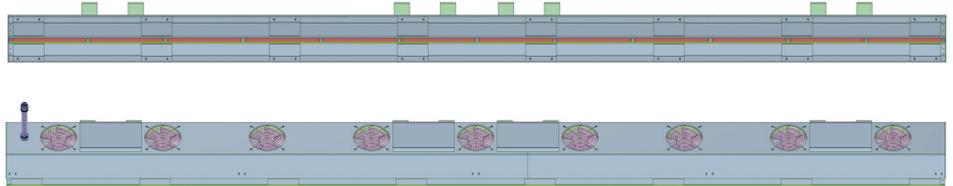
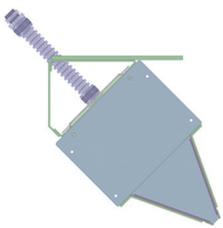
APPLICATIONS ENGINEERING

Whether you require a customised solution or materials testing, a new infrared heating or drying system or an upgrade to your existing process.

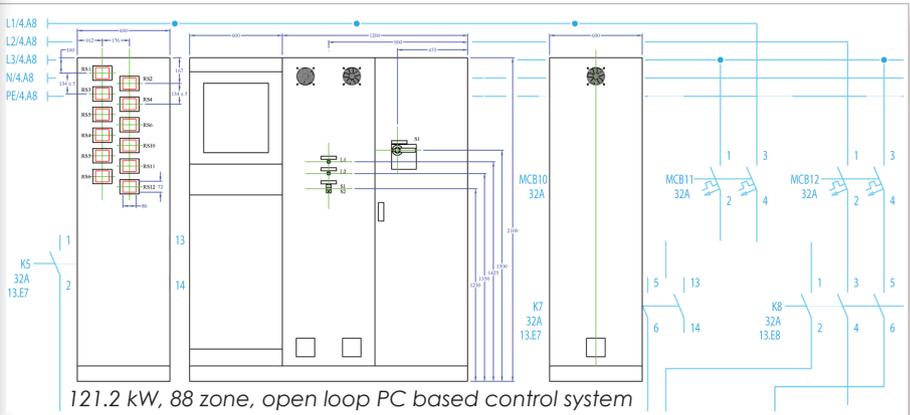
Ceramicx can design and build the heating solution for your business. From a single zone 5kW test oven to a 500 zone, 1MW high volume computer controlled oven.



Long wave ceramic platen 7.35 kW 1000 x 1000 mm



Focused infrared heater 7.8 kW 3050 x 150 mm

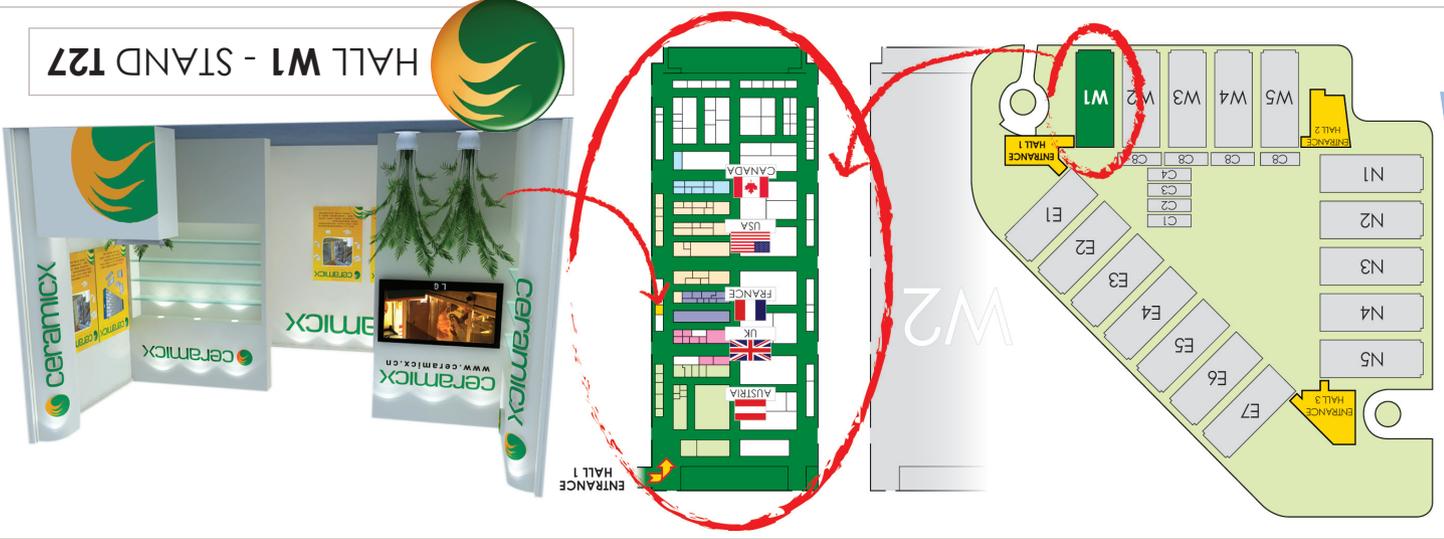


121.2 kW, 88 zone, open loop PC based control system

合理利用，低碳将是2012年雅士展的一个主旨。雅士展的组织者雅士展览服务有限公司的主席 Stanley Chu 说，世界经济形势的复杂和多变将给中国的经济带来多种新挑战。“很多公司在中国近期都遇到了劳动力短缺和电力短缺的困扰。由于节省电力的持续压力，各地都在淘汰落后产能。”

Chu补充道：“雅士展将展示各种展品，比如机器臂，节能伺服电机，全电动化的注塑机，可降解塑料材料等，对于环境保护和原料短缺等问题将给予有效的解决办法，并结合新的回收技术。所有这些将吸引买家的目光”

Frank Wilson说：“这类主张很符合Ceramicx的理念。Ceramicx不仅坚持将能源管理和测量作为我们客户服务的一部分，并且我们的目标是利用替代能源来制造我们的陶瓷产品，从而降低碳足迹。雅士展将给我们一些很好的线索和方向，来协助我们满足这些新市场环境。”



and shortage of raw materials, plus many new recycling technologies. All these will capture the attention of buyers.’

Frank Wilson says that ‘this kind of emphasis suits Ceramicx down to the ground. Not only does Ceramicx insist on energy management and measurement as part of our customer service we are also aiming to use alternative energy sources in order to make our ceramic elements the lowest carbon footprinted in the world. Chinapias will give us some excellent clues and orientation to help us satisfy these new environmental markets.’

Sustainability, low-energy and low carbon footprint will play a key part in Chinapias 2012. Stanley Chu, Chairman of Adspace Exhibition Services Ltd., Organizer of Chinapias, said that, the complicated and changing global economic situation will bring various new challenges to China’s economy. ‘Many enterprises are currently perplexed by the shortage of labour and electricity in China, and the elimination of backward production capacity caused by the growing pressure of energy-saving everywhere.’

Chu adds that ‘Chinapias will therefore display various kinds of exhibits, e.g. robot hands, energy saving servo motors, all-electric injection molding machines, bioplastics materials, which will offer effective solutions to solve the problems of environmental protection

很多省和市场。现在我们更有了在上海雅士展一起工作的机会。”

雅士展是亚太地区最大的橡塑展会，在世界上也是第二大国际塑料展会。第26界雅士展今年又回到了上海。2012雅士展预计将达到200,000平方米，有超过2600家展商参加。2011年累积有94000名观众参观，比上一年增长15.5%，今年的观众则预计会超过100,000名。

雅士展自1983年创立开始，一直在稳步树立它的声誉，成为积极促进远东和亚洲地区经济发展的发动机。



Ceramicx的总裁和徐山先生一同在2010年雅士展外合影

Frank Wilson, Ceramicx MD pictured here outside Chinapias 2010 with Xu Shan of the H.E.N.N. Corporation



雅士展的主办方雅士展览服务有限公司总经理助理Ada Leung女士说：“中国已经成为世界上最大的塑料机器生产国家，2010年国产塑料机器的10大出口市场为：巴西、伊朗、土耳其、印度、印度尼西亚、越南、泰国、马来西亚、俄罗斯和日本。

她补充道：“我们注意到国外的买家越来越关注于中国制造的产品，因为它们拥有高质量和有竞争力的价格。据雅士展的国外买家讲，他们对展会上中国展商和海外展商的融合印象深刻，这是他展会所不能相比的。”

how has been invaluable in spreading the Ceramicx word throughout the many markets and provinces of China. And now we have the opportunity of Chinapias in Shanghai to work with.

Chinapias is the largest plastics and rubber fair in the Asia Pacific region and second largest International Plastics show in the world.

The 26th edition of Chinapias has rotated back to Shanghai for this year. The exhibition area of Chinapias 2012 is expected to reach 200,000 sqm with over 2,600 exhibitors. The 2011 footfall of 94,000 visitors, was an increase of 15.5% on the previous year and according to some sources that footfall is expected to top 100,000 this year.

The Chinapias show has been steadily building in its reach and reputation since foundation in

1983; acting as a catalyst and growth engine for Far Eastern and Asian economies.

Ms Ada Leung, Assistant General Manager of Adsale Exhibition Services Ltd, Organisers of Chinapias, says that 'China is currently the largest producing country of plastics machines in the world: in 2010, the top ten export markets of plastics machines were Brazil, Iran, Turkey, India, Indonesia, Vietnam, Thailand, Malaysia, Russia and Japan.

She adds that 'we noted that the overseas buyers have placed increasing attention on China-made machines due to their good quality and competitive price. According to the overseas buyers at Chinapias, they were greatly impressed by the mix of both Overseas and Chinese exhibits, which other shows could hardly compare with.

一个新的展会——Ceramicx 将向中国市场投放一系列高质量和高需求的红外线加热产品。Frank 和 Cathal Wilson 寄予了高度的希望，他们两人将在2012年4月18日—21日前往上海，亲临 Ceramicx 的展台。

Frank Wilson 先生说：“雅士展的时机对于我们的产品来说都是完美的。Ceramicx 投资了世界顶级的质量体系和产品跟踪系统，这些都是我们生产出一流产品性能的原因。而这些产品供应给中国市场则恰逢其时。”

现阶段，在成功的供应这些高品质产

Ceramicx 红外线加热展示于

CERAMICX IR HEATING ON SHOW AT

国际橡塑展
2012
Ceramicx®

品给中国市场后，我们相信中国的热成型机和塑料行业的制造商们会很快发现这些高品质红外线加热器所带来的利益。”

Wilson 先生说“我们北京的代表和代理商萨莱米公司给了我们一个伟大的开始，他们的联合力量和专业知识促使 Ceramicx 的品牌快速传播到了中国的

A new exhibitor - Ceramicx - will be launching a suite of high quality and in-demand IR heating products into the Chinese market.

Expectations are running high for Frank and Cathal Wilson who will both make the trip personally and who will man the Ceramicx exhibition booth in Shanghai from 18-21 April 2012

According to Frank Wilson, "the Chinaplas timing is near perfect for us and for our products. The Ceramicx investment in world-class quality systems, product traceability and performance has all yielded first class fruit - which is offered to the Chinese market at just the right time.

Success in China now means supplying just these qualities into the Chinese marketplace.

We believe that Chinese thermoformers, machine builders and Chinese plastics generally will be quick to see the advantages in quality infrared heating (IR) heating performance and in buying these products from Ceramicx.

Wilson adds that "our agents in Beijing and our new distributor GSAE has got us off to a great start. Their combined energy and know-

来自H.E.N.N. Group的徐山先生也是Ceramicx非常有价值的朋友。徐山先生2004年毕业于北京工业大学，取得了机械电子工程学位和国际经济与贸易学位。在2009年成为了国家注册的国际商务师。Ceramicx北京办事处在2006年开始经营Ceramicx的业务，并通过徐山先生第一次将Ceramicx的高质量石英红外加热器—FQE介绍给中国市场的制造商比如北人集团和惠普。在萨莱米公司完全建立之后，Ceramicx北京办事处将通过徐山先生继续发挥作用，并支持萨莱米公司的工作，主要为华北的客户提供高品质的服务。

Frank Wilson说：“中国工业的规模是非常巨大的，所以我們不必担心业务量。例如，近期中国热成型行业的产出，据估计是欧洲塑料热成型行业规模的

产品培训和红外线知识是萨莱米团队的任务组成部分

Product training and IR know-how are part of the GSAE team mission

Xu Shan of the H.E.N.N. Group is also an extremely valued Ceramicx partner: Xu Shan graduated from Beijing University of Technology at 2004 with International Economics & Trade bachelor degree and an International Economy & Trade bachelor degree. In 2009 he became a registered International Business Engineer of China. Ceramicx Beijing Office operates Ceramicx business from 2006 when Xu Shan first introduced Ceramicx high-class quartz heaters - FQE to Chinese market to producers such as the Beiren Group and HP. After GSAE has been fully established, Ceramicx Beijing office through Xu Shan will keep functioning and will support GSAE's work in providing high quality service to customers mainly in the North of China.

Says Frank Wilson, "the scale of industries in China is largescale - so we have no illusions about the size of the task. The current output of the Chinese thermoforming industry, for example, is estimated

两倍以上。所以我们非常珍视和徐山先生以及萨莱米公司的关系。”

Wilson先生补充道：“我们认识到中国正在继续改善产品质量以和世界制造水平接轨。Ceramicx的目标在于，运用雅士展的机会去接触高端客户，并和他们一起工作，以继续推动中国的技术升级和品质升级。

同时中国面临着制造节能环保加热设备的压力。这个形势明显对红外线技术有利，红外线加热在中国的需求量将是庞大的，而Ceramicx这一品牌将成为其中巨大一环。

to be more than double the size of the European plastics thermoforming industry. We are therefore extremely fortunate in our partnership with Xu Shan and also that of GSAE."

Wilson adds that "we recognise that the drive in China towards product quality and world class manufacturing continues. Ceramicx aims to use Chinaplas to meet and work with a number of high quality customers. Upskilling and upscaling to high quality in China will clearly continue.

The pressure in China to build energy-efficient and environmental heating equipment also continues unabated. This situation clearly favours infrared technology. Infrared heating demand in China will be huge and the Ceramicx brand hopes to be a large part of it."



公司的合作关系正在稳步增强。萨莱米公司位于中国广州市，他们的目标是成为Ceramicx世界范围内最大的代理商和经销商。萨莱米公司认为Ceramicx为中国红外线加热行业增添了一种高品质的加热元件的新选择，从而(1)提高了电热设备的性能(2)延长了设备的寿命(3)节约了能源并减少了碳排放。

萨莱米公司从去年开始起步，现在拥有6名专业的销售工程师，他们可以为华东和华南的客户提供高质量的售前和售后服务。在2011年的10月、11月和12月，萨莱米公司进行了成功的推广和销售，将Ceramicx的高质量产品引进了热成型设备、汽车内饰件等生产领域。据萨莱米公司所讲，Ceramicx的产品在吹膜设备与应用技术上也得到了客户的赞扬。

萨莱米公司强调：Ceramicx是唯一一家生产全系列红外线波长(短波，中波，长波)产品的欧洲制造商。

中国要求不断提高自动化设备的性能，这就需要红外线加热元件的控温更加精准、使用寿命更长、同时还要节能环保。

萨莱米公司计划不仅在广州，并且在北京和上海也建立起Ceramicx的销售和服务中心，为其他地区和城市的代理商和客户提供技术服务。在2011年，广州和北京中心已经建立起来了，上海中心也将在2012年3月份建立。

萨莱米公司将继续以服务塑料热成型生产为目标，比如应用于真空热成型机、制杯机，以及大型热成型设备如汽车内饰件成型机，和大型尺寸制品成型如冰箱内胆和硬塑料行李箱等。

Ceramicx 很幸运的和来自H.E.N.N. Group 的徐山先生成为朋友

Ceramicx 的代理商萨莱米公司是一个年轻的公司，有着光明的未来。

Ceramicx 是 fortunate to be partnered with Xu Shan of the H.E.N.N. Group

GSAE, Ceramicx distributor, is a young company with a bright future



Ceramicx Ireland Ltd. 20周年纪念 1992 - 2012



Ceramicx Ireland Ltd. 20th Anniversary 1992 - 2012

distributor. GSAE sees Ceramicx as helping supply the Chinese heating industry with a choice of high quality heating elements to a) enhance performance b) prolong product life time, c) save the energy and reduce carbon emissions.

GSAE, set up from scratch last year, now employs a total of six professional sales engineers who provide high quality pre-sale and after-sale services for customers in the East and South of China. In Oct, Nov and Dec 2011, GSAE made successful promotions, introducing high-class Ceramicx elements into thermoforming machines and automotive interior production. According to GSAE, the Ceramicx product in blown film equipment and technology has also been praised by customers.

GSAE endorses the fact that Ceramicx is the only European producer which produces the full range of infrared wavelength (short, middle and long) heaters.

China now makes more demands in enhancing the performance of equipment. It requires that infrared heating elements have more accurate control, longer life time, energy savings and environment protection.

GSAE plans to build Ceramicx sale and service centres not only in Guangzhou, but also in Shanghai and Beijing which will support the agents and customers in other provinces and cities and provide technical services. In 2011 the Guangzhou and Beijing centres were completed and in March 2012 the Shanghai centre will also be built.

GSAE will continue to target production in plastics thermoforming - such as applications in vacuum thermoforming machine, cup making machines, applications for large thermofomings such as car interior trim parts forming machine, also machine for forming large products such as iceboxes and hard shell luggage.



life time

temperature control precision, and long product life time

The reasons are:

'Ceramicx is in demand in China for three compelling reasons,' says Frank Wilson, 'and we therefore have three main reasons to exhibit at Chinaplas 2012 with our friends and associates.'

Advanced Infrared-based technology - with applications in many kinds of industries including long-wave, middle-wave and short-wave IR products

Back in September 2011, HeatWorks magazine reported on its new partnership with Guangzhou Salaimi Automatic Equipment Ltd (GSAE). Here on the eve of Chinaplast 2012 we have an update on that growing relationship and also that of Ceramicx with Xu Shan of the H.E.N.N. Group.



发展中的市场 DEVELOPING THE MARKET

高品质的产品；这包括能量的节约，均匀的加热质

这些原因是：

“Ceramicx 在中国的需求源自于三点令人信服的原因，” Frank Wilson 说“因此我们和我们的朋友及合作伙伴一起参加 2012 雅士展也有三点主要原因”。

量 and 卓越的性能，温度控制的精确性，以及产品的超长使用寿命

先进的红外线技术—可以应用于多种行业

Ceramicx 宽广和多样的产品线；包括长波、中波和短波红外线产品

自从上一期的加热工作杂志在 2011 年 9 月报道后，我们和广州萨莱米自动化设备有限公司（萨莱米

在 2011 年 9 月份的“加热工作”杂志，我们介绍了和“广州萨莱米自动化设备有限公司”新的合作关系。在 2012 雅士展前夕，我们两家公司的关系以及 Ceramicx 和来自 H.E.N.N. Group 的徐山先生的关系又得到了进一步的深化和发展。

A new era opens for Ceramix

It gives me the greatest of pleasures to write this introduction to the Double Issue Special edition of HeatWorks magazine. Infrared heating sees East meets West in so many different ways; not least in our persons and in the IR heating solutions that Ceramix now offers the world.

For us at Ceramix, the road to exhibiting for the first time in Shanghai this April has been a long and satisfying one. The journey has taken near enough every step of our twenty year old company history - and has been worth every mile.

As the doors open on Chinapias 2012 my son Cathal and myself will use the event to show Chinese buyers exactly what our world-class IR heating products do for their plastics processing business.

We will be demonstrating to our visitors how Ceramix IR heating products; both ceramic and quartz based; save cost and improve performance wherever they are applied; in all manner of plastics technologies, including all kinds of thermoforming, blow moulding and in many kinds of composite curing, annealing and in material bonding technologies.

We will be flying our distinctive gold and green brand colour. Every ceramic product of ours is backed up with a unique 'birth certificate' that gives the user an exact specification of the product inside the box. This attention to detail and quality assurance is what Chinese manufacturing now demands. Ever-improving quality, in fact, is the watchword for Chinese industry today. On that score, we at Ceramix have absolutely no fears. Chinapias 2012 in Shanghai will open another bright new chapter in our company history. Let the show begin!



Cathal Wilson

项目经理 Projects Manager, Ceramix Ireland

Ceramix infrared ceramic and quartz heating systems for industry

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Developing the Market
Ceramix partnership in China
with GSAE and Xu Shan of the
H.E.N. Group

Ceramix at Chinapias 2012
The 26th edition of Chinapias
has rotated back to Shanghai.
The exhibition area of Chinapias
2012 will be 200,000 sqm with
over 2,600 exhibitors. Footfall is
expected to top 100,000 this year.

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Infrared heating in any
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confirmed that the United States
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US manufacturers now have the
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IR Solutions Weco and
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and Weco join forces with
Process Control Technologies.

Ceramix Product Range

Applications Engineering
Infrared engineering projects of
all sizes



Ceramicx的新纪元正在展开

我非常高兴来撰写这期关于两个展会的特别版“加热工作”杂志的开篇语。在红外线加热方面，东方和西方存在着很多不同，这种区别不仅表现在人员上，而且表现在Ceramicx正在提供给世界的红外线加热解决方案上，

对于我们Ceramicx来说，通往首次参加四月份上海雅士展的道路，是既漫长又令人满意的。其中的每一步都非常有价值的展现出了我们公司长达20年的历史。

当2012年雅士展的大门开启后，我和我的儿子Cathal，将运用这个机会向中国客户展示，我们的世界级红外线加热产品能为他们的塑料加工业务做出怎样的贡献。我们将展示给我们的参观者，Ceramicx的陶瓷和石英红外线加热产品，应用于各种塑料技术上，包括各种热成型，吹塑模具成型，以及多种涂料干燥，退火以及材料接合技术上，是如何带来成本的节省，和性能的提升的。

我们将展示Ceramicx由金色和绿色所组成的商标的与众不同之处。我们的每一个陶瓷产品都有唯一的出厂证明作为技术支持，这个证明给予使用者包装中的产品所对应的技术参数。而这种对细节的重视和质量保证，正是中国的制造商现在所需要的。即使今天的中国工业以不断提升质量

为口号，对于我们Ceramicx来说也是无需担忧的，2012上海雅士展将翻开我们公司历史上另一个光明的新篇章。让展示开始吧！



Frank Wilson
总裁 Managing Director Ceramicx Ireland

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Developing the market
with Guangzhou Salami
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18 - 21 April 2012

亚洲第一国际塑料橡胶展

Asia's No.1 Plastics and Rubber Trade Fair

国际橡胶塑料展

Chinaplas



Ceramicx 的新纪元正在展开

加热工作

A new era
opens for

CHINAPLAS APRIL 2012

HEATWORKS

CERAMICX

