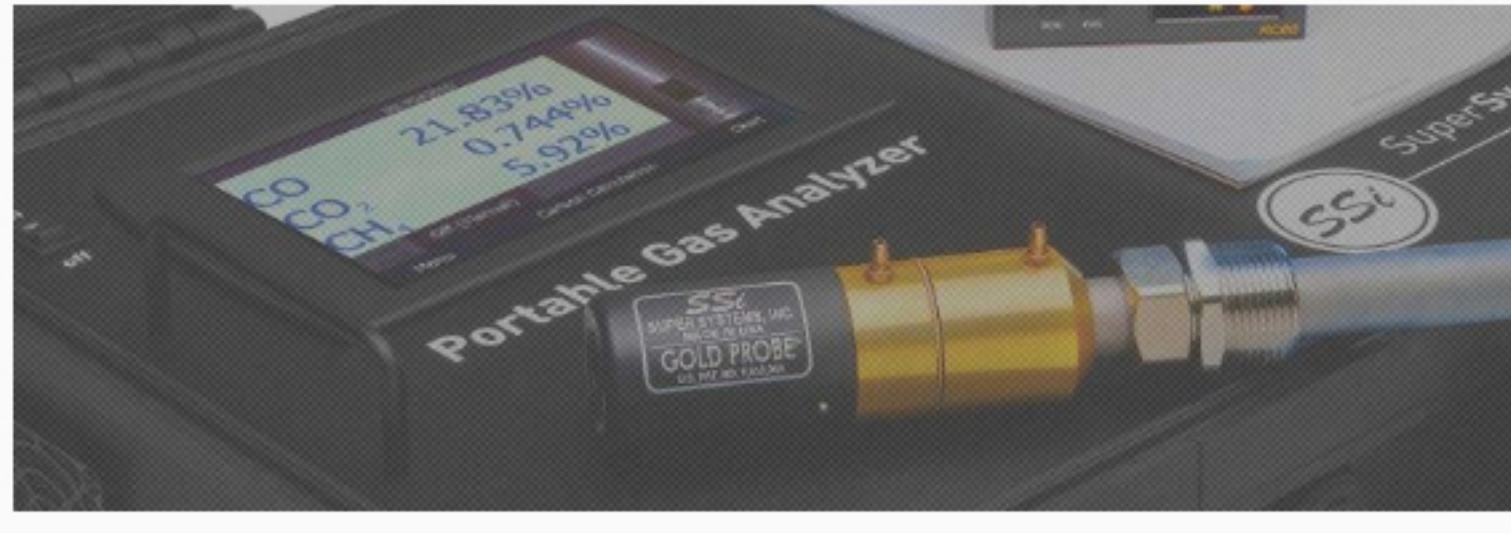


HEAT TREATMENT FURNACE CONTROL PRODUCTS, SYSTEMS AND SERVICES.

NEWS BULLETIN WEEK 44



THIS WEEK WE FOCUS ON:
**HärtereiKongress Cologne 2019 / Views on Brexit
 from European Heat Treaters**

HK 2019

HärtereiKongress HeatTreatmentCongress

Germany's annual heat treatment exhibition took place last week and saw SSi partnering with Avion, our German Distributor. The event allows in-house and commercial heat treaters to view what's on offer from equipment manufacturers from all over the world.

The event is always well attended and is now in it's 76th year!

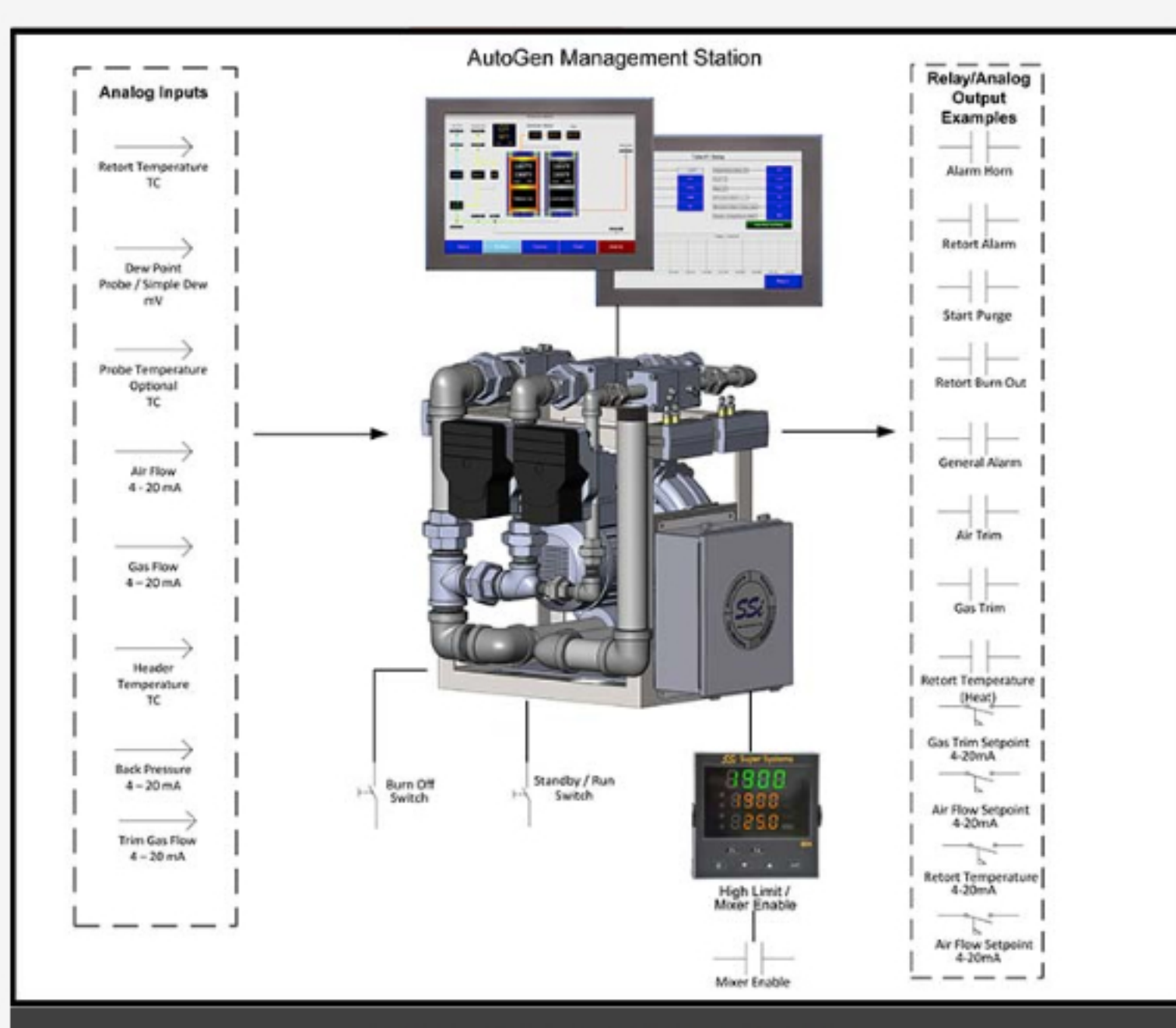
We met a wide range of Avion's customers and were pleased to welcome some key European furnace manufactures to the stand to show them the latest developments in gas analysis and flow control for them to build into their equipment.



We displayed:

- Portable / rack mounted gas analysers
- VR display units using the new matrix
- Video demos of Load Entry 3 software and probes
- SSi eFlo2 electronic flow meters

The key product of interest was **AutoGen** - SSi's system that allows gas generators to only produce the amount of gas required, rather than the traditional method of burning off unwanted endo gas. If you have a constant burn-off flame from your generator vent, ask us for our gas wastage calculator to work out exactly how much real money you are wasting.



AutoGen reduces excess gas usage

[Click here to read more about AutoGen](#)



BREXIT

As we were in Europe last week, we were keen to get the thoughts of our European colleagues on the state of play at this delicate point in Brexit negotiations. It seems the speaker of the House, John Bercow, is a very popular man in Europe - everyone seemed to love him!

Apart from this, general views tended to be regional:

German industry has been quiet for the last 2 months resulting in lay offs at Volkswagen and several others car manufacturers. This was put down to over production last year and generally weak demand.

Romania was faring better, possibly due to a lower cost base, but skilled labour continues to be an issue. Lack of investment in apprenticeships and the reduction of maintenance teams retained in commercial heat treaters was an issue for everyone.

Turkey is at war so general demand is low and the weakness of the currency is a concern.

There is genuine concern as to the outcome of the UK's exit, due to lack of information and how day to day trade will be affected. The overriding reason was that cooperation was essential to ensure supply lines and future development. Let's hope that whatever the outcome, a smooth transition happens so that we can keep trading easily with our friends and partners in Europe.

Thank you for reading this bulletin. Please contact us with any questions.

