



Industry News

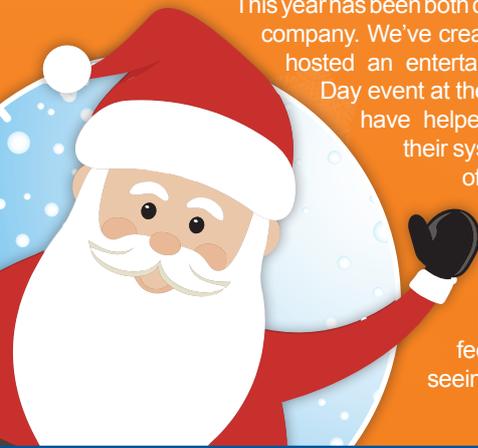
Please forward it on...



MERRY CHRISTMAS TO YOU ALL!

Once again, we write to round the year off with more exciting news from the world of EMIR. In this edition, we'll be updating you on the progress we've made on EMIR products released at this year's Open Day and share news of the AEMT, BPMA and EASA trade associations. There is also the chance for you to win a bottle of Champagne for Christmas!

LOOKING FORWARD TO 2017



This year has been both challenging and exciting for our company. We've created two brand new products, hosted an entertaining and educational Open Day event at the National Space Centre, and have helped many customers improve their system use by taking advantage of new features. EMIR is being developed to meet your needs and we particularly thank our customers who have helped us to develop EMIR. We welcome your feedback and look forward to seeing you all in the New Year.

TECHNICAL SUPPORT XMAS OPENING HOURS

23rd December:	Open as normal
26th December:	Closed
27th December:	Closed
28th December:	Emergency support: 12.30 – 3.30
29th December:	Emergency support: 12.30 – 3.30
30th December:	Emergency support: 12.30 – 3.30
2nd January:	Closed
3rd January:	Open as normal

Free "PROduct Awareness" Training

EMIR Professional is now the product of choice for the majority of our medium and larger customers. The rate of innovation and development in Professional in recent years has accelerated as the client base moves to this more feature-rich product.

In October and November we ran FREE "Upgrade to Pro" and "Pro Awareness" training days to bring users up-to-date with the latest features. We covered topics on:

- Sales order processing
- Manufacture/Assembly "One-click Build" jobs
- Hire functionality
- Improvements in Quoting and CRM
- Major Stock & Purchasing Enhancements
- Financial improvements

Our appreciation goes out to the companies that took time out of their busy schedules to attend training in Market Harborough. You can find out more about these features by accessing the video archive in the client area of our web site.



XMAS COMPETITION

Have a great Christmas with a **bottle of Champagne!** To be in with a chance to win, just answer this simple question. Which Olympic Gold Medallist did the AEMT Council meet? Was it:

- A. Heather Stanning
- B. Jessica Ennis Hill
- C. Max Whitlock
- D. Linford Christie

Email the answer, your name and contact telephone number to info@solutionsinit.com. The lucky Winner will be drawn on December 16th.



New EMIR Extension Updates



Workshop Routing

Workshop
Routing

We are seeing an increase in engineering companies getting involved with the service of pumps alongside existing motor repair work in the UK and for the second release of our Workshop Routing Extension, this need is being addressed.

In June, **Workshop Routing**, the USA's leading tablet application for the automation of workshop data capture, was integrated into EMIR and launched as a new Extension. Until that time, the product's focus had been solely on the electric motor market.

Left: Evan Chaki of Confluent USA spent time with Hidrostal and has developed a selection of e-forms that have been created specifically to capture pump information. This development will eliminate the need for printed job cards and allow the visibility of all work live in production.



“ Paperless processing in the finance department took a little over 6 months to achieve in EMIR. With Workshop Routing we are repeating the process, soon all of our work in progress will be visible to every manager in real time. ”

Annette Boulter, Finance Director, Hidrostal (TBC)



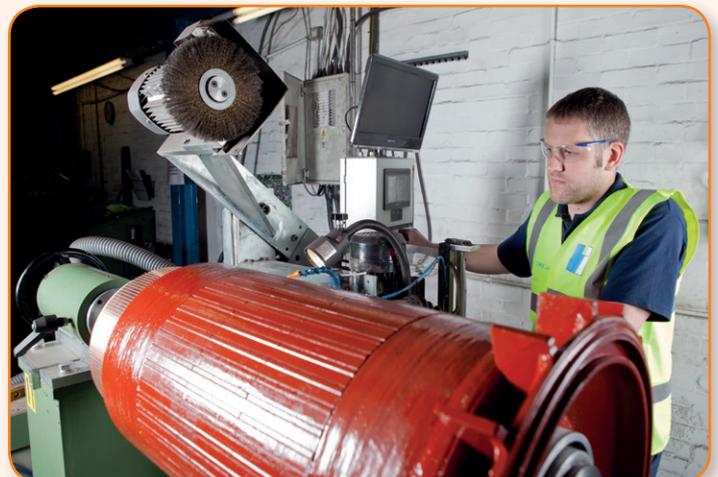
Task Centre: The right information, at the right time with no effort!

The concept of **Task Centre** has been quick to catch on especially when you realise that some of the labour intensive admin work you've always done can easily be automated.

In a few short months Houghton International have created a selection of work related reports and hope to continue to replace other manually produced reports as they make further use of Task Centre's functionality.

“ Once configured the reports are delivered in timed intervals by email to the right people in the company, where previously we would have allocated time to collate the information by hand to create separate spreadsheets. ”

Julie McSherry, Finance Manager, Houghton International



TRADE TALK AEMT



Celebrating 2016 and planning for 2017!

The AEMT hosted another successful conference and celebratory dinner in September at the Dunchurch Park Hotel, Rugby. This year's speaker was Nigel Redman, former England international rugby player and under 19's coach, a sports commentator and an elite coach for the 2016 British swimming squad at the Rio Olympics.

The forming of the marketing committee means that the planning for next year's conference and other promotions are underway with their initial efforts focussing on:

- Improving the attendance and quality of the annual conference and local events which take place in Scotland, the Midlands and South.
- Developing an AEMT brand that associates best practise and quality, instantly recognisable by industry and end users.

- Increasing the membership and influencing prospective companies to the AEMT.
- Expanding the range of benefits of membership.

What can you expect from next years conference? A trade awards ceremony, a golf event, a change of venue and break-out sessions are all being discussed, so watch this AEMT space!

Martin Killeen joins AEMT

After retiring from his role as Head of Advanced Manufacturing and Technology at Loughborough College earlier this year, Dr. Killeen has joined the AEMT as Lead Lecturer and technical specialist.

This will help the AEMT by having a dedicated resource for the training and apprenticeship programmes and we welcome Martin and wish him every success!



From the left: Latika Downes (EMIR), Shaun Sutton (Central Group), Gary Downes (EMIR), Nigel Redman, Steve Ashman (EMIR) and Howard Lyn (Rapid Solutions, Baku)

AEMT Marketing Committee

The AEMT marketing committee is hosted by Thomas Marks (secretariat), chaired by Steve Ashman (EMIR) and supported by Lucie Hodkova (Exico), Dennis Rawle (Graphalloy) and David Ede (Kolmer).

The committee is tasked with finding ways of improving the AEMT's offering to help its members and help organise events that will teach and provide interest to all attending. If you are a member of the AEMT and would like to be involved then let us or the AEMT know via admin@aemt.co.uk.

AEMT meets Rio Winner

It isn't every day you get the chance to meet exceptional people in the world of sport, but the Autumn AEMT council meeting was one of those! During lunch, Max Whitlock joined the team for a quick chat and photo opportunity at the Link Hotel in Loughborough.

Max Whitlock became Britain's first ever Gold medallist in artistic gymnastics when he won both the men's floor and pommel horse exercises at the Rio Olympics this year.

L to R: Gareth Williams [H&G], Derry Sheehan [Avonmore], Gary Downes [EMIR], Dennis Rawle [Graphalloy], Max Whitlock, Simon Brooks [Rotamec], Graham Brooker [AEMT President & Wilsons], Simon Swallow [Rotary], Richard Bradford [Drummotor], Lucie Hodkova [Exico], Tim and Thomas Mark [AEMT]





Trade Talk

EASA, BPMA and More!

75 years of the BPMA



Established in 1941, and incorporated as a company limited by guarantee in 2009, the British Pump manufacturers' Association Limited (BPMA) is a not for profit trade association representing the interests of UK and Irish suppliers of liquid pumps and pumping equipment.

Now in 2016, it has a flourishing membership and BPMA members account for approximately 85% of the £1 billion plus UK market for pumps and, in addition, the UK pump industry is a net exporter.

Solutions in IT have been members since 2012 alongside EMIR users, Hidrostal, MDM Pumps and Torishima.

More information about membership can be found at: www.bpma.org.uk



Nurturing introductions and trade between members. EASA use a pre-booked 1-2-1 session system to maximise the networking opportunity for all attendees.

EASA Conference Marseille



EASA is an organisation that promotes best practise in the industry, originally in North America, but increasingly across the world. They have recently invested heavily in Region 9, the European and World Chapter of EASA, to develop a community of individual and member organisations. The EMIR team visited the conference in October.

The theme of the conference was "Prepare the Service Future", accompanied by a series of related presentations, an award ceremony (the "Karsten Moholt Achievement" award), table top displays, member presentations and networking.

For more information, the EASA Region 9 web site is: www.easa9.org

Associations of Sweden and Denmark

In recent years, we've networked at EASA events and developed friendships with ELR (Sweden) and Repamotor (Denmark), which represent electro-mechanical companies in their respective countries.

In October, we travelled to Oland, an island on the East coast of Sweden, near Kalmar, to exhibit and take part in their annual conference. With more visits planned you can expect foreign language compatibility some day soon!



ELR Supplier Exhibition at the Hotel Skanska



Frederic Beghain, General Manager of EASA Region 9 discussing membership benefits.