



Summer 2018 Newsletter

We hope everyone has been enjoying the summer weather. As Cowes week (one of the oldest and most respected regattas in the world) takes place, we wish all our customers who are participating in the event a successful sail.



Trade Shows –The Countdown has begun for METS 2018

2017 was not only our most successful show to date in terms of machine sales, but also generated record interest in our products and positive feedback from attendees.

Returning for the fifth year, we are proud to be demonstrating once again our cost-effective [Orion Cutting System](#).

The [Orion Cutting System](#) continues to be the **machine of choice for the Marine Industry**. It features two independent tool stations for holding a Drag Knife and Rotary Wheel Cutter as well as a separate pen tool. The **Orion** is available in a range of table sizes to suit every need.

If you would like more information or to book a demo ahead of the show – Contact the [Sales Team](#) or telephone 01621 843 404. We look forward to welcoming you at **METS**. You can find us on stand **CMP EL41**

Register for your visitor passes [here](#)



A Snap Shot in Time - Introducing Blackman & White

Founded in 1964 by Les White, **Blackman & White** has remained a family run business throughout its 54 years of operation. Based in Essex, a coastal county and sailing hub, the company has always had close links with local sailmakers. In 1984 the **Orion** machine range started the evolution of the **Blackman & White** cutting machines. Over the last five decades we have worked with clients from many industries including aeronautics, technical textiles, fashion and sign & graphics.

What Our customers Say.....SKB Sails

Managing director Nick Head said “We decided to purchase a **Blackman & White** machine as they are based here in the UK. It would ensure that spare parts would be easy to obtain, and we could rely on rapid response to any servicing needs. The Gemini nesting software is superb. It’s totally automatic, and we noticed the difference immediately both in accuracy and speed. The results are reliably repeatable, so it saves operational time, and we can get more out of a sheet of cloth so it minimises waste. This now opens up new markets for us as we can broaden our portfolio as a specialist cutter for a wide range of products.”

For further information on the [Orion Cutting System](#), contact the [Blackman & White Sales Team](#)



Chairman’s Visit to Booming Firm is a Cut Above the Rest

Staff welcomed Maldon District Council’s chairman, Henry Bass, to the factory where he met staff on a tour of the factory. He was then presented with a commemorative plaque cut on the **VersaTech**



Stock up for summer with our bestselling, new lower priced [BW42](#) and take advantage of our free delivery on any blade order over £100 (applies to UK Main Land only)

CUTTING RESOURCES

SPARES AND CONSUMABLES WITH THE CLICK OF A MOUSE



This multipurpose, multi machine, 55° cut angle blade is suitable for numerous applications including cardboard, felt, fabrics, textiles, leather, nylon, polyester, fibre glass, and carbon fibre

Summer Price Drop BW42 down from £28 to **£20** each. (further discount applied to orders of 10 or more blades)

August Blade Feature - [BWP28](#)

This very popular 28mm diameter Pizza Wheel Blade is suitable for many applications including fabric, PVC, textile and card. £25.00 (pack of 10 blades)

Please visit [Cutting Resources](#) for more details and offers.



Technical Support and Servicing



As we bid farewell to Carmen and wish her well for the future, we welcome Cameron to the team. Cameron will be joining Ed and Alfredo in Technical Support. **Servicing** are currently running an **August Special**: Services booked in August (subject to standard payment terms) will qualify for a 10% discount voucher to be used in [Cutting Resources](#).

**SUMMER
SPECIAL
OFFER**

Did you know.....Regular servicing of your machine and cutting tools increases the life and efficiency of your machine.

Meet The Design Team John, Nick and Jason are the **Engineering Design & Development** Team. Using the latest CAD design software, this vibrant and dynamic team are responsible for turning ideas and concepts into the technical drawings that start the process of creating a new **Blackman & White** machine.



Alfredo's Triathlon

A huge well done to Alfredo who took part in his first ever Triathlon. Alfredo has only recently taken up cycling and had never participated in open water swimming. He was 51st out of 83 competitors in an Olympic Distance Triathlon which is 1.5km swim, 45km cycle and 10km run.

World Cup Sweepstake

[Blackman & White](#) joined in with the World Cup spirit and the staff took part in a sweepstake. Congratulations to the **winner Dai**, (France) and **runner up, Alex** (Croatia)

