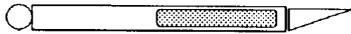


NEWS

THE BLAST SHOP



AUTUMN 2012

- Sand Anchors
- Two Pack Paint
- Softer Pink Tape
- Anchor Tape Prices
- Protecting Glass
- 2ND Hand Goldmanns
- 3M Special Offer
- Summa Servicing

VOLUME 22 ISSUE 2

NEWS FOR THE MEMORIAL INDUSTRY

GROUND ANCHORS IN SAND

With the recent update to British Standards 8415 a new round of “concerns” have arisen regarding ground anchors, their testing and suitability for use in different soil conditions.

Like most masons, we face a variety of different soil conditions in our local cemeteries. The closest cemetery to us has ground conditions that vary from gravelly soil and pebbles through to good quality “average” soil. Go further down the road and you face lumps of clay. We therefore look at the local conditions and decide whether a standard ground anchor is going to be enough or whether we do something slightly different to ensure the memorial is fixed securely. Where we think this is necessary we upgrade our Peg and Tube or LockDown systems by simply inserting an additional tube or tubes through the foundation to provide the resistance required.

Following submissions by one ground anchor supplier, the new BS 8415 now specifies that for accreditation purposes the testing of **all** ground anchors should be carried out in a mixture of free running sand and gravel. Whilst we can possibly see a need for ground anchors specifically accredited for use in sand, as the majority of burial grounds aren't on sand for obvious reasons, it seems a little unreasonable to require that all ground anchors

are accredited for sandy conditions. Surely it would have been more sensible to introduce a new category for anchors approved for use in sand – after all we already have categories for height so why not soil conditions?



As a manufacturer of ground anchors we don't have a problem with the new standard; we know we can easily meet the standard with our existing products and as constant innovators within our trade we already have ideas for new products. The bonus from a manufacturer's point of view is that they are going to be selling products with an increased value!

As masons we're livid. Can you imagine the reaction we will get from a customer coming back for

an additional inscription on a memorial fixed last year and being informed that they need to fork out for an additional safety upgrade?

The industry has been let down by those involved with British Standards. Allowing a Standard to be influenced by someone with a commercial interest in the trade is deplorable.

NEW PAINT

We've mentioned paints a number of times in the last year or so, mainly because we needed to find a replacement for Lithichrome. We've now got a replacement for that but in so doing, we've encountered a 2 part paint produced by the specialist paint company we used to reverse engineer Lithichrome. The new MonuPaint 2 pack requires mixing prior to application and once mixed it will go off. We can't put a fixed length guarantee on the 2 pack paint at the moment but so far our own Heath Robinson tests show that it is lasting better than anything else we are testing, even Lithichrome which we know from experience can last over 20 years in the cemetery! Best of all, the paint isn't as expensive as you might think. It's roughly twice the price of One Shot but with a much better life, it's well worth paying the extra. Currently we only stock the paint in gold and silver, other colours can be made available if required.

SOFTER, THICKER PINK TAPE

As part of our continual product development we have recently changed the compound for our StoneMask Pink tape. The new pink tape is slightly thicker than the older tape but is also slightly softer. This makes the tape a bit more blast resistant whilst not increasing the pressure required to cut it. All the other features of the tape remain the same – clear cut lines, no shrinkage, easy to see through and an easy release liner. This tape is good enough to make it our tape of choice for standard lettering.

ANCHOR PRICE INCREASE

Anchor have kept their prices static for over a year now but unfortunately they have decided that an increase is needed on all tapes. Their price increase was effective 1st September but we have held our current prices until the end of October. It's frustrating when prices are increased like this but the raw material cost of rubber has risen significantly and this price increase is a direct result of that.

Despite the increase in cost, Anchor tapes are still a cost effective sandblast tape. Because of it's increased blast resistance it is possible to blast at higher pressures than the less expensive PVC tapes. By using a higher pressure the blasting time and costs are reduced. The extra cost associated with the tape more or less corresponds to the reduced cost of the sandblasting process, assuming you have the air to blast at the higher pressure.

TOP TIP

Are you buying acetate sheets to protect your cabinet glass? We have previously suggested you can use the backing liner from the StoneMask Pink but for those who aren't using that product you can always buy the acetate by the foot. Our GlassClear is available in 8" and 12" widths a full roll is 88ft and works out at £50.50 and £76.75 respectively, alternatively buy it by the foot for 65p and £1.00 respectively.

SECOND HAND GOLDMANNS

In the late 1980's and early 1990's we sold quite a few Goldmann dustless sandblast machines many of which are still in operation on a daily basis. Today, dustless Goldmann machines offer the same fantastic value for money that they did back in the early stages of sandblasting. New sandblasters are less than £10,000, average out that cost over the next 25 years and it works out at £1.10 per day or a bar of chocolate and a packet of crisps! And that doesn't factor in the resale value of the blaster.



We've recently had a number of enquiries for second hand Goldmann equipment so if you have anything you aren't currently using we can find a home for it. Machines in good condition are worth roughly £1,500 which given that it probably cost you around £3,000 isn't a bad residual value!

SPECIAL OFFER 3M

We don't do "special" offers, we always aim to provide supplies at the best prices possible, if our standard prices aren't good enough then there's usually little we can do about it. However occasionally we do get stock that we can do a special offer on. Last year 3M tried to launch a new rubber tape to match the Anchor 116E, it didn't manage to break into the market because the price was too much however we can

now offer this tape at the much reduced price of £50.00 a roll. Offer only available while stocks last, limited availability.

BEWARE NEXT GENERATION MEDIA GROUP

There has been quite a bit of traffic recently on bereavement industry forums about a company called Next Generation Media Group who sell advertising on LCD screens in Local Registrar offices. The problem is that they don't always provide the services they sell – instances of screens not having worked for long periods and registrars cancelling contracts because they aren't happy with the product. That's fine if you too can cancel the contract but unfortunately this proves to be very difficult. Next Generation lock you into a 2 year rolling contract for which they require 12 months notice. By the time people find out that they are not getting anything for their money they have gone past the required notice period and have to pay the rolling contract for an additional 2 years!

REPAIRING AND SERVICING SUMMA PLOTTERS

We are now able to offer maintenance and emergency repair services for all Summa plotters. The work will be carried out by a Summa authorised engineer. For emergency call-outs there is a charge of £220 for the first hour on site – this includes call out and travel – and an hourly rate thereafter of £110. Alternatively there is a full service package available at a cost of £395 which includes the replacement of pinch Wheels, cutting strip and X & Y belts.

To book a service ring Lee.

OUR PHONES WILL BE OFF

In order to connect services to our new warehouse our phones will be cut off for 2 hours on Thursday 8 November and again in about 3 weeks time. Please ring back if you can't get through, it will only be a short term problem.