

## Technical Consulting

To successfully offer machines for sale in both the European and North American markets requires an in-depth knowledge of the requirements of end users. Machine features that would not be needed for the Asian market can be expected to be standard features in the EU/US market. Knowing which features or facilities to include in the build of a machine can be very problematic.

Also, another major problem is to ensure that your machine meets or exceeds the requirements of various technical recommendations, such as EUROMAP or SPI. Whilst it is not mandatory for a manufacturer to adopt these recommendations, doing so ensures that you can compete with home market manufacturers on a 'level playing field' – your machine will carry the same range of options as their machines, and all will be using the same recommendations or standards.

Implementing these recommendations, as well as other design or production related issues could sometimes be very difficult. Our expertise in this field means we can advise and assist you in the interpretation and implementation of any of these technical recommendations. Additionally, we can suggest improvements to your machines that would make them more appealing to clients in both the European and North American markets. We can provide accurate guidelines to assist you in the implementation of these changes to your machines, as well as creating training materials for your design & production engineers, to ensure that all recommendations are correctly and fully implemented. Further details regarding this service can be found in the section relating to training materials.

## CE Marking Services

Although a range of your machines already carry a CE mark, and undoubtedly have undergone full type testing, we could still assist you in this area.

Any design changes you may make to your machines, particularly with regard to safety features, means that the machine will need to be resubmitted for type testing. This can potentially be a lengthy process, as well as being very expensive.

Our staff has extensive experience in the requirements of the three main European directives relating to injection moulding machinery:

- Machinery Directive
- Low Voltage Directive
- Electromagnetic Compatibility Directive

Ensuring that your machinery meets all the requirements of these directives **before** submitting for type testing will save you time and money, as well as ensuring that your range of machines carries the all important CE mark – without a CE mark, you cannot sell your machinery within the EU. We can carry out all the preparatory work relating to compilation of the technical construction file, machine documentation, etc., and submit this information to a notified body on your behalf. We can also organize the submission of your machine to either a notified body of your choice, or to one of our strategic partners who have notified body status.

Whichever route to compliance you choose, we can assist you in making the best choice and also saving you the time and effort needed to ensure machinery compliance.

## **Safety Requirement Advice**

For both the European and North American markets, CE compliance is not sufficient in itself. You have to ensure that the machine also meets the requirements of the relevant national safety standards.

As with CE marking, interpreting the relevant safety standards can prove to be very difficult. Within Europe, machines should comply with the requirements of the appropriate European harmonized safety standards (such as EN201, EN292, etc.), & in North America the appropriate ANSI standards. In the main, machines that meet EN standards should also meet the requirements of ANSI standards. Many of the EUROMAP and SPI recommendations also cover safety-related issues, and these should also be taken into consideration in addition to other safety standards.

Meeting these requirements is another key factor in being able to successfully sell your range of machines in these markets. As a Company, we have the expertise to interpret these requirements on your behalf, and make the necessary recommendations to ensure compliance with appropriate safety standards and recommendations. Also, bear in mind that safety requirements are not static – they are constantly changing and becoming more stringent, which is yet another reason to partner with a company such as ourselves. We can advise you of any changes in safety requirements which may affect your machines, and advise accordingly of any changes you may need to make to ensure continued compliance.

To further assist you, we can also provide modified electrical, mechanical and hydraulic drawings showing the changes necessary to ensure compliance, as well as training material to instruct your staff in the reasoning and implementation of these changes - details can be found in the section relating to training materials.