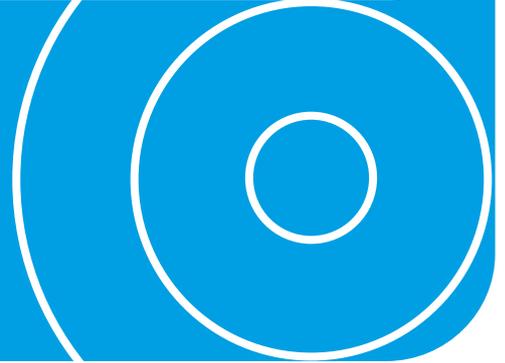




# The latest dispenser developments Target



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## Sulzer Mixpac (UK) Ltd Our new name and a stronger market position

From the outset of our initial conversations with Sulzer Ltd, a global provider of industrial engineering and manufacturing products and services, it was clear that our acquisition and subsequent merger would bring a wealth of benefits and advantages for PC Cox customers. The acquisition was finalised during April of this year with PC Cox becoming part of Sulzer Mixpac, the leading global provider of mixing and dispensing solutions.

Over the past three months since the acquisition was made public, the PC Cox management team has been working closely with the Sulzer management team to harmonise our processes as our name changes from PC Cox Ltd to Sulzer Mixpac (UK) Ltd. This name change will come into effect from 1<sup>st</sup> July 2016. To ensure retention of our strong brand and market position, Sulzer Mixpac (UK) Ltd will continue to market our products under the COX brand. Customer order processing, production and delivery schedules will be unaffected by the name change. Our commitment to you our customer, is both vital

and important to our long term relationship with you and as such, your day to day and other regular contacts within the COX team remain the same.

This merger with such a large global leader in their respective markets opens up a wide range of development, process and production efficiencies that, when combined, will enhance our already highly respected product range. Our shared sector customer experience and drive for innovation with quality provide customers with the assured confidence of our commitment to maintaining and enhancing our excellent customer service.

# SULZER

# Welcome

from Leigh Smith, Managing Director  
Sulzer Mixpac (UK) Ltd

## Continuing to improve on all levels

I hope that you have had time to read the cover page of this issue of Target. The article addresses our name change and the Sulzer acquisition of PC Cox. If you have, I hope that you agree with all our colleagues at PC Cox that the acquisition brings great opportunities now that we are part of Sulzer, a global market leader in their chosen markets. The division we have joined is Sulzer Mixpac. Sulzer Mixpac are a market leader in the supply of cartridges, mixers and dispensing products, whilst the COX brand enjoys the enviable position of global market leader for hand held sealant and adhesive dispensers. The combination of the two business lines provides our customers with significant benefits relating to technology, shared knowledge and experience.

Many of our customers will know our facilities in Newbury are spread over a large industrial site and not easily configurable for a modern high volume and process driven manufacturing plant. As a result during the autumn of 2015 and prior to the acquisition, we made the decision to relocate our entire Newbury facilities to a modern office and factory premises in Hungerford, Berkshire. Our relocation plan had already been initiated at the time of our acquisition and we are delighted that Sulzer have already demonstrated their full commitment and support to the PC Cox plans for improving our manufacturing operations, which will come into effect later in 2016. These new facilities and the additional support we are receiving from Sulzer will help us continue to deliver innovative new products, whilst strengthening our delivery of quality assured products to all customers irrespective of geographic location.

I am confident that all of our customers will benefit from our collective product knowledge and perhaps take advantage of our many complementary products. Additionally may I personally assure you that your relationship with PC Cox and now under our new name Sulzer Mixpac (UK) Ltd is fundamental to our continued success as a supplier of market leading dispensing applicators. By combining our businesses we will be able to continue to drive forward the improvements in quality, cost and delivery that we know is critical for all of our customers.



### NEW Cordless COX applicator Easipower Plus CBE 50

This special applicator is designed for all types of 50ml dual component cartridge and comes with a pre-programmed dosing system.

A powerful and lightweight cordless tool for precision dispensing of two component materials, the new Easipower Plus CBE 50 is the perfect mobile platform for applying adhesives and sealants in remote locations and tight spaces, where compressed air and manual hand input are not appropriate. The dispenser can be configured to accommodate any material ratio for all types of 50ml cartridges (rectangular and oval flanges).

The latest Li-ion battery technology means the Easipower Plus CBE 50 can be charged at any time, even before running empty. Incorporating a 10.8V battery, this powerful applicator can be used with a wide variety of materials.

A dosing feature allows operators to repeatedly dispense measured amounts of material with the press of a button. Tools are supplied with the following standard programme:

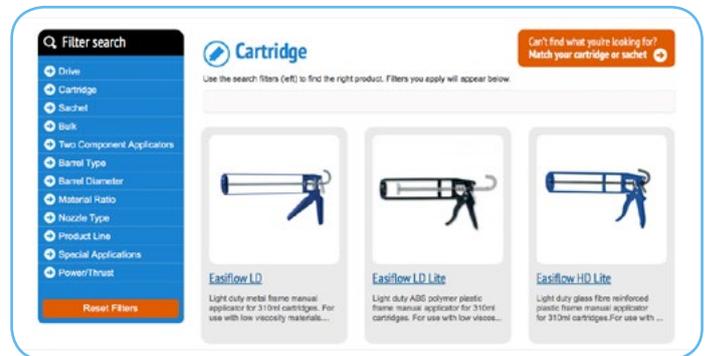
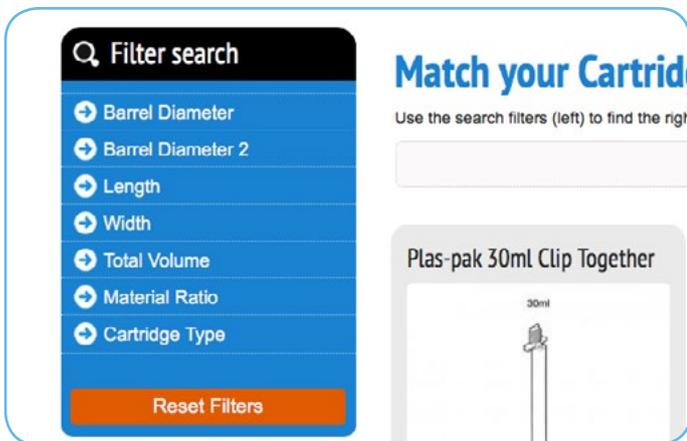
# More details, better features, easier navigation

The new website for COX products is now up and running!

After months of gathering information and implementing new features we are proud to announce that the new website is live and we are looking forward for our customers to start using it and giving up feedback.

From cartridge identifier to technical information this new platform will be an excellent tool to find the right dispenser for every application. COX products can be filtered specifically to each requirement and the results be send to an email address.

Please send any comments to [coxfeedback@sulzer.com](mailto:coxfeedback@sulzer.com)



## with dosing system

- Dial Setting 1 (low): Delivers 3g of material (depending on material type and viscosity)
- Dial Setting 8 (High): Delivers 25g of material (depending on material type and viscosity)
- Dial Setting 9 (Continuous Operation): Dose free operation
- Customised dosing programmes are available on request.

## Key features:

- **Material Dosing System** – enables end user to deliver accurate & precise metered shots of material
- **Soft Rubber Grips & Rest Pads** – improved comfort and tool slide reduction on inclined work surfaces
- **Compact & Light Weight** – easy to manoeuvre, with reduced operator fatigue during prolonged usage.
- **Detachable Barrel System** – allows end users to convert to other ratios (additional barrels available as accessories)
- **Variable Speed Trigger** – allows end users to control material dispensing rate, even when dosing
- **Auto-reverse System** – reduces material overflow after dispensing
- **Trigger Lock** – prevents accidental discharge of material



# A strong team and outstanding service!



Our service partner in Germany, Innotech Marketing and Konfektion Rot GmbH, has a new face.

For more than 10 years PC Cox (now Sulzer Mixpac) has been working in close collaboration with Innotech GmbH located in Germany. Innotech, with its subsidiary Adhetek GmbH, acts as our main service partner in Germany for service and repairs of applicators. With its own Service and Repair Centre, Innotech handles all COX guarantees and is able to repair all applicators within only a few days.

In addition to that, Innotech specializes in all kinds of third party services related to adhesives such as marketing bonding samples, worldwide adhesive logistics and sales of adhesive accessories.

They now have a new design and a modern look but of course still offer the same guaranteed service, support and continuous collaboration with our COX and SULZER products.

For more information, please visit:  
[www.innotech-rot.de](http://www.innotech-rot.de)

## You can bead for approximately 15 metres...

...with a standard 310ml silicone cartridge  
(based on 5mm bead and 5mm gap).

With our switchable PRD (on professional dispensers) you can choose if the material flows continuously as you squeeze the trigger (ideal for large projects like a swimming pool) or if you want to stop the flow as soon as you let go of the trigger (better if a lot of corners are involved).

Did you know?

# Cologne, Germany: March 2016

## Rocking News from Eisenwarenmesse

The biannual hardware show EISENWARENMESSE in Cologne took place again in March 2016. 3 days, 2670 exhibitors and thousands of visitors from over 124 countries made this year's show a great one indeed!

Over 44000 visitors attended and with the show length reduced by a day it was a feature packed and information concentrated event.



Martin Deutsch, Innotech GmbH



Paul Bremner, PC Cox (now Sulzer Mixpac) Product Manager

PC Cox (now Sulzer Mixpac) exhibited within the English pavilion as part of the Federation of British Hand Tool Manufacturers (FBHTM). Together with other well-known UK brands the presentation was a great success.

The new COX cordless dosing dispenser CBE50 for 50ml cartridges (dual component) and the large battery operated bi-mixers DUAL DRIVE were presented along with our versatile manual applicator range and their accessories that are very much suited for the audience at Eisenwarenmesse.

New innovations like the foot-operated feature for

pneumatic dispensers and the upgradable heating feature for barrel guns were shown and demonstrated by our Service Partner in Germany Innotech GmbH.

The internationality of the audience certainly impressed us. We have made new contacts all over the world and have started forming great new relationships, not just with new customers as such but also potential new partners as distributors and big companies with very specific projects.

We are looking forward to the next Eisenwarenmesse in 2018, now as a Sulzer exhibitor!



### ...we welcome

**Angela Campbell**  
Credit Controller

We are pleased to welcome Angela Campbell back to the position of Credit Controller. Angela has re-joined to replace Donna Racey who recently left PC Cox.

# Feeling Dotty?

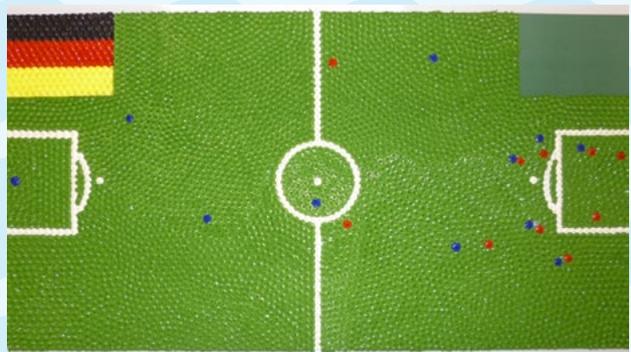
Our Service Partner in Germany, Innotech GmbH, is the main provider of silicon sample cards (dots of silicone in different colours and effects) for large sealant and adhesive manufacturers and distributors in Germany.

For these sample cards, Innotech GmbH use the COX Easiflow HD – the best applicator for the job as a high quality tool that provides effortless, even applications.

To show the dispenser's quality, Innotech used ONE Easiflow HD to create a globe of 1 metre in diameter with around 45000 dots from 200 cartridges of silicone. The tool is still in use at Innotech's facility and can be tried and tested by customers in the training centre.



Mayleen (Innotech) applying the last dot to the globe with a COX Easiflow HD



Our German Service Partner Innotech is ever so hopeful that Germany will be in this year's Euro Final...



# PC Cox supports Wildlife Conservation Group



The Wakefield District Badger Group, run by unpaid volunteers aims to keep local wildlife safe by protecting and conserving wildlife and the natural habitat for the public benefit.

Historically the group had evolved in quite a fragmented way, largely because it never had secure long term funding however a change in circumstances means the project has an opportunity to bring together various elements within the group to one location.

So, after many months of planning the group set about establishing an operations base to help with conservation project planning, education, training and as a general operations site.

Help from PC Cox Limited (now Sulzer Mixpac) who donated Powerflow Combi HP Cartridge Guns took the project one step further towards completion. Karen Kaye, Sales Administration said, "At PC Cox Limited we pride ourselves on our community involvement and recognize that the work carried out by Wakefield District Badger Group is vital in conserving wildlife and the environment in the region. We wish the group all the best in their future endeavors."

Paul Hayward, Group Secretary commented, "It is vital that companies such as PC Cox Limited come forward to offer their invaluable support for projects like this which do not receive any formal funding. In particular the Powerflow Combi HP Cartridge Guns will help to put the project on the road to completion, creating a more sustainable conservation project for the future".



## A saucy dispenser

Spring has sprung, the sun is coming out and so are the barbecues – and who doesn't like a juicy burger or some grilled sausages?

PC Cox (now Sulzer Mixpac) has teamed up with an innovative company from Germany that are offering condiments in a cartridge. The brand new company, Kartuschensenf (literally 'mustard in a cartridge'), has developed its own delicious recipe for mustard, initially offered in 310ml cartridges.

With a range of tasty ideas for your barbecue this season, combined with a COX gun to dispense the mustard, it will be easy to impress your guests. What's more, the potential for future products is endless: tomato sauce, mayonnaise, sour cream and many more!

For queries or a promotional offer please contact Sulzer Mixpac or Kartuschensenf.

[www.kartuschensenf.de](http://www.kartuschensenf.de)

[www.kartuschensenf.com](http://www.kartuschensenf.com)

# This year's chosen charity is...

## Newbury & District Cancer Care Trust

The Newbury & District Cancer Care Trust are a small and independent charity, founded in 1984 to help local people who have been diagnosed with cancer



and other life-threatening illnesses. It offers practical help and information to patients and their families living in West Berkshire, and are the parent charity for the Rainbow Rooms and the Charles Clore Day Hospice at the West Berkshire Community Hospital.

This trust works closely with Clinical Nurse Specialists, medical professionals and the Day Hospice to help improve the support offered from the point of diagnosis, for as long as needed.

## Newbury College Award Sponsored

PC Cox (now Sulzer Mixpac) recently sponsored an award at the Newbury College Apprenticeship Award evening.

Congratulations to the winners Scott Pinnell from Williams Racing and Richard

James from Blatchford. Our HR Manager Kathy attended the ceremony and is pictured with Dr Anne Murdoch, Newbury College principal and Scott.

We are proud to have sponsored this event and would like to pass on our congratulations to all the winners.



## 2016-17 Events

### UK

**UK Construction Week, Birmingham, UK:**  
18<sup>th</sup>-20<sup>th</sup> October 2016  
Hall B3, Stand 526

### North America

**STAFDA, Atlanta GA:**  
6-8 November 2016  
Stand: tbc

**World of Concrete, Las Vegas:**  
17-20 January 2017  
Stand: tbc

**STAFDA, Austin TX:**  
12-14 November 2017  
Stand: tbc

### Germany

**Automechanika, Frankfurt:**  
13<sup>th</sup>-17<sup>th</sup> September 2016  
Hall 11.1, Stand E57

**BAU, Munich:**  
16-21. January 2017,  
Hall B6, Stand 533



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## Stay social



Sulzer Mixpac UK Ltd



@sulzermixpacuk



PCCoX Ltd now Sulzer Mixpac (UK) Ltd



PCCoXAcademy

Don't forget to take a look at our website to keep up to date with what's going on, you can also see our latest announcements on Facebook and Twitter and "like us" too!