



dp update



the unseen advantage

SUMMER 2018

Our future's taking shape



Over the years, we've constantly looked at ways to improve and extend our factory facilities, not only to make our processes more productive and efficient, but also to make sure our customers have access to all the capabilities they expect as well as the quality and competitiveness they demand.

At the moment, we're in the midst of exploring the most major changes we've ever undertaken – with the ambitious aim of synchronising all of our facilities to create the ultimate workflow environment for our aerospace, subsea and main production divisions.

As you can see from our artist's impression, one of the options is to add a new steel structure clad in silver panels that would wrap round our existing buildings and present an impressive single face to the world.

As well as housing our existing subsea and aerospace divisions, we'll be moving all the main production machinery from our main building – alleviating current cramped conditions and creating a more efficient work flow, with all of the production management supervisors in one location improving communication and productivity.

There will also be new recreation and kitchen facilities to speed up tea making and keep our hard working team fuelled for action.

Utilising the large amount of space created in the main building, we'll be expanding our tool room, cleaning and despatch departments.

Keep an eye on our social media and you'll be the first to know what's happening in the months ahead.



Welcome to our latest Update, which sadly, we have to start with the news that our Technical Sales Manager, Neil Dollery, passed away in April. (See feature on this page)

Where work is concerned, we've been very pleased to see our subsea orders increasing and underlining the forecast growth in the oil and gas industries – while our success in achieving the latest ISO accreditations has been extremely satisfying for all.

Perhaps our biggest news is that we'll be making major changes to our factory facilities before too long and we're well into the process of evaluating the options to create the optimum working environment for all our production activities.

Finally, in the new age of GDPR, we're obliged to tell you that you can unsubscribe using our website contact form to manage your information. Let's hope it was worth it!

Andrew Piper
Managing Director

Neil Dollery 1944-2018



It's with deep and genuine sadness that we have to confirm that our Sales Manager, Neil Dollery, died in April after a courageous battle with pancreatic cancer.

Neil played an important part in our development for over 12 years and for many of our clients, he was the first point of contact with the company. His application, enthusiasm and above all, his friendly approach to building long lasting

relationships, will be sorely missed.

Our thoughts are with his wife and family – and donations can be made in his memory to Pancreatic Cancer UK.



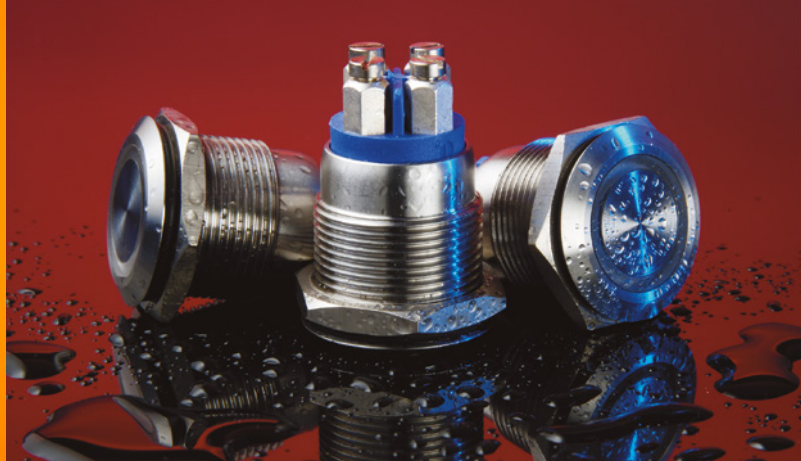
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Bulgin switched on to our solutions

Over the past 17 years, we've developed a highly successful partnership with Bulgin, producing innovative custom O-ring seals and rubber bellows for their renowned range of vandal-proof security switches.

The stainless steel push-button switches are used in lifts, control barriers and door entry systems – and acting as panic buttons, they're consciously designed to have high resistance to wear and tear, corrosion and harsh use in potentially hostile environments. So the components we produced had to operate from -30°C to +70°C, prevent dust and water ingress, enable illumination in the dot and ring LED indicators, eliminate sticking and retain the seal while the switch was activated.

As a consequence, we believe our designs took the humble O-ring to a whole new level, by creating a custom translucent silicone material overdosed with a low molecular weight

plasticiser. The latter leaches to the surface wherever it is dry, creating a highly innovative 'weeping' O-ring, and once installed, the seal lubricates the internal moving parts and solves any problems of sticking to ensure continuous, reliable operation well beyond the expected life of the component.

The O-ring and bellows designs have enabled Bulgin to achieve all requirements and, most importantly, full RoHS and IP66 compliance.

Richard Harris, Group Head of Procurement at Bulgin, said, *"DP Seals have proved to be an extremely reliable supplier and the strong relationship we have built over 17 years is a testament to the high levels of quality, innovation and competitive pricing they've consistently delivered."*

Ricoh rate us highly



Ricoh is a global provider of business technology, transforming processes and information management that makes organisations more agile, productive and profitable.

Our involvement with the company began in 2013 when we designed a small red O-ring for a toner-based ink cartridge used in office photocopiers and since then, we've also gone on to manufacture an ink bag grommet for business production print machines.



The ink bag grommet forms a key seal within a nozzle assembly and is critical to the functioning of the bag and how the ink is stored and fed into the printer. Unfortunately, previous supplier quality had been poor or inconsistent, leading to serious problems with the bag holes and consequently, the nozzle assembly leaking.

Ricoh quickly reduced potential suppliers to a five-strong shortlist – and we won the business by offering totally bespoke

tooling to produce the grommet in a specially formulated EPDM material.

With 117 different cavities in the mould tool and working to 20 shots for evaluation purposes, the design and material were subjected to rigorous testing over a three month period – and to date, we've delivered almost 300,000 grommets without a single failure in the field.

Ricoh Technical Procurement Engineer, Natasha Witcombe, said,

"As someone who's been assessing suppliers for over 20 years, it was quite apparent to me that DP Seals were technical experts and industry specialists. In meeting our 4M and QCDES standards, it was their personal touch and attention to detail that helped set them apart."

Should you be a custom customer?

Rubber mouldings turn up in innumerable applications, from the super high-tech, performance environment of F1 to domestic electric kettles. Often, the seal is seen as a simple O-ring designed to keep something in or out and the only real decisions are on material and cross section.



For many general applications, standard seals, gaskets and mouldings can be perfectly acceptable and the up-front cost of such components may make them seem the sensible option.

That said, custom designed components have obvious and wide-ranging advantages, and if you're unsure which route to follow, it's always worth taking a look at the main reasons for making them your choice.

Intricate applications

A standard product just won't do. For example, when the moulding is a major part of the end product, such as the rubber boot of the subsea cable connector above, its design has to be high on the engineer's agenda.

Greater sealing surface

Custom seals can be designed with multiple point contact offering greater seal protection.

Lower friction

They can also be designed so that less 'squeeze' is required to maintain an effective seal and this results in reduced friction that can be combined with fluorination techniques as well.

Longer life

Customised materials and design can result in seals lasting longer.

Reduced maintenance and operational costs

Longer seal life can also lead to lower maintenance and operational costs.

Quality of finish

Tooling is designed to ensure finish and the ability to hold tolerances as required, including flash removal techniques.

Environmental

Criteria like temperature, pressure, liquids, contaminants, exposure to processes, light, out-gassing and just plain old water could well dictate a custom solution.

Regulations

Occasionally, the introduction of new regulations will extend the role of the seal; for example, a seal originally designed to prevent ingress of dirt and fluids into a ruggedised electronics unit can be enhanced to shield against EMI.

So if you want to be sure a seal, gasket or moulding is really up to the mark, just get in touch and find out what a difference our custom design could make.

Back from the brink. The subsea recovery.



There's no denying that in recent years, the subsea sector has experienced some of the toughest trading conditions it has ever faced. With oil prices on a seemingly endless downward spiral, companies sought to slash costs and rein in or even abandon planned investment.

At its worst, industry analysts reported a 30% fall in revenues, costs cut by more than 25% and over 100,000 jobs lost in the UK alone.

Obviously, we weren't immune to all this and our subsea sales fell significantly. But by focusing on our core strengths of innovation, specialist expertise, new technologies and competitiveness, we were better placed than most to ride out the storm and prepare for a brighter future.

Now, with oil prices continuing to rise steadily and key markets such as Norway confirming major expansion of its Valhall field, our order book is filling once again – and we're becoming increasingly confident that our activities in this major global market will have made a full recovery in the not too distant future.



Our accreditation's a credit to all

A huge thank you to everyone who's helped us meet the latest AS 9100D, ISO 9001:2015, ISO 14001:2015 and ISO 18001:2015 quality standards that have become more rigorous and extensive than ever before.

It's absolutely essential that we achieve the highest levels of accuracy, performance and quality for all the industry sectors we supply, both in the UK and throughout the world – and we can only do this by keeping our workforce actively involved in all the procedures of our quality systems.

Once again, their professionalism, enthusiasm and diligence have made a massive contribution to our success and made retaining our place among the industry's elite a matter of course.

Day-to-day data protection

The new EU rules on data protection have caused considerable headaches and confusion, but we've now updated our Privacy Policy on our website and you can manage your subscription and opt in or out, according to your preference.

Needless to say, we hope you continue to subscribe to our news releases both in print and email – and don't forget, you can also follow us on social media and YouTube channels.



LinkedIn



Facebook



Twitter



YouTube

We are still building our online community, so if you are yet to link up with us on social media please do. We regularly release information and notifications and it's always good to keep in touch.