

September 2016 Newsletter

Bringing you news and advice from one of the leading providers of compressed air solutions in the UK



Committed to customer service

As PPS continues to grow, customer service remains paramount. With this in mind, we have invested heavily in a new state-of-the-art computer system: Protean.

This front-end system brings together our sales, service, stores, accounts and engineers. By streamlining our processes and procedures, we will be able to deal with customer enquiries and accounts more efficiently, while continuing to offer the best in customer service as the business expands.

Saving on your energy bills

It was good to catch up with existing and potential customers at Manufactured Yorkshire in May and Eco Fair in June.

As well as demonstrating the energy savings that the latest Atlas Copco Variable Speed Drive compressors can deliver, we also had our resident vacuum expert Adrian on hand to show how vacuum pumps work.

Don't forget you can still take advantage of our free energy audit offer to find out how much you could save on your bills. Just get in touch – we'd love to hear from you.

The icing on the cake



A birthday wouldn't be a birthday without cake – so as we are celebrating 25 years in business, we thought we'd treat the staff to a slice of anniversary cake.

At the celebration, we also ran a quiz about the company and its history, won by our Sales Manager Peter Odell.

As I said in my speech thanking the contribution of all of our staff, past and present, PPS people are special people who work together as one great team.

Included in that team is our sister company Simm Engineering in Sheffield. By chance, Simm is celebrating its 75th anniversary this year, which we felt also deserved a bespoke cake.



You don't have to be a mathematician to work out that this means our two companies have a century of experience between them. We're proud of our history and will continue to work hard for the benefit of our customers, some of which have been with us from the start.

Gary Whitaker

For further information on Energy Audits and Energy Saving advice, please contact our sales team: sales@pps.co.com or call us on 01422 321 772.

Swing when you're winning!

Our annual Golf Day is always a great day out and this year was no exception. The event took place on 16 September at Crow Nest Park Golf Club in Brighouse and brought together 24 staff, customers and suppliers for golf and fundraising. In total we raised £240 for Overgate Hospice.



Prestigious award win for PPS

We were very proud to be presented with the Eaton Smith Business of the Month Award for August 2016. The awards have been running for 21 years and over that time they have recognised hundreds of outstanding businesses.



Chris Taylor, Partner at Eaton Smith and member of the judging panel commented; "PPS not only offers optimum customer service but also demonstrates a strong commitment to the welfare of its own staff, several of whom have been with the company for over 20 years. This, combined with its contribution to the region and financial performance made it a worthy winner of Business of the Month Award."

Staff Profile

Name: Adrian McSorley
Job title: Area Sales Manager, Vacuum Division
Date started: August 2015



Background: Born and bred in Leeds, Adrian followed a four-year apprenticeship in Mechanical Engineering before starting work at Elmo Rietschle. There he spent 10 years as a Service Engineer on vacuum pumps and process vacuum and six years as Service Manager, both in vacuum.

This was followed by almost five years as an Area Sales Manager at Busch (UK) Ltd in the north east. As well as helping to improve reliability and efficiencies on process vacuum, he learned the importance of offering practical advice to increase productivity and save customers money on their energy bills.

Role: Adrian's role is to offer customers cost-effective vacuum solutions that help them save on energy bills. This includes site visits and discussions covering anything from service and operating issues to saving costs with the latest Atlas Copco Variable Speed Drive (VSD) vacuum pumps. The starting point is often a free energy audit using advanced software, which can help establish whether customers are wasting money on out-of-date and inefficient technology.

Most rewarding part of the job: Meeting customers and helping them solve their practical problems. "There are lots of different applications and no two days are the same"

When not at work you'll find him: Walking in the Oxdales or up a hill somewhere out in the countryside. Adrian is also a boxing fan: "My hero was Muhammed Ali, I used to watch his fights, but I also liked his character – his confidence and banter."

