

L@b Brief | November 2021



SORRY TO everyone who turned up at the GAMBICA stand at Lab Innovations last month to join us for the promised drinks. My husband was taken ill and hospitalised the day before the event (fortunately he has now recovered) and I wasn't able to be there. We will definitely do it next time!

Nikesh's report on the event is in this month's issue and I'm keen to get Members' feedback since I couldn't attend myself. Please do let me know what you thought. I did manage to get to Medica though and that was, all things considered, a resounding success. Exhibitors were happy with the quality, if not the quantity of

visitors and all those at the GAMBICA pavilion did good business and found the event worthwhile.

A sudden illness does bring you up short, and it was worrying indeed that we encountered an 11 hour wait at A & E. So take care of yourselves now that the winter is drawing in. Hope to see you all at one of the many events next year.

Toodle pip

Jacqueline

INSIDE *this* MONTH

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UK News

New awards dominated by GAMBICA member companies

GAMBICA MEMBERS dominated the winners' podium at the Lab Innovations awards in November. The awards are a new addition to the Lab Innovations exhibition, which is the biggest lab event in the UK. To get them off to a flying start, GAMBICA nominated three members – who all won their categories. In addition, three other members were also successful. GAMBICA's Jacqueline Balian was invited to judge some of the categories and Nimesh Mistry, head of GAMBICA's automation sector, presented two of the awards on the day.



THE WINNERS WERE:

- **Appleton Woods** | Most impactful emerging technology.
- **CAMLAB** | Most impactful sustainable process improvement.
- **The CliniSys Group** | Most impactful collaboration with the public sector and Most impactful laboratory informatics solution.
- **Shimadzu UK** | Most impactful laboratory research model or simulation.
- **SLS** | Most impactful sustainable product development.
- **Starlab UK** | Most impactful sustainable waste management improvement for its TipOne range of products.

Other awards went to ESSLAB for the Most impactful consumable innovation and to the Francis Crick Institute for their pandemic response.

It is pleasing to see so many GAMBICA members achieve recognition.

Do let us know if you have a product or process which you think could be a worthy winner at next year's awards so that we can help with an independent nomination for you.

Opportunities of nano world to be outlined at our conference

THE LATEST new speaker to be added to the highlights of the GAMBICA annual conference will be Christian Lang of Oxford Instruments' nano-analysis division.

Christian has a DPhil in Materials from Oxford University on Quantum Dots and after a stint in industrial research with IBM, Samsung and Sharp, working on Nanowires, he joined Oxford Instruments NanoAnalysis where he is Director of Product, leading the product development, product management and marketing teams. Christian is also a non-exec Director at iotasciences ltd, a biotech spin-out company from Oxford University focused on 'providing the cells that matter' through their single-cell cloning platform.



Christian will be outlining for members the uses of nano-technology and at the analysis needs which will follow and the potential the nano-world holds for the lab industry. He will be part of a session on innovation which will also feature information on the latest innovations being funded by Innovate UK.

The conference will be held at the sumptuous Stapleford Park Hotel near Melton Mowbray. There will be a gala dinner on Monday 21 March 2022.

To reserve your place, click [here](#) and don't forget! If you are a full delegate you can bring a colleague with you for under £100.

Good to be back... Lab Innovations returns

Nikesh Mistry of GAMBICA's automation sector was there and gave us his impressions of the event.



AFTER ALMOST two years without public exhibitions, Lab Innovations - the UK's only trade exhibition for the entire laboratory industry, was finally able to get underway on 3rd and 4th November at the NEC in Birmingham. Nikesh Mistry of GAMBICA's automation sector was there and gave us his impressions of the event.

"Alongside Advanced engineering, the Lab Innovations event was staged to be filled with an abundance of innovation, combined with a profusion of ground-breaking technology, unrivalled creativity and a crowd of attendees eager to learn how the industry has prospered over the last few years. And what an event it was!

"Many of our GAMBICA members showcased their products and services around the hall. It was a great opportunity for them to demonstrate the successes of the laboratory industry, and how they are working towards helping the UK maintain its global competitive position.

"Having two exhibitions within the same hall space proved to be advantageous for both sectors in being able to visualise how both industries have so many parallels, and allowed visitors to experience the best of both simultaneously.

“With many superb stands, both the shows were most certainly a success due to a fairly large number of attendees. There was initial uncertainty as to whether or not the event would be as beneficial as previous years, but it seemed large numbers of leads and business were generated.

“Further to the tradeshow itself, sponsored by Analytix, the show hosted its inaugural Lab Awards in the VIP lounge on the first day of the event. The awards were a fantastic opportunity to commemorate the significant triumphs throughout the lab industry, with a number of awards across four main categories of collaboration, innovation, sustainability, and people.

Congratulations to GAMBICA members The CliniSys Group, Appleton Woods, Shimadzu UK, CAMLAB, Scientific Laboratory Supplies and Starlab UK who were all successful in winning awards.

“What a great way it was to kick-start what we hope will be a successful 2022, not only for both the Lab and Engineering sectors, but for the exhibition industry as a whole. It was fantastic to once again see visitors and exhibitors networking and showcasing the talent that UK industry has to offer. Now we look to next year, and judging by the success of Lab Innovations 2021, 2022 is set to be a brilliant year for trade shows and exhibitions alike.”

While Nikesh’s feedback was overwhelmingly positive, some GAMBICA members felt that the numbers of visitors was considerably down and that Advanced Engineering was too dominant when co-located with Lab Innovations.

One said: I had the impression that:

- Footfall for the lab innovations show was considerably less than that of previous years by at least 50%
- Footfall for the lab side was less than that of the engineering side
- Placing the 2 shows together gave a false impression of true footfall, engineering contacts are not necessarily the target market for lab equipment, lots of cross over but was it worth it?
- We found that a lot of the footfall was made up of other exhibitors
- There were a lot of marketing & fx companies in attendance as visitors
- There were less students than in previous years but the second day still saw large numbers of these too

What do you think?

I wasn't able to be at the show so I would be very keen to hear members' opinions about it – good or bad. Please email Jacqueline.balian@gambica.org.uk

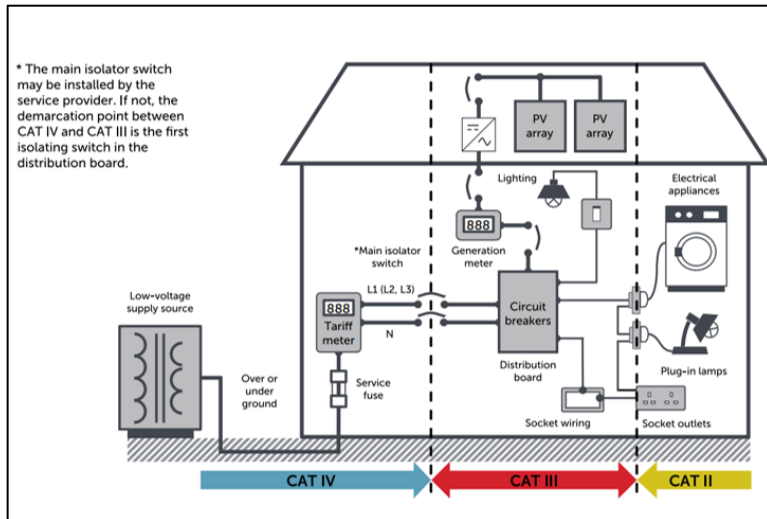
Energy-related Products Policy Framework includes lab refrigeration

THE ENERGY-RELATED Products (ErP) Policy Framework published in November sets out the UK’s strategy for regulating energy-related products to improve their environmental performance. It explicitly links regulation to Carbon Budgets and the UK’s Net-Zero commitments. The authors at the Department for Business, Environment and Industrial Strategy (BEIS) intend to use a number of levers to ratchet-up change, including the Energy Technology List (ETL) to which GAMBICA members with an interest in professional refrigeration are already inputting.

Currently the only specific proposals relate to commercial refrigeration which is in effect retail refrigeration, but as professional refrigeration is now to be included on the ETL, the provisions are likely to extend to professional refrigeration too over time.

More information will be provided as it becomes available. View the Framework [here](#).

Are you testing safely?



THE GAMBICA Test and Measurement sector has produced independent guidance to help electricians better understand measurement categories ratings for testing equipment, and where the boundaries lie within an electrical installation. The guidance was deemed necessary because so many professional electricians are having to go back to equipment providers to check exactly which test equipment is appropriate for which jobs.

The guidance, called *The GAMBICA Guide to Overvoltage Categories and*

Measurement Categories, explains clearly and simply, the meaning and significance of the different measurement and overvoltage categories specified in British Standards and the Health & Safety Executive's guidance GS38.

Measurement categories classify the terminals of test and measurement equipment according to the type of mains circuit to which they can be safely connected. The category takes into account overvoltage categories, short-circuit current levels, the location where the test is to be made, and some forms of protection included in the building installation.

It is hugely important that an instrument with an appropriate measurement category and voltage rating is used.

Measurement terminals can be safely connected to a measurement category lower than the marking on the terminals, but the measurement terminals must never be connected to a circuit that exceeds the rated voltage or measurement category.

Measurement categories go from Cat II to Cat IV and the new GAMBICA guidance gives you an idea of where they can be used.

The guidance also explains the transient overvoltages which can occur within electrical distribution systems. They can be caused by atmospheric issues such as a lightning strike or be generated by equipment within an installation. Power electronic modules in particular, generate temporary voltage peaks in conjunction with inductive loads, which can be significantly higher than the nominal mains voltage. Overvoltage categories and measurement categories are used to classify equipment according to its ability to withstand transient overvoltages.

If you would like a free copy of the full guidance – click [here](#).

Joint statement on CE marking of pipettes issued

AFTER MORE than three years of work, European and UK pipette manufacturers have agreed on a joint statement to help customers understand when it is and is not appropriate for pipettes and pipette tips to carry a CE mark. The Memorandum of Clarification and Understanding on CE Marking of general laboratory use pipettes which covers both the EU and the UK, has been issued on behalf of European trades associations including

GAMBICA. In fact GAMBICA member, Charles Pascall, ex of Alpha Labs, did much of the work of preparing the statement and pursuing it to its final publication.

The full Memorandum is available on the GAMBICA website [here](#), but in summary it says that:

1. General laboratory use pipettes should NOT be IVD-CE marked neither per the EU IVD-Directive nor per the EU IVD-Regulation.
2. Pipettes which are specifically made to support the use of clearly identified IVD devices, being reagents and/or instruments, can be rightfully IVDD or IVDR CE marked and they fall in Class A as per classification rule n. 5(a).

The majority of manufacturers have now completed or are in the process of the removal of CE marking from their manual pipettes which are also marketed for general laboratory applications.

Members' issues put to Lord Frost

GAMBICA CHIEF Executive, Steve Brambley, has been invited to attend a meeting with Lord Frost (Minister of State in the Cabinet Office) and members were invited to supply him with issues for Steve to raise with the minister.

Lord Frost chairs the Brexit Business Taskforce, which focuses on Brexit Opportunities - Product Regulation, including the policy areas that we can improve or expand on since transitioning from the EU to the UK product safety system.

The taskforce aims to achieve three objectives:

- a. to continue the dialogue between HMG and business following the Trade and Cooperation Agreement, including how best the government can support business, to work through practical issues that will enable businesses to succeed;
- b. to get businesses insights into any challenges they face and the potential policy interventions that might help; and
- c. to share ideas and build a shared vision on the opportunities for sectors and businesses."

The issues you asked Steve to raise included: export licencing delays and refusals, particularly in relation to China, VAT charges on temporary imports for service and calibration and the short length of hazardous goods export licence.

Other lobbying opportunities which GAMBICA has taken in second half of 2021 are listed below:

July

- Letter to Lord Grimstone on importance of support for exporters to the EU
- Participated in All-party Manufacturing Group roundtable on Path to Net-Zero

August

- Letter to Chancellor of the Exchequer requesting export support in the absence of TAP funding

September

- Participated in the BEIS Business Reference Panel – to represent industry views on product regulation and compliance matters, including UKCA, market surveillance and regulatory changes
- Meeting with BEIS officials to give GAMBICA input on the proposed guidance for UKCA marking, itself a follow up to several exchanges requesting our assistance with creating guidance material

- Attended Make UK roundtable and address Cabinet Office officials on National Resilience Strategy and the importance of technology companies in developing rapid innovation in the face of disruptive events (Covid, climate, energy etc)

October

- participated in BEIS / UKRI review of how Trade Associations can play a role in linking members to innovation delivery via Catapults and other government supported schemes

November

- interviewed by All-party Manufacturing Group to get GAMBICA input to government consultation on trade conditions for import and export
- Co-ordination of GAMBICA member input to BEIS survey of business experience of supply chain issues
- Invited to give opening address to Lord Frost at Brexit Business Taskforce meeting, addressing industry concerns on UKCA marking, regulatory divergence, market surveillance and government support through this turbulent period of Covid, supply chain shortages, material cost increase and skills gap

Upcoming occasions where we would be pleased to take your messages to ministers include:

1. We have been invited to address Minister Lee Rowley (BEIS) on the importance of industry / government partnership to ensure post-Brexit regulatory environment does not cause further friction through divergence
 2. Terry Boniface, (BEIS) will address the GAMBICA Economic Forecast webinar, giving government update and member Q&A
 3. We will participate in the BEIS Business Reference Panel – to represent industry views on product regulation and compliance matters, including UKCA, market surveillance and regulatory changes
 4. We will participate in All-party Manufacturing Group roundtable on Future of Manufacturing
- Please do let us know about any issues you would like us to raise on your behalf.*
-

Plastics recycling scheme hits first major hurdle

THE PROPOSED lab plastics recycling scheme currently being put together by our German equivalent, Spectaris, has hit a problem. Although a UK group was initially selected to operate the logistics of the pilot schemes, one of which would be in the UK, it now appears that an alternative partner is being sought.

At a recent progress meeting, GAMBICA member Starlab joined Rainin in explaining their current plastics take-back schemes. It was noted that the costs of both these schemes are entirely borne by the manufacturer and the German scheme had initially hoped that the costs would be shared with the laboratories themselves.

The difficulty of cleaning and re-using tip boxes had dissuaded the UK firms from using this option and it was acknowledged that it is also difficult to find an organisation who can and will recycle polypropylene.

I will update you again when I hear of any progress.

Hybridisation of the naval fleet

THE LATEST Defence Accelerator market exploration is seeking innovations for novel hybrid powertrain technologies that could power naval vessels. They are seeking ideas which have the potential for implementation into service by 2030. This is not a funded competition but will assist in the development of future requirements in this field. Those wishing to submit an idea, simply have to complete a short online form. Full details [here](#).

In addition to the above Market Exploration, DASA is still seeking:

- Catch the ChemBio SCENT! - Up to £200K for novel solutions to screening, preservation of samples & evidence, and
- Next Generation Wearable Technology - TRL3-6, up to £200k

If you are an organisation with an idea that could benefit UK defence or security, and are unsure whether its a good fit for a DASA proposal, please get in touch for an initial discussion. DASA competitions are open to organisations whether or not they have worked with defence & security sectors previously. Please contact ataylor@dasa.service.mod.uk

January 2022 changes to border controls imminent

DON'T FORGET that changes to the border controls for importing products from the EU into GB are coming in from 1 January 2022.

Key changes from 1 January 2022

- From 1 January 2022, full customs declarations for imports will be required and the option to delay declarations for up to 6 months comes to an end. A list of custom intermediaries who can help can be found [here](#).
- You (or your intermediary) can apply for authorisation to use Simplified Customs Declarations Processes, which reduces the number of requirements at the border. This allows traders to use a simplified customs declaration or entry in business records upfront, followed by a supplementary declaration at a later date.
- Pre-notification for Sanitary and Phytosanitary (SPS) goods will be required however, finished medicines and CE marked medical devices containing products of animal origin (POAO) are exempt from SPS controls.
- From 1 January 2022 you can continue to use Postponed VAT Accounting (PVA) on all customs declarations that require you to account for import VAT, including supplementary declarations, except when HMRC has told you otherwise. PVA allows UK VAT registered importers to account for and recover import VAT on their VAT return, rather than paying the import VAT when the goods are imported.
- Safety and Security declarations on imports will not be required until July 2022.

Key changes from 1 July 2022

- The requirement to provide Export Health Certificates for SPS goods will be introduced from July 2022. Physical checks on SPS goods at Border Control Posts will also be introduced at this time.
- Safety and Security declarations on all imports will be required.

Phased approach to controls of products of animal origin from the EU

THE BORDER Operating Model has been updated and confirms the UK's approach to import controls from July 2022. Sanitary and Phytosanitary (SPS) import controls will begin from 1 July 2022, certification, documentary, ID and physical checks for products of animal origin, animal by-products and plant and plant products, will be introduced in three phases between 1 July and 1 November 2022.

The timetable is as follows:

From 1 July, certification and physical and identity checks will be introduced for:

- All remaining regulated animal by-products
- All regulated plants and plant products
- All meat and meat products
- All remaining high-risk food not of animal origin.

From 1 September 2022, certification and physical checks will be introduced for all dairy products. From 1 November 2022, certification and physical checks will be introduced for all remaining regulated products of animal origin, including composite and fish products.

Importers are asked to ensure they are prepared for the pre-notification requirements from 1 January 2022. From 1 January 2022, all POAO and ABP consignments need to be pre-notified on the Import of products, animals, food and feed system (IPAFFS). If you haven't done so already, please register for IPAFFS on gov.uk.

You must pre-notify your consignment on IPAFFS, at least 4 hours in advance of arriving into Great Britain. The 4 hours arrangement will remain in place until 30 June 2022.

More information is available [here](#). If you cannot find the information you need, please contact: traders@defra.gov.uk.

Freight help

A NEW International Express Freight Service has been launched to deliver products to the UK rapidly when a supplier's own logistical arrangements are disrupted. For more info click [here](#).

Closure of the existing New Computerised Transit System

HMRC HAS abandoned plans to close the legacy XML channel of the New Computerised Transit System (NCTS) on 30 November 2021. Instead, this will now take place on 28 February 2022.

To enable HMRC to manage the increase in messages to the NCTS between the UK and the EU they will be closing the legacy XML channel and replacing it with the new XML Application Programming Interface (API) that went live on 31 March 2021 for Great Britain (England, Wales and Scotland) and 13 May 2021 for Northern Ireland.

This change is necessary because as the legacy channel is no longer able to manage current volumes but the date has been put back because of the challenges for software developers and traders in meeting the original 30 November 2021 deadline.

After 28 February 2022 you will need to use either:

- software compatible with the new XML API channel, or
- the free-to-use HMRC online portal

If your software currently uses either the legacy XML or email channel to send messages, you must take action. You should check with your software provider which channel your software is currently using, and whether you need to take any action to upgrade to software compatible with the new XML API channel.

If you are not currently registered to use NCTS you will need to allow sufficient time for your registration to be processed.

You should also check with your software provider to make sure you have all the relevant information you may need to log in, for example, Government Gateway credentials.

You must make sure you have made any necessary software upgrades and will be ready to use the new software package, as you will not be able to make any declarations using the current legacy XML channel or the email channel after 28 February 2022.

The only alternative to the new XML API channel is the free-to-use HMRC online portal.

Update on the Laboratory and Analytical Device Standard

FURTHER WORK has been taking place behind closed doors on the German funded Laboratory and Analytical Device Standard (LADS) which is being written as a companion specification to the OPC UA suite of standards.

An experienced OPCUA standards writer FVA GmbH has been brought in to do the initial work and committee meetings are planned for spring 2022. After completion, the Companion Specification will be published via the OPC Foundation and will be freely available.

International partner associations of Spectaris are now part of the OPC UA Joint Working Group including JAIMA (Japan Analytical Instruments Manufacturers), GAMBICA (UK), FHI (Federatie van Technologiebranches, Netherlands) and LABMAS (Laboratory Manufacturers Association of Spain). This allows manufacturers from these countries to participate in the Joint Working Group.

Customers from the laboratory industry are also involved in the development of the standard and there are plans to conduct pilot tests in collaboration with users. Representatives from BASF, Bayer, Clariant, Currenta, Henkel, INVITE, Merck, LyondellBasell and SGS have participated so far.

Priority is being given to raising awareness of LADS through regular participation in national and international events including AICHEMA pulse, Future Labs LIVE and the LIMS Forum in October.

The calendar of events continues in 2022 with plans to participate in AICHEMA in Frankfurt and analytica in Munich, SLAS in Boston, Pittcon in Atlanta and Lab.Vision in Basel.

We will let you know as soon as the upcoming dates for the Joint Working Group are agreed so that GAMBICA members who wish to do so, can input.

Invitation to tender for ventilation stack monitoring

ESS RADIOLOGICAL and Environmental Monitoring System (REMS) carry out radiation monitoring and surveillance. They have issued a request for information to understand market availability, supply capabilities, price indications and lead-time (as appropriate) for Ventilation Stack Monitoring systems and aims to conduct an open call for tender in Q3 2022 for two Ventilation Stack Monitoring packages, which will consist of two different combinations of the requirements.

Interested companies are invited to present their systems via an online meeting (to be held in January 2022) with ESS technical staff.

Scope of requirements:

- 1 sampling systems, where a sample medium is taken offsite to an external laboratory for measurement; and
- 2 online monitoring, where the data is displayed in near real time on ESS's SCADA system as well as being used by dedicated analysis and air dispersion software.

Companies wishing to participate should include the following information in their responses, as far as available:

- A. Cover letter with name, address, Email and telephone number of the company's focal point for the RfI;
- B. Technical solution proposed;
- C. Description of relevant products portfolio and technical characteristics. Brief presentation of Company and description of Companies' production facilities.
- D. Price indication (in accordance with the information below).
- E. Lead-time.
- F. Import/export duties to the European Union.
- G. Products safety related information.
- H. Facilities where the Company has installed similar systems to allow ESS to gain insight.

Price indication: your response should include cost estimates for the suggested solution(s) (EUR); and also provide the following % breakdown of the total cost estimate:

1. Management;
2. Design;
3. Hardware procurement and manufacturing;
4. Delivery and installation;
5. Maintenance services.

If you are interested in this opportunity, please register your interest by emailing Charlotte Rafsten charlotte.rafsten@ess.eu by 23rd December 2021 and be ready to attend an online Zoom/Teams ESS-supplier meeting in January 2022.

If you have any queries or would like any support, please email tenderopportunities@stfc.ukri.org or phone Carol Watts on 07808 878214.

Upcoming GAMBICA webinars

Sending engineers to the EU & bringing engineers into the UK | 1 December



GAMBICA MEMBERS are finding some issues in accessing the correct documentation when they need to send staff to work in the EU. Unhappily, by adhering to the letter of the relevant laws employers could be adopting a worst-case scenario and jumping through unnecessary hoops. In this webinar, Sam Ballard of Chamber International will try to set out a sensible approach both to sending workers to the EU, and bringing temporary support to the UK. To book your place [click here](#).

GAMBICA Economic forecast report and webinar | 2 December

THE OXFORD Economics forecast report will be published on Thursday 2nd December 2021. You can reserve your copy and register for the webinar now. The cost of the report to GAMBICA members is £125 + VAT per company (£280 + VAT non-members) and you will receive a digital copy that can be shared within your organisation. After you have registered for the report and webinar, each company will be able to reserve up to 2 further places on the live webinar and you will also be able to share the recording much wider within the company. The live webinar will take place from 09:30 – 12:15 and will feature:

- Government update - Department for Business, Energy and Industrial Strategy (BEIS)
- UK and World macro-economic trends and forecast - Oxford Economics
- UK industry markets trends and forecast - Oxford Economics
- Investing in innovation to fight Climate Change - Green Angel Syndicate
- Marketing to engineers in a post-Covid 19 world - Publitek

To book your place [click here](#).

Inward processing relief for calibration and servicing | 8 December | 10.30am



MEMBERS ARE finding the procedures for bringing equipment to the UK for servicing or calibration extremely onerous. It seems that the temporary admission system is not appropriate for calibration and servicing, so this webinar will steer you towards the quickest and most tax efficient ways to bring equipment to the UK. To book [click here](#).

Scaling the edge – get involved | 8 December | 2pm



A FREE webinar on the new Scaling the Edge programme funded by Innovate UK will provide an overview of the programme which aims to help existing businesses accelerate product and process innovations using the market leading Strategyzer Toolkit to rapidly validate and iterate their new ideas with

the market. Together with Queen's University Belfast and Helix Hub, Innovate UK have developed an innovative training approach which encourages rapid business strategy development and dramatically de-risks new product/market exploration through a data driven digital testing methodology. The webinar will provide an opportunity to find out more about this 10-12-week programme which aims to enable UK based businesses to innovate faster, maintain a competitive position in global markets and increase productivity during and following Brexit and the COVID-19 pandemic. To book your place, [click here](#)

Prospecting for new business using LinkedIn | 2 February 2022



EXPERIENCED SALES people know how to make appointments, but since COVID, many are working from home, have far fewer opportunities to get out and meet people and are having to identify prospects in new ways.

This webinar, presented by Steve Vaughan, senior trainer and coach at George James Ltd, will help sales people refine their skills in using LinkedIn to identify and make contact with sales prospects.

Topics covered will include:

- The importance of a professional profile to create the right to sell
- Content is King!
- Don't forget the social in social media

- Using groups
- Using Sales Navigator to find new customers

To register for this free webinar, click [here](#).

F-gas the basics and how to calculate your F-gas equivalents | 16 February



DR PADDY Delaney is CEO of both Huber UK and Huber Ireland Ltd, his current role is to supply sales and technical support to their partners and customers. In this session Paddy will provide a personal overview of F-Gas regulations and import processes, and how to calculate your F-gas

equivalents.

He will also run through:

- New equipment and exemptions
- Current equipment in the field - maintenance and repair
- Can we simply swap gases to a modern low GWP equivalent?
- Importation and exportation of goods
- Shipping regulations regarding natural refrigerants
- Use of natural refrigerants, and
- Impact of gases on UKCA.

To book your place, click [here](#).

Working effectively with distribution partners | 16 March 2022



MANY SALES leads have responsibility for selling both direct and through distributors.

This model does present some challenges and in this webinar, Steve Vaughan, senior trainer and coach for George James Ltd will give tips for those in this position.

The webinar will cover:

- Using influencing skills rather than telling
- How to build trust
- Don't be afraid to say no!
- Effective joint visits and
- Managing expectations

To reserve your place click [here](#).

GAMBICA Annual Conference | 21 - 22 March 2022



IF YOU need insights, inspiration and a road map to plan your innovation, net zero and growth strategies, then the 2022 conference has been designed with you in mind. It will bring you experts itching to help you take advantage of the UK's worldwide reputation for high-quality, sustainable products and input from customers which will help you build your plans to command premium prices. The conference will take place at Stapleford Park in Melton Mowbray. There will be a gala dinner on Monday 21

March. We are offering a special 'second delegate' rate so that you can bring your key staff along to the conference and make sure that ideas can be disseminated and acted on in your company without you having to do all the work yourself. To book your place, please click [here](#).

Events

UK Trade & Export Finance Forum 2021 | QE11 Centre | London | December 7

A LOOK at the role of trade finance in the transition towards clean growth and renewable energy the UKEF annual event will also look back at how it has accelerated changes to support businesses during the pandemic. The event offers the opportunity to network with more than 600 leaders from UK and international companies, government ministries, banks, industry bodies, policy-makers and other key experts and influencers in business and finance. Find out more on the event website.

Surfex | Coventry Building Society Arena | 7-8 June 2022

THIS FACE-to-face UK event for surface and coatings technology also offers scientific papers, webinars and a video hub. For more information click [here](#).

Big Science Business Forum | Granada, Spain | 4-7 October 2022

GIVEN THE continued uncertainty due to COVID-19, the BSBF International Organising Committee has postponed the event to October 2022. BSBF2022 will be held at the Granada Congress Centre. All registered attendees, sponsors, exhibitors, and participants of BSBF2021 have been automatically transferred to 2022 and do not need to follow any special procedure regarding registration or participation. If you would like a refund, this can be requested up until 31 December 2021. Further information, the updated programme, and the new calendar is available [here](#).

Export News

Exhibitors happy with return to Medica

MEDICA, THE medical devices show which took place in Dusseldorf in November was GAMBICA's first international pavilion since the start of the Covid pandemic and it proved an interesting first step back.



As predicted, the numbers attending the exhibition were well down on previous years. The organisers claim that there were 46,000 visitors, of which 73% were from outside Germany, compared with 121,369 (69% from outside Germany) in 2019.

However, the quality of visitors was found to be high by those exhibiting in the GAMBICA pavilion.

The general view seemed to be that those who attended had made a

considerable effort to do so and as a result, were genuinely intending to buy. The rather less frenetic atmosphere encouraged exhibitors to spend time with their customers in the GAMBICA

lounge where they could offer them coffees and soft or alcoholic drinks. The GAMBICA lounge was busy throughout the event apart from the final day which was very much quieter.

The exhibitors managed, on average to get over 60 new leads each and the average order value given by those who could estimate it was £85,000.

This was a rather reassuring return to international events and, as a result, work is already beginning on developing our pavilion at the next Medica and opportunities to exhibit at other events will be plentiful in 2022. GAMBICA will be offering pavilions at Medlab in January, which is co-located this year with Arab Health, Achema Frankfurt in April, Analytica Munich in June and a proposal to join Medlab Africa in Johannesburg in October. If you are interested in participating in any of these events, please contact Kirsty.roberts@gambica.org.uk.

Foreign direct investment falls across the EU

THE FIRST European Commission annual report on the screening of foreign direct investments in the EU shows that inward foreign direct investment into the EU fell by 71% to €98bn in 2020, down from €335bn in 2019. All EU Member States saw a drop in the number of Merges & Acquisitions.

A large proportion of foreign investments into Europe in 2020 originated from the US and Canada (nearly 35% of M&A transactions) followed by the UK (30.5%). EFTA countries follow next (12.1%, of which 7.5% from Switzerland). China, with 2.5% (down from 4% in 2019), was the fourth foreign investor in the EU in 2020.

For more information click [here](#).

Company News



Well capitalised firm developing quality virucidal masks joins GAMBICA

GAMBICA MEMBERS selling PPE will be interested to learn that a new firm, ViraCorp with a UK manufacturing plant producing high quality masks has entered the market and has underlined its

credibility by joining GAMBICA.

ViraCorp has two subsidiaries, ViraCoat and ViraVac, both run as joint ventures with Lancaster University's virology laboratory. The University has operational Containment Level 3 laboratories and Lancaster virologist Dr Muhammad Munir is also Chief Scientific Officer of ViraCorp. Dr Munir is a member of the WHO expert panel on animal models and COVID-19 vaccines. He has provided expert comment on viruses for CNN, BBC, Sky News, and ITV.

ViraCoat offers a virucidal coating which has the potential to be used in a wide variety of



applications, the first of which, virucidal masks tested to FFP2, are currently being launched in the global market.

Obviously, a high quality virucidal mask made in the UK is not going to be the cheapest on the market, but ViraCoat masks are some five times cheaper than their competitors, which begin their pricing at 12 Euros.

The antiviral and antimicrobial coating used by ViraCoat starts eliminating SARS-CoV-2 within minutes of contact and is infused into the mask textile material under extreme pressure which creates an extremely durable bond between the antiviral/antimicrobial coating and the mask material. All ViraCoat products are tested using live, current strains of viruses including the original, UK Kent, Indian, and South African variants of SARS-CoV-2, as well as Influenza strains PR8 and E. coli bacteria. Over £2m has been invested into R&D and testing of the ViraCoat antiviral/antibacterial coating, and the FFP2 mask to ensure it meets the relevant standards.

The firm has ambitious plans for the UK and EU markets trading on its ability to provide security of supply, and significant reassurance for healthcare and other professionals who may be exposed to the virus. Since the masks actively begin to kill viruses on contact, they reduce the risks of exposure when touching or adjusting masks or ear straps. This will be especially useful in health contexts where staff have to use masks for long periods, but also for other settings such as aeroplanes and, perhaps, exhibitions.

The firm is about to start hospital trials which will take three to six months, to establish the levels at which masks reduce transmission of the virus in real-world conditions, compared with general FFP2 masks.

ViraCorp was set up by Jon Chadwick, a fund manager whose corporate finance company will transact between £1.8bn and £2bn worth of business this year.

“It’s very exciting to be involved with ViraCorp which has ambitious plans to reduce transmission of COVID 19, its variants and the viruses which will inevitably follow it. I have friends working in the health service who have been badly affected by the knowledge of the risks they are taking in order to help others. I am convinced that having the reassurance of wearing a virucidal mask will help them and other healthcare workers avoid some of the mental health impacts of the pandemic.

“The ViraCoat masks were originally developed in order to provide immediate working capital to underwrite the development of the vaccines, but I now believe that they have the potential to be a more important product long term. They won’t just work for COVID, but for seasonal flu and norovirus which is such a problem for the travel industry. Longer term we will be testing to reduce transmission of Ebola and several other respiratory viruses.”

Dr Munir added: “Virucidal masks offer solutions to reduce the impact of respiratory viruses irrespective of new variants and strains. My group at Lancaster University is pleased to see that our research offering solutions to these long-standing public health problems is now coming to fruition.”

The masks have been tested for cytotoxicity, but because they don’t use nano-particles or novel substances they have been found to not cause skin irritation or sensitivity or respiratory problems. All tests relating to skin sensitisation, skin irritation and cytotoxicity have been done and are ongoing to meet the ISO10993 standards and safety regulations.

If you would like to get in touch with ViraCoat executive sales team, please contact Ben Chadwick (ben.c@viracoat.global) , and Laura Abadia Requeno (laura.ar@viracoat.global) to become a distributor in UK or Europe.

The company website is [here](#).



HR News

How will new AI legislation affect businesses?

A RECENT Harvard Business School study revealed that the majority (88 per cent) of employers believe qualified applicants are filtered out by the screening software. Campaigners are also questioning the impact that AI is having on the quality of work and a report from the Institute for the Future of Work, said: “We find that it is not the replacement of humans by machines but the treatment of humans as machines” that defined the current era of work.

Recently, a group of MPs has decried the “growing body of evidence of a significant negative impact on the conditions and quality of work across the country” caused by the use of algorithms in the workplace. In a report, the All-Party Parliamentary Group (APPG) on the Future of Work argued that the monitoring of workers and setting performance targets through algorithms was damaging employees’ mental health, and proposed new legislation to give workers more visibility about how their employers were using digital tools.

“All employers and all employees are affected by AI,” says Dr Neil McBride, reader in IT management and researcher at the Centre for Computing and Social Responsibility at De Montfort University, Leicester. And because AI depends on humans to provide rules and data for the algorithm to interpret, according to McBride, humans are accountable for the decisions made following an AI’s prediction.

“Decisions from algorithms should not be accepted blindly, but used as one factor in humans applying wisdom to decision making,” he adds. If an algorithm predicts an employee is planning to leave the company or trying to get pregnant, for example, and this information is used to make decisions on training or promotions, it could lead to claims of discrimination.”

The APPG has asked the government to improve clarity and fairness around the use of AI in the workplace, arguing that many employees currently feel an absence of agency and a lack of confidence over how data is used and how AI makes decisions about performance.

Two key pieces legislation proposed include a new requirement for employers to provide staff with a “full explanation” of how any algorithm they use works, and a requirement for firms to create algorithmic impact assessments to identify risks – for example restricting access to work for some groups – that rolling out such technology might have.

Under the new rules, workers would also have the opportunity to give feedback on how these tools should be used in the future.

Legal commentators have advised that employers nervous about maintaining confidentiality when sharing information about algorithms they have developed would need to rely on non-disclosure agreements and contractual confidentiality clauses in employment contracts and that the proposed rule could trigger more whistleblowing claims by workers if they feel there have been breaches by the organisation and there is a public interest to be protected.
