

## 30 Years of Efficient Compressors.!



This year Glaston Compressor Services 30 years of business. Glaston's aspirations have remained the same for 30 years; to deliver complete customer satisfaction and to maintain and develop long working relationships / partnerships with customers.

One of Glaston's longest standing customers is Calypso Soft Drinks and Glaston is proud to have been a main supplier to Calypso for nearly 30 years.

Following a trade show back in 1980, a simple conversation about poor quality air and water contaminations led to a business relationship that has so far lasted 29 years and counting.

As part of the original solution, Glaston supplied a dryer and filters to remove moisture and contamination from the compressed air. Subsequently Glaston supplied an HPC DS140 and a 75 kW compressor that is still in use today. To ensure that compressed air is generated using the least amount of electricity Calypso now run a large compressed air system controlled by a modern, TREND based AirStar controller that was developed by Glaston.

Further enhancements saw Glaston fitting heat exchangers. This allowed the heat generated by the compressors to be recovered via the pre heating of boiler water. This provided Calypso with additional savings by reducing boiler system costs.

In addition to maintaining the compressors, Glaston also maintain the site's chilled water system. Calypso require 700 kW of chilled water at any one time. As with the compressed air, the production of the soft drinks is not possible without chilled water and as such Glaston regularly visit the site as part of a comprehensive preventative maintenance plan to ensure maximum reliability.

Calypso has found the services provided by Glaston so reliable they have never considered another supplier in nearly 30 years. Glaston has ensured the Calypso factory is running as efficiently and cost effectively as possible whilst ensuring reliability essential to a 24/7 manufacturing plant.

Bill Matthews of Calypso, who has liaised with Glaston since the very early days comments:

"Glaston's service is second to none, they are always at the end of a phone, no matter what time of day, to assist and respond to any issues."

For more information on how Glaston Compressor Services can help you reduce running costs and maintain reliability visit our website.

## Under the Spotlight

The last Glaston newsletter featured our newest team member, this month we get to know one of our longest serving team members; Peter Corkrey.

Peter has been working at Glaston since 1983. He started out as an engineer and a number of years ago moved into the Stores Controller position, Glaston required someone with technical knowledge and Peter wanted to spend more time at the head office.

To get to know Peter a little better we sent our Roving Reporter to ask him a few questions.

RR: You joined Glaston in 1983, what have you found the most enjoyable?

PC: It is difficult to single out anything specific as I have had varied roles. I enjoy working with the team especially the engineers and I have enjoyed seeing the company grow and develop over the years.

RR: What has changed the most over the 26 years?

PC: Mainly the size of the company, when I started with Glaston there were only 5 members of staff. The hours have changed too, when I first started with Glaston it was a different era and we used to work incredibly long hours getting a fledgling company going but now we have a better work life balance.

RR: Do you enjoy your job more now than when you first started with Glaston?

PC: I enjoyed my role as an engineer when I first started with Glaston as I was out and about a lot, meeting lots of new people and helping companies. I now enjoy my job in the stores as I have a pivotal role within the company and I spend my days helping the Glaston team of engineers and supporting customer requirements. I have received job satisfaction in both my roles and throughout my 26 years at Glaston.

RR: What is a typical day like for Glaston?

PC: I usually get into work early around 8.15 so that I can have a cuppa and a natter with the lads in the workshop before we all start the day. During my day I help all the engineers with any requirements or problems they may have regarding spares. I take telephone enquiries, order parts for Glaston and our customers and co-ordinate the receiving and sending out of goods. I make sure the stores department is kept organised and running smoothly to ensure all spares are available when required.

RR: What is your most memorable day at Glaston?

PC: It was early on in my time with Glaston and I was on a job with engineer, Tom Jones. At the time Tom had a beard and wore glasses just like Rolf Harris. We were installing a water line and Tom was up a ladder when the pipe burst. He looked down at me and I shouted "kids love water!" 'Kid's Love Water' was a TV advertisement featuring Rolf Harris that was out at the time encouraging kids to learn how to swim. Needless to say I cannot repeat what Tom said in response. I think it was one of those where you had to be there but we still laugh about it today.

## Glaston Achieves Achilles Verification



Glaston Compressors are proud to have received verification from the prestigious supplier management programme, Achilles.

Achilles work to identify, qualify, evaluate and monitor suppliers on behalf of major organisations worldwide. Achilles build and support buyer-supplier communities in many industry sectors, creating unique and powerful global networks. Their services for sustainable procurement helps create opportunities for business and reduce risk in the supply chain.

As a major supplier to the utilities industry, ranging from power generation to water suppliers, Glaston Compressors are proud to be associated and score so highly with Achilles, giving customers peace of mind that they are dealing with a truly professional company.

For more about Achilles visit:  
<http://www.achilles.com/>

[Click here to view our Achilles certificate](#)

## Financing your Compressor

To help customers make the most of modern energy efficient compressor installations without laying out large capital amounts, Glaston are pleased to offer complete funding packages, including installation works.

Funded entirely by Glaston, we can offer bespoke solutions for any requirement. We can fund the capital and installation works over a period of time that suits both parties. The funding would also include all maintenance and extended warranty costs.

At the end of any agreement the customer can choose to buy the equipment outright, carry on with the same equipment or install the latest new equipment.

Whatever your requirement, Glaston can provide a solution.

For more information on the options available from Glaston please contact a member of our team on

**01695 51010**

[Click here for more information on financing your compressor.](#)

