

Ormiston powers on with green energy

Ormiston Wire is taking the lead in showing how smaller businesses can adopt sustainable energy sources.

In July 2003, it became the first small company in Britain to convert daylight and wind into electricity.

The installation came just seven days after the Government's announcement that offshore wind turbines would play a key part in meeting the UK's future energy needs.

Managing director Mark Ormiston believes that switching to environmentally-friendly energy production is simply good business sense.

He says: "As a family business that has run for 210 years, we see measures such as installing solar power as an investment, not just in the environment, but in the future of our business."

"There is a lot of money to be saved on your utility bills through alternative technology."

An eye-catching Proven WT2500 wind turbine now takes pride of place on the factory roof, along with the 120 solar



Mark Ormiston: alternative energy shows the way forward for the UK



panels installed by ecosol UK.

The panels provide a fifth of the company's electricity needs and power all its machinery.

Any spare energy produced is sold back to the grid via Ecotricity, the company's 'green' electricity supplier.

The total cost of the scheme is around £60,000, although the

Energy Savings Trust provided a £23,000 grant.

But Mark expects the company's electricity bills to be reduced eventually by an average of £1,000 a year.

● Ormiston Wire, established in 1793, manufactures all types of wire for industry and commerce.

Firm gets Queen's Award for environmental innovation

The company has received the prestigious Queen's Award for Enterprise for their environmental achievements in 2002.

The award, in the Sustainable Development category, was given for Ormiston's integration of sustainable development principles

into corporate management.

Only those companies which have demonstrated an outstanding advance or continuous achievement in the field are eligible.

Managing director Mark Ormiston attended a reception at Buckingham Palace honouring the winners, along with general manager Chitra Puri and production foreman Amalio Martinez.

Mark says: "We enjoyed ourselves very much. It was great to be

there spreading the word about our innovations."

Speaking at a dinner to honour the winners, Alan Johnson, then Minister of State for Employment Relations, Industry and the Regions, said: "I am conscious of the tremendous effort and dedication involved in achieving the sustained business success required to put a

company into the running for this tremendous accolade."





Mick Gevaux: joined in 1963



Alan Viscal: runs the extrusion machine for plastic coating



Jeffrey Noronha

Ken proves the value of age & experience



Ken Barker: rose through the ranks to become managing director

This year, Ormiston is celebrating the 51 years that non-executive and technical director Ken Barker, 71, has spent with the company.

He began in February 1952 as an assistant to the then braiding shop foreman, Harry Stone. Later, he became involved with other departments, including drawing, wire ropes and winding.

He rose up the company to become factory manager, works director, assistant managing director and managing director

"My many years at Ormiston have been extremely interesting and enjoyable," he says.

The Government's Age Positive

programme is currently highlighting the advantages of employing older people. But Ormiston has always appreciated the value of age and experience.

Mark's oldest employee, cleaner Arthur Casey, is still working at 96. Arthur joined the company 27 years ago and says: "I'm going to carry on for a while yet."

Among other long servers is Mick Gevaux, 55, a wire winder, who has been an Ormiston employee since he joined as a 15-year-old in 1963.

Alan Viscal, 43, is in charge of the extrusion machine which coats the wires in plastic. He joined in 1991. But one who got away is Jeffrey Noronha, 35, who is leaving after 19 years for a new life in Ireland.

Credit card? That'll do nicely

Don't get tied down by cheques – enjoy the ease of electronic payments.

You can pay for your wire orders using Visa, Mastercard and Switch, as well as directly into Ormiston's bank account.

Quality is assured

Ormiston has been working towards the new Quality Standard ISO 9001:2000, due to be introduced in December 2003.

For up-to-date information on Ormiston's Quality Standards, visit www.ormiston-wire.co.uk.

Harry's magic wire

He's the biggest phenomenon since Star Wars – but Harry Potter only flies thanks to Ormiston wires.

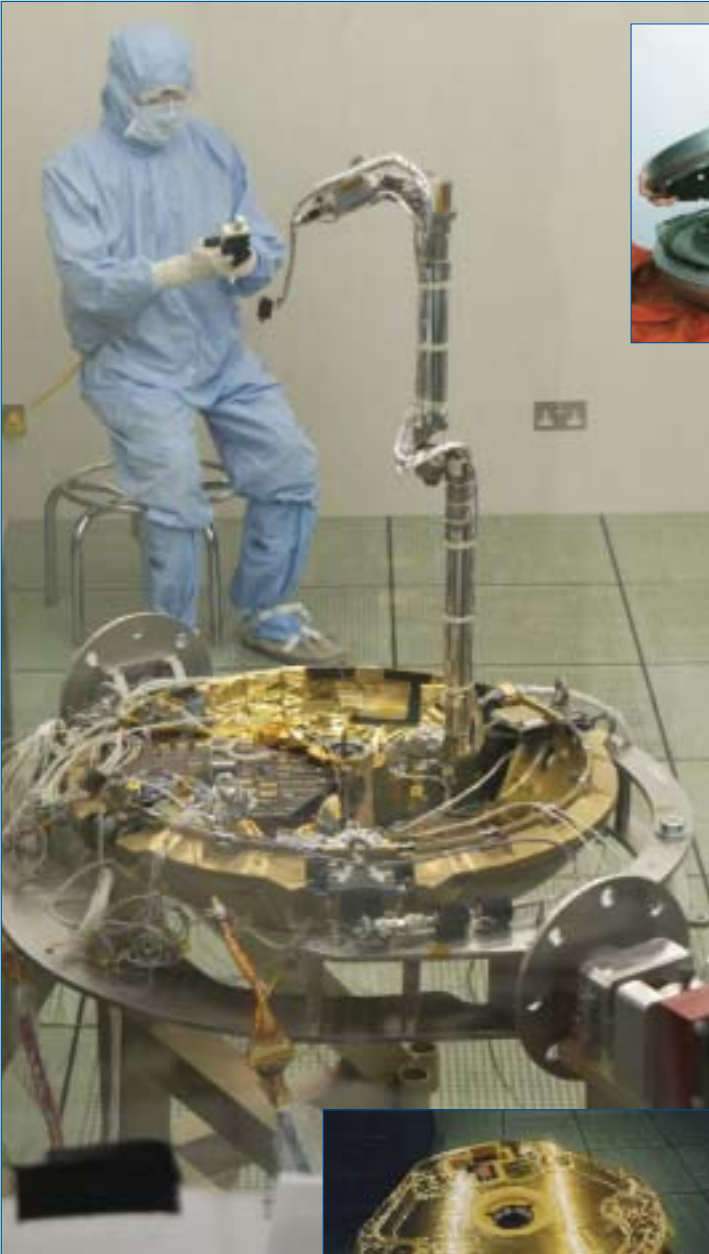
Harry is not the only cinematic hero to have benefited from Ormiston's expertise.

The company also supplied wires used in the 20th James Bond film *Die Another Day*, and the Angelina Jolie blockbuster *Lara Croft Tomb Raider: Cradle of Life*.

Money for good causes

Last year Ormiston gave more than £2,000 to good causes, both local and national. This year, says Mark Ormiston, they're hoping to match that total.

This year's charities are St. John's Church, Isleworth; sustainable transport charity Sustrans; Trees for London and the UK environmental charity Global Action Plan.



Pictures: All rights reserved Beagle 2



Far left: technicians assemble Beagle 2 and, below left, the closed machine; left, Colin Pillinger with his Mars probe

Space... the final frontier

From the streets of Hammersmith to the outer reaches of space – Ormiston wires are upholding the company’s motto, ‘any kind of wire.’

When Professor Colin Pillinger’s dream of launching his Beagle 2 probe to Mars came true, Ormiston wires were involved in the construction of the craft.

“We’re sure the craft will make it there safely,” says Mark Ormiston. “Then we can say our wires have been all the way to Mars.”

Back down to earth, Ormiston has manufactured steel security cables for bicycles which will be rented out to London commuters in an innovative scheme to cut car use in the capital.

Inside the steel cable is a microchip. Users of the scheme will receive a PIN number via their mobile phone which activates the microchip to release the bike.

“As a cyclist myself, I’m very pleased to be involved with this scheme,” says Mark.

Ormiston continue to supply high-quality wires to museums and the film industry.

When a nuclear power station in New South Wales, Australia, needed replacements for specially constructed stainless steel ropes which Ormiston supplied back in 1957, they were delighted to find out that the company is still going strong – and ordered the same products again.



Green machine:
Ormiston keeps them
safe and sound

Secret
of
our
success

Companies wanting to learn the secret of Ormiston's success can now quiz its management team directly as part of a new scheme.

The company has been chosen by Inside UK Enterprise (IUKE) – a government organisation dedicated to improving the performance of British business – to share its expertise (www.iuke.co.uk).

Representatives from businesses all over the UK will visit the factory in

Isleworth, to learn about Ormiston's exceptional track record on sustainability, quality, environmental systems and marketing on a small budget.

Mark Ormiston says, "We have already had one visit which was a great success and we are looking forward to the next one. It's particularly exciting to be included as we are one of the smallest businesses in the scheme, with just 12 dedicated employees."



Ormiston
takes over
Midlands
wire
company

Ormiston Wire has acquired Midland Wire Cordage (MWC).

Like Ormiston, MWC has a long history – it was founded in 1875.

Between them, the two companies have a wealth of experience in all aspects of wire, wire rope, rope assemblies and associated end fittings, particularly in the smaller sizes.

Both businesses will carry on trading with their existing management teams.



New machine adds **another string to their bow**

It's onwards and upwards for Ormiston, as it moves into new areas of wire manufacturing.

"We are doing more assembly work – manufacturing architectural wires, balustrades and wires for shop displays," says Mark Ormiston.

The company is also ensuring that old-fashioned methods of production run alongside the latest technology, with the recent purchase of a new £10,000 winding machine, above.

'How long
is
a piece of
wire?'

We all know the saying 'how long is a piece of string'. But if you've ever wondered 'how long is a piece of wire', the answer is on Ormiston's web site, www.ormiston-wire.co.uk.

The site contains a wire converter – just enter the diameter of the wire you require and it will calculate the length of wire per kilo for you.

Ormiston Wire Ltd
Wire Converter

Enter the diameter of the wire (mm) in the box then click calculate to find out the length of wire per kilogram for the types of wire below.

Diameter mm

Material	Metres/Kg
Copper	8.95
Iron/Steel	10.12
Stainless Steel	10.00
Aluminium	29.47
Lead	7.82
Nickel	8.94

Super Clamps **Applications** are an instantly adjustable high quality metal cable fitting product. By simply pressing the bottom on each clamp it can be increased up or down to a size perfect where it becomes instantly locked. No tools are required.

Product Advice The 'Technical Support' help you send your needs directly to us, so we can send you more information about the product you are looking for.

Downloads Available to download the New Technical and Product Information Catalogue. [Click here](#) for more information.

Wire Converter Use the **Wire Converter** to work out the length of wire per kilogram for any type and diameter of wire.

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