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Waterman establishes UK base

Buoyed by the success of its Australian offshoot, Waterman AHW, UK-based Waterman Group has established a manufacturing base in Birmingham, England, targeting the food and beverage (F&B) market.

Waterman is a leader in project management covering structural building and process plant areas.

In Australia, Waterman boasts a strong track record in F&B, with Campbell Arnott's, Goodman Fielder and a rejuvenated Green's Foods numbered amongst its clients.

Will Wright, divisional director for the company's manufacturing division, recently visited Sydney where he met with Waterman's chairman, John North and associate director, manufacturing services division, Ron Russell.

"Manufacturing is an exciting new move for the Waterman Group and we have been inspired by results of the North team in Australia," Wright told FMN.

"Two big trends in Europe interest us. One is the growth of prepared, convenience foods, such as soups, which are attracting an increasing number of food industry players. The other is the acceleration of plant investments in eastern Europe by established 'foodies' in western Europe.

"The Waterman Group will be a part of these trends and this is one vertical market where our manufacturing division will flourish."

North said much of Waterman's success in Australia could be attributed to the independence and impartiality it could offer major food producers.

"We are not a builder, so we can draw up completely unaligned specs. We don't specialise in food processing, logistics nor packaging equipment, so we can establish unbiased tenders covering a whole new plant or a line upgrade," he said.

Apex targets logistics

Apex Associates, independent supplier of forklift peripherals, is fast emerging as a solutions provider for a wide range of associated logistics.

Bob van der Wild, associate director of Apex Associates, said the core strategy of the Newington, Sydney-based group, was to work closely with clients and in many instances 'problem-solve' their issues.

"We have developed information covering a very wide range of logistics products available in the Australian market and have made close contact with local or offshore manufacturers," he said.

Apex Associates offers a range of logistics support for clients targeting bag handling equipment, barrel and drum handling, carton and case handling equipment, checkweighers, cold stores, bulk and intermediate containers, drum handling equipment, palletisers and depalletisers, vacuum lifts, waste management and winery equipment.

Key alliances include David Ridden at Environmental Recovery Services (ERS) and Ron King at Eastwest Engineering. Apex uses Ultimate Freight, a leader in food machinery transport, with Herman Heigers, for its imports.

Apex boasts a major group of exclusive offshore manufacturers, including Hoppecke batteries, Meyer attachments, Grammer seat technology and Premier Pallet inverters within the forklift sector. It sells mostly direct to all forklift manufacturers, who onsell to foodies.



**Probst of Germany is one player
Apex is now allied with.**