

If the headlines are our only gauge of the state of the manufacturing economy, then business futures for small engineering firms might at first appear rather bleak. But if you look closer, many of these companies are actually performing very well, despite the prevailing economic conditions. Concerted efforts to confront Far Eastern competition and a dedication to quality and service have given these companies the wherewithal to take on any adverse conditions in the cycle, as one Surrey based firm demonstrates.....

# Business as usual!



Redhill based jbj Techniques is a specialist supplier of high-quality products for the mechanical power transmission and fluid power sectors. The company offers a high level of in-house expertise plus a huge selection of products to meet a very broad range of customer applications. From specification, through technical advice and manufacture to after-sales support, jbj Techniques provides a comprehensive and valued service to the power transmission and hydraulics industries. The company fields a UK-wide team of technical sales engineers to ensure that the business is close to its customers, and it enjoys excellent associations with European manufacturers, acting as sole UK distributor in many cases.

jbj's team is recognised for its expertise in the selection and configuration of hydraulic and mechanical transmission systems. Able to draw on an extensive product range that provides the building blocks for bespoke systems both large and small, the in-house design team offers a complete

service, ranging from an assessment of customer requirements to full technical backup, including engineering calculations, CAD based system design, system build and certification. Moreover, customers can take advantage of jbj's own machine-shop facilities and skilled craftsmen to guarantee quality and control costs.

jbj Techniques provides probably the widest range of couplings available within the UK with 14 different designs and 22 different styles of gear couplings alone. The product portfolio includes miniature couplings, all-steel gear couplings, flexible spider couplings, shaft couplings, torque limiting couplings, disc and grid type couplings, ATEX compliant and shaft locking devices.

However, as extensive as the selection is, couplings make up a fraction of jbj's portfolio. In addition, the company can provide gearboxes, clutches, pumps, hydraulic motors, flow meters, fluid power accessories - including cooling systems, reservoirs, seals and indicators - as well as a variety of bell housings and flanges, to name just a few of the product categories.

A recent technical development is the in-house designed 'FD20' data logging system. This fills a gap in the market for a cost-effective, simple to use, four-channel process monitor and alarm controller, combined with PC-based visualisation and data logging software. Readers can get a full description of this product at [www.jbj.co.uk/fd20.html](http://www.jbj.co.uk/fd20.html) including press reports following its launched, earlier this year.

jbj Techniques Limited is proud of it's relationship and reputation with customers and suppliers. The core client base is stable and loyal, which is testament to the quality of service provided by the company. A similar relationship exists with suppliers, ensuring a continuing high-quality service in which customers can have complete confidence.



This montage gives some flavour of the breadth of jbj Techniques' mechanical and hydraulic power transmission product range

**i** More info - Enter 668  
at [www.dpaonthenet.net/enquiries](http://www.dpaonthenet.net/enquiries)

**jbj Techniques Limited**  
28 Trowers Way,  
Holmethorpe Industrial Estate  
Redhill, Surrey  
RH1 2LW  
Tel: 01737 767493  
Web: [www.jbj.co.uk](http://www.jbj.co.uk)