

Micropack renews visual flame detection contract with Norcott

Assembly specialist, Norcott EMS (Norcott), has been re-appointed by leading flame detection systems company Micropack (Engineering) Ltd (Micropack) to provide the hardware platforms for its CCTV based range of fire detection solutions.

The £250,000 contract will see Norcott continue to provide Micropack with a turn-key electronics manufacturing service, encompassing everything from the design and development of new products through to system manufacture, test, repair and upgrade management.



Selling mainly into the oil and gas industry across the world, Micropack's Visual Flame Detection systems have significant advantages over other solutions, in that they are effective in detecting dangerous, hard to see events such as methane fires. The video output also allows remote management of the event, ensuring that an appropriate response can be rapidly deployed. Furthermore, post-incident evidence gathering is improved by the fact that recordable video footage is available.

With demand growing all the time for this key product, Micropack's success depends on an effective supply chain with the ability to manage peaks in demand when fulfilling larger installation projects. Norcott's flexible manufacturing services provide this capability.

Norcott's 'build to order' program allows Micropack to vary monthly delivery quantities to minimise built product stock holding whilst always being able to meet customer demand. Key material is procured against annualised quantities to minimise costs and mitigate ever increasing component lead-times.

Micropack managing director Ray Hynds comments: "We have used Norcott for a number of years now, and over this time have been able to build up a close and mutually beneficial relationship. For example, not only does Norcott seamlessly handle the assembly of our hardware platforms, but it also plays an integral role in their design.

"The company's design expertise and willingness to work collaboratively is a key selling point. It means that we do not have to worry about the technical ramifications of product modification or pending component obsolescence – all this is handled for us by Norcott."

Being able to hand over the task of hardware platform and manufacturing design has also had business as well as convenience benefits for Micropack. Ray continues: "With Norcott on board, we found we no longer needed to maintain an internal electronics design function.

Saving on this aspect of the business has allowed us to invest in expansion – in ventures such as our US sales office.

“What works best about our relationship with Norcott, however, is that it is both collaborative and close. Norcott has an in-depth understanding of our needs as a business and, moreover, can deliver on them. This approach ensures that the two businesses are able to move beyond client-supplier status and into what effectively works as a partnership.”

Norcott managing director Pete Lomas concludes: “We are delighted with this contract renewal. As a company, Norcott places great emphasis on the delivery of a fully integrated and seamless manufacturing solution within a collaborative, long-term relationship. Our partnership with Micropack is an excellent example of how well such an approach can work for all involved.”