



NEWS

World leaders in handling and feeding technology

NEWS

Jobs **boost** after RNA Automation expands further in the US

'Jobs boost after RNA Automation expands into the US'. *Birmingham Post Online*, 24 June 2010. Business News: Manufacturing & Skills. Available at: <http://www.birminghampost.net/birmingham-business-news/manufacturing-and-skills-business/2010/06/24/> [Accessed 1 July 2010]

Chamber of Commerce UK Trade & Investment has helped RNA increase its USA sales by 50%

RNA Automation, based in Castle Bromwich, manufactures specialised equipment for high volume production. RNA was established in 1986, and has progressed into becoming the major supplier of parts handling equipment in the UK.

Following the growth and desire to expand its overseas markets, RNA enrolled in the UKTI's Overseas Introduction Service (OMIS) which gives planning and ongoing support to succeed overseas. UK Trade & Investment has carried out a bespoke report and given assistance on exporting to the North America market.

Sales manger Andy Perks said RNA - which had very little export sales four years ago - benefited from UK Trade & Investment's (UKTI) assistance.

"The report helped us to understand the marketplace and showed us how to go about selling to the USA, recommending that we deal through agents.

"This advice was spot-on. We followed it through, won new business following an exhibition and we are now selling into the medical, pharmaceutical, cosmetics and automotive sectors in the USA."



"We estimate this business, this year, has an increase of 50 per cent on the previous year - and have just taken on three trainee engineers to deal with the demand."

The company is now looking to grow sales into Ireland after establishing the US as a key market.

In December 2009, the company joined UK Trade & Investment's Gateway to Global Growth programme, which offers a tailored, needs-based service with training and ongoing support for exporters

with two to ten years' experience.

This includes an in-depth export review, assistance in formulating an international trade strategy, networking opportunities to share best practice and signposting to funding streams such as financial support for market visits.

International trade adviser Mark Sankey, based at Birmingham Chamber of Commerce and Industry, helped the company to appoint an agency in the US to get its feet off the ground there. UKTI also organised a recent trip to Philadelphia to meet clients there.

Mr Sankey said: "RNA is an excellent example of an innovative engineering company that is winning new business in overseas markets and taking on new staff, having maximised the services and support available from UK Trade & Investment."

(The full article has been published in 'Birmingham Post', 24 June 2010. To read this news release, please click here)



Welcome to the July issue of RNA newsletter

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Forward

If you have friends or colleagues you think would like to receive a copy of e-News, subscribe their name and email address to us via rna@rna-uk.com

We will forward them the latest issue and add them to our quarterly distribution list.

NEWS

RNA shooting day a great success

The unreliable British weather held out for a perfect sunny day of clay shooting which took place in the heart of Shropshire countryside. All of the participants conducted the day shooting for a 30-bird 2-man flush and were also involved in a number of competitions including team and pair-off competition shots.



RNA would like to thank everyone who attended and helped make it a great day.

You can access more photos in the RNA Facebook Photo Album including individual score cards.

Congratulations to (team 1) Ian Hyde & Gary Sermon, and (team 7) Andy Perks & Mark Brown who won the pair-off competition with a total score of 17.



Ian Hyde, a regular clay shooter gained the top individual score of the day (21), followed by Stuart Brettell and Rick Marshall (17) in 2nd place.

MEDTEC Ireland
22 - 23 September 2010
Radisson SAS Hotel, Galway, Ireland
@ Booth 224



Visit us at MEDTEC Ireland 22 & 23 September 2010, Radisson SAS Hotel, Galway, Ireland. MEDTEC Ireland is the only event dedicated to industry professionals engaged in the design and manufacturing of medical devices in the country. Its unique networking format and content make it an unrivalled success.

Do you have component handling problems?
 Bring your components and RNA will solve them.

You can find RNA at stand no. **224**.

For your FREE visitor pass for the show please click on the image below for registration:

Register Now -

To learn more, visit the official MEDTEC Ireland 2010 website

September '10							October '10							November '10								
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Pack Expo 2010
31 Oct - 3 Nov, 2010
McCormick Place, Chicago, Illinois USA
@ Booth # N-4604



RNA are teamed up with Palace Packaging to offer vibratory and linear feeders! A complete package for all your feeding & unscrambling requirements.

The booth will be hosted by RNA's Principal Distributor, Palace Packaging Machines. You are invited to stop by RNA & Palace Packaging's booth to view product demonstrations, get free CDs and gifts and see the company's array of new and existing products.

We are looking forward to meeting you at booth # **N-4604**.

For your complimentary registration:

1. Go to <http://www.packexpo.com> and click on "Register Now".
2. Proceed with registration.
3. In "Registration Type" enter the code **26U66**
4. And your registration fee will be waived prior to your checkout!

This code is only good for on-line registrations made prior to Oct 30th.

To learn more, visit the official Pack Expo 2010 website

SOLUTION

POUCH HANDLING & INSERTING

Loose pouches, sachets, & bags
 Food, Medical, Pharmaceutical,
 Candy, Condiments, Hardware,
 and Snacks

MODEL OT-18-6
 Sugar packs at 220/
 mins. Two insertions
 into cartoner buckets



No more cutting from the strip!
Single & Multiple count discharge.
Use for batch counting or specific quantities into containers or infeed into other machinery.

- Few moving parts!
- Dedicated change parts for easy & accurate changeovers
- Pre-feed hopper bin with metering belt.
- Variable speed motor for all of tray movement.
- Non-vibratory system.
- Maintains single pouch separation.
- Transfer chutes/tracks to match up with you bagger, cartoner, tray former or wrapper.
- Multiple feeders from one control panel.

Contact Andy Perks @ RNA



Mick's 60th Birthday Treat

RNA Technical Director Mick Keane celebrated his 60th birthday last month. It has been 24 years since Mick first started just after RNA UK was launched.

Mick was treated to a road trip between Miami and Naples as part of his birthday celebrations.

