



WHAT'S NEW WITH SIZER...

From Animal Feed to Renewable Energy and More.....

Sizer Pelleting Solutions has a quality problem with a difference. Its machines are simply too good.

For nearly 90 years, Sizer has sold its animal feed pelleting machines around the world and they just kept on working, requiring limited maintenance and seldom needing to be replaced.

That said, the team still sees scope for expansion in its historical markets and new opportunities are opening up for innovative applications for its technology in the energy and construction industries – not to mention literally at the other end of the animal food line, manure.

The company has been looking long and hard at other applications and other materials that could benefit from pelleting, focusing on the burgeoning opportunities offered by recycling and renewable energy.

They have teamed up with Hallam Energy, the consultancy set up by Sheffield Hallam University to help businesses to benefit from the energy engineering expertise of its materials and engineering research institute.

"We ran a project with Hallam Energy to look at what we could do to move these machines into different markets – primarily the market for wood," says Roger



Pearson, Managing Director.

"As a result we could see there were other things pelleted."

One of the first products Sizer looked at pelleting was wood. "Pellets can be made from virgin wood that has been dried and we are also looking at waste wood – off-cuts from joiners and saw mills, saw dust and material collected by extraction fans," says Mr Pearson.

"The lignum is still there, which helps it bond when you compress it in a die to form the pellet, it's easier to transport – you may need one lorry where previously you needed three – and you can sell it as a fuel or for animal bedding because it is dust free and absorbent as well."

Wood is more difficult to process than animal feed. A machine that will produce 10 tonnes of animal pellets in an hour may only produce three tonnes of wood pellets. "We are re-engineering the bits inside that take a bit of a hammering," says Mr Pearson. "We are still designing and developing."

Sizer's machines have already been used to make fertiliser pellets from chicken manure and slug pellets from sheep's wool (the slugs hate the fine scales and small barbs on the tips of the wool fibres), as well as the chemical variety.

Orbit

... New distributors in Europe



International students from Sheffield Hallam University Business School have been helping Sizer Ltd to build international links with Spain and Italy.

South Yorkshire-based Sizer set the 7 students the task of sourcing information on agents within Spain and Italy as part of its ambitious global expansion plans supplying pelleting equipment and spare parts.

Suzanne Birley, Commercial Manager explains: "Spain and Italy have massive pelleting industries both in the animal feed and bio-mass markets. The linguistic skills of the students will help massively in our research and allow us to identify the opportunities to increase Sizer's presence in these countries".

....A new face on the team



Emma Nottingham has joined the Sizer team to take responsibility for the day to day administration of the company and to work alongside the management to deliver a range of business projects

for the team.

Emma has extensive administration expertise which we hope will further strengthen the business.

Emma will initially be looking at the companies systems to assess what revisions and improvements can be made.





A FURTHER INSIGHT... To Nick Finch, Technical Director

The first animal feed pelleting press was developed in 1899 by Richard Sizer. His company had already been engineering in Hull for 35 years, where he'd seen the wastage and problems associated with storing and transporting dusty meal. Recently, Newburgh re-introduced the Sizer name to the milling industry. The company can trace its roots back to the workshop in Hull where the Orbit pellet press was conceived and born. Nick Finch has long associations with the Sizer name. His father started making and selling dies for Sizer presses almost 40 years ago.



Nick continued the company's growth into further new markets but also into the supply of spare parts to suit the pellet presses of other manufacturers. As mills became larger so did presses. Larger presses use larger dies and more complex spare parts which suited the high spec engineering which Nick and the team at OSL could offer.

Diversifying again, Nick pioneered work in the biofuels sector where the same arguments for pelleting apply. Wood fuel in particular is far easier to transport, store and use efficiently if pelleted.

Nick Finch is a Yorkshireman and proud of it. Born in Sheffield to a teacher and an engineer, he was raised with oily hands and an enquiring mind. He graduated in 1979 and accepted his father's invitation to join the family firm. A firm he's been working for ever since.

Like so many of us he started out in sales, selling rollers and dies to the many feed mills to be found in those days and in 1985 bought out his father's business partner to become a co-owner of the Walden Sizer business.

These were times of rising prices and new ideas. Mills became increasingly interested in least-cost formulation which increased demand for pelleting dies, as alternative ingredients such as imported tapioca were quite abrasive, shortening die life considerably.

As we all know milk quotas created major change in the industry with production capacity being taken out and mills closing. Nick and his father now had contracts to replace or refurbish all Sizer dies whilst also diversifying into new sectors, most notably the brewers and maltsters market. Walden Sizer supplied and installed numerous pellet presses from the Orbit range to the many distillery/maltings companies and to this day continue to supply the specialist spare parts.

As the consolidation continued they sold the business to the larger OSL Group, where father and son were pretty much left to run the business as they had before. The difference here being the benefits of scale and access to investment that could not be justified in the smaller company.

In 2007, OSL decided to divest itself of the feed industry subsidiary. The business appealed to larger engineering groups, so in November 2007 Newburgh bought the business and the team remained in place to lead it.

April 2010, saw the re-launch of the Sizer name with a company name change and well attended launch party at Newburgh's South Yorkshire headquarters.

There is a trend towards bringing the past to life by re-introducing heritage brands: Mini, Beetle and the Wispa chocolate bar. In the case of Sizer, it asserts the company's commitment to the feed business where Nick feels there is a good future for the brand. 'Everyone is looking for increasing efficiency and improving customer service,' he explained. 'For the feed mill, Sizer combines the experience of our past with the eagerness to explore and learn about new markets and product ranges, whilst maintaining the very best levels of customer service,' he added.

Nick is optimistic about the future for Sizer. New mills are being built, particularly in Asia and South America and 70% of all the presses in the world were made by Sizer during the 60s and 70s. Growing global concern about carbon emissions and waste minimisation is destined to boost the bio-fuel industry, as well as the growing trend of using municipal waste to generate energy. As Nick said, 'the very same problem of dust, smell and wastage that prompted Richard Sizer to get cracking in 1899 apply just as much today in these emerging power generating industries,' Pelleting is clearly here to stay, and so is the name Sizer.

The Seasons Greetings from us to you

Our office will be closed as follows for the Christmas festivities: -

12noon Friday 24th December—re-opening 9:00am on Wednesday 29th December 2010

12noon Friday 31st December—re-opening 8:30am on Tuesday 4th January 2011.

You can contact us on the following numbers: -

Main office: +44 (0) 1709 724279

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May we thank you for your support throughout 2010 and wish you all a very merry Christmas and a prosperous new year!

From all the team at Sizer Ltd,

Roger, Nick, Suzanne, Emma, Graham & Bryn

