

# Hazardous Area Specialists



Visualisation ● Personnel Location ● Purge and Explosion Proof Engineering  
Wireless Networks ● Product Certification and Development ● Specialist Products

## Extronics Pre Tender Qualification Manual





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# Company Profile

## General Statement

Extronics is one of the worlds leading companies supplying specialist equipment and solutions into Extreme and Hazardous Area environments where flammable gases, vapours or dusts may be present.

## Business

Extronics is a leading global designer and manufacturer of intrinsically safe and explosion proof equipment. From our UK headquarters, we serve customers that work in potentially explosive environments especially in the chemical, pharmaceutical, petrochemical, oil and gas industries.

The company has developed considerable expertise in vision technologies, engineered solutions and wireless technologies for the hazardous area and continues to be a leader and innovator in the hazardous area market .

## Profile

Founded in 1992 by John Hartley, the company marketed a range of “Ex” certified products for use in hazardous areas. The focus on developing industry-leading expertise within Extronics facilitated the development of a discrete business unit which produced engineered solutions based on Exd and Exp purge protection concepts . This provided cost effective and fit for purpose solutions compliant with the regulatory standards for hazardous areas.

The evolution of engineered solutions created the opportunity for Extronics to invest in Research and Development. Extensive work in R&D provided the platform for Extronics Wireless portfolio embracing Active Tags for mustering, people and asset tracking on plant, WLAN developed with Enterprise Class manufacturers globally to support data transfer, CCTV, portable maintenance tools combining voice and vision.

With the widespread adoption of international safety standards regarding explosive industrial environments, the Extronics “i” range of Intrinsically Safe and Explosion-Proof products became relevant to process industries across the globe. To properly serve these areas, Extronics has invested heavily in its website and developed a network of Sales Partners & Resellers located in major industrial centres throughout the world.

## Capabilities

Extronics engineering department provides a broad spectrum of services:

- Engineering solutions based on client specification
- Bespoke design and build of engineered solutions
- Ex d certified solutions
- Ex p certified solutions

## Technical

- Wireless network system engineering
- 3D Cad facility
- Complete certification and documentation for the provision of a Technical Construction file for each product or engineered solution.
- Research and development capability
- Testing capability for product design and re-engineering
- Assessment of products and systems to determine the economic and technical viability of production

## Safety

Extronics statement of general policy is:-

- to provide adequate control of the health and safety risks arising from our work activities;
- to consult with our employees on matters affecting their health and safety;
- to provide and maintain safe plant and equipment;
- to ensure safe handling and use of substances;
- to provide information, instruction and supervision for employees;
- to ensure all employees are competent to do their tasks and to give them adequate training;
- to prevent accidents and cases of work-related ill health;
- to maintain safe and healthy working conditions; and
- to review and revise this policy as necessary at regular intervals.

## Management Team

John Hartley	Managing Director/Technical Director New Developments
Paul Lazor	Sales & marketing Director
Nick Saunders	Technical Services Manager
Ben Seaby	R & D Manager
Ross Tye	Marketing Manager
Steve Dunlop	Administration & Finance Manager
Mike Mirams	Quality Manager

## Extronics Sales Partners

Extronics products are supplied and supported through a global network of Sales Partners and Resellers to provide the best possible local service and support specific to your application.



[Sales Partners](#)

[Technology Partners](#)

## Quality

Extronics has developed and implemented a quality management system to demonstrate its ability to consistently provide products and services, which comply with the applicable regulatory requirements whilst addressing customer satisfaction. Through an effective application of its system Extronics delivers continuous improvement reducing non-conformances.

Extronics QA system complies with ISO9001:2008

The Quality System Manual is divided into a number of sections modelled on the sectional organisation of ISO9001:2008. The purpose of this manual is to define and describe the quality system, to define authorities and responsibilities of management involved in the operation of the system and to make reference to general operational procedures for all of the processes or activities, which form the quality system.

In summary Extronics QA Manual addresses

- Quality Policy
- Document and Data Control
- Design control
- Procurement Control
- Customer Supplied Material

Company Control Mechanisms include:

- Inspection and Test
- Calibration control
- Non conformance Processing and reporting
- Corrective Action Initiatives
- Internal Auditing
- Employee training

## Quality Assurance Documentation

[ISO9001 2008 Quality Assurance Certificate](#)  
[ATEX Production Quality Assurance Certificate](#)  
[Quality Manual](#)  
[ROHS & WEEE Directives Extronics Company Policy](#)  
[REACH Regulations Policy Statement](#)

## Corporate Information

Company Legal Name, Registered Address and Place of Business;

Extronics Ltd,

Located at:

1, Dalton Way  
Midpoint 18  
Middlewich  
Cheshire  
United Kingdom  
CW10 0HU

VAT Number: 611 5009 90

Company Registration Number: 3076287

Main Switchboard Telephone Number: +44 (0)845 277 5000

Main Fax Number: +44 (0)845 277 4000

Email: [info@extronic.com](mailto:info@extronic.com)

Website: [www.extronics.com](http://www.extronics.com)

Company Bank:

National Westminster Bank plc  
46 High Street  
Congleton  
Cheshire

## Products and Services

Extronics has continued to enhance its product range for use in potentially explosive atmospheres in order to provide an innovative and focussed range of products for the UK and International market. The enhanced product range now embraces technology to meet with the requirements of many more applications, within Process Automation, Monitoring and Control, Electrical Installation, Test, Calibration. Additionally Extronics has developed a range of product solutions to address the emerging and dynamic Communications market providing the infrastructure for WLAN (wireless Local Area Networks).

Information on the product range is available on the company's website's, [www.extronics.com](http://www.extronics.com). The electronic version offers a host of information including data sheets, operating instructions and Ex conformity certificates. Extronics endeavours to provide effective support for its range of products and offering an efficient and friendly service to all its clients.

Extronics product range includes:

- [Cameras](#)
- [Explosion Proof Solutions](#)
- [Galvanic Isolators & Barriers](#)
- [Gas Detection](#)
- [Mobile Phones](#)
- [PCs & Data Capture](#)
- [Personnel and Asset Tracking](#)
- [Purge Solutions](#)
- [Uninterruptible Power Supply](#)
- [Wireless](#)

### Explosion Proof & Purge Solutions

Extronics has continued to expand its customer base by the provision of Ex expertise to resolve problems for OEM's, Contractors, Systems House's and many more areas of industry by offering flameproof and purged solutions. Standard equipment that requires installation in a hazardous area can be integrated into a customised solution based on either explosion proof (Ex d) or pressurisation (Ex p) protection technology.

Utilising enclosures from leading manufacturers and the latest digital purge controller Extronics solutions are competitive and can be delivered on time with the relevant certification complying with the latest standards. Extronics can deliver solutions which are compliant to the clients specific requirements.

### Engineered Solutions

The ATEX Directive has increased the demand for bespoke solutions in many more areas of industry. This requires that the diversity of applications be matched with a high level of expertise and ingenuity not only for the Chemical, Pharmaceutical, Oil and Gas industries but for the entire spectrum of industry whereby standard products in the market are not suitable in their own right for the users requirements.

Extronics now offers an even greater range of services providing project design and consultation. This culminates in the system build which incorporates a complete package of equipment, including documentation, training and commissioning for Systems integrators and End Users to customised products that meet the specialised requirements of OEM's. Details of Extronics Engineered solutions can be found at [www.extronics.com/engineering](http://www.extronics.com/engineering)

# Products and Services

## R & D New Product Development

Through considerable investment in Research and Development, Extronics has developed a real commercial advantage through its innovative product range. The company is increasing its investment in this area roll back the barriers by its innovative ideas in those Hazardous Area applications of work where the need for rapid deployment, mobility and network connectivity forms a part of the dynamic world of new technology in Industry.

Major investment in research and development and the expansion of the range of Extronics products to provide the Infrastructure to support Wireless applications. This places Extronics on the Global map as one of the worlds leading providers of solution for Wireless needs.

## Client List

The following list is by no means exhaustive but provides a selection of clients with whom Extronics has engaged:

ABB Limited  
Aesica Pharmaceuticals Limited  
Air Products PLC  
Airbus UK Ltd  
Akros Chemicals  
Astra Zeneca  
Avery Weigh Tronix  
BAE Systems  
BJ Services  
BP Exploration  
Ciba Speciality Chemicals  
Conoco Phillips  
Diageo  
Eli Lilly  
Emerson  
GlaxoSmithKline  
Honeywell  
Johnson Matthey plc  
Novartis  
Petroplus  
Pfizer  
Schlumberger  
Scotia Gas Networks  
Shell UK  
Siemens  
Speedy Hire  
Syngenta

## Client References

### Wireless Reference List

Customer	Country	Equipment Types and Application Details
ABB	UK	iWAP100 series WLAN based on a Symbol Technologies AP300 access points for the De Ruyter Platform for Petro Canada
ACM Services	France	iWAP101 access point enclosures & iANT100 antennas
Aeroscout	USA	iTAG100 active RFID WiFi tags for automatic mustering of people in on shore refineries and offshore platforms etc. Project is for Mexican Oil & Gas Company
Aeroscout	USA	iTAG100 active RFID WiFi tags for tracking containers - pilot study in Norway
AGEA Technologies	France	iWAP101 access point enclosures & iANT100 antennas for Cisco based WLAN and remote battery powered wireless data acquisition modules and client bridges
Astra Zeneca	UK	iWAP101 access point enclosures for Cisco based WLAN and remote battery powered wireless data acquisition modules and client bridges
Access A/S	Denmark	iWAP101 access point enclosures & iANT100 antennas
BJ Services	UK	iANT101 access points with iANT100 antennas for providing mobile connectivity
BP	UK	iWAP101 series access point enclosures and iANT100 antennas
BP	Norway	iWAP101 access point enclosures for offshore platform WLAN
Evonik Degussa	UK	iWAP101 & iWAP400 WLAN with mobile full computers
GlaxoSmithKline	UK	iWAP101 & iWAP300 series enclosures and iANT100 antennas for deployment of Cisco WLAN across four UK manufacturing sites
Invensys		iWAP200 & iWAP300 series MESH Ethernet routers and 802.11a/b/g WLAN. RFID Tags with PDA based readers. End client Total Oil Refinery.
Marco	UK	iWAP101 series access point enclosures and iANT100 antennas. iANT400 WiFi client bridge
Schlumberger	UK	iWAP101 series enclosures and iANT100 antennas for deployment of Cisco WLAN and MESH
Shell IT International	UK	iWAP101 series access point enclosures and iANT100 antennas for WLAN pilot project
TC Installations	UK	iWAP101 access point enclosures for Dewars whiskey distilleries
Telecom Systems SA	Switzerland	iWAP101 series access point enclosures & iANT100 antennas for WLAN in pharmaceutical plant
Telesafe	Norway	iWAP101 access point enclosures & iANT100 antennas for WLAN for various Stat Oil platforms
Tieto Einator	Norway	iTAG100 active RFID WiFi tags for automatic mustering of people in on shore refineries and offshore platforms etc. Includes integration of iCITE100 to enable counting of people into life boats. Tieto Einator provide a class leading POB (Person on Board) software solution and have integrated our tracking products into their system
Wintershall	Libya	iTAG100 active RFID WiFi tags for automatic mustering of people in an oil & gas facility

## Client References

### Specialist Explosion Proof Product Reference List

Customer	Country	Equipment Type
Aptuit	UK	iCAM100 CCTV Camera and iVID100 Zone 1 Video Monitor
Atcom ApS	Denmark	iCAM100 Zone 1 CCTV Camera
Boots Company PLC	UK	iSCAN200 Intrinsically Safe Cordless Barcode Scanners
Bosch Rexroth	UK	Hydraulic Control Unit — Engineered Solution
British Gas	Tunisia	iPURGE150 Zone 2 Purge Controllers
Controrg	Hungary	Zone 2 FID Analyser — Engineered Solution
Cosalt	UK	iLITE300 Zone 1 and 21 Portable Light
CTQ	Mexico	Ignition Transformer enclosure — Engineered Solution
Electro Flow Controls	UK	iPURGE200 Zone 1 Purge Controllers
GlaxoSmithKline	UK	Challenger PC Terminals
Goodrich	UK	iGAS100 Gas Detection System
Helipebs	UK	Zone 1 Hydraulic power pack for a lift — Engineered Solution
Matrix Control Solutions	UK	Zone 1/ 21 certified control for exhaust system — Engineered Solution
Process Combustion	UK	Zone 1 & 2 Purge Controllers and iKEY100 Zone 1 Keyboard
Rolls Royce	UK	iGAS100 Gas Detection System and Annunciator panels
Shell International	UK	iCAM500 Digital Camera (shipped to various Ships)



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