



LOOK INSIDE TO SEE WHO USES  
**EMIR Software**



We have an extensive client list, who are reaping the benefits of EMiR software. This guide contains just a few of the many companies that have adopted EMiR to meet the specific challenges of growing a successful business in this industry.

With over 30 years of experience, we have developed a very diverse customer base within the electro-mechanical industry. We continually update and add to our service to guarantee you have everything you need to succeed.

You will see that our customers business is heavily focused around electro-mechanical repair. That's because our software is designed specifically for how these company's run their workshop, manage stock, publish quotes, schedule their labour and much more.

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Scan here for  
an introduction  
to EMiR



SCAN ME

# Finding your way around this guide:

COMPANY	ADC Electrical	Central Group	DR Clark	Dürr Technik UK	EMR Silverthorn	Fenflow	Hayley 24/7	Hidrostal Ltd	IPS Newcastle Ltd	Knowlton and Newman	Mawdsleys	Mechanica Utilities	RSE Control Systems	Torishima FZCO Dubai	Webb Elec	WGM Engineering
<b>PRODUCTS</b>																
Drives																
Motors																
Gearboxes																
Pumps																
Compressors																
Hydraulics																
Generators																
Control Panels																
Fans/Blowers																
<b>SERVICES</b>																
Repairs																
Site Service																
Sales																
Manufacture																
Hire																
Civils																

## Find out for yourself

Set aside 30 mins and tell us about your business. In return, we'll indicate if EMiR is the right product for your needs and offer budgetary costing. With so much functionality out-of-the-box, you'll be surprised, just how cost-effective an EMiR Solution can be!

## PRODUCTS

MOTORS

TRANSFORMERS

## SERVICES

REPAIRS

SERVICE

SALES

MANUFACTURE



# ADC Electrical

[www.adc-electrical.co.uk](http://www.adc-electrical.co.uk)

Date Installed: 2003

Current no. users: 8

### Company History

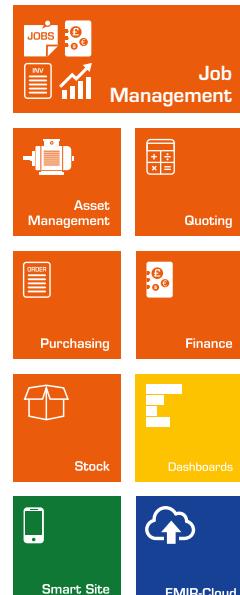
The company was founded in 1974 in premises in Riverside Road, Southwick, Sunderland. Early in 1994, we moved to our present premises which are purpose-built and is of some 14,000 sq ft in floor area.

Their base is a 2.5-acre site in Washington, Tyne and Wear, servicing the entire UK.

Initially, the company was formed to provide a repair/rewind service of industrial electric motors to the shipbuilding repair and engineering businesses in the North East. It quickly extended the base so as to provide a similar service to all types of industry.

The core business was extended to include the supply of new electric motors and the manufacture of air-cooled transformers and iron and air chokes.

Implemented  
Modules/Extensions:



### Why They Chose EMiR

ADC Electrical were one of our first customers and it has been a pleasure working with them for over twenty years. They chose EMiR to manage their business from invoicing to customer management and to this day we still sit at the core of their whole job management.

Access the full  
interview here:

“ EMiR Software was like a breath of fresh air! It is so easy to use and helps us run most elements of our business. ”

*Andy Patten, Business Development Director*



SCAN ME

## PRODUCTS

DRIVES    MOTORS    GEARBOXES    PUMPS

GENERATORS    FANS/BLOWERS    CONTROL PANELS

## SERVICES

REPAIRS    SERVICE    SALES    HIRE



# Central Group

[www.gocentral.co.uk](http://www.gocentral.co.uk)

Date Installed: 2004

Current no. users: 20

## Company History

Central Group, based in Merseyside, was founded in 1972. They are a member of the AEMT and EASA and provide motor and drive sales, service, and repairs. Central Group are a well-established partner in the ABB Motor Service Partnership and the ABB Drives Alliance. Central have expanded into other areas including project management and their Motor Management Scheme and are now also a Siemens partner.

## Why They Chose EMiR

Central Group had tried to bespoke build a software system and had made a considerable expense in both time and money to achieve a working solution, unfortunately to no avail! EMiR's fit both to the electro-mechanical industry and Central's service offerings along with flexible customisable choices means that Central Group found a solution they could adopt very quickly and met their needs well.

“ We were delighted when we discovered it and could see that it was designed for our type of business, and that made it an easy decision to purchase EMiR. Not only have we saved considerable expense on the cost of our old system, but we have also been able to customise EMiR in a short time-frame. ”

*Shaun Sutton, Managing Director*

Implemented  
Modules/Extensions:



Access the full  
interview here:



SCAN ME

## PRODUCTS

PUMPS

MOTORS

HYDRAULICS

## SERVICES

REPAIRS

SERVICE

SALES

HIRE

CIVILS

FABRICATION



# DR Clark

[www.drclarkservices.com](http://www.drclarkservices.com)

Date Installed: 2023

Current no. users: 14

### Company History

DR Clark started work within the industry for Dorr-Oliver, who were the market leaders in the waste and clean water industries at the time. From there, they progressed to starting D R Clark Services and have consistently grown year on year. Over the more recent years they have expanded their services offered, now running multiple civil gangs and dedicated civil management team to accommodate the requirements of their clients.

DR Clark is a family-run business, working within the clean and waste-water industry for more than 25 years. We have vast experience in all project sizes, ranging from smaller one-day visit to multi-million pound projects.

Our disciplines include Mechanical works, Fabrication Services and Civil Engineering, also offering these services round the clock to our valued clients.

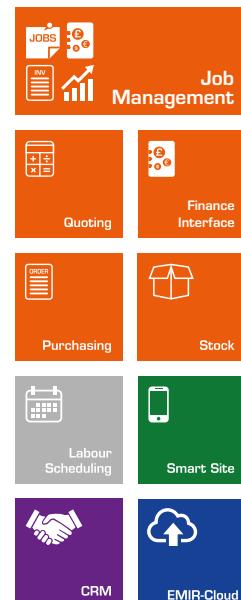
### Why They Chose EMiR

DR Clark chose EMiR Software because they needed a job management. With the significant growth seen within the business over recent times, we were aware of the need for an efficient system that would bring clarity, consistency, and control to their operations. After evaluating options, EMiR stood out for its industry focus, comprehensive functionality, and ability to support the workshop and field teams with real-time visibility.

**“** EMiR has become central to how we run the business – helping us manage jobs, stock, and resources with greater accuracy. It has improved our operational efficiency and given us the visibility we needed to grow with confidence. **”**

*Kyle Sanders, Director*

Implemented  
Modules/Extensions:



Visit the DR Clark  
website here:



## PRODUCTS

PUMPS

COMPRESSORS

HYDRAULICS

## SERVICES

SALES

MANUFACTURE

HIRE



# Dürr Technik UK

[www.duerr-technik.eu](http://www.duerr-technik.eu)

Date Installed: 2019

Current no. users: 13

## Company History

Dürr Technik UK was founded in March 1994, is located in Bath and is a company that operates worldwide in the DÜRR group. Dürr Technik produces bespoke oil-free compressor units and vacuum pumps as well as a vast array of standard models. Modern equipment and their design engineering ability allows Dürr Technik to satisfy their customers high demands.

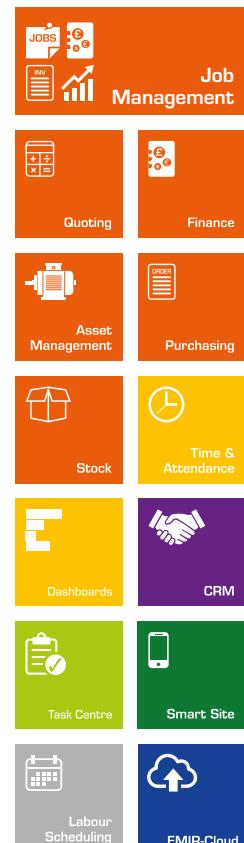
## Why They Chose EMiR

Dürr Technik are primarily manufacturers and assemblers. They wanted a solution that would tie in Quoting with production through to Finance, a common parts list working through the assembly process and an increase in quality delivered to the client. EMiR's integrated solution supported this process well, along with the addition of live time capture, which ensured costs were known at each stage of production.

“ We have been very successful at assembling and providing quality products for our customers, but our process used to involve a lot of administration, many separate systems and duplication of effort. Now with EMiR, the process is managed within one solution and we have better data to run the business on. ”

*Mark White-Sharman, Director*

Implemented  
Modules/Extensions:



Visit the Dürr Technik website here:



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## PRODUCTS

MOTORS

GEARBOXES

PUMPS

CONTROL PANELS

FANS/BLOWERS

## SERVICES

REPAIRS

SERVICE

SALES



# EMR Silverthorn

[www.emrsilverthorn.co.uk](http://www.emrsilverthorn.co.uk)

Date Installed: 2005

Current no. users: 8

## Company History

EMR Silverthorn, based in Wembley, provide a range of high-quality products and services including electric motors, pumps, fans, gearboxes, bearings, filters, belts, chains, inverters, and control panels. They have even supplied, serviced and supported blockbuster movies, including *Harry Potter*, *James Bond* and *Mission Impossible*.

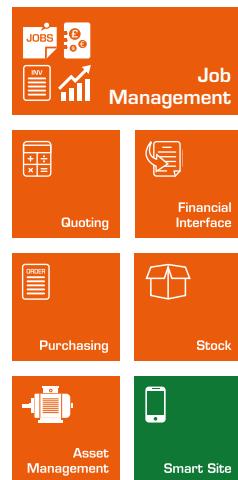
## Why They Chose EMiR

With so much important work in the system at any one time, EMR Silverthorn couldn't produce the schedule of completed work using a paper-based process. There simply wasn't the visibility to deliver each individual element on time, especially when a requirement can change at a moment's notice and decisions need to be made based on recorded data. To solve this, EMR Silverthorn purchased EMiR and its Smart Site Extension that now sits at the heart of the business. From the moment the enquiry is received, every aspect of the work is recorded in EMiR and each member of the team has full visibility.

“ As the engineering manager, I like the fact that we have over 15 years of history invested in EMiR, everything we need to answer questions when the customer calls. This alone is the biggest time saver. ”

*David Ringrose, Manager*

Implemented  
Modules/Extensions:



Visit the EMR Silverthorn  
website here:



SCAN ME

## PRODUCTS

MOTORS

PUMPS

GEARBOXES

## SERVICE

REPAIRS

SERVICE

SALES



# Fenflow

[www.fenflow.co.uk](http://www.fenflow.co.uk)

Date Installed: 2017

Current no. users: 7

### Company History

Fenflow Limited has a proud heritage rooted in decades of engineering expertise and trusted service. Many customers may recognise previous trading names including Britannia, Crane, IMI, and later Shoebridge Engineering Limited. In 2017, the company rebranded as Fenflow Ltd, marking a new chapter while continuing the same commitment to quality and customer care.

Fenflow Ltd offer a total engineering service package, including pump repairs and overhauls, valve servicing, electric motor and gearbox repair, precision machining, on-site engineering support, and much more.

### Why They Chose EMiR

Fenflow had major plans for growth following their rebranding in 2017. They knew that growth needed to be driven by implementing new systems and improved processes within the business. EMiR Software was chosen because it is designed specifically for their workshop and industry and helped with improving workflow across the business.

“ EMiR Software has been with us every step of the way helping us to grow our business and providing tools to enhance the management of it. We get on really well with the team and they are very helpful. ”

*Sara Oliver, Fenflow*

Implemented  
Modules/Extensions:



Access the full  
interview here:



SCAN ME

## PRODUCTS

MOTORS

GEARBOXES

PUMPS

## SERVICES

REPAIRS

SERVICE

SALES



# Hayley 24/7

[www.hayley247.co.uk](http://www.hayley247.co.uk)

Date Installed: 2018

Current no. users: 26

### Company History

Hayley 24/7 Engineering specialise in providing a comprehensive range of reactive and planned mechanical engineering services to a broad and diverse range of industry sectors including; Aerospace, Automotive, Chemical & Pharmaceuticals, Construction, Energy & Utilities, Facilities Management, Food & Beverage, Metal Making & Processing, Mining, Paper and Transport.

### Why They Chose EMiR

Hayley 24/7 struggled having multiple methods of working, which was causing them trouble when trying to align all of their data and organise their workload. They chose EMiR, as it consists of one environment where all information can be stored and easily accessed by departments and staff members.

**“** We chose EMiR due to its industry recognition and position as a leading solution for mechanical engineering. EMiR has enabled us to easily manage different aspects of the business helping us to grow! **”**

*Mark Brady, Director*

Implemented  
Modules/Extensions:



Job Management



Quoting



Finance



Asset Management



Purchasing



Stock



CRM



Time & Attendance



Dashboards



EMiR-Cloud

Visit the Hayley 24/7 website here:



SCAN ME

## PRODUCTS

MOTORS

PUMPS

HYDRAULICS

## SERVICES

REPAIRS

SERVICE

SALES

MANUFACTURE



# Hidrostal Ltd

[www.hidrostal.co.uk](http://www.hidrostal.co.uk)

Date Installed: 2013

Current no. users: 35

### Company History

Hidrostal, based in Berkshire and West Yorkshire, are responsible for making Hidrostal AG products in the UK, Ireland, Africa, the Middle East, India, and Pakistan. They have almost 40 years of experience in the industry and have deployed thousands of pumping systems. This means the company fully understand their clients' needs and can meet the technical requirements involved.

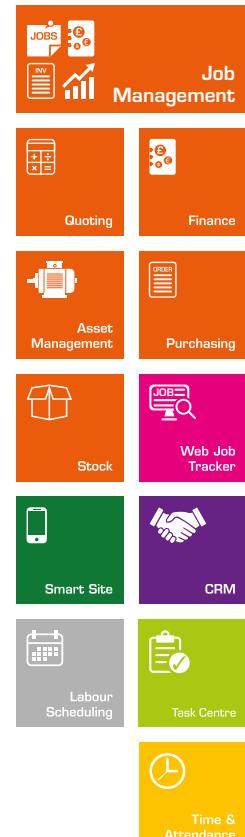
### Why They Chose EMiR

Hidrostal had identified a key area of challenge in the finance department, the organisation and tracking of paper documents was becoming a greater administrative burden as the business was growing. EMiR's Finance Module helped to make their finance department electronic, reducing their paper-use by 99%. Annette has seen the efficiency of the department and the happiness of their suppliers increase tenfold!

“ What we found was that the enquiries within EMiR were so straight forward it saved hours of time on our part. So much so that we are even considering undertaking the audit remotely next year. ”

*Corinne Roome, General Manager*

Implemented  
Modules/Extensions:



Visit the Hidrostal  
website here:



SCAN ME

## PRODUCTS

MOTORS

GEARBOXES

PUMPS

GENERATORS

## SERVICES

REPAIRS

SERVICE

SALES

MANUFACTURE



# IPS Newcastle Ltd

[www.houghton-international.com](http://www.houghton-international.com)

Date Installed: 1995

Current no. users: 27

## Company History

Houghton International is now known as IPS Newcastle. Based in Newcastle-upon-Tyne, have been using EMiR since 1995. As well as providing motor and pump sales, repair and service, Houghton also manufacture HV coils for other repair companies. They also sell expertise and knowledge products around the world, and have a fast-growing presence in the UK rail industry.

## Why They Chose EMiR

As expected, diversifying the company was challenging, but EMiR Professional has helped Houghton to establish themselves into separate business units because of its multi-site functionality. Now, each business unit can be tracked separately, with its own profit and loss statement, allowing Michael and his business unit managers to track both the logistical performance and the financial situation of each unit separately.

**“**We reviewed a number of systems and found that compatibility with our old EMiR system was a big plus. However, our main reason to go with EMiR Pro was the huge range of functionality it offered in facilitating our growth and development of multiple revenues streams. **”**

*Michael Mitten, Managing Director*

Implemented  
Modules/Extensions:



Visit the IPS Newcastle website here:



SCAN ME

## PRODUCTS

MOTORS

GEARBOXES

PUMPS

GENERATORS

CONTROL PANELS

## SERVICES

REPAIRS

SALES

HIRE

SERVICE



Powered by  
**RUBIX**

# Knowlton & Newman

[www.knowlton-newman.co.uk](http://www.knowlton-newman.co.uk)

Date Installed: 2006

Current no. users: 26

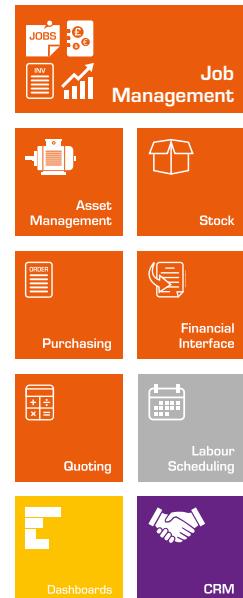
## Company History

Knowlton and Newman, based in Southampton, were established in 1973. They provide a full range of electro-mechanical services and have been using EMiR Professional for over 15 years. They have recently been purchased by the Rubix group and now form part of a multi-billion pound group.

## Why They Chose EMiR

Knowlton and Newman have expanded considerably through their time with EMiR. They now operate out of Kent, Portsmouth and Southampton. They switched from their own IT system to EMiR back in 2006 due to the extra functionality that EMiR provided with job management, quoting, and especially the management of multi-site operations.

Implemented  
Modules/Extensions:



“ We now have one system that allows us to manage our workload and measure the profitability of each site separately, as well as consolidated reporting for the company overall. EMiR has proved an excellent choice to help us manage our considerable expansion in recent times. ”

*Mike Knowlton, Director*

Visit the  
Knowlton & Newman  
website here:



SCAN ME

## PRODUCTS

DRIVES

MOTORS

GEARBOXES

GENERATORS

CONTROL PANELS

PUMPS

## SERVICES

REPAIRS

SERVICE

SALES

MANUFACTURE



MAWDSLEYS

# Mawdsleys

[www.mawdsleysber.co.uk](http://www.mawdsleysber.co.uk)

Date Installed: 2001

Current no. users: 13

### Company History

Mawdsleys, based in Bristol, have been trading for over 60 years. Their core work is the design, manufacture, and repair of rotating electrical equipment, including AC and DC motors, generators and pumps including wound stator packs, barred rotor assemblies, armatures and all types of coils.

### Why They Chose EMiR

Mawdsleys are relied upon to provide site services and had difficulty collating all the info from a paper-based system. They now use EMiR Smart Site, an Apple iOS and Android application that delivers job information to the hands of the engineer in real time. Smart Site allows the recording of time and materials, the creation of service and health & safety checklists and allows the customer to sign on screen for completed work.

Implemented  
Modules/Extensions:



Visit the Mawdsleys  
website here:



SCAN ME

“ With EMiR in place all of our processes and documentation are taken care of, one less thing I need to think about. With all of this information to hand I can spend more time on what's important, the customer. ”

*Peter Woodward, Managing Director*

## PRODUCTS

MOTORS    PUMPS    GEARBOXES  
CONTROL PANELS    GENERATORS

## SERVICE

REPAIRS    SERVICE    SALES    CIVILS



# Mechanica Utilities

[www.mechanica-utilities.com](http://www.mechanica-utilities.com)

Date Installed: 2017

Current no. users: 16

## Company History

Mechanica Utilities Ltd provides a comprehensive range of mechanical and electrical engineering services, supporting customers from initial design through to installation, testing, commissioning, and ongoing maintenance. Core capabilities include motor, pump, gearbox, and transmission refurbishment, alongside specialist electrical installation, MCCs, control panels, and drive systems. Supported by extensive machine shop, welding, and fabrication facilities, the team can repair, manufacture, and re-engineer components to exact specifications. With fully integrated workshop and on-site services, Mechanica Utilities Ltd delivers reliable, end-to-end engineering solutions across a wide range of industrial applications.

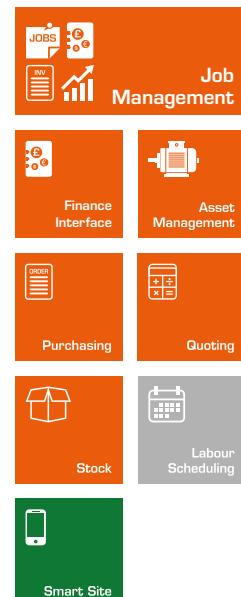
## Why They Chose EMiR

Mechanica's Director, James Horsham, had previously used EMiR Software at another company. So when it came to setting up his own business James knew exactly which system he wanted for job management.

“ EMiR helps us keep track of all job costing, giving me instant insight to profitability. The software constantly evolves and helps us to respond swiftly to our customer's needs. ”

*James Horsham, Director*

Implemented  
Modules/Extensions:



Access the full  
interview here:



SCAN ME

## PRODUCTS

MOTORS

CONTROL PANELS

## SERVICES

SERVICE

SALES

MANUFACTURE



# RSE Control Systems

[www.tcspanels.co.uk](http://www.tcspanels.co.uk)

Date Installed: 2017

Current no. users: 15

## Company History

Technical Control Systems (TCS) is now rebranded as RSE Control Systems. They are one of the UK's largest independent manufacturers of low voltage switchgear and control-gear. TCS has a proven performance record worldwide, their designs can withstand adverse factors such as wide voltage fluctuations, excessive humidity, dust and high ambient temperatures.

## Why They Chose EMiR

TCS quote, design and build Control Panels. Their pain was that the Quoting, Production and Invoicing were all run on separate software. They especially needed to link quoting and production to ensure what was quoted could be translated easily into the design and production aspects. EMiR allowed them to have common parts across the business and we designed a flexible quoting and bill of materials tool. This allowed them to quote assemblies and refine the build design into production, making it easy to order parts and allocate stock without any duplication of effort or transfer of data from one system to another.

“ We have been very successful at providing high quality products into the marketplace, but our process used to involve a lot of administration and rely on the quality of our staff. Now with EMiR, the whole process is more streamlined and consistent and takes less effort all round. ”

*David Jessup, Director*

Implemented  
Modules/Extensions:



Job Management



Quoting



Financial Interface



Purchasing



Stock



CRM

Visit the RSE Control Systems website here:



SCAN ME

## PRODUCTS

PUMPS

CONTROL PANELS

## SERVICES

REPAIRS

SERVICE

SALES

MANUFACTURE

HIRE



# Torishima FZCO Dubai

[www.torishima.co.jp/en](http://www.torishima.co.jp/en)

Date Installed: 2010

Current no. users: 42

## Company History

Torishima Service Solutions FZCO, based in Dubai, are the integrated after-market service provider of the Torishima Pump Co Ltd of Japan. Torishima Dubai are involved in site services, repair and manufacture/assembly of their pump products created at their purpose-built premises in the Jebel Ali Free Zone area of Dubai.

## Why They Chose EMiR

The initial decision to purchase EMiR came largely from the success of EMiR's implementation in Torishima Europe in Scotland. Since then, Torishima FZCO have upgraded their system to EMiR Professional and it now manages their sales and manufacturing processes in one integrated solution. They have grown alongside their EMiR system from 6 to 250+ employees in 15 years.

“ Our service and assembly offerings have grown considerably over the last 10 years. We have relied on EMiR to be the data backbone of our job management to help control our service and assembly processes and providing detailed management of our stock, purchasing and reporting functions. ”

*Robert Hancock, Managing Director, Middle East*

Implemented  
Modules/Extensions:



Job Management



Quoting



Financial Interface



Asset Management



Purchasing



Stock



Time & Attendance



Labour Scheduling



Task Centre



EMiR-Cloud

Visit the Torishima website here:



SCAN ME

## PRODUCTS

MOTORS

PUMPS

GEARBOXES

FANS/BLOWERS

## SERVICES

REPAIRS

SERVICE

SALES



# Webb Elec

[www.webb-elec.co.uk](http://www.webb-elec.co.uk)

Date Installed: 2002

Current no. users: 7

### Company History

Webb-Elec have 40 years of experience in engineering supply, repair and support, based in the heart of the West Midlands. Our areas of expertise cover gearmotors, pumps, fans & drives, electric motors, air handling equipment, inverters, couplings, dynamic balancing, & all allied equipment & services.

They are stockists of many of the leading names in power transmission, fluid & air movement offering simple like-for-like replacements right through to design and implementation of complete drive systems.

### Why They Chose EMiR

Webb-Elec have been a customer for twenty years and we built and grown the software with them. They chose EMiR as they needed a system every employee could access and that could scale with their requirements. Twenty years we have done just that and continue to support Webb-Elec's growth.

Implemented  
Modules/Extensions:



Access the full  
interview here:



SCAN ME

**“** It is a very useful piece of software. Not just for job costing but for the whole business. **”**

*Julian Webb, Director*

## PRODUCTS

MOTORS

PUMPS

HYDRAULICS

GENERATORS

CONTROL PANELS

## SERVICES

REPAIRS

SALES

SERVICE

CIVILS



# WGM Engineering

[www.wgmengineering.co.uk](http://www.wgmengineering.co.uk)

Date Installed: 2006

Current no. users: 72

## Company History

WGM Engineering, based in Glasgow and Livingstone, are one of Scotland's leading engineering solution providers and offer complete turnkey solutions across mechanical, electrical and civil engineering.

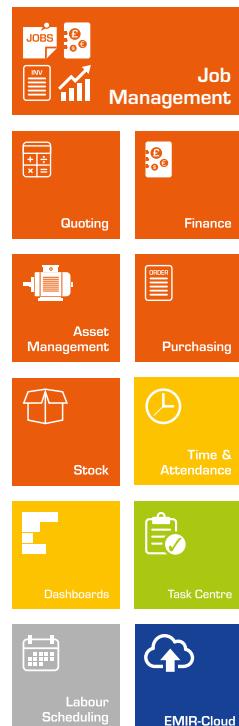
## Why They Chose EMiR

Back in 2006, WGM were on the verge of a huge growth in business. As a result, they needed to make an investment into an ERP solution that would help to keep control of the extra workload. Today WGM are now part of the RSK Group and EMiR is the backbone of the operation and providing all the key data to keep control of many multi million pound installation and service contracts.

“ I am pleased to say that we have seen fantastic growth at WGM in recent time. We have been really pleased with the EMiR software. It has given us the basis to rapidly increase our workload and turnover without losing sight of the importance of delivering a quality service and managing profitability. ”

*Ian Mathieson, Managing Director*

Implemented  
Modules/Extensions:



Visit the WGM  
Engineering website here:



# Some of the EMiR Users Worldwide

