

A Glass Act



Sorion has just completed a significant contract for dealer service tools with Bentley Motors Limited (Crewe). This work entailed designing and manufacturing of a rugged but yet cost-effective tool to allow the dealers to position door window glass on Bentley's new Continental GT after a door glass change, without risking damage to the internal door trim containing the window switch pack.

Bentley will provide all its dealers with the tool as part of their standard tool kit from the factory.

Sorion offer extensive expertise in developing and manufacturing rugged industrial / vehicle connector solutions, **Sorion** completed the Bentley project in just six weeks.

Onwards and Upwards

Sorion expanded significantly during the past 12 months. Directors Steve Hayes and Nick Hartt joined, followed by software and support engineers Matt and Gary. The most recent recruit is sales engineer Neil Perks (see below). In addition, **Sorion** introduced new server and IT-based solutions for vehicle OEMs.

Company results for 2003 showed strong growth in turnover and profitability, allowing **Sorion** to develop new products and offer new services. (See, for example, the Rigel-TCP story below, and watch out, in the next newsletter, for news on the Orion database system.) Figures for the first period of 2004 show order input above target. We expect further increases in turnover and profit, which will enable **Sorion** to continue to invest and grow.

Phil Yates, Managing Director



7 by 24 Remote Support



After expanding its support services, **Sorion** is now in the process of installing a dedicated support solution for a major customer. This involves the provision of a 1Mbit leased line, routers, firewalls and VPNs. It also involves a range of security measures including a strong authentication system from RSA. This will allow **Sorion** to provide secure support to mission-critical systems within key customers.

Sorion engineers already provide 7 by 24 support for other OEMs and **Sorion's** recent investment in a flexible IT infrastructure is already paying dividends.

Sorion is able to provide support for existing third party systems, as well as equipment installed by **Sorion**.

Sales engineer **Neil Perks** joined Sorion in February 2004. He has worked in the automotive sector for more than 10 years – at Wavis, GPM, and – most recently – Cirrus Technologies. Having made the transition from mechanical design to electrical testing, he has a broad knowledge of vehicle assembly and testing processes.

Away from work, Neil is most likely to be found trying to “get his knee down” on his Honda Fireblade, or watching the rugby from his spot beside the bar.

Rigel-TCP



Sorion has introduced a new single board microprocessor targeted at industrial test and communications applications. **Sorion** has already deployed the board in four demanding vehicle production line projects.

The Rigel-TCP is based on a 16MHz Hitachi H8S processor with 512Kb Flash Rom, 512Kb Ram. The card provides 8 relay outputs, 8 opto isolated inputs, 10 bit A/D and D/A channels, LCD and Keypad drivers, 2 RS232C interfaces and an external I²C bus. Most unusually the Rigel-TCP contains an Ethernet port offering TCP/IP connectivity and an integrated JAVA web server. Power requirements are 8 - 30 VDC at ~150mA .

Programming is performed in a control Basic language providing a true real-time operating system.

Investors in People

Sorion has always prided itself on the development and training it provides for its staff. Recently, the company has embarked on the Investors in People program to help us meet our new objectives and to ultimately enhance our overall performance.

Whilst we are a relatively small company, we are committed to achieving the standard and investing in our staff, after all, the greatest asset in any company is its people.

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