



The completed gauge C2020 & associated PCB. Higher res image available on request.

## **Is your fuel tank empty?**

It is not always easy to know just how much is left in the tank, especially if that tank is irregularly shaped or difficult to access. OLE develops and manufactures specialist gauges for the downstream fuel industry and water industry to provide just such information. The global market for these gauges is dominated by an established European manufacturer but OLE felt there was the opportunity to develop a lower cost, higher accuracy digital tank gauge that would provide the market with an alternative but equally effective solution. It was at the design stage that OLE, based on a recommendation, turned to Newbury Innovation, not just for the electronics element but for full product design.

Nick Lambourn, founder and owner of OLE, explains; "A colleague recommended Newbury Innovation and once we had met them and seen their facilities I was confident that they were the right people to partner with on this new product. The team at OLE prepared a highly-detailed specification which encompassed the challenges of the project. Newbury Innovation were able to meet these with their designs which included taking on the development of both soft and firmware in addition to the PCBs."

"This is exactly the type of product and project that inspires the team;" commented Jon Hawkins, director of Newbury Innovation. We were able to draw on our expertise in both design and electronics, combined with an understanding of manufacturing processes, to deliver a gauge that actually exceeded the initial requirements, especially in terms of performance and display capabilities."

OLE then turned to Newbury Innovation's parent company, Newbury Electronics, for the first full scale production run of a product that has since gone on to be sold around the world.

"We are now back talking to Jon about developing some modular, blue-tooth circuitry that we hope to incorporate into another range of gauges in the not too distant future," said Nick Lambourn.

### **Background**

OLE (UK) LTD is a small privately owned business developing products to meet the requirements of the downstream fuels industry, the water industry, and any business that stores liquid and powdered products. OLE employs engineers, assembly and test staff at its facility near Chichester. The company manufactures and assembles all its products, and source 80% of the components from the UK

Newbury Innovation is the electronic design and development division of Newbury Electronics. The company offers a complete electronic design service. That helps customers refine their concept and establish if it is feasible within the required budget. They will then develop both software and hardware together, making sure that they function in harmony. This is followed by a full testing process to take your project to the final stage of development.

Newbury Electronics Ltd has been trading for 60 years, during which time it has kept in step with changes in both electronics and manufacturing. It now offers its customers some of the most advanced contract electronic manufacturing (CEM) solutions available in the UK. Philip King became MD in 2011, and has overseen over £2m of capital investment in the last 5 years. The company provides a full electronic design, and PCB CAD layout service alongside PCB manufacture and assembly in Newbury, West Berkshire. It employs over 85 staff and is dedicated to the rapid manufacturing of small and medium batch PCB assemblies. Production includes SMD, SMT, surface mount, BGA, through hole, box build, soldering, test, & rework and videos showing the various processes can be viewed at <http://www.newburyelectronics.co.uk/newbury-videos/>

As a contract electronic manufacturer, each year, the company produces more than 15,000 different PCB designs for its clients, who benefit from the economies of scale built from the volume of orders processed. To learn more about the company's capabilities visit [www.newburyelectronics.co.uk](http://www.newburyelectronics.co.uk) or watch <https://www.youtube.com/embed/l3oYzWglouU>

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\* High res jpegs available on request

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