

**John Campbell,  
Campbell Associates,  
model distributor for  
Sonitus products in the UK market**



Campbell Associates is a family-run provider of sound and vibration measurement solutions, trading successfully for more than two decades.

Based near Stansted airport, north of London city, the company employs 32 people.

As exclusive distributors and a nationwide service centre, the core business of Campbell Associates is to sell, hire and calibrate sound, vibration and air quality monitoring equipment from a variety of manufacturers.

The industries that Campbell Associates sell into are quite varied and include: construction, automotive, race tracks, airports, entertainment, local and national government. Monitoring on construction sites is the busiest area of the business.

***"Our experience with Sonitus Systems' equipment is that it is priced right, very reliable, very simple to use. It has worked very well."***







# What are the key drivers of the business?

It is possible that people are becoming less tolerant of noise, which is driving the need for monitoring across an increased number of industries. This is demonstrated through a significant increase in regulation. In the UK, noise monitoring is now built into planning regulations, whereas 20 years ago this might have been merely a good thing to have. A satisfactory noise control system is a prerequisite to obtaining planning or maintaining operations for most industrial enterprises.

Over the past decade, there has been a huge increase in regulatory noise restrictions for the construction industry in particular and ensuring ongoing compliance with these regulations is one of the busiest sectors of the monitoring industry.

"Builders in the UK cannot go on site without adequate noise control systems in place and this has been a real turning point for the noise monitoring industry."

Building near hospitals or schools brings a higher duty of care in this respect. Construction activities in close proximity to universities need to pay particular attention to this and work within schedules that respect examination periods.

The City of London has very strict guidelines, noise will only be permitted at certain hours of the day and this is quite strictly policed so any activity that exceeds permitted noise levels will be shut down. For example, noisy works on a construction site during the lunch break period could cause a site to be shut down.



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# How has the environmental monitoring industry changed over the past two decades?

As the cost of labour increases and the costs involved in implementing new technologies comes down, changes in the monitoring industry are inevitable.

*"It has moved a lot more towards automation. It is getting more and more expensive to send people to do readings. Twenty-odd years ago it might have made sense to send a junior member of staff to take measurements but now you can't, it's simply too expensive. Automated monitors are a better way of doing things. The price of them today is less than what we were selling them for 20 years ago."*

"For our customers, monitoring onsite has changed a lot. They now have all the data for the whole project rather than just snapshots. If there are any complaints registered against the activity, our customer can go back to the data, check and verify compliance. Also, if the local authority knows that there is ongoing, reliable monitoring onsite, they tend to leave the site alone because they know the project owners have everything in hand. This is an indicator that these sites are being managed responsibly, the monitors work and people tend to work quieter when they know there is a monitoring system in place. This is just the most cost effective way of doing it.

*The most expensive thing for a building site is to be closed down so it is critical that they have full data to counter any complaints in order to avoid being shut down while any complaints are being investigated. That can cost an awful lot of money."*



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# What's next for the environmental monitoring industry?

*"This move towards automation is likely to continue and increase. Certainly, we are hoping this spreads out and starts to be applied to smaller and smaller projects in the future. It used to be only big infrastructure projects that were held accountable and now it is almost every development site in the City of London. We would like to see this approach spread to every city and to every construction project."*



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*"For us, working with **Sonitus Systems** is a very good partnership. They are very open to individual market requirements, which is critical as things change from market to market in terms of regulations and culture. We have found the team there to be flexible, whatever is needed, we ask and it is done straight away. This is so important in monitoring as people are not patient, they need everything up and running all the time. Any fixes that are needed are done immediately and the support is first class."*



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