

Contractor B&S NEWS

April 2007

An introduction from Pete Dutton, Contractor Manager

Hello and welcome to this, the first of what should be many interesting editions of the contractor news.

So where do I begin? Having met a few of you already I can appreciate that I have a large pair of toecaps to fill in replacing John Howard but though John has now retired there is still a great deal of experience within the company to answer any questions you have regarding applications etc.



Being new to this industry I am sure that you'll agree that there is a lot for me to learn from product codes to telephone numbers the list is endless, but I'm picking things up and relishing the challenge in front of me.

Before joining Belzona I was employed as Project Manager for an Air Conditioning company and my role was split between managing the account of a major facilities company and developing a UK network of contractors.

The network of contractors started out in 2003 with eight companies who worked within the air conditioning and refrigeration sector for a large supermarket chain. They got together to discuss how they could work to each others benefit and chase larger nationwide contracts.

By pooling together each company's resources it was felt it would allow the group to be competitive, responsive to any clients needs, and focused on the group's objective of being able to offer "a local service, nationwide".

The group grew rising from eight to twelve members with a combined

group turnover of £27 million and a total of 150 qualified engineers to call upon at any given time.

The membership now boasts eighteen members and the group turnover stands at around £40 million with work coming in from large multi nationals and facilities management organisations. If you get a chance check out the groups website located at . . .

www.racagroup.co.uk

Anyway enough of my past, Lets look at the future and how we can work together and build a strong pool of contractors that can be relied upon to further enhance the Belzona range of products and services.

As you review this edition you will find information regarding the setting up of the contractors' database. This is the starting point and I will go into greater detail later.

Top Ten Contractors

With the launch of Oracle on the 26th February 2007 the figures available are up to 24th February.

So who's placed where since the start of the year?

1. Blunt Construction Ltd., Winchester
2. Millennium Polymeric Systems Ltd., Kendal
3. Building Renovations Jersey, St.Helier
4. AES Industrial Maintenance Ltd., Worcester
5. Weatherseal Richmond
6. Essex Maintenance (Roofing/Bldg) Ltd., Benfleet
7. F Stay & Company, Wootton Bridge
8. Hall Applications Whitby
9. Neaversfield Limited, Potters Bar
10. D & R Maintenance Solutions, Monmouth

After looking at who finished where last year there is no change in the top two positions, but steaming in at number three is a new entry from Building Renovations Jersey. Moving up a massive six places is Chris Copson and his team from AES Industrial Maintenance Ltd; closely followed by another new entry into the top ten since last year in fifth we welcome Weatherseal. Essex Maintenance are still holding on in sixth spot. We then see another new entry at seventh from F Stay and Company, then it's a fall of five places for Hall Applications to eighth but I know that Graham will be batting hard to climb back up the chart. In at nine is another new entry and we welcome Neaversfield Ltd in to the top ten. Finally tenth spot is occupied by D&R who finished in fourth last year so come on Hans and team lets see if you can work your way back up the chart.

See over for featured application . . .

As good as new!

Les Quennevais Sports Centre was built in 1996 and is a modern purpose-built sports complex for Education, Sports & Leisure for the States of Jersey.



GENERAL VIEW OF THE GRANDSTAND

Outside you will find Les Quennevais playing fields. There is a cycle track, softball diamond, astro turf with "mini grandstand", cricket nets, cricket wickets and tennis courts. There are a number of areas with marked pitches in rugby and football.

Three sports clubs have their club houses at Les Quennevais: St Brelade's Bowling Club which is situated by the main entrance to the sports centre and the Jersey Petanque Club and Jersey Croquet Club whose club houses are on the playing fields.



CORROSION ON UNDERSIDE OF CORRUGATED SHEETS

The grandstand was deteriorating and was in need of attention. Many of the steels had corroded substantially, and the corrugated roof was beginning to show rust pitting. With advice from John and Steve Stay, Building Renovations Ltd., carried out the following: Blast cleaned to SA 2½, applied two coats of Belzona 6111 (Liquid Anode), followed by two coats of Belzona 5111 (Ceramic Cladding) in grey. The result is the grandstand now looks as good as new again.

The biggest challenge during these works was the containment and then the removal of all the grit from the blast cleaning, the grandstand is directly adjacent the astro turf, so grit on the pitch had to be avoided. Building Renovations did this by full scaffold and fully monoflexed. Once the areas had been blast cleaned, they used high pressure air to clean any dust from the steel prior to the application of the Belzona 6111, and had to repeat the cycle



CLOSE UP OF CORROSION ON SUPPORT STANCHION



STANCHION AFTER RECEIVING THE BELZONA TREATMENT



REFURBISHED GRANDSTAND

until the entire stand was completed in sections. Then a vacuum was used to remove any remaining grit on completion.

The works were carried out, on time, on budget and to complete client satisfaction. The contract value was £38k.

Contractor Database

I touched upon the setting up of the contractor database and I will now expand on this.

With all the changes that happen within any organisation it is vital that any information is kept up to date and is available at the touch of a button.

A questionnaire, which is now available for you to complete has been put together and the information you supply will be the starting point in building our database.

It's available by post, e-mail, or fax and I would appreciate it, if you could let me know in which format you would like to receive it. I'm a great believer in keeping things simple and have managed to keep it to just one page so it

should not take up too much of your time.

Once this information is processed the database can then be built which once up running should see enquiries moving between consultants, field sales engineers, our internal telesales team and yourself.

I will keep you posted as to the developments of the database and look forward to receiving your completed questionnaire shortly.

So what else can I do to help you? Well you tell me, you may have a training requirement for some of your staff. You may need information on previous applications of Belzona, and I would ask you to contact me and I'll help you in any way I can.

Many of you have raised the issue of training and when the next courses will be available.

We are currently looking at dates and it is envisaged that a new round of courses will be made available shortly.

What else would you like to see in future editions of your news letter? If you have any items that you feel are relevant then get in touch and let's work together to the benefit of everybody.



Contact details: pdutton@belzona.com mobile: 0782 5570362

Training *NEWS FLASH*

The 2007 season of 'two day' B & S Contractor Training Courses in Harrogate have been scheduled for . . .

9th - 10th May
6th - 7th September
8th - 9th November

Should you have a need for additional employee training please let Melanie Bright (mbright@belzona.com) or Pete Dutton know ASAP. Places are limited - so first come first served.