

# Infrastructure section – the unsung heroes!

**Barry Edwards reports**

This is the only division of Pruce Newman Pipework Ltd that is not 'operational' in the sense that it does not carry out any sales activities. This is not to say that it doesn't perform a crucial role within the structure of the organisation. In effect, its' purpose is to provide supporting functions to the operational divisions. Achievement criteria are measured on various statistical analyses, audit results and targeted financial budgets.

The division is headed by Barry Edwards and briefly comprises of the following:

**Dave Todd & Steve Cleveland**

The maintenance of safety and quality policies, procedures and practices are essential ingredients of a successful company within the engineering construction industry. The Infrastructure division sets high

standards for these elements and great pride is taken for our performances in these areas. We have ensured that we set ourselves progressive objectives by constantly reviewing our systems and attitudes. It is our consideration that we act proactively in these disciplines.

**John Tanner & Colin Lee**

The provision of services such as transportation, plant and tooling, PPE and consumable supplies is also managed by the division. Such key activities have to be timely and have direct bearing on contract performances. Premises maintenance and capital investments are also captured by this section of the division.

**Dave Todd**

A very careful approach is involved with the human

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**What does a Reindeer and Pruce Newman have in Common... They both love to party at a certain time of year. See the photographs from this year's party on page 4**



**PNP MESSAGE**

**Barry Edwards, Managing Director**



Without wishing to tempt fate, I'm pleased to report that we have now gone over 900 days (at time of writing in Dec 07) without a lost time accident associated with our own activities. This is a remarkable achievement. All staff are to be congratulated on their commitment to complying with procedures with an enthusiastic attitude. Please keep this up by maintaining awareness of risk and hazard in the workplace. It should, by now, be second nature to assess risk, and apply the correct application and behaviour to all tasks whether they are routine or special tasks.

The business performance is taking good shape again this year. This follows a particularly hectic summer period. There are, however, some signs of a dip in financial returns in the second quarter.

A high proportion of our contracts are being won outside of our local regions therefore we are expecting best co-operation from all staff for these jobs to be successful. This entails flexibility in the working weeks and patterns, as is commonly required in our industry. We cannot predetermine all the eventualities. To provide continuity of employment, good remunerations and a successful business performance we have to respond to the market demands and customer preferences in this respect.

Director's bulletins have completed their second round. Communications of this type continue to be invaluable in learning the needs and opinions of staff against reasoning of business requirements. At least all site-based staff should have attended a recent bulletin session.

For those who don't already know, after 23 years continuous employment, Keith Johns joins the ranks of staff (Derek Smith & Barry Kay) who are continuing to work with PNP beyond normal retirement age. It looks as if Jimmy Moss may be the next to join them!

After 31 years with the firm, Keith Hunter will have retired at Christmas. Keith has built a highly respected reputation as a senior member of staff and became a great ambassador for the company. I wish him, and his wife Linda, a long and happy retirement. All the company formal and informal celebrations of this event occurred during December 2007.

Finally, I wish all Pruce Newman staff a very Safe, Happy and Prosperous 2008.

## STAFF NEWS

### SERVICE 2008

#### 5 YEARS

Simon Robb; Scott Mason

#### 10 YEARS

Edd Piggott; Dave Peach;  
Pat Russell; Dave Steward;  
Paul Sharp; Tim Newman;  
Roger Hemmings; Steve Cleveland

#### 15 YEARS

Kevin England; Mark Blaxter;  
William Emmett; William Walpole;  
Colin Roberts; Jon Edwards;  
Viv Edwards

#### 20 YEARS

Phil Barnes; Kevin Fitzgerald;  
Graeme Terry; Chris Snowdon;  
Tim Moore

#### 25 YEARS

Keith Johns; Adrian Sheard;  
Graham Newman

### RUSSELL RETURNS

Russell Berry has returned to work on 14th November after being off work recovering from the assault he suffered on 22nd June, which left him in a coma for a month and resulted in him having to have part of his skull removed. He has made a remarkable recovery to date and we all hope this continues, he has to go back to hospital in March to have a skull plate fitted which will result in a further period off work recovering.

### GOLF TOURNAMENT

Congratulations to Mark Blaxter and Danny Hunter who won our first pairs golf tournament.

The final was a very close match with one hole being the final winning margin.

Bad luck to Will Emmett and Darren Clubb who came second.

The event seems to be well received, although feedback has been somewhat limited. Please let me know if you would be interested in taking part next year and we will consider arranging a similar event.

There have been various cries of "Bandit" from different quarters but we can look at any dubious handicaps if necessary! (let me know if you have any comments to make)

*Tim Moore*

# Projects – A division of

## Tim Moore reports

The Projects division, set up during the early 1990's, when the workload with our regular long term clients was in somewhat short supply. We made a conscious move to bid for more sub-contract work from Main Contractors such as Mowlem, Tilbury Douglas and Crown House.

This division has arguably the most varied work, both in type and location. The industry sectors involved include Utilities such as Water and Power, Petrochemical and Chemical plants as well as Building Services

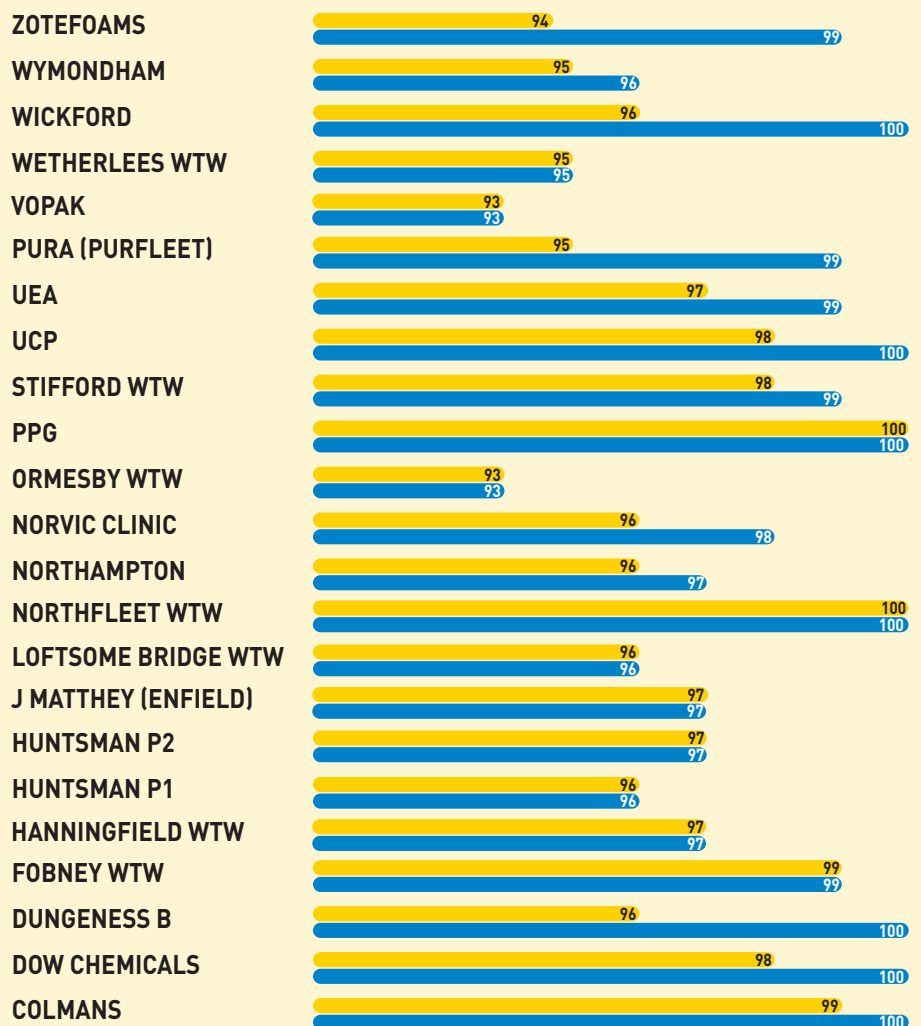
work, often for public sector end users (schools and hospitals).

Geographically the work of Projects division takes place all over England, with current projects in Somerset, Great Yarmouth and Essex and tenders in Norfolk and Teeside.

Lodging requirement is inevitable at times with Projects work, although it is not true that all Pruce Newman Projects involve working away from home.

The style of work differs slightly from the regular Pruce Newman contracts in as much as we are often dealing with new clients, on new sites and are required to conform to different procedures from those we are commonly used to. This adds to build a wealth of

## SAFETY AUDIT SCORES 2006-07 (%)



# unique challenges

experience for all those working in the Projects division - Site Operatives and Engineers alike.

Contracts for Projects division tend to be of relatively large value and/or of a sub contract nature. This introduces different challenges to Senior Operatives and Engineers to develop their skills and knowledge.

No two Projects tend to be alike and involvement in Pruce Newman Projects is therefore interesting as well as challenging.

The budgeted contribution from the Projects division to the company overhead recovery is about 30%. It is evident therefore that Projects performance is key to Pruce Newman's

success and growth and an essential and necessary part of our portfolio.

The Projects division is managed by Charles Smalley under the Direction of Tim Moore. Ken Townsend is the experienced Project Manager for the division and Ian Hamer is allocated to the division for the majority of his time in an estimating capacity.

Any individuals who wish to be more involved with site based Project work, or find out more about it should make themselves known to myself or Dave Todd. There are unique challenges and opportunities available for those who wish to develop their skills in this area.

## LATEST NEWS

### New business gains

PNP have landed our first contract at Johnson Matthey's Enfield site from the Wickford Office - Building 8 Arc/-Furnace Piping Approx Value £70,000.

We've landed further work at Petrochem Carless, Harwich, for their new Mercury Recovery Plant & Unit 3 Extension Projects totalling Approx £100K and are in the process of building a new site establishment to enable us to carry out their work more professionally and efficiently.

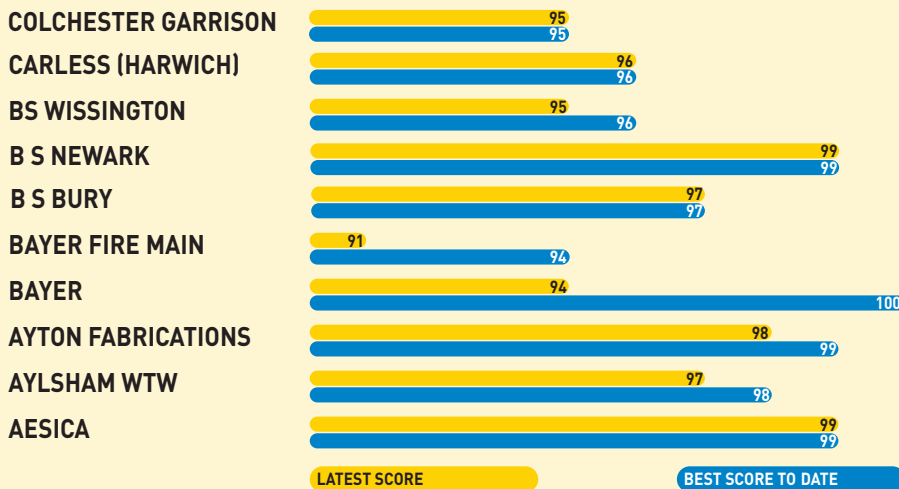
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resources management of the business. Infrastructure looks after recruitment, training, staff deployments and welfare of employees. The correct application here helps to produce a loyal and skilful workforce together with knowledgeable and experienced management and administrative staff. A high level of respect is granted to all of Pruce Newman's staff. This produces healthy co-operative relationships.

**Barry Kay, Viv Edwards, Lisa Cootes, Marilyn Medcraft, Debbie Waller**

We cannot operate as a business without ensuring that our banking facility, accounting ledgers and payrolls serve our needs both internally and externally for our financial links with our vital client base and extensive supply chain. Our ledgers are fully integrated thereby giving efficient interaction with job cost monitoring and administrative systems. Other significant responsibilities within this part of our organisation include insurances, IT, IS, clerical, communications, utilities and marketing management.



### INCIDENT OCCURRENCES FROM END NOV 06 - END NOV 07

TYPE OF INCIDENT	OCCURRENCE	SYMBOL
FATAL	0	X
MAJOR (AS RIDDOR)	0	A
MINOR	28	B
CONTACT WITH MOVING MACHINERY / MATERIAL BEING MACHINED	0	C
HIT BY FLYING / FALLING / MOVING OBJECTS	2	D
CONTACT WITH FIXED / STATIONARY OBJECT	3	E
INJURED WHILE HANDLING / LIFTING / CARRYING / PUSHING	10	F
SLIPPED / TRIPPED / FELL (SAME LEVEL)	1	G
FALL FROM HEIGHT	0	H
TRAPPED BY SOMETHING COLLAPSING	0	J
EXPOSURE TO FIRE / EXPLOSION / HARMFUL SUBSTANCE / AIR POLLUTION	10	K
CONTACT WITH ELECTRICITY / ELECTRICAL DISCHARGE	0	L
PHYSICALLY ASSAULTED BY PERSON / ANIMAL	0	M
OTHERS (MISCELLANEOUS)	2	N
	<b>28</b>	

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Designed and produced by  
**Countrywide Publications**  
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 email [barry.spouge@micropress.co.uk](mailto:barry.spouge@micropress.co.uk)

**Oh what a night!**

What a party night...Pruce Newman staff enjoyed a party night when the company held its Annual Dinner Dance at the George Hotel, Swaffham in December. Our photographs tell the story of a great night out. New venue next year - watch this space.



**British Sugar contract completed**

Another British Sugar contract was successfully completed at the Bury St. Edmunds factory in August 07.

The Decal Project, with a final value of over £400k was finished on time, in budget and most importantly, without incident (apart from a wasp sting!).

Much of the stainless steel pipework, ranging from 50mm to 600mm diameter, was prefabricated in the Wymondham workshop, with minimal alterations needed on site.

The good working relationship, team spirit, and British Sugar's practical approach to safety contributed to a mutually beneficial outcome and proved that bonus is still there to be earned! (The SWEEQ element of the bonus, gained for passing Safety and Quality audits, adding a substantial amount)

