

WHAT'S THE SCORE

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April 2013

Score *AIMS*

Actively Improving Management Systems

Introducing Score Values

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- *SUCCESS*
- *COMMITMENT*
- *OWNERSHIP*
- *RESPECT*
- *EXCELLENCE*

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We would like to thank everyone who contributed articles for this issue. We are always looking for feedback, ideas and suggestions which we could consider to include as this is your newsletter. Contact us at STAMP-newsletterteam@score-group.com. The next issue of the newsletter will be released July 2013.

The Newsletter Team

Our Score Values...Influencing the Way Forward

From its beginnings 30 years ago as a valve services company in Peterhead, to the large group of worldwide companies which we are now, Score Group plc has seen many changes in what we do, how we do it and where we do it. But what of the future? How should we adapt to changing production methods, market conditions and other factors? Most importantly, how do we continue to expand and improve in everything we do?

These fundamental questions which will affect all of our futures were recently addressed in an ambitious and thought-provoking interactive presentation attended by all Score (Europe) staff and a number of other Peterhead-based staff. Due to the large numbers of people involved, three separate 'sittings' each involving more than 100 staff were arranged in the VITAL Training and Conference Centre throughout the day on Monday 4th March.

To put the whole process into context and before we can prescribe changes to improve and move forward, it is first necessary to recognise our present position. What are we doing well? What needs to be improved? In a people-oriented organisation such as Score Group, the best way to get those essential answers is to find out the views of the staff involved in the day-to-day workings of the company. This was exactly what was done at the presentations, each of which was co-ordinated and introduced by Richard Sadler, Managing Director, Score (Europe) Ltd, who briefly explained the general aims of the exercise before handing the microphone to Donald Ross, Quality and Continuous Improvement Manager, Score (Europe) Limited.

With the aid of a series of slides, Donald detailed 9 business performance criteria summarised under the following headings:

- Leadership
- Policy and Strategy
- People Management
- Partnerships and Resources
- Processes
- Customer Results
- People Results
- Society Results
- Key (Financial) Results

Examples of some typical good, bad and average indicators were given for each of these performance criteria. The examples given were of a generic nature and were not bespoke to Score. This means that comparisons may be made between organisations and allows for target setting and benchmarking against 'best in class'. Then, each person in the audience was given a hand-held remote scoring device and invited to press a button to select a rating ranging from 1 (very poor) to 9 (excellent) in relation to his/her experience and knowledge of Score Group. Each rating was sent electronically and recorded centrally and anonymously, before the mean value was calculated instantly after all ratings had been transmitted.

The figures will be analysed in detail by management, but it is fair to say that while Score performed adequately in all categories, there is always room for improvement.

However, the philosophy of the organisation and the structures already in place give grounds for optimism and will help to ensure that future initiatives will be based on sound principles designed for the benefit of the whole Score 'family'. Evidence of this confident outlook is seen in the recently introduced set of 'Score Values' outlined at the presentations by Richard Sadler and illustrated clearly in a short video. These values may be summarised briefly in the letters of the word 'SCORE' meaning:

- SUCCESS through
- COMMITMENT
- OWNERSHIP
- RESPECT
- EXCELLENCE

The video illustrated to the audiences how Score has demonstrated those qualities in the past, still values them today, and will rely on them in the future while continuing to grow and expand into new markets and industries and developing innovative new products and services.

To give a practical example of Score's commitment to continuous development based on these values, Leighton Willox, Managing Director of STAMP Limited, highlighted the great strides taken recently in ensuring the highest

standards in HSE & Q throughout the Score Group. Leighton also described the proposed new AIMS (Actively Improving Management Systems) initiative designed to replace the current WHOA system built on current systems and to improve safety even further. He described, in particular the benefits of the proposed AIMS Safety Intervention Tool designed to eliminate the dangers of 'silent consent' in the workplace. With the aid of two short videos Leighton's audiences were left in no doubt about the high priority given to safety and his determination to involve all staff in safety awareness at all times.

It must be stressed how continuous improvement can only be achieved by informing and involving staff at all levels. This was highlighted by Judith Cardno, HR Advisor Score (Europe) Limited, who described to everyone the role of the HR department in co-ordinating staff inputs and responses via proposed Employee Forums. Invitations are to be extended to staff in all departments to attend these quarterly meetings. Volunteers are preferred, but other methods might be employed by Judith if nobody came forward! The aim of the forums is to bring all aspects of staff relations and work conditions into the open through discussion and sharing of information. Feedback to each department from these regular meetings would be a starting point in stimulating further and continuous improvement throughout Score.

Each of the three presentations was brought to a conclusion by Richard Sadler who thanked everyone for participating. Most importantly, he assured us that the information gathered from staff would be the basis on which decisions would be made on how to drive the company continually forward, while always adhering to our highest Score values.



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Hycrome Developments

36" Ball – Hycrome Report

Hycrome has successfully carried out a Tungsten Carbide Coating (TCC) upgrade on two 36" Duplex CRS (Corrosion Resistant Steel) balls followed by finish grinding and lapping to the desired finish. This was the first time Hycrome have attempted to TCC a ball of this size and as a result new tooling had to be designed and manufactured to support a 3.5 tonne ball. In addition a new robotic software programme had to be written to operate the automated spray gun.

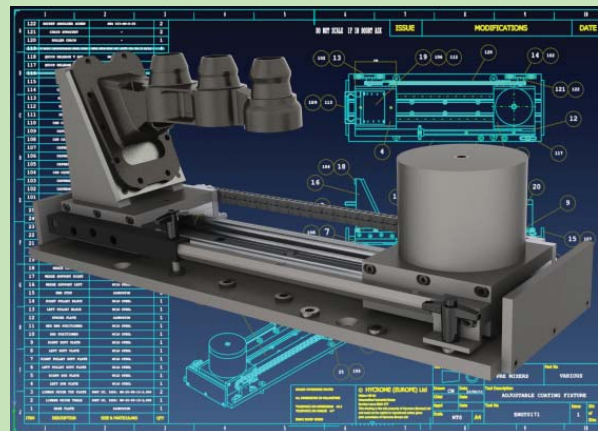


The coating process took over 11 hours with 23 passes being made of the robot, each pass taking 22 minutes. This proved to be highly successful as the required deposit reached tolerance at the first attempt.

The success of this work has led to additional TCC upgrades on balls of 24" to 36", and their respective seats.

Dry Low Emission (DLE) Cup Developments

Over previous years Hycrome have had some exciting developments after the approval was granted from Parker / GE Aviation for the refurbishment of Dry Low Emission (DLE) Shrouds. The latest development with Parker / GE Aviation via Score Energy, has led onto the acquisition of a new fast hole drilling machine, a new lathe and additional HVOF spraying equipment to allow Hycrome to fully manufacture the respective cups for DLE's thus achieving the complete range of coating application and repairs.



HYC20 Tank Expansion

Hycrome have introduced a third HYC20 coating tank in order to match a recent upsurge in demand from Halliburton. This will not only create additional capacity but will allow Hycrome to become even more flexible with ENP and HYC20 coatings within a fast approaching 'Shut Down' period. In addition to this, new Alkaline and Nitric strip tanks have also been installed and commissioned to expand capacity on de-coating out of service valve products.

NWAA New Talent Awards Success

Zayanah Mansor enjoyed a highly successful evening at the North West Aerospace Alliance (NWAA) New Talent awards for 2012 at Manchester Imperial War Museum. Judges interviewed and accessed her HNC project which was based on Hycrome's Laser Fusion Welding facility. Over 400 apprentices were eligible for the award with entrants from global companies such as; Rolls-Royce, BAE Systems, Safran & MBDA. Zayanah did extremely well to be awarded Runner-up Best Apprentice for 2012, just being narrowly pipped to the post by an Apprentice from BAE Systems. Congratulations to Zayanah.



Hycrome Award

At an awards ceremony hosted by Nelson and Colne College on 14th March 2013, Hycrome scooped two further awards recognising their contribution to the apprenticeship programme and the training of young people. Hycrome won the Employer of the Year in the Engineering and Manufacturing sector along with the overall prize for Outstanding Business of the Year, beating all companies from both public and private sectors.

IMechE visit to Score (Europe) Limited, Brighouse

The President of the Institution of Mechanical Engineers, Professor Isobel Pollock, along with the Yorkshire Region Chairman, Andy Hamilton and other IMechE officials, visited Score Europe's Brighouse Offices and Workshop on Tuesday 12th March 2013.

This visit was part of an IMechE tour of the region that day, focused on companies that were making a significant contribution to mechanical engineering. Another aim was to promote the IMechE and encourage employees to apply for IMechE membership.

Present at the meeting from Score were Conrad Ritchie, Neil Jackson, Steve Jenkins and Graham Smith, who are involved in the promotion of graduates and apprentices to achieve Chartered, Incorporated and Eng Tech membership of the IMechE. Two of our younger engineers, who are currently working towards Chartered status were also present. Three of our apprentices were observed while undertaking VITAL training modules during the tour of the Workshop by the IMechE visitors, accompanied by Neil Jackson and Conrad Ritchie.

During her visit to Score, Isobel Pollock spoke of the importance of continually raising the profile of mechanical engineering, in the UK. The IMechE is now becoming increasingly involved in important areas including environmental issues and energy supplies. They have also recently conducted a study highlighting food wastage world wide, and how mechanical engineering can help solve some of the problems associated with this.



The contribution that Score has made by continually promoting and supporting the IMechE through increased membership was acknowledged by the presentation to the company of a book, "The Story of Measurement" by Andrew Robinson, and a stainless steel plaque. This plaque is now mounted prominently on the wall in reception at Score Brighouse.

Score A/S reaches PSV Target on Valhall



The BP Valhall oilfield in the Norwegian sector of the North Sea consists of five separate bridge-connected steel platforms and is projected to be an important oil production and processing installation until around 2050.

A significant new addition to the Valhall installation is a Production and Hotel (PH) facility which is now approaching start-up. The topsides weigh 16000 tonnes and the steel jacket 7500 tonnes. The hotel has accommodation for 150 people. Score A/S, based near Stavanger, have been contracted by BP to carry out the valve work on the Valhall installation since 1997. The company was also the main supplier of valves (approx. 8500 in total) for the new PH platform and, recently, Score A/S have undertaken the challenging work of re-certifying and testing every pressure safety valve (PSV) on the platform. This is an essential part of making certain that all systems are protected before start-up when hydrocarbons are introduced through the pipe work. In recent months an increased Score A/S team has been working

steadily towards ensuring an incident-free and safe start-up. The rate of progress has accelerated even further as targets are reached and start-up approaches, much to the satisfaction of BP. Safety, as always, is of paramount importance in our work, and it is pleasing to report that there have been no 'lost time' incidents, a significant factor in such an important project.

The scale of Score A/S involvement is only appreciated when it is realised that every single PSV re-certification involves the generation of a complete portfolio of documentation for permissions, including work permit, isolation certificate, pipe and instrument diagram, HSE data sheet, safety critical work procedure and safety job analysis. At all stages Score A/S activities must be co-ordinated with other departments including instrument electricians, scaffolders, crane and deck crew, process operators, and insulation and lagging technicians. Only after these procedures are completed can the valve be taken out of line and into the workshop for pre-testing, overhaul, calibration and final pressure

tests. Once the valve has passed all tests and documentation was then completed, it can then be fitted back in line. Further necessary work involves replacement of all flanges, applying of correct torque values to flange bolting and then pressure testing of flange joints. Only then is the pipe work ready for the introduction of hydrocarbon.

PSV re-certification and testing on the PH platform at BP Valhall has been a major assignment for the dedicated team of specialist valve technicians with Score A/S in Norway. Together with similar work on the BP Skarv FPSO at Sandnessjoen, the Valhall contract is seen as the second major BP start-up in which Score A/S is playing a leading role.

Congratulations to everyone involved in the successful work on these vital and demanding projects which are making an important contribution to oil production, processing and safety in the North Sea.

Score Perth Opens its Doors

Score Perth Pty Limited has now moved to their new office premises in the Central Business District of Perth, Western Australia. The move was completed at the start of March 2013.

The Western Australian company commenced operations in March 2012 from a small serviced office within the Perth city centre, with Stuart Marshall returning to the Score Group as Manager of the operation. Since this time, the company has enjoyed moderate success in developing business in the West Australian Oil & Gas Market. Stuart has now been joined by Allen Sutherland in Perth, who brings with him over 25 years of valve industry experience with the Score Group. Prior to moving to Perth in November, Allen spent 2½ years with Score Trinidad, providing valuable technical knowledge and assisting in the growth of the Caribbean based business.

The new Score Perth office is situated in the London House building, in close

proximity to all the major Oil & Gas operators within the Perth city centre, and is 105sqm in area, with room for expansion of up to approximately 10 personnel. This month will also see Leah Kempers join the company as the business administrator. Leah is local to Perth, and will allow Score Perth to become more self-sufficient and allow further development of the company.

Australia is very much a developing area in Oil & Gas, and is considered one of the world leaders in the LNG sector. With the number of projects currently in the design and construction phase in Western Australia, the future for Perth looks promising.



Score Transmission Services – One Year On

April 2012 saw the emergence of SS&WL's Transmissions Division gear up and launch under a new company banner and management structure. From first identifying this niche market opportunity SS&WL were proactive in planning, designing and building new workshop facilities to accommodate Transmissions. This business was viewed a perfect fit to complement Subsea & Wellhead's new enhanced test facility at Wellbank, Peterhead, Scotland.



Transmissions:

These are found in most heavy industrial plants where it is essential to have the equipment operating to the highest optimum level to minimise down time and loss of revenue. SS&WL's Transmissions Division can fully support client's plant to maximise uptime as they have the facility to fully load test most types of industrial units. To further aid industry, Score has recently upgraded it's facilities to fully test all Allison World Transmissions



Score's Transmission Division Experience:

Their fully trained personnel have over 60 years experience in transmission rebuilds down to component level and understand that fast-track turnaround is critical. So much so they guarantee

that all work will be carried out quickly and efficiently in a bid to reduce down time as much as possible.

Service covers:

- Allison
- ZF
- Clark
- Spicer
- Twin Disc
- Borg Warner
- Volvo etc
-



Diverse and Flexible Diagnostic Services & Troubleshooting:

Services also include 24/7 on-site diagnostic services to recalibrate or pinpoint problems. In many instances these services curtail the need to remove a unit for repair. This service is also now available for all Allison World Transmissions which are commonly found in cranes, refuse collection trucks, mud pumps, winches and various other offshore plant equipment. Transmissions division can also undertake all light engineering work including repairs and supplies of hydraulic pumps, PTO's forklifts, diffs and many other units.

Clients: Most recent customers to utilise SS&WL Transmission services include:

Aberdeenshire Council, Aker Qserv, Baker Hughes, Buchan Technical Services, Fisher, HireTech, Prior Diesel and Weatherford.

Looking back over the past 12 months since identifying this niche market opportunity, SS&WL's Transmissions business has developed into an established front runner to service the energy industry. With their new dedicated strip, inspection, repair and test facilities it will be interesting to review their business again 12 months from now.

An update from the Constant Systems Team

If we don't take care of our customers, someone else will.....

Recently at Constant Systems, we have been focusing our efforts on our existing customers to ensure we provide the best possible service. To do this, our service team have been visiting some old customers to see how we can help them make use of the equipment they already have. This has proven to be an excellent route to gaining true feedback and also a key opportunity to build individual relationships.

From our recent visits we have discovered that a number of our customers do not know the full potential of their cell disrupter and are unaware of the maintenance agreements and aftermarket support that we offer. Over time, our machines can get passed on

to different users meaning training and understanding is often second hand, and perhaps late. Each visit so far has been very informative and beneficial for both the customer and Constant Systems, and through these we have managed to guide users in a direction that allows them to use our systems for their projects without additional expense. With many more visits planned, we are positive that we will see good results.

Development.....

Also at Constant Systems we have been busy developing our technology by introducing new touchscreens for our systems. For these touchscreens we have created new PLC programming which will enhance and simplify the use for our users, something we consider of high importance. These features include – consumable changing made easy, recommended processing pressures,

and alternative inlet and outlet options. This change has also allowed us the opportunity to modernise the look of our programme designs.

Travel.....

This month we have plans to visit Europe, Asia & the USA in order to reach out to our distributors. We also plan to sign a new distributor for India and if successful, will begin building our relationship instantly so we can continue to provide to our customers in this region. More on these trips in the next newsletter.

CSL Ecommerce Website Released

Constant Systems Limited (CSL) approached the S.T.A.M.P. Limited web team with the aim of creating an ecommerce website. Their existing site provided only information about products and services and they wished to extend their support and service in this area

The request was to enable CSL's customers to order the various spare parts online, removing the requirement for human intervention in this basic task. After registering with the site, a unique and approved log in reveals the Constant Systems catalogue to users allowing them to order and purchase items as soon as the need arises. When an order is placed, CSL receive payment, and items are shipped immediately by the CSL team.

The system has also built in error handling to deal with processing of incorrect orders. This allows a member of the CSL team to inform its customer if they have ordered an incorrect part for a machine, as well as identifying the correct item. Due to the complex nature of the system required for processing, it has taken a few months to design and develop but it is anticipated that the potential of such a system is huge. Visitors to the site have full access to the catalogue of online items however prices are only viewable for registered customers.

The website has been overhauled to give a fresh new style with innovative features such as sliding banners. The interactive

map allows users to click for more information, and, as with the former site, it houses four language "alternatives" for international clients. On-going developments of the site will enhance the user experience even further.

Why not have a look for yourself.

Visit constantsystems.com



AUG /MUG Exhibition

Score Diagnostics Limited recently joined Score Atlanta Inc at the annual nuclear valve users group meetings in San Antonio, Texas. This was the 5th consecutive meeting that Score Group has attended, not only from an exhibition perspective but also participating in the presentations during the conference part of the show.

The highlight of this year's meeting was the sharing of experience and success stories among nuclear customers that have already purchased or used MIDAS Meter®. Marie Murphy of Exelon Nuclear teamed with Bobby Greenlees and Stan Hale to present recent MIDAS Meter® experiences to the Air Operated Valve Users Group on Friday. Marie was able to present several case study-type examples where MIDAS Meter® proved its value at the Limerick Nuclear plant. Score Atlanta has received MIDAS Meter® purchase orders from a few additional nuclear customers since the event. This increases the MIDAS Meter® customer base well into double figures for nuclear plant sites in North America, several of which have purchased multiple systems.

Based on feedback received during demonstrations, the nuclear customer base will continue to grow over the remainder of this year.



Score Diagnostics Limited
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Score and Peterhead Academy in New Link-up!

Score AIMS
Actively Improving Management Systems

As part of an ambitious initiative to help local school leavers take their first steps towards employment, Peterhead Academy was recently chosen to be one of only 4 secondary schools in Scotland invited to participate in the new Career Academy Programme. Career Academies UK is a registered charity based in London which already leads and supports a movement of over 900 employers and 120 schools and colleges, working together to raise the aspirations of 16 - to 19-year-olds. They now want to expand the scheme into Scotland, and Score, together with Peterhead Academy, are keen to help in this exciting new pilot venture. As a major employer in the Buchan area who have experience of offering employment to local school leavers through our highly acclaimed 6-year apprentice scheme, Score is well placed to make an important contribution.

Consequently, in September, Score will become a 'Partner in Business' with Peterhead Academy. The fine detail of Score's involvement in the programme is yet to be determined, but

it is planned that selected employees in different departments at Score will become 'mentors' to four senior pupils. The employees, not necessarily the most senior, will contribute some of their time to share knowledge, skills and experience on a one-to-one basis during 10 meetings over an 18-month period. However, the degree of involvement in the programme is flexible and can be tailored to suit the needs of the student and the work demands of the Score employee.

It is envisaged that this partnership scheme will give the school students an insight into many aspects of the working environment, thus helping them to make more informed career choices. At the same time, it is likely that the Score employees involved will also be developing their own coaching, communication and interpersonal skills in a practical and informal way.

Further details will become available during the coming months, but in the meantime, more information may be available from James Duthie, HR Dept, Glenugie.

Score Energy Attend WTUI, San Diego

A return to San Diego for the 2013 Western Turbine Users Inc. (WTUI) Conference And Exhibition proved very popular with both Exhibitors and GE LM Engine owner / operators providing the show with its highest ever record of attendance.

The recurring theme of most conversations was the Global Economic Climate. Suppliers are facing lowered prices just to maintain their share of a shrinking market caused by Operators postponing overhauls or increasingly taking engines offline. While fewer engine overhauls may affect our turnover with some of the smaller Service Centres there is also a great opportunity to increase business with the End Users who are unwilling to spend money on new expensive units and are instead looking to repair and refurbish their existing equipment. Score Energy's position as an OEM approved 'One Stop Shop' for the full range on LM Engine fuel nozzles and accessories attracted operators, manufacturers, supply chain and service providers to our stand thus allowing us to cement relationships and establish new contacts. We demonstrated our ever increasing capabilities and discussed the benefits of our Service Agreements which look to regularly maintain their 'off' as well as 'on' engine equipment.



Score Energy Limited
Intelligent Gas Turbine Solutions™
www.score-energy.com

Score Group Major Attraction at Oil and Gas Careers Events

Banff and Buchan College hosted their annual Oil & Gas Event on 19th February at their Fraserburgh campus. Hundreds of people flocked to the venue including many school leavers who were interested in getting information on our apprenticeships.

The event was always well attended by all the major companies from the North East of Scotland interested in drawing on local talented people.

Score Group has for many years been a major part of the show and once again was prominent at the event. The evening was soon crammed with members of the public, many of them intent on speaking to one of our stand team to find out about the company and engineering opportunities. Such was the interest, that queues were forming. This was due to the knowledge that Score provided unrivalled opportunities in apprenticeships alongside training excellence and prospects. The interest spanned both valve and turbine engineering, as well as many other disciplines Score now offer in engineering and administration.

Score also attended two school career events, one at Mintlaw Academy on 6th February and the other at Peterhead Academy on 5th March. Again Score

was a very popular stop for the youngsters. All the stand members were kept busy for the duration.

Score was once again delighted to be involved in these events.

Score Group plc is increasingly involved with the local primary and high schools in the North East of Scotland. Just recently we visited Peterhead Academy to do a presentation to all fourth year pupils on what Score was about and the apprenticeships on offer. This was delivered by three employees who presented the story of their journeys so far with Score. These presentations not only detailed the apprenticeship pathway but also NDT, turbines and fuel nozzles, and machining. Two of these employees are now fully qualified and time-served but all are continually developing their skills, knowledge and education supported by Score.

The presentations were well received, and each of our presenters received a well-deserved round of applause.

Due to the highly positive feedback we have received from the pupils, we would like to build on this success. If you are currently going through your apprenticeship or are recently fully qualified and

would like to become involved in giving a short talk on your story to our local Academies / schools we would love to hear from you. Although it may seem a little daunting at first, you will be fully supported throughout. This will not only be recognised by the company but also more importantly will give you a massive sense of personal achievement which you will draw during of your chosen career within the organisation. Contact Fiona Johnston or Carol Westland if you want to find out more.



Energy Girls Visit Score

Female pupils at Peterhead Academy studying the "Girls into Energy" programme with Banff and Buchan College enjoyed a visit to Score Group plc to find out more about what it's like for a female to work in the Oil and Gas Industry. The visit was led by Fiona Johnston "Apprentice Co-Ordinator Score (Europe)". The girls had an opportunity to tour round the Peterhead and District Training Centre which provides the first year of their training to gain a Performing Engineers Operations Level 2. Then it was onto Score's Glenugie site where the valve division is

based, next stop was Scores Wellbank site which is home to the turbine and fuel nozzle divisions. The girls enjoyed a presentation on an "apprentice's journey" by Toby Knight who has gone through the Apprenticeship. Heather Sim from Banff and Buchan College said "Throughout the visit the girls had opportunities to speak with many female engineers who are already working in the industry and it was great for the girls to be able to hear about their experiences and ask them questions. Feedback from the girls shows that quite a few of them are now more positive about Engineering as a

future career." Fiona Johnston on behalf of Score Group plc commented that, "Score Group plc recognise the importance of introducing Engineering in the Oil and Gas industry to females as well as males. Over the years we have been delighted to see that more girls are coming into this industry and indeed are doing very well." Score Group plc will continue to encourage females into our MA scheme and we continue to recruit twice yearly for January and July intakes. Recruitment for July 2013 is now in progress, with closing date for application 31st May.

Primary Engineering

The Primary Engineers project aimed at encouraging more young people to consider careers in STEM (Science, Technology, Engineering and Maths) professions is now becoming a reality in the Banff and Buchan area thanks to Score (Europe) Limited being active promoters of the project. The exercise involves young engineers and technicians visiting local schools and introducing the teachers and pupils to a practical class project involving the assembly of a motorised vehicle which will move in both directions and climb a gradient. To date six local schools have shown positive interest in pursuing this exercise, the benefits of which have been readily appreciated by all parties. This week a number of apprentices are



undergoing the learning session in Aberdeen on assembly methods and techniques. Score is to provide the schools with the necessary material etc to build the vehicles, and at the end of the session, regional and national final competition are to be held to identify the winning school team. A recent pilot exercise at Pitfour, Bracoden and Longside primary schools proved a most worthwhile and exciting exercise for all. The development of the Primary Engineers exercise is now in progress and it is hoped to be extended to several other primary schools in the future.

Score Group Apprentice Lecture BVAA – The Voice of the British Valves Industry

On 1st February Rob Bartlett, Director of the British Valve and Actuator Association (BVAA), gave an illustrated lecture in the VITAL Training and Conference Centre to Score engineering apprentices on the role of the BVAA and its relevance to our industry. What may sound to some like a rather 'dry' subject was transformed by Rob into a very interesting and valuable insight into the importance of this trade association for its member companies. From small-scale beginnings around the outset of World War 2, the BVAA has evolved into an influential organisation based at Banbury, Oxfordshire, which represents the interests of UK companies associated with valves, including Score. Prior to 2003 the BVAA's members were nearly all valve manufacturing companies and numbered fewer than 60. However, since 2003, when it opened its doors to companies involved also in the supply, distribution, repairing, servicing and modifying of valves and actuators its membership has risen to more than 170. It is no coincidence that this decision has resulted in mutual benefits for both BVAA and Score.

So, how does membership of BVAA benefit Score? Firstly, it was reassuring to hear from Rob that BVAA is not a profit-making organisation and that all income from subscriptions and other sources is returned to the BVAA to be used for the benefit of its members. Nowadays BVAA uses its expertise and industry contacts to publish industry safety and quality standards, provide technical and product advice, and organise training courses and exhibitions. In addition the

BVAA is the recognised 'Voice of the British Valve Industry' as it is often the first contact when news or information is sought concerning aspects of valves and the valve industry. In this respect, James Geddes, Commercial Director of Score (Europe) Limited, sits on BVAA Working Group Committees and is able to make an important contribution to this process. A recent strategic review of its activities has given BVAA a new focus involving a complete re-vamp of its website www.bvaa.org.uk and an overhaul of its long-established 'Valve User' magazine, now available in hard-copy or online at www.valveuser.com. This publication offers information and advice to those involved in the valve industries and also offers greatly discounted advertising rates for its members.

Rob went on to stress how the future of the UK valve industry looks very bright. The oil and gas industries are the main markets for companies involved in valve sales and services; recent studies conclude that world oil and gas reserves are expected to allow for another 200-300 years of exploration. Also, the quality of British-made valves is very high in comparison with many others, and this fact is recognised by users who demand long and trouble-free working lives from their valves and components. Finally, Rob appealed to his large audience of mainly 17-22 year-olds to appreciate just how lucky they were! To be employed by a major player such as Score in the energy service industry, located at the hub of the UK oil and gas industry, AND to benefit from expert training on a highly acclaimed apprentice

engineer training scheme...what more do you want?! With hard work, dedication and willingness to learn, the rewards should indeed be high, and he hoped and expected that the links between BVAA and Score would strengthen, to the benefit of both, during our future roles in the valves industry.

After Rob had responded to several questions from the apprentices, Conrad Ritchie, Deputy Managing Director of Score (Europe) Limited, emphasised the importance of the role of the BVAA, and particularly its links with Score in the part which we both play in the global energy industry. Mr Ritchie also expressed his satisfaction at the number of questions put to Rob by the apprentices. This clearly demonstrated the interest which his lecture had raised among his audience.

Leighton Willox, Managing S.T.A.M.P. Limited, then thanked Rob for his lecture which had skilfully illustrated the importance of the BVAA in its position as 'the Voice of the British Valves Industry'. However, Rob's duties were not yet over. In a ceremony which demonstrated the continuing commitment by Score to the development of their future careers, all 4th, 5th and 6th year engineering apprentices were individually presented by Rob with their own complimentary copy of the latest edition of the BVAA publication 'Valve & Actuator User Manual', recognised as the 'bible' in our industry, and an important work of reference for every apprentice, now and in the future.



Apprentice Lecture – Safe Driving

As the largest employer of 17-25 year olds in the Buchan area, Score Group is constantly aware of its responsibility to protect the safety and well-being of our young employees.

As all of us are surely aware, road traffic accidents (RTAs) are a major cause of injury and death among young people. In fact, RTAs are the biggest single cause of death among 17-25 year-olds in the UK. To find out just how serious the problem is on roads in the Grampian Police area, what factors are involved and what can be done, the issue was addressed in a lecture on 15th March to about 250 Peterhead-based Score Group apprentices and trainees.

With 11 years of experience as a traffic cop, Constable Neil Robertson of the 'Road Safety Grampian' Unit, was well qualified to give an illustrated talk to his young audience, many of whom were holders of full or provisional driving licences. After a short introduction by Conrad Ritchie, Deputy Managing Director, Score (Europe) Limited, in which he stressed the particular relevance of safe driving to Score's commitment to reducing accidents, work-related and otherwise, in the local community, Constable Robertson went on to describe in a skilled and captivating way how a licence to drive may, tragically, also turn out to be a 'licence to kill'.

He began by listing the facts. Grampian area has the worst record in Scotland for the number of deaths, life-changing injuries and slight injuries sustained in RTAs. Between 2007 and 2011 an average of 32 people died every year and 314 sustained life-changing injuries. Of all the people who died or were injured in RTAs, about one third were aged 17-25. Although the situation has been improving slightly every year, the chance of dying in an RTA in Grampian area is still about 1/10,000. However, these bare statistics do not reveal the personal heartbreak, pain, anger, and the serious financial and emotional consequences of a death or serious injury. At times the sense of loss may be overwhelming, as witnessed by the officers given the dreadful task of notifying next of kin and loved ones.

With interaction from his audience and with the help of slides and film, Constable Robertson then went on to discuss the factors contributing to Grampian's poor safety record among drivers, especially young drivers. He identified the following as particularly important:

Drugs/drink - Alarming, in UK one in 4 road deaths is drug related. This figure includes prescription drugs, even some apparently 'harmless' cold remedies. Also, one in 6 road deaths is due to the effects of alcohol. The current legal limit of 35microgrammes alcohol/100ml of breath or 80mg/100ml of blood does not tell the whole story. Everyone shows differences in how alcohol affects reaction times and recovery times. The only safe decision to make is 'don't drink if you intend to drive'. On nights out it is a good idea to have a designated driver who, obviously,

must never be influenced by peer pressure to have 'only one drink'. Remember too that it is surprisingly easy to still be over the legal limit well into the following day after a late-night drinking session. It has been calculated that to become alcohol free again afterwards you must wait at least one hour for ever unit drunk plus 8 hours, calculated from the time of finishing the last drink. It surprised a few people in the audience when Constable Robertson stated that this meant 4pm the following day after 8 units (about 4 pints of average strength beer) being finished at midnight. The consequences of a drink-driving conviction and ban in terms of punishment, employment, insurance, not to mention a lifelong feeling of guilt was also stressed. It's just not worth it!

Speed - There is no such thing as a 'killer road'...only killer drivers. 60mph is the speed limit on a country road but it may be too fast, depending on conditions, eg. poor visibility, ice. Always drive in a manner appropriate to the conditions. The fact that your speed was less than the maximum permitted does not exempt you from a charge of using excessive speed under the prevailing conditions, ie. careless or dangerous driving. A car when out of control is like a missile, and at 30mph any impact which it causes will have the same effect as if its weight had been increased by 70%.

Fatigue - Constable Robertson mentioned how fatigue is an important, but often underestimated, cause of traffic accidents. In 2012 two people died in RTAs in Grampian as a result of the driver losing control through fatigue. To avoid drowsiness it is recommended to take a 15-min break every 2 hours. If you feel drowsy you should stop and rest. Opening windows, drinking coffee, turning up the radio and other commonly used attempts to stay awake are not effective.

Seat Belts - ALWAYS wear seat belts in the front and back...it is an offence not to wear one. Constable Robertson described, and also showed on film, the consequences of not wearing one. The results were sometimes horrible to describe! Nobody in the audience was left in any doubt about the importance of wearing a seat belt. He also described how the seat belts would be ineffective if the seat was tilted back in worst 'boy-racer' fashion. In the event of a head-on collision the seat would then act like a launching pad and the unfortunate driver would be catapulted backwards, underneath the seat belt and towards the rear window.

Mobile Phones - Never use a mobile phone when driving. Always pull in to the side and switch off the engine...it is an offence not to. 'Hands free' is better but still not perfect. It must be remembered that when phoning it is always the case that you are picturing in your mind's eye what is happening at the other end of the line. Obviously, you cannot be concentrating properly on the road at the same time. The popularity of mobile phones and other devices with screens, especially among young people, means that the number of serious accidents

caused by an associated lack of due care and attention is increasing. Also, don't be tempted to phone someone when you know they will be driving. It could cause an accident for which you would feel partly responsible.

Throughout his entire presentation, which lasted about an hour, Constable Robertson interacted with the young audience in an effortless and sometimes humorous way, without detracting from the serious nature of the message being conveyed. It was no surprise to learn that his lectures and talks with local schools and youth organisations have become a popular and important part of the Grampian Police effort to educate road users, change attitudes and thus reduce the number of road accidents and associated deaths and injuries among young drivers.

Therefore, it came as a great surprise and disappointment to hear later that this was one of the very last of these talks to be presented. Next month, under the restructured single Scottish Police Authority, the talks will be discontinued and Constable Robertson will return to the Traffic Department and have to concentrate again on catching and charging offenders after they had committed an alleged offence.

What happened to the wise old saying that 'prevention is better than cure'?

After taking several questions from an appreciative audience, Jacquie Murray, HSE Inspector Score (Europe) Limited, thanked Constable Robertson for his informative and stimulating lecture which she felt sure would have a made a lasting impression on our Score apprentices and trainees. Hopefully, it will ensure that we all remain, or become, safe and considerate drivers.

