WHAT'S THE SCORE

www.score-group.com

January 2013

Score Diagnostics Limited Established

Following the continuing market success of the MIDAS® Meter since its launch in 2010 and the subsequent release of the MIDAS® Sensor during ONS 2012, Score Group plc has established the new group trading company, Score Diagnostics Limited. The new organisation has been set up to provide clear market and customer focus and to promote and further develop the specialist valve condition monitoring equipment, manufactured within group. As part of the transfer to a standalone company, the organisation has re-branded its integrated diagnostics systems (formerly known as V-Map) to "MIDAS® Diagnostic Systems", to ensure a consistent brand image is presented within the targeted marketplaces. Further innovations currently in development and it is anticipated that as organisation's range continues to grow, the company will also grow from strength to strength. Further Score Diagnostics news on page 6.



- Time Served Engineers Time Served Administrators Time Served Multimedia
- Hard Workers of 2012
 Top Logs 2012
 Most Consistent Logs 2012
 Top VITAL 2012
 - Engineering Apprentice of the Year 2012
 Administration Apprentice of the Year 2012

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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 April 2013.

The Newsletter Team

Score Group plc Christmas Lunches

Score Group plc recently held its annual Apprenticeship Christmas Lunch to award and congratulate its apprentices. This year due to the number of apprentices and trainees the Group employs in its Peterhead companies and facilities, the celebration was held over 2 days. In total, over 300 apprentices in engineering, administration and multimedia disciplines were at the event which also included some individuals who are scheduled to start at Peterhead Engineers Development Limited in January 2013. Also in attendance over the 2 days were some of Score Group's management teams.

With engineering at the core of Score's businesses, the company was delighted to award 19 engineering apprentices with their time-served papers, a qualification that includes invaluable practical and theoretical experience. These young men and women are employed primarily by Score (Europe) Limited and Score Energy Limited but also include other Score companies in Peterhead and overseas.

As the company has grown over its 30 year history, so has its need for excellence in its administrative abilities. For this reason, a steady stream of administration apprentices are trained within the company. Ten administrators therefore received their time-served certificates at the lunch.

Also at the event, Score Training And Multimedia Productions Limited, who design and deliver engineering training, graphical design services and online training saw its first multimedia apprentice receive his apprenticeship papers.

Among the other awards presented were Apprentice of the Year, Administration Trainee of the Year, Hardest Workers and Top VITAL Training System Performers.

Following the award segment of the day, Chairman of Score Group plc, Mr Charles Ritchie added his own congratulations to all the award winners.

Conrad Ritchie, Deputy Managing Director of Score (Europe) Limited commented "We welcome the opportunity to award our trainees, these youngsters have all demonstrated commitment, effort and determination and are to be congratulated on their continued success".

Score Group's award winning apprenticeship and trainee schemes are held in high regard worldwide, being a major employer in the North East with further investment planned both at home and within many global locations in the months and years ahead.

Charles Ritchie then hosted departmental Christmas lunches from the 17th to 21st December where he gave a review of 2012 which was an excellent year for the Group. He also looked a little into the future with an overview of planned developments. He, as always, concluded by wishing everyone the very best for the festive season.































'WELL DONE Everyone in your Achievements'

Hycrome Apprentice Successes

ycrome (Europe) Limited would like to congratulate three of their Apprentices who completed their Advanced apprenticeship in Engineering this summer.

All three students have worked hard to complete both an ONC Certificate and an HNC Certificate in Mechanical Engineering alongside NVQS and a busy work schedule!

Special congratulations go to all 3 who, this year, achieved Distinction grading on their final year projects.

Johnathan Tate (left) will go on to work in the Aerospace Treatments and Manufacture Department at Hycrome, where he is a valued member of the team.

Ryan Collet (right) will continue to work within the Manufacturing Department learning his skills in CNC machining.

Zayanah Mansor (centre) has chosen to continue her studies by undertaking a degree in Materials Science at the University of Sheffield whilst she works within Hycrome.





Score A/S

Congratulations to Daniel B Finnesand for having completed and passed his exam as a mechanic 28th June 2012.

Score Diagnostics Attend Valve World 2012

ollowing the setting up of the new Score Group company Score Diagnostics Limited at the start of the financial year, a decision was taken to exhibit our MIDAS® range of valve condition monitoring / valve leak detection and quantification products at the Valve World 2013 show in Dusseldorf, Germany on the 27th-29th November 2012.

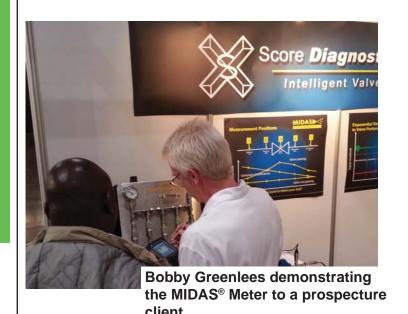
The exhibiting of the ultra-portable MIDAS® Meter, the permanently installed MIDAS® Sensor and the fully integrated MIDAS® Diagnostic Systems, was tied-in to the delivery of a technical paper on Experiences of Utilising Acoustic Emissions (AE) Technology in the American Nuclear Power Generation Market, which was being delivered at the adjoining conference.

The technical paper received some very positive feedback from the audience of around 100 delegates who attended the pre-lunch session in room 18/19 at the Messe Halls on the Wednesday morning. The paper presentation clearly also attracted a number of conference delegates downstairs to see the innovative technology products being demonstrated on the show stand 4G49.

The three day exhibition turned out to be very busy indeed, with a truly international audience of valve owners, users and servicing companies in attendance. The Score Diagnostics Limited stand team welcomed more than 100 visitors to their stand from the UK, Europe, North America, South America, South Africa, Russia, India, Middle East, Far East, including some interesting locations such as Chile, Peru, El Salvador and New Zealand. Of the recorded visitors, 70 showed an interest in MIDAS® products, with 7 of those asking for immediate and specific product quotations.

The Diagnostics Team will be following up on all leads generated, although given the volume, this will of course take some time. An initial contact e-mail, thanking all visitors for coming to the stand will go out this week. Local representatives and / or product specialists will then follow-up on each lead. The challenge, as always, is to convert as many of these excellent leads into sales.

We'll leave the last word to a visitor who had travelled all the way from South Africa to attend the event, who said as he left the stand "I've been all round this show and this is the best stand I've been on" – comments like this make all the hard work seem worthwhile!



Score Danmark "Technical Innovations" Open Day

Score Danmark held a "Technical Innovations" open day in its premises in Esbjerg for its existing and potential new customers on the 24th of October, 2012. The full range of products and services offered by the Score Group were presented, however special focus was given to Score's innovative new valve condition monitoring equipment, services and systems.

The open day was split into two sessions, starting at 9.00am and 1.00pm, with a light buffet lunch included. All guests were warmly welcomed and engaged in conversations relating to their different areas of interest. Each session started with participants being given a tour of the premises, followed by an introduction to Score Group plc products and services and concluded with practical demonstrations of MIDAS Meter®, MIDAS® Sensor and MIDAS® Diagnostic Systems.

Launched by the Score Group two years ago, the ultraportable hand held wireless Midas® Meter is now proven technology which is being widely used around the globe by plant integrity and maintenance personnel to find leaking valves, using Acoustic Emissions (AE) sensors and technology. Using the MIDAS® Meter device allows maintenance personnel to become more focused on proactive maintenance activities, which addresses specific known risks, rather than relying on the old "run everything to failure then react" approach. Being a non-invasive inspection tool, the plant can also continue to run during valve surveys, resulting in big savings for plant owners. Condition based maintenance and specifically trending valve performance over time, is a smarter and now proven way of working to reduce unnecessary repair workscopes and shutdowns, whilst ensuring maximum uptime of the plant with no added risks. This makes MIDAS® Meter the intelligent tool of choice for valve maintenance technicians worldwide.

Building on the success of the hand held device, Score Diagnostics Limited has now launched the Midas® Sensor, which is designed for continuous condition monitoring of more critical valves. The sensor, which is designed to be permanently installed, signals to the control room when a valve is not isolating to the required pre-determined acceptance standard. The MIDAS® Sensor's industry

standard data output signal (4-20 mA) ensures that it can be quickly and easily installed into existing or new-build plant operating and control systems / SCADA (Supervisory Control and Data Acquisition Systems).

The most critical valves in process systems need to be monitored more closely. Score encourages its Intelligent Valve Management™ contract customers to measure not just sealing capability and performance in these valves, but also to gather data on other operational parameters such as travel, strain, signal pressures, signal currents etc, which can all indicate early signs of valve performance decay. MIDAS® Diagnostic Systems integrate all these sensors' outputs and provide meaningful feedback on the acquired data. Consequently, valve performance is maximised over time.

The potential for achieving cost savings and improvements in process efficiency are already being realised by existing Score Diagnostics customers who are deploying this technology in their operating plants.

Speaking after the event, Score Danmark Director Tim Percival commented that the open day was very well attended by all major existing – and potentially new – customers in the Danish Market. "The event gave us a unique opportunity to showcase our local skills and technology, as well as introduce our global capabilities and it has opened up new opportunities for our sales and technical teams".

The consensus in feedback received from visitors was that they were impressed with the way Score Group is continuing to grow and invest in new technologies to deliver an increasingly diverse range of mutually beneficial products and services to its customers.

Directly following the open day, Score Danmark were awarded two new orders by Maersk Esbjerg and Dong for offshore valve leak detection surveys using MIDAS® Meter, making it a truly worthwhile event for all involved.

"Technical Innovations" showcased in Dubai

core Middle East was delighted More detailed presentations and to host its first annual "Technical Innovations" event to showcase their products and services to their existing and potential new clients in the Middle East markets, in October 2012.

The event was delivered over 3 consecutive days from October 15th to 17th. Each day had both morning and afternoon sessions and topics for discussion and presentations included various aspects of Intelligent Valve and Gas Turbine Management, Services and Sales.

Guests first gathered for a collective introductory presentation on the Score Group of companies, before they then split into two distinct groups based on their interest and focus on either valves or industrial gas turbines / accessories.



demonstrations were then given to visitors on the Score Group plc technology and innovations that Score Middle East were introducing into their local markets. Applause was given to all the presenters as the presentations were widely appreciated by the guests, who found them both interesting and informative.

Following the event, most of the attending guests have requested more information on Valve Sales, Valve Services & Support, Valve Automation, Valve Leak Detection, Valve Condition Monitoring, LM Fuel Nozzles and Woodward Fuel Control Valves.

Companies like Dubai Petroleum have also requested follow-up presentations at their own facilities. Invitees who were unable to attend and missed the



opportunity have requested another meeting at our facility at a later date.

Overall, the event - which was attended by over 50 people representing around twenty different companies - was a huge

Special thanks go to our guest speakers Kesu Hemandas and Tony Brough and the Score presenters Gregory Smedley, David Moir and Dave Anderson, for the time they took to visit UAE to make it a great event. Also, special thanks go out to all the team members of Score Middle East for all their organizing and planning which came together to make this such a great event for both the visiting guests and the company.

We look forward to seeing everyone again next year.



Score Group plc Exhibit at EIC Connect 2012

IC Connect host annual events for the oil and gas/energy and power industries. The EIC's anual flagship event for the supply chain: EIC Connect Oil and Gas was held at Manchester Central on 27th and 28th November 2012 and Score Group plc was delighted to exhibit.

EIC Connect is the EIC's key initiative for UK companies. It is organised by the Energy Industries Council in association with UK Trade & Investment and this particular event was well attended by over 1000 industry professionals positioned throughout the global supply

by key figures from major oil and gas companies and offered the opportunity for a series of one to one delegate networking meetings. In addition, exhibitors from a multitude of companies providing services to the oil and gas industry showcased their products and services through a variety of exhibition stand displays.

Score Group plc presented a range of products from across the group of companies with representatives of Score (Europe) Limited, Score Energy Limited, Score Diagnostics Limited and Score Training And Multimedia Productions Limited all in attendance.

The event incorporated presentations On show was Score Europe's online valve

enquiries system - valveenquiries.com giving customers access to the world's largest valve inventory in any place at any time, as was a sample of Score Energy's uniquely approved fuel system nozzles. Score Diagnostics provided demonstrations of company designed and produced innovation the MIDAS® Meter, which is the latest in acoustic emissions valve leak detection. Score Training's range of expert engineering courses- designed with a proactive approach to asset management in mind - were also promoted.

The event has generated a number of leads which are now being followed up on. Score Group plc is once again happy to have worked with EIC Connect.

The Latest News at Cowdenbeath

Visit from Lochgelly High School Pupils

Pictured here, pupils from Lochgelly High school enjoying a visit to our Cowdenbeath test facility. The visit provides the pupils with an insight into Engineering, with particular emphasis on health and safety, not just in the workplace. but in everyday life. The pupils and teacher also enjoyed completing a VITAL module, Beware of the Dog - Charlie's



Out With The Old, in With The New

A program to replace the old overhead fluorescent lighting has commenced. After the initial cost to purchase the lighting and associated equipment, savings and benefits will be gained through reduced power consumption.

The program to replace the old lighting will be phased over several months spreading out the capital expenditure. Many thanks to lan Mann and his team for delivering the improvements.



Additional Test Capability

The slurry test loop installation is now at an advanced stage. Calum Bruce is pictured below ensuring that the flange is correctly positioned prior to welding. The test loop is progressing at a steady pace and should be ready for commissioning in a few weeks.



Additional Overhead Crane

Ali Wilson seen here re-engineering the new test facility overhead crane. The new crane will allow us to manoeuvre larger and heavier valves and fixtures into the test cell providing greater flexibility, reducing bottlenecking and easing programming issues.



New Customers

Pictured right are Tan Si Hui with her husband from Singapore, with senior valve Technician Jack O'Hagan and Steven Kennedy. Si Hui is a senior design engineer with WOM. Si Hui was in Cowdenbeath to witness the testing of her engineering design. The test program went extremely well. We have won more business from WOM and expect a return visit early next year, although it's unlikely to be Si Hui. The good news is the couple are expecting their first child, we wish them both well.



An update from the Constant Systems Team

has rolled off the production line and the lucky customer is:-

'Slovak University of Technology' -Slovak Republic

You may remember in one of previous updates that the Slovak University of Technology had battled for some time to secure one of our systems, so with all the efforts put in we are pleased that their model is extra special. Now

Number 1000 accompanied by our 'then' Production Support - Kayleigh Banning and one of our build technicians - Glenn McGuckin.

in 2011 as a Service Administrator which later progressed to a production support role. During her time in production she showed an interest for

nonstant Systems is pleased to we have successfully installed their the manufacturing of our systems and • announce that serial number 1000 systems, they can finally move forward. put her interests forward. At this time we were in the position to allow Kayleigh Pictured below is the famous Serial the opportunity to join the buildshop team which she accepted willingly. Kayleigh has now been in the buildshop for 2 months and with the training provided by our technicians, she has successfully completed 5 machine Kayleigh Banning joined our team builds....as a team we are very pleased with the outcome.



Focus on HSE

Nov 1st 2012

The blood donation session in November was another success, a special thanks to all who donated and all who showed but couldn't donate. There was 83 slots filled but unfortunately 2 personnel did not show up. There were 11 new donors, 11 were unable to donate and 2 had tests, resulting in a total of 68 pints of blood donated. Well done to all concerned and a special thanks to all who assisted in the organisation and setup on the day. Next session is scheduled to be in April.

Nov 6th 2012-Dec 11th 2012

The final Smoking Cessation of the year went very well. Congratulations to those who quit. 8 personnel attended and 6 managed to stop. This has been a great achievement from the individuals concerned. Overall 34 out of 38 people have stopped smoking to date.

HSE Initiatives

We are currently running campaigns on Winter driving and Drink driving. Watch for further information through noticeboards and emails with some events planned for early in 2013.

Stateside

Constant Systems team with Pressure Biosciences

On November 26th, Constant Systems & Pressure BioSciences entered into a strategic partnership. This is a very exciting development for all employees of PBI and Constant Systems, and for our customers, as this new association will allow us to offer more, enabling high pressure-based equipment to our respective customer bases going forward.

PBI located in Boston, MA, is a life sciences tools company focused on the development and commercialization of a novel, enabling platform technology called Pressure Cycling Technology ("PCT"). Since it began operations as Pressure BioSciences in February 2005, the company has focused substantially all of its R&D and commercialization efforts on sample preparation for genomic, proteomic, lipidomic, metabolomic, and small molecule studies based on the use of ultra-high pressure. PBI has an installed base of over 200 of their Barocycler instruments in North America.

The strategic partnership calls for Constant Systems to represent PBI's Pressure Cycling Technology ("PCT") products in twelve European countries where PBI currently has no presence. Concomitantly, PBI will represent the entire Constant Systems line of cell disruption products throughout all of North America.

We look forward to updating you with our success here in the future.



Tim Baillie – An **Inspirational Choice** By Score

ome people may wonder why our choice as speaker for the Score Apprentice Lecture in Peterhead on 9th November was a young man who had become famous for paddling a canoe.

The answer is that Tim Baillie is quite simply one of the best in the world at his sport and, as many of us are aware, he partnered Etienne Stott in the 2-man canoe slalom to a gold medal at the London Olympics last summer. The fact too that Tim hails originally from Aberdeen and is also a graduate in Mechanical Engineering from Nottingham University made him a great choice.

Tim, who now lives in Hertfordshire, was back in his native North-East to open Banff and Buchan College's new Scottish Maritime Training Academy at Peterhead Lido. Score Group plc has strong links with Banff and Buchan College through its highly acclaimed apprentice training scheme and Tim was invited to come to Score afterwards to address our engineering. mechanical, welding and administration apprentices and trainees.

After a short preliminary talk by Leighton Willox, Managing Director S.T.A.M.P. Limited, in which the importance of selfmotivation and commitment in career development was stressed. Conrad Ritchie, Deputy Managing Director of Score (Europe) Limited and Chairman of S.T.A.M.P. Limited, introduced Tim to more than 200 apprentices, trainees and staff gathered in the S.T.A.M.P. VITAL Lecture Theatre. Mr Ritchie expressed his hope that Tim's dedication and success would help inspire each person in the young audience to become the best they possibly could in their own chosen career.

With the help of a video showing the hair-raising and Herculean efforts required to overcome all the odds on the turbulent whitewater course, Tim, wearing his Team GB sports kit, first gave a personal account of his gold-medal success at London 2012. The skill, strength and concentration required to master the particularly tricky conditions at the Olympic venue were obvious, and most of us probably thought that Tim must have been particularly privileged, or specially favoured, or maybe born with incredible talent. "Not so" implied Tim, who appeared to be the kind of person that we could all relate to easily.

He described to us how he had worked hard at all stages in his sporting career and had always set himself goals, first aiming to establish himself in the Aberdeen Kayak Club team, then striving to be part of the Scottish national squad, and then finally to improve even further in order to represent GB in the Olympic team. Tim then went on to tell us in more detail of the characteristics needed to become a winner and referred to the hours of training, the dedication, the commitment, self-



David Cook Deputy Principle, Banff and **Buchan College, Tim Baille & Conrad Ritchie**

discipline and single-minded determination to see things through against the odds. At no stage had he regarded himself as better than anyone else or entitled to special recognition. In fact, he hinted on more than one occasion that perhaps he had less raw talent than some others in his field, but he more than made up for this by a positive attitude, total commitment and willingness to learn from his mistakes, while not worrying about factors outwith his control. Tim stressed how he believed that everyone would make mistakes, but what was more important than making the mistakes in the first place was the ability to respond by learning something from each mistake and therefore improving continually.

All of these attributes and attitudes are important in the lives and careers of each of us, and apply equally to Score apprentices and trainees as they do to Olympic sportsmen and sportswomen. After his talk, Tim took time to answer several questions from the Score apprentices and trainees relating to his sporting and engineering backgrounds and his ambitions for the future. Needless to say, he was already looking forward to more sporting challenges, but did not rule out a return to an engineering role of some sort in the future.

Finally, Richard Sadler, MD Score (Europe) Limited, who recalled how his own family had been inspired by Tim's achievements at the Olympics, thanked Tim for his lecture and for illustrating how skill, dedication and commitment can bring great rewards.

The company is endeavouring to invite a selection of different speakers to these lectures. This has been shown recently with Tim Baillie in November, Michael Moore MP, back in August and also Professor Howard Chandler from The University of Aberdeen back in October. Further special speakers have already been invited for 2013 to further inspire, educate, convey real-life experiences, and of course provide safety information to our apprentices and trainees.

Cutting the First Sod at the New Crimond Medical Centre

An exciting day for the community of Crimond!

fter a long time spent in the planning of the project, work is finally underway with the first sod being cut on Saturday 15th December by Mr William McRobbie. Mr McRobbie bought the "spade", which came with the privilege of cutting the first sod, at the Masquerade Ball recently held at the Tufted Duck Hotel in aid of funds for the Crimond Surgery. Accompanying him and his wife Margaret, were his six grandchildren: Jane-Marie Christie, Kayleigh-Anne Christie, Nikki Kewley, Amy Kewley, Emma Mesko and 4 ½ months old Adam Mesko. Mr McRobbie said that he bought the spade for his grandchildren so that they will always have a "real" connection with the new medical centre.

Waiting with a digger ready to go is Crimond man Ally Smith of Lovie Construction.

The project is being undertaken by the Crimond Charitable Trust with support already pledged from several local businesses and organisations. The cost is being underwritten by the Score Group.

The Medical Centre will serve the parishes of Crimond, St Fergus,

Rathen and Lonmay, and the villages of St Combs, Inverallochy and Cairnbulg. It will accommodate not only the medical practice but also a pharmacy, dental practice, community café, physiotherapy facilities and a fitness suite which will be available for post –surgical rehabilitation as well as general leisure and fitness activity.

Further details and a full prospectus may be obtained from Crimond Charitable Trust Secretary Mr Dave Matson on 01779 482327 or at dave.matson@score-group.com.



Successful Training at Yarmouth

he Shell Bacton gas terminal began operations in 1969. It is mainly involved in gas processing for many major fields. The Bacton plant is a large employer of local people in the south east of England. Like many gas plants that have been in operation for over 30 years, valves and equipment are increasingly requiring maintenance, putting added strain on their technicians. Shell Bacton realises the key to maintaining their valves more efficiently is in the training of their technicians to a high standard.

From the 3rd to the 7th of December, 30 Shell technicians undertook Score Training's Non-Invasive Maintenance course at our Score Europe Yarmouth facility, focusing on fault finding and maintaining plant and equipment with minimum or no down time. The course is a mixture of both class room discussion and workshop session using real examples of valve failure and equipment with a focus on getting to the root cause of failure and methods of preventing the failure in the first place.

The Shell technicians varied from apprentices that have been in the oil industry for under a year to technicians that have moved from the armed forces, as well as technicians that have been at the plant from the start. The Shell technicians are very passionate about keeping their plant up to a high operational and safety standard and the course was well received with very positive feedback.

With the success of this training behind them, Score Training is greatly looking forward to conducting further training with the team from Shell in the near future.



Skills Scotland Event Hailed a Success

he Skills Scotland 2012 careers event was held at the AECC on Tuesday 20th November and Score Group plc was delighted to exhibit for the second year running.

Skills Scotland co-ordinate careers and exhibitions across Scotland. The events are open to anyone aged between 14 and 19 and the main purpose of these events is to give school pupils an insight into the work opportunities that are available to them within a diverse range of companies. The emphasis at Skills Scotland events is on interactive engagement with pupils and the provision of hands-on activities, allowing attendees to gain a practical awareness of the working world.

From the outset the Score stand was a hive of activity as pupils from 30 schools including Ellon, Mintlaw and Peterhead Academy flocked to enquire about the range of engineering and admin

apprenticeships the company can provide.

Visitors to the stand enjoyed the variety of activities on offer including the assembly and disassembly of training valves, the opportunity to get hands on with a range of fuel system nozzles and an interactive touch-screen game. Company representatives were on hand to answer questions and discuss the numerous career opportunities within the Score Group of companies.

It is estimated that around two thousand school pupils, teachers and parents attended the event throughout the course of the day.

It is imperative that school aged pupils are aware of the opportunities available to them to allow them to make informed career decisions. Score Group plc will continue to support the training and development of young apprentices, providing skilled positions for young people in today's challenging work climate.