



BIS InSite

THE QUARTERLY E-NEWSLETTER
FROM BIS INDUSTRIAL SERVICES LTD
APRIL 2010



Your Quarterly Update on Business Progress

Welcome to the second edition of BIS InSite.

Since the merger in January 2010, BIS Industrial Services Ltd has gone from strength to strength, focusing on providing measurable benefits and delivering economic solutions in areas that really matter to our customers.

As a testimony of the trust, reliability and economic efficiency pioneered within the company and fostered in our customers, BIS Industrial Services has won it's first major contract this quarter. BP has awarded us with our largest single supply contract worth £100 million over a five year term.

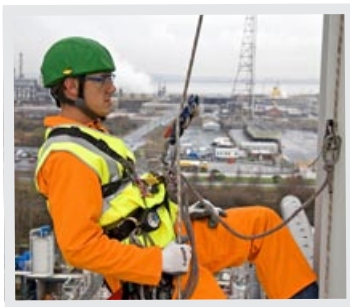
This win demonstrates that based on our competencies, technical innovation and strong sense of partnership, customers view BIS Industrial Services as a credible and trusted partner that can respond to challenges, improve efficiencies across operations and increase productivity without compromising on the essential SHE and Engineering standards.

Adding to the growing reputation of BIS Industrial Services, we are also pleased to announce the successful completion of the HDS-2 Outage contract at the Shell Stanlow Refinery. With no recordable injuries and no

incidents throughout the Turn Around, we have again proven our dedication to uphold safety standards and I would like to congratulate the team for their efforts. You can read more about our achievements on this project in this edition. I would also like to thank our readers for their positive feedback on the first edition of BIS InSite in January 2010. We hope to continually offer valuable updates, news and insights through the coming editions.

**Duncan Hall - Managing Director,
BIS Industrial Services Ltd**

Featured Services – Ensuring Value for Customers



Access Solutions

At BIS Industrial Services, our personnel have the experience and ability to formulate solutions and overcome the challenges of providing safe access. This enables us to deliver large scale complex and diverse projects with reliability and backed by responsive project management.

Our engineers can provide technical knowledge and designs for fitting scaffolding, temporary support structures, cantilevered and suspended access, temporary buildings, covered structures, bridges and other design solutions. We also ensure cost efficiency for customers by stocking and utilising the innovative **Layher Allround System** across projects, which has resulted in significant savings in labor and costs for clients.



Process Plant Overhauls

BIS Industrial Services provides overhaul management and execution services to the UK Process, Power and Petrochemical sectors through a flexible delivery model. Our focus is on the successful delivery of services, ensuring safety, quality, planned manufacturing downtime, budget cost performance and quality engineering work to achieve future reliability.

Services

- Powered Access
- Rope Access
- Lightweight Access Towers
- System Scaffold
- Conventional Scaffold
- Scaffold Design
- Protective Sheeting

Services

- Pre-Overhaul Management & Planning
- Cost, Programme & Productivity Controls
- Procurement On-Site/ Off-Site Support
- Execution Management & Trade Resource Provision
- Handover & Start-Up Support
- Performance Review & Improvement Planning
- Project Integration



Shell Stanlow Block Turn Around a Great Success

BIS Industrial Services demonstrated a high level of competence and solutions driven approach for the HDS-2 Outage at the Shell Stanlow Refinery, completing complex work scopes safely, cost-efficiently and on schedule.

BIS Industrial Services delivered the mechanical works on the HDS-2 unit as part of the 2010 Block outage. In preparation, a team had been put in place from July 2009 until the event started in January 2010, with responsibility for planning the tasks and producing work packs for all activities within BIS Industrial Services' work scope. This included opening up for inspection, re-boilers, heat exchangers, knock-out drums and various pipework systems along with subsequent rebuilding and testing of equipment and systems.

Hugh Campbell, Operations Manager, BIS Industrial Services said, "We are delighted at the successful outcome of this TA. The work was delivered to budget and all the KPI's were achieved, leading to efficient and timely delivery of services.

"The work required 12,000 man hours to complete over a 4 week period. The team's competencies resulted in minimal re-work and efficient budgetary control. This TA also gave us an opportunity to demonstrate our commendable safety focus, with zero incidents, no recordable injuries and no first aids throughout the TA, and these are milestones we are really proud of."

Congratulating the BIS team, Ian Land, TA Engineer, Shell said, "I would like to acknowledge and thank the team for their efforts and excellent safety performance on the Shell Stanlow Block. I have rarely seen a project where the entire team, from James Murphy, BIS Industrial Services Overhauls Manager, down to the personnel in the field, demonstrated such exceptional commitment.

"The team also displayed a high level of workmanship and a consistently positive attitude through the course of the project, and I was impressed by the volume of positive safe visit feedbacks presented at the daily safety meetings. I look forward to working with BIS Industrial Services again in the future and would again convey my thanks to all involved in making the TA a success."

Access Solutions - Shell Stanlow Refinery

Ged Cossins, Project Manager, BIS Industrial Services Ltd said, "At BIS Industrial Services, we are always looking for new and innovative ways to further integrate safe working practices in our personnel's day-to-day activities. On this project, we consistently focused on overcoming issues commonly associated with safety harnesses and ensured that working at heights was conducted in compliance with regulatory demands. Resulting in safe, timely completion of services, this project has reinforced the company's position as a leading industrial supplier of access solutions."

To find out more about our Access Solutions, contact: gordon.verity@bis-is.co.uk

Competition

Do you want to win £200 for your favourite charity?

Why not enter our competition! Answer the competition question which relates to one of the articles in this edition of InSite. Send your name and contact details along with your response to insite@bis-is.co.uk. Good luck!

Q: Which innovative Access System utilised by BIS Industrial Services ensures significant cost and labour savings for clients?

We welcome your feedback so if you have any suggestions or queries about articles featured in InSite, please email: insite@bis-is.co.uk

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