

## Score Valves (Trinidad & Tobago) Limited

### Go live with V-Scan Diagnostics

As part of the ongoing development and roll-out of Score's V-Scan diagnostic system in June 2010 Steve Abel and Glynn Mather visited Score Valves in Trinidad to provide control valve and diagnostic training. Technical training was initially delivered to increase awareness of control valve components, applications and troubleshooting followed by theoretical training on control valve diagnostics. The theoretical sessions were followed by hands-on instruction in the use of Score's own V-Scan diagnostic system.

V-Scan can be used to diagnose control valve problems without removal from the process line providing significant cost savings. It can also be used to verify correct set-up and calibration of control valves prior to delivery to the customer. All control valves entering Score Valves in Trinidad will now be checked using V-Scan before and after overhaul. The customer will be provided with a V-Scan technical report to verify the health of each control valve and to provide a benchmark to assist with future predictive maintenance. The V-Scan equipment used in the workshop has been installed into a tool chest for protection and ease of movement. The unit has been lovingly named CINDI which stands for Control Intelligent Numerical Diagnostic Instrument. The V-Scan reports will be downloaded to the server via wireless connection. The connectivity of the V-Scan laptop provides remote login access allowing the technical support engineers in Brighthouse to observe a test running live in Trinidad. This will prove invaluable in providing advanced training and technical support.



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The second week of Steve and Glynn's visit was spent delivering Lunch & Learn presentations. Clients visited the Score Valves facility over a four day period to receive presentations on; Control Valve Design & Technology, V-Scan Diagnostics and Intelligent Valve Management. Each set of presentations was followed by a workshop tour and a hands-on demonstration of V-Scan. All of the customers visiting which included representatives from PCS Nitrogen, Point Lisas Nitrogen, Phoenix Gas Processor, BG, Atlantic LNG, Air Liquide, BP and BHP were very impressed with the facility and the services offered.



Workshop tour

The trip was considered to be a huge success and very worthwhile. Steve and Glynn would like to pass on their thanks to Graeme and his staff for their attention and hospitality.



V-Scan diagnostics



Steve Abel presenting at a Lunch & Learn Event

# Score A/S News



## Proud Moment for Score A/S

A moment of pride to share with you all, as Score A/S has made it to the front page of BP Intranet of BP Norges intranet, with our VRD Valve supply story.

### Extracted from BP Norway Intranet

Valves from Randaberg

BP supported by Mustang engineering started working with Score AS as our "Valve partner" in 2006 and the first VRD greenfield order was placed 22nd February 2007. Since then, the team has handled a total of 4285 valves.

First valve delivery to Score A/S was in December 2007 and number 4285 was delivered 12th April 2010. This included supply of all project valve items such as: Manual valves (Bell, Gate, Globe, Butterfly, Check, DB&B, Axial Check), pressure safety valves (PSV's), severe Service Ball Valves, Riser Valves, ESDV's, Partial Stroke Testing Equipment (PST). VRD valves have a particularly high specification to satisfy due to the 40 year life requirements, the specification being made up from BP ETPs, Norsok, BP Norway additional requirements, to Norsok, combined into an overarching project specification which pulls the most stringent requirements from the contributing specifications. Some individual items further consist of multiple parts (i.e. actuated valves consisting of valve/act/Cri.Panels/end switches etc). The VRD Project have shared our valve learnings and experiences (both the good and the bad) with the BP valve task force to contribute towards the BP Critical Valve Programme to improve BP procurements processes and valve quality throughout BP.

The valves were all coordinated and delivered as complete units to the project by the Project Valve Team. It should also be taken into account that this was performed in a very buoyant market place, where all valve manufacturers and suppliers, and the general industry were experiencing peak activity. Many challenges were met, ranging from technical issues metallurgical issues, quality issues, DCC issues to lateness and deliveries, test failures, wrong parts, multiple sites/locations, engineering reviews, re-ordering, custom, logistic, etc....the list is endless, something everyone involved in a project knows. However despite all the challenges faced, all the external factors experienced and the very tight time schedule the Valve Team can proudly report that we have delivered! The majority of the 4285 valves have been re-packed, re-worked (actuated etc), re-tagged, re-tested etc at Score A/S facilities and Score have been working more than 300.000 man hours on this project. Score are very proud to report that all this work has been conducted with ZERO Accidents, NO HARM to individuals, 0 LTI's, 0 DAFWC's, and only 2 FAI (very minor scratches) over the last 3 years.

During this period Score also received the BP Norge HSE award in 2008 and a VRD Recognition Award in 2007. It is with mixed feelings the Valve Team says goodbye to the last official valve. A moment of happiness because they have met their targets, a moment of sadness because it is a sign of the end of an adventure.

### Comment from Knut Leif Forland, Score A/S Works Director

"This is a major achievement, and I cannot remember having ever seen anything like this before. This is thanks to all the hard work you have put into this over the last year. ALL of the Score A/S team and our friends and colleagues in our supporting Score Group of companies has been involved in making this happen. It is a true Score team effort!"

# Constant Systems Update...



Constant Systems Inc has seen a busy period this last quarter and since the last update we have gained 6 machine orders into North America. 3 off these orders have been from universities in Canada (Saskatchewan, Montreal and Toronto). The Montreal university sale gives us a 2nd machine at this facility and once again we were up against Avestin (Canadian Competitor) for this sale. We were able to win this sale to Montreal through working closely with the customer and using our reference sites within Canada.

We have now processed 9 machine orders/sales to Canada in the last 3 years and we are gaining sales from the local competition by steadily building a solid reputation for Cell Disruption equipment in Canada

Regarding the USA, as per our last update in April, Pioneer Hi-Bred have now purchased 2 machines, and we now have machines at their Iowa and California facilities

We also assisted a customer from Pfizer UK who was relocating from Sandwich in Kent to Pfizer Inc, La Jolla in California. The customer need was assessed and we have successfully received a TS 4kw package order recently, looking to make the installation in July

In our last update we told you about our new working partner for the Midwest region of the USA, Flownamics. Flownamics is based in Madison, Wisconsin. This partnership has progressed well in its first few months; this progression includes successful training sessions on our products, several enquires received and our first joint order from Northwestern University, Illinois.

Since the last update, Constant Systems Limited has been down under, where we have installed another system in Australia, The University of Adelaide took possession of their new equipment in May, giving us 3 machines now installed in Australia. We will quickly have to re-visit this part of the world as we have now received an order from University of Otago, New Zealand. We plan to install this system in July and this will then make 3 machines in New Zealand.

We have successfully sold and installed a machine to Comenius University, which is our first presence in the Slovak Republic. We were able to complete this sale/installation by working closely with a local company, Lambda Life. All equipment purchases in the Slovak Republic go through tender processes and without a local presence you have a minimal chance of bidding on the tender never mind winning it. Following this successful installation, we held a meeting at the Slovak University of Technology, and following this successful meeting, we are confident that we will gain a TS 1.1kw package sale in their next round of tenders

In a step-up to meet current worldwide demands, we have added to our team in Daventry, UK. Aimee Roberts has joined us as part of the administration department.

All of the above puts Constant Systems in a position come the end of June, where we will have exceeded total sales revenue and total machine units sold for the whole of last year.



# First Year Apprenticeship Craft Competition

This year the First Year Apprenticeship Craft Competition was once again held at the Banff and Buchan College of Further Education on Thursday 27th of May. This is the eleventh time the college has run the competition. The event was sponsored and supported by Score Group plc.

More than 50 people attended a pre-competition dinner held at the Tufted Duck Hotel in St Combs. The night started off with a welcome speech given by Paul Sherrington, the Principal of the Banff and Buchan College of Further Education. The competitors and their chaperones then enjoyed a pre-dinner presentation from Nigel Cordiner of Score Training on Score Apprenticeships.

After the meal Charles Ritchie Score Group plc Chairman shared some words of wisdom and gave some advice to the apprentices. He also congratulated them on their achievements on being put forward for the competition. At the end of his talk Charles also took a question and answer session from the group. The night was enjoyed by all and set the stage for the following day's competition.

Representing Score this year at the competition were Jamie Walker and Calum Palmer.

On arrival at the college, the chaperones were given a guide tour of the college by David Cook, Head of Engineering. The college is undergoing major redevelopment and the group were shown a DVD of how the college will look once the work is complete.

Whilst the competitors were working hard their chaperones enjoyed themselves at the driving range in Fraserburgh. This was followed by a tour of the Lighthouse museum. To end the day's activities they enjoyed a tour of a local pelagic fishing boat the 'Forever Grateful'.

Once again the Score representatives did very well in the competition and we are sure they shall go on to greater things during their Score careers.



Engineering trainers visiting the Fraserburgh lighthouse museum



Engineering trainers given a tour on the Forever Grateful fishing vessel



All craft competition candidates and engineering trainers

# A Day in the life of ....a Valve Technician

07.00 In the morning I come in and get ready to work. I put on my boiler suit and boots and head up to the valve shop office to ask for a job. The jobs that are required to be done during the day are discussed and prioritised.

07.15 What I do next depends on the type of job I am required to do. If it is a strip and QA, I would locate the valve/actuator from the repairs lay-down area and fill out the details of the job on the QA card. If it is a building job that I am required to do I would locate all the spares required for the job and all tools and equipment required.

07.30 If there is a toolbox talk for the job in hand I would follow the toolbox talk step by step in order to carry out the job to the company's procedure. Toolbox talks are put in place to do the job as safely and efficiently as possible so it is important to follow them step by step.

08.30 Whilst working on jobs, especially a strip and QA which can leave quite a lot of mess, I always tidy up my work area as I go along to maintain a clean and safe working environment. It is always also very important to check back on any work just to make sure that all steps are being followed.



10.00 After my hard work for the morning comes tea time.

10.10 I go back to work and continue on my job until complete.

12.00 After a strip and QA all parts should be cleaned to get a better indication on the condition of components. All parts should be laid out in the pallet neatly. After this you should note the condition of all parts neatly on the QA card before checking it over and handing the card into the team leader to check.

12.10 If it was a building job and it was complete, I would then be required to flange up the valve to the required torque before testing the valve to the required test pressures using the required test procedure.

12.30 Once again after my previous hard work it's time for dinner.

1.00 I am still an apprentice so if it is not too busy in the workshop I could be required to go and do logs or VITAL for 2 hours

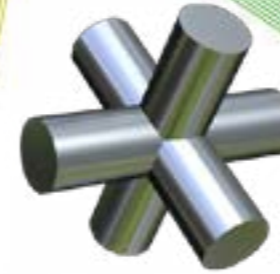
3.00 After doing my logs or vital I will often get a job which could be finished by the end of the day rather than starting a new strip and QA or build job. This could be anything from palletising and finishing off jobs for shipment to giving some of the other guys in the department a hand with some of the other work.

4.45 At the end of the day I always clean up all my tools and sweep up my work area and lock my toolbox.

5.00 HOME TIME

**We would like to thank the Valve Technician Apprentice who wrote this for us.  
We would love to hear from readers, their opinions and suggestions of this  
feature for future release.**

# New Website for Hycrome



Hycrome (Europe) Limited recently in a joint venture with Score Training completed a total restructure and redesign of the Hycrome Website. This was done in a short period of time due to Andrew Meldrum, video designer and Donald Sutherland, web developer, travelling to Burnley enabling on-site design and creation. This was only possible with guidance from Andrew Bailey, MD Hycrome, Paul Sconce, Sales & Business Development, and Stephen Kelly, Operations Director who worked continually with our team on content and image requirements.

The site, released at the end of April, has been designed in the same style as Score Group although using Hycrome's corporate colours and has similar security features and search optimiser techniques applied. A new feature is a news page which allows Hycrome to upload articles to the site and is totally controlled by them with no further web developer involvement required. While on location, video capture was also done allowing a new short Hycrome video to be created soon after returning to Peterhead. The website has been performing well attracting many "hits" with the video accessible from either the site or from score-group.com's media pages.



## Other Website News

To increase ease of use for customers submitting valve enquiries, there has been major development on an online valve specification tool. The Valve Specification Tool was released on Friday 14th May in time to be actively promoted at the Mediterranean Oil Conference Exhibition in Egypt. The tool has been created to enable clients to specify their requirements to a finer detail. There are also plans to develop a similar tool for Score Energy enquiries.

A page for Score Italia has now been added to the Score Group website with the information on the location in English and Italian and soon to be French. The web team is also continually working towards having the contents of the Score Group multilingual for each location with some portions of the site now in Norwegian, Danish and Spanish. Other ongoing projects include the overhaul of content on the Group site, introduction of worldwide domains, as well as the continual process of applying underlying technologies in keeping with current web practice.

## 2010 Exhibitions

### MOC 2010

Score Group plc exhibited at the Mediterranean Offshore Conference and Exhibition, which was held in Alexandria, Egypt on 18th through to 20th May. The exhibition was organised by the Egyptian Petroleum Sector and other organisations within the Mediterranean region with a target audience of the Southern Mediterranean area.

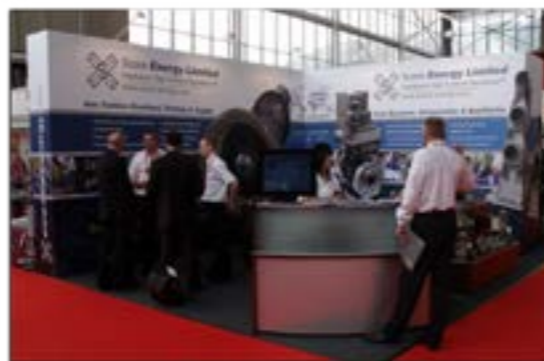
As well as the exhibition which had well over 200 exhibitor stands, a conference took place simultaneously which included keynote addresses from BP, BG, Shell and others. The whole event was aimed at the following sectors and services including:

- Facilities Management, Maintenance and Repair
- Instrumentation & Control Technology
- Oil & Gas Production Technology and Services
- Pipeline Products and Services
- Pumps, Compressors, Valves, Tanks and Storage
- Refining & Petrochemical Equipment and Services
- Reservoir Engineering, Evaluation, Monitoring, & Testing Technology



Having not exhibited at this event previously, we were uncertain of the interest we would attract bearing in mind our main purpose was to promote our European locations such as Italy and Baku. If we had any pessimism, it was soon dispelled. Within the first hour our team of six had to closely control the quantity of brochures and flyers on display to ensure the people who had a genuine enquiry or interest received our company information (by the end of the show, we had no brochures left and only a few flyers). Our team included James Geddes and Graham Watt of Score Europe, Paolo

Buono of Score Italia, and Dave Anderson, Cherie Cameron and Albert Ogston of Score Training. Over the course of the 3 days, contact details were collected resulting in one of the most successful shows Score Europe has ever attended. Having such a large portion of eager visitors interested in our services ensured the exhibition team were kept extremely busy throughout the event. In the initial period following the show, over 20 enquiries directly gained from the event had been processed with all other inquiries followed up. Although primarily focussed on valve service related enquiries, other Group services were also pushed including Score Energy services, Subsea, Marine, Training, and others, even cell disruption.



Early indications are this years PowerGen Europe Exhibition, held in the RAI Arena Amsterdam, could prove to be Score Energy's most successful to date. The introduction of new graphics and display units along with an excellent location, attracted a record amount of operators, manufacturers, supply chain and service providers onto our stand. Along with cementing existing relationships, a large number of new contacts were established and follow-up meetings organised. During the show, an arranged meeting with Saudi Aramco saw the successful conclusion of a sale which originated from our first Energy Newsletter and helps open up further business development in the Middle East.

## Buchan Schools Visit

### Peterhead Academy

Peterhead Academy took a group of 45 S4/5 pupils on a visit to Score (Europe) in April of this year. The purpose was to give pupils an insight as to what Score is all about and to show them exactly what goes on inside the huge buildings on the outskirts of the town. The trip was organised to show the progression that a school pupil could expect on entering an engineering or administrative modern apprenticeship at Score. Our first stop was the Training Centre where the pupils had a guided tour of the facility where successful applicants will spend the first year of their apprenticeship. It was good to see so many former pupils and gather their views on how their training was progressing. It must be said that they were very positive about the quality of provision for them. Next on our itinerary was the Glenugie works where the pupils were fitted with safety glasses and hard hats and given a short delivery on Health and Safety. They were then sorted into small groups and allocated to apprentices who showed them round the valve division and delivered high quality information on the work carried out in the various departments. The apprentices were well informed and talked enthusiastically about their training and the work involved in valve repair and refurbishment. Those interested in Administration were also catered for and given an indication of the skills they would be expected to develop to become qualified administrators. Finally, our party were transported to the Turbine Division and the significance of the aeroplane sited at the entrance was explained to them. The work being carried out in this section of the company was a real eye-opener to the pupils who were able to marvel at the test bed and wander through into the blackness and complete silence of the sound filters.



The control room and its gauges, flashing lights and instruments proved fascinating and the knowledge of our apprentice guides regarding the working of the test area was again of a very high standard. Our visit concluded with a visual presentation on the company itself and the opportunities on offer to school pupils at Score. A question and answer session followed by refreshments brought a very worthwhile and informative visit to a close. Score (Europe) invests in high quality training for the young people of the North East of Scotland and our pupils could not fail to be impressed by what was available to them on their doorstep

Written by Mr Strachan - Peterhead Academy  
Guidance Teacher

### Fraserburgh Academy Motivational Careers Day

On Monday 7th June 2010 we attended a Motivational Careers Day at Fraserburgh Academy organised by Ideas in Partnership. The aim of the event was to inspire and motivate the S2/S3 pupils with regards to potential careers paths and opportunities. Approximately 30 other employers and educational bodies attended the event with around 240 S2/S3 pupils attended the event arriving in scheduled groups of approximately 50 students. Many arrived equipped with questions to ask and had clear ambitions as to what they wanted to achieve at school and in their future career. Students who were still exploring career paths were keen to find out what opportunities we could offer. We were asked to bring an activity with us to involve the pupils and brought along some small valves to give the students a practical insight into our business. Students were assisted with the activity by Gordon Milne (Apprentice Co-ordinator) and Bruce Bain (Apprentice). The activity was hugely popular and Helen from Ideas in Partnership commented on how many of the students she had heard speaking about Score. Although the activity was from an engineering standpoint we spoke to the students about the variety of career opportunities which were available at Score in addition to engineering. Also in attendance at the event were Cherie Cameron, Fiona Johnston, James Duthie and Judith Cardno. Our presence at the school was certainly positive. It was very encouraging to see the interest shown in our company and the existing knowledge many students had of the company and what we do.

### Ellon Academy

On the 24th May, fifty Ellon Academy pupils visited Score Training And Multimedia Productions Limited for a Lunch and Learn event. On this occasion, their interest was in the multimedia and graphical design aspect of our organisation. On arrival, the pupils were given a short interactive presentation and survey covering career opportunities within Score with a slant towards aspects of multimedia. The results of the survey were then revealed and discussed which inspired some interesting questions from both pupils and their accompanying teachers.

Following this, they were split into five groups and each one visited a Score Training team member who gave a brief overview of the work carried out by the company. These included web design, development and technology, systems including VITAL Skills, mass mail, eCommerce and web-systems, VITAL module development, video, graphics and production work, and finally administration. Score was once again delighted to have the opportunity to speak to these young people and we look forward to welcoming them back at anytime.



## Another Successful Visit for Blood Donors

On the 3rd June 2010 there was another successful blood donors event held in Wellbank Peterhead. Thank you to all who attended. There were 81 attendees and 67 donations collected. Well done to you all! The day went well considering the delay at the start, due to the by pass being closed and diversions being in place. The nursing staff would like to thank everyone. They specifically wanted to say how polite and pleasant everyone was, they said the lunch that was served was the best they have experienced when doing company sessions. Thank you to the Tufted Duck who provided the lunch and to the Training Centre for the use of their minibus. Special thanks to STAMP for their assistance and use of the conference room. For those that were unable to give this time there will be another session in September.



## Wildlife Showcase

On the 6th April, the Peterhead Photography Club held a Wildlife Photography Show in the VITAL Lecture Theatre Wellbank, the event was held to raise money for the Buchan Renal Unit. The event organiser and photography club member Peter Lewis decided to arrange this event to raise money to help buy a new dialysis machine for the Peterhead unit.

To attract members from the Buchan area to the event, Peter invited Wildlife photographer Philip Newman to share his passion for photography and display some of the photos that he and his team have taken. Most of Philip Newman's photography is wildlife which involves him travelling around the world to capture these stunning shots. The event was a great success with over 100 people attending which raised a sum of £850. Due to this success, a similar event may be held in the future

Peter later added, "Thank you and your (Score) staff for making the night a night to remember."

