



# ***iNPIPE PRODUCTS***

## **NEWSLETTER – MARCH 2010**

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### **Creating a Greener Future**

Sustainability is a key focus on a global scale. ***iNPIPE PRODUCTS™*** is embracing this issue and working hard to reduce its impact on the environment to promote a sustainable future. Carbon footprints will be put under the spotlight in the first step of the campaign which will develop to become part of the ethos of the company.

Having calculated the carbon footprint within the company, ***iNPIPE PRODUCTS™*** is now committed to reducing this. In order to demonstrate this in practice to those who may only know the theory, ***iNPIPE PRODUCTS™*** are also working with Colburn Primary School in Catterick.

Having learnt about carbon footprints, the impact on the environment in the long term, as well as the ways in which this can be reduced, the pupils of Colburn Primary School will see their ideas and suggestions put into practice within ***iNPIPE PRODUCTS™***. The results will be proof of their learning

whereas working with a 'real' industry leader will also aid the learning experience.



By involving the community, ***iNPIPE PRODUCTS™*** are setting a positive example. The results of this project will affect the immediate environment as well as on a global scale; it is only right that the community should be involved.

***iNPIPE PRODUCTS™*** will keep you updated on this very exciting project, which will be the first of many as the company joins the fight against the destruction of the environment.

### **General Manager's Statement**

I would like to thank all the staff at ***iNPIPE PRODUCTS™*** for their dedication and enthusiasm during a hectic but successful 2009.



2010 began as 2009 ended with high order levels and full production schedules. With the price of oil

remaining relatively stable, we are looking to build on the excellent performances of the past two years. Investment in new equipment will remain a high priority, as will research and development into new and patentable products.

There will also be moves to improve our environmental awareness by measuring and, with the help of local schools, improve our carbon footprint. This will raise our profile in the local community.

## ***INPIPE PRODUCTS™*** Join FPAL and Achilles

***INPIPE PRODUCTS™*** is now registered and approved by FPAL and Achilles.

After a lengthy prequalification process, ***INPIPE PRODUCTS™*** is proud to boast higher than average scores in all areas of assessment. These include Health & Safety, Environment and Quality practices within the company. Quality is at the heart of ***INPIPE PRODUCTS™***, its products, services and people. This fact has been proven with a 100% score.

FPAL and Achilles work to identify, qualify, evaluate and monitor suppliers. Both systems act as a pre-qualification tool for clients. The range of information analysed to determine a scoring of a company is vast and extremely comprehensive. Ranging from basic company information to in-depth information about the products and services offered as well as clients the company has worked with.

During 2010, ***INPIPE PRODUCTS™*** is developing a number of markets including South and Central America. One of the major aims of FPAL and Achilles is to create global networks by connecting buyers and suppliers.

As such, ***INPIPE PRODUCTS™*** look forward to reaping the benefits of working with these companies to geographically expand and develop new markets.

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## **Working With Workers**

***INPIPE PRODUCTS™*** has a culture of open and honest communication. This is encouraged at all times and during April a suggestion box will be introduced to the company: The purpose of which will be twofold:

1. Open Forum: The suggestion box will provide an open forum; an area where suggestions and comments can be made which can be used to ultimately improve the company.
2. Health & Safety: The suggestion box will work hand in hand with an ongoing campaign to raise awareness of individual health and safety responsibility.

***INPIPE PRODUCTS™*** also encourage feedback from everyone we work with. If you would like to find out more, email us at:

[marketing@inpipeproducts.co.uk](mailto:marketing@inpipeproducts.co.uk)

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**Did you know?**

**INPIPE  
PRODUCTS™  
celebrated 25  
years of  
operation last  
November?**

## INTRODUCING — Robin Arnold



**Name-** Robin Arnold

***INPIPE HIRE™*** Manager

Joining ***INPIPE PRODUCTS™*** in 1990 as a 15 year old apprentice. Robin served his time as a fitter/turner. After many years at the company with extensive experience in the machine shop in 2008 Robin was offered the position of Hire Manager.

His day to day duties involve overseeing the smooth running and operational testing of the Hire Bay along with the logistical aspects involved in having hire tools shipped all over the world. Part of Robin's role is to visit existing customers as well as potential new customers.

"Having worked at ***INPIPE PRODUCTS™*** for the last 20 years I am proud of the achievements that have occurred within the company and in particular the last couple of years within the Hire Division in that not only has the customer base increased considerably but also the product range within the fleet has grown extensively"

Contact details: Should you wish to contact Robin his email address is [robin.arnold@inpipeproducts.co.uk](mailto:robin.arnold@inpipeproducts.co.uk).

## ***INPIPE HIRE™*** Sailing to new horizons

Northern Marine Power approached ***INPIPE HIRE™*** in December 2009 asking for the high pressure testing of some CO2 stainless steel pipework on a boat being constructed for the Ministry de la Defence of the French Republic (Delta have been contracted for 5 x 11.95m Pilot Vessels for duty with the French Navy). The boat had to be surveyed under the full Bureau Veritas classification and in accordance with Marine Marchande (MM) rules.

***INPIPE HIRE™*** spoke with NMP to confirm the final requirements for the project. Northern Marine Power placed an order beginning of January to proceed with the test, to be undertaken at their premises in Stockport.

***INPIPE HIRE™*** arranged to test the pipework on Thursday 14<sup>th</sup> January 2010 and undertook out a 30-minute test. The test was fully completed to Client satisfaction and all relevant certification was issued.

A Representative of Bureau Veritas, who was present to inspect build progress, witnessed the full test and inspection.



PIPELINE PIGGING AND MAINTENANCE EQUIPMENT  
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## Announcing a New PPSA Director

Simon Bell has been working at **iNPIPE PRODUCTS™** since September 2009. During his time with the company, Simon has been busy establishing **iNPIPE PRODUCTS™** in Central and South America – a thankless task in itself. Now Simon has also taken on the prestigious role of being a Director for the PPSA, a role which Simon is very passionate about.

*"I believe the opportunity to become a Director of the PPSA is a measure of the regard in which **iNPIPE PRODUCTS** is perceived within the pigging industry. The company has long been acknowledged as a technically competent supplier of quality products on accurate lead times with a common sense approach. The PPSA is growing worldwide and hopefully I can help to introduce some of the nationalised oil companies of the Americas who are keen to learn the benefits of the proven technology*

*and services offered by member companies."*  
(Simon Bell)

All at **iNPIPE PRODUCTS™** would like to wish Simon every success in this role.



### Feedback Prize Draw Winner

For the completion of this quarter's feedback questionnaires all respondents were entered into a prize draw and we are proud to announce that the winner drawn on the 21<sup>st</sup> March is:

**A Representative of Maersk Oil**



**MAERSK**

**91.7%**

of respondents were either very or extremely happy with the customer service received from the **iNPIPE PRODUCTS™** team