

# Kingspan News

The newsletter of Kingspan Access Floors

## New production line comes on stream

Kingspan's new £1.25m production line has now come on stream – at the same time as we are experiencing a major increase in demand for our panels!

During recent months we have more than doubled sales compared to last year, and October was our busiest month for the past three years for international sales.

We are also confident that 2014 will be a very successful year for Kingspan – we have already seen a 9.5% increase in our estimating work.

So with demand being so high, our new production facilities could hardly have come at a better time. They will increase our production capacity by 30% and cut energy consumption by up to 40%.

"This major investment in new equipment highlights the Kingspan Group's commitment to our Hull manufacturing site. It will enable Kingspan to offer a fast response to our customers, which is so important when we are operating in the global market



where speed of delivery is essential," said Terry Newman, Kingspan Access Floors Managing Director.

"There have been reports in the trade press that some main contractors and developers have concerns that supply of materials will be able to keep up with the expected growth in demand. Our investment in our

production facilities means that from Kingspan's point of view we will be able to meet all requirements."

Press Techniques of Huddersfield custom built the production equipment, which is highly efficient, user friendly, and will provide a major payback on power usage.



## International appointment

AS PART OF A MAJOR DRIVE TO FURTHER DEVELOP ITS PRESENCE IN THE MIDDLE EAST, KINGSPAN HAS APPOINTED THOMAS KOSHY AS REGIONAL MANAGER, BASED IN DUBAI.

His initial focus will be on the UAE but his role will also subsequently cover the wider Gulf region and India.

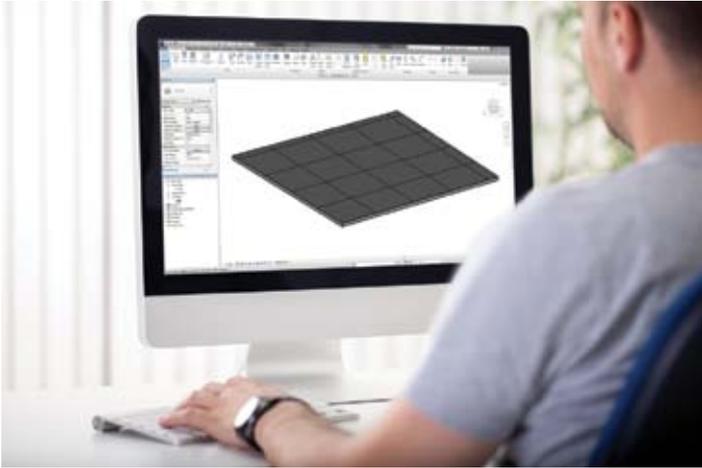
Thomas has joined Kingspan after holding managerial positions in sales and marketing during the past 19 years in the building materials industry in the Middle East and India.

He said: "Even in these challenging economic times, the Middle East has a vibrant construction market, so there is tremendous potential for Kingspan. My role will be to increase the coverage and presence of Kingspan in the specification market and also strengthen and develop existing partnerships with our distributors and installers in the region."

He will be working closely with Peter Kay, one of our International Sales Managers, and Al Nabooda Interiors, our UAE-based distributors.

# First Kingspan panels are now available in BIM formats

Kingspan Access Floors has now made its first products available in 3D digital form – as Building Information Modelling (BIM) files.



In the first stage of a commitment to roll out BIM objects across our product range, we have released BIM files for our RMG600 and FDEB38 raised access floor panels, and our Alpha V pedestal.

The objects are registered on the NBS National BIM Library [www.nationalbimlibrary.com](http://www.nationalbimlibrary.com) – the construction industry's free-to-use resource of objects covering all major building fabric systems – and are also available on our own website, [www.kingspanaccessfloors.co.uk](http://www.kingspanaccessfloors.co.uk)

Kingspan Access Floors BIM files were developed by RIBA Enterprises and are available in ArchiCAD, Bentley, IFC, Revit, and Vectorworks file formats to help ensure that the majority of BIM users can access them. They incorporate just enough technical information, such as load capabilities, dimensions and clearances, to show how the systems fit into an overall design without overwhelming the user's systems.

Ian Lomas, one of Kingspan's Specification Sales Managers, said: "We have decided to make our systems available in BIM formats in response

to customer feedback and Government expectations for the development of BIM.

"An increasing number of main contractors and specifiers are now requesting BIM compliance, and the format provides contractors and architects with increased versatility of tangible information when working on projects. BIM is here now and it will not be going away. The UK's construction industry is

changing and we at Kingspan Access Floors are embracing this as for the benefit of all involved, now and for the future."

The Government's strategy for the UK construction sector states that BIM will play an increasingly important role in helping the UK to increase its share of a global construction market that is forecast to grow by over 70% by 2025. BIM Level 2 will be mandatory on all Government projects by the end of 2016.

## The benefits of BIM files

BIM files enable architects, designers and specifiers to download 3D objects with embedded information and incorporate them into their designs.

They are fully utilised during design, specification, tender, construction and as a 3D library throughout the life and demolition of a building, to record and illustrate all of the building elements used.

BIM involves both an output and the process. The output is a database that represents all elements of the building and structure and the 'properties' of each element.

As a process, BIM is about project participants putting together this digital information so that ultimately, it can be handed over to the client or user to manage performance of the assets in a more efficient and effective manner.

## Low emission lorries highlight Kingspan's green credentials



KINGSPAN'S COMMITMENT TO THE ENVIRONMENT STARTS WITH HOW OUR RAW MATERIALS ARE SOURCED AND EXTENDS RIGHT THROUGH TO HOW WE DELIVER TO YOUR SITE.

Our haulage contractor, D&P Haulage of Hull, has made a substantial investment in the latest low emission vehicles, with diesel engines conforming to the Euro 5 standard.

# Kingspan wins export growth award

Kingspan Access Floors has won a prestigious export award in the EEF Future Manufacturing Awards 2013. We will now go onto the national finals, which will be held in London on 30 January 2014.

The Export Growth Award, sponsored by UK mid-market private equity house Dunedin, was awarded to Kingspan for identifying new export opportunities, expanding our international staff and network of overseas dealers and developing a new product, the RG2 panel.

We have opened up new export markets in Ukraine, Russia, United Arab Emirates, Angola, Colombia, Poland and Romania.

The award recognises manufacturers that have

developed and implemented a clear export strategy to grow their share of an existing market.

Shaun Middleton, Managing Partner of Dunedin, said: "UK manufacturing represents some of the best talent in the world and there were some outstanding entries in this category.

"We congratulate Kingspan Access Floors for winning the award for Export Growth in Yorkshire and the North East. They have cultivated new and creative strategies to build and



Peter Kay (centre, one of Kingspan's International Sales Managers, receives the Export Growth Award from Jamie Moodie (left) of Dunedin, and Andrew Tuscher, EEF Region Director.

sustain their export growth business and they should be particularly proud of this fantastic achievement."

Andrew Tuscher, Region Director for Yorkshire and the North East at EEF, the manufacturers' organisation, said: "Kingspan Access Floors is a true Yorkshire business success story that highlights the role the region plays in driving the UK economy forward.

"By taking bold steps and investing in its people, resources and technology, they have grown their business despite the challenging economic climate. Ambitious companies such as Kingspan Access Floors are an asset to the region and are very worthy of their success."

## Team effort helps Kingspan gain contract for Etihad Airways HQ

KINGSPAN HAS BEEN AWARDED A 17,400 SQ M CONTRACT VIA OUR DISTRIBUTOR IN THE UAE, AL NABOODA INTERIORS, FOR THE ETIHAD AIRWAYS HEADQUARTERS IN YAS ISLAND, ABU DHABI.

The order consists of RG3 panels in general areas and DRF Siploc panels in some of the areas that have a heavier working load operating on them.

Competition was fierce – once the fit out contract was awarded to Al Tayer Stocks company,

both S Sridhar, General Manager of Al Nabooda International Flooring Division, and Thomas Koshy, our new Middle East Regional Sales Manager, paid almost daily visits to the Al Tayer senior procurement team, convincing them of the Kingspan offer both in terms of long product life, environmental benefits and quick lead times.

Peter Kay, one of our International Sales Managers in Hull, was also heavily involved in helping to secure the contract. It was a great team effort between Al Nabooda Interiors and Kingspan.



## Flooring for Dubai's Ruler

KINGSPAN HAS SUPPLIED 9,800 SQ M OF FLOOR PANELS FOR A BUILDING IN DUBAI THAT WILL ACCOMMODATE THE PRIVATE OFFICE OF THE RULER OF DUBAI AND OFFICES FOR THE USD95 BILLION MERAS DEVELOPMENT.

The Engineers' Office is the private office of His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice President of the UAE and Ruler of Dubai.

The Office is responsible for the design, procurement, construction and maintenance of facilities for the Royal Family in Dubai and the UAE. Typical projects include palaces, private islands, staff accommodation and community projects such as mosques, schools, shops and national housing schemes.

The Meras Development is a redevelopment of Dubai. Its Jumeira Garden City project incorporates offshore islands, unique development concepts and integrated city development in the Al Satwa and Al Safa areas of Dubai.

Kingspan is mainly supplying RG2 floor panels for the office building, in a contract awarded via Al Nabooda Interiors, who are working for the main contractor, Khan Saheb Civil Engineering and Construction.

# New raised access floors CPD seminar

Kingspan has produced a new RIBA-approved CPD seminar designed to improve the level of understanding and awareness of the application standards and specification considerations for raised access floors.

Entitled 'Introduction To Raised Access Flooring' the seminar covers the following areas:

- What is a raised access floor system?
- Features/benefits of raised access floor systems
- Applications
- Finishes
- Installation
- Specification guidance
- System selection and criteria

The seminar can be booked through our website: [www.kingspanaccessfloors.co.uk/Book-a-CPD](http://www.kingspanaccessfloors.co.uk/Book-a-CPD) or through the RIBA CPD providers network: [www.ribacpd.com/kingspan-access-floors-ltd/18880/overview/#2471](http://www.ribacpd.com/kingspan-access-floors-ltd/18880/overview/#2471)

Kingspan will host the seminar at architects' practices or if preferred at our manufacturing headquarters in Hull, with the option of a factory tour.



## Appointments and promotions

IN LINE WITH KINGSPAN'S MAJOR GROWTH PLANS WE HAVE MADE A NUMBER OF APPOINTMENTS AND PROMOTIONS:

**Cheryl Hocking** has joined as International Sales Administrator after six years working in customer services with Arco in Hull.

**John Merralls** has become Contracts Manager responsible for a number of projects in the London and South East region.

He was previously Project Manager and Interim Contracts Manager and has 14 years' experience with Kingspan.

**Marc Devereux**, who joined the company 23 years ago as a trainee floor layer, has now become a Project Manager.

**Matt Tilleard** and **Danny Preston** have joined the Kingspan Contracts team as Site Managers after working with us on a contracting basis.

## Questions, comments or feedback

For more information about the articles in this newsletter or about Kingspan's access flooring ranges and services, you can:

**Telephone:** 01482 781701  
**Email:** [info@kingspanaccessfloors.co.uk](mailto:info@kingspanaccessfloors.co.uk)  
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## It's official: our raised floors are in the world's greenest building!

THE CO-OPERATIVE GROUP'S NEW HEAD OFFICES IN MANCHESTER – WHERE KINGSPAN HAS INSTALLED 27,000 SQ M OF RMG FLOOR PANELS – HAS BEEN DECLARED THE MOST ENVIRONMENTALLY-FRIENDLY BUILDING IN THE WORLD.

The Building Research Establishment Environmental Assessment Method (BREEAM), an internationally acclaimed system of assessing buildings, gave One Angel Square a score of 95.16% – the highest ever awarded.

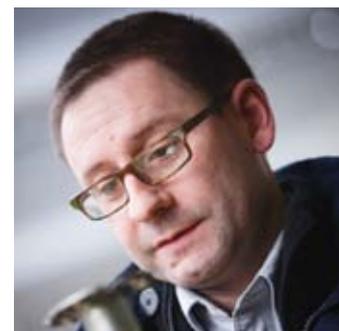
The unprecedented award comes as a result of the building's many environmentally-friendly features, which include power generated from crops grown on the Group's farms, heating and cooling the premises by drawing air below the basement and redistributing it at the earth's core temperature, and a double skin façade that acts as a 'duvet' to insulate the offices in the winter and ventilate it in the summer.

## Maintaining standards

KINGSPAN HAS PASSED ITS LATEST REACCREDITATION FOR THE ISO 9001 QUALITY STANDARD AFTER FIRST GAINING CERTIFICATION 13 YEARS AGO.

ISO 9001 covers all Kingspan's working practices, from the start of an enquiry through to the final installation on site. The reassessment involves checks to verify that we are complying with all aspects of the standard.

Phil Major, Kingspan's Quality Assurance Manager, said: "As well as the external assessments, Kingspan carries out its own internal audits to ensure that our working



Phil Major.

practices are all in line with what we claim. Staff from many departments are questioned and are asked to provide evidence. Over the years, our employees have maintained the high standards that we expect from them, and this has made my job as Quality Assurance Manager easier as they ensure that any changes are carried out in the correct, controlled manner."