



Kingspan News

The newsletter of Kingspan Access Floors

New appointment gives Kingspan added flexibility

Kingspan strengthens its international sales team

Kingspan Access Floors has strengthened its international sales team by appointing Chris Shipley as International Sales Manager.

Chris is based in the UK, giving Kingspan the flexibility to place additional resource into different international markets when required, although his area will be predominantly Eastern Europe.

Chris, who speaks French, Spanish and Italian fluently, has joined Kingspan after 21 years as Export Manager with commercial vinyl flooring manufacturers Polyflor, where he managed a number of markets, including Russia and other Eastern European countries.

He said: "I'm looking forward to helping to increase the coverage and presence of Kingspan in the specification market and also to strengthen and develop existing partnerships with our distributors and installers overseas, as well as looking at new routes to market."



Chris Shipley (right) with Peter Kay, International Sales Manager; and Cheryl Hocking, International Sales Administrator.

Kingspan Commercial Director Rachel Mumford said: "We are delighted to welcome Chris to the company. The international market remains an important focus for Kingspan and that's why we have appointed Chris to further strengthen the team. We are maintaining our position in the market and sales remain strong despite some geo political unrest and currency issues."

Kingspan is currently completing a major international project at the BBVA headquarters in Spain (see Page 3) and has

also recently won a contract to supply 10,000 sq m of RMG flooring to Oman.

"We are working on the Oman contract with our longest serving distributors, Al Ansari – our working relationship with them now spans 20 years," said Rachel.

Kingspan's success in gaining the Oman contract highlights the benefit of the company having an International Sales Manager covering the Middle East – Thomas Koshy, who is based in Dubai, joined Kingspan last year.

Cheryl is at the heart of our international sales drive

ANOTHER KEY MEMBER OF OUR INTERNATIONAL SALES TEAM IS CHERYL HOCKING – HER ROLE AS INTERNATIONAL SALES ADMINISTRATOR PLACES HER AT THE VERY HEART OF THE TEAM.

It's Cheryl's job to help identify new business, track our progress in securing contracts and provide a wide range of support to our International Sales Managers – Peter Kay, Thomas Koshy and Chris Shipley – when they are overseas.

Based in Hull, Cheryl manages a database that currently contains over 500 projects throughout the world. All are new build or refurbishment projects where we are seeking to either provide our flooring on a "supply only" basis direct to the customer or work in association with companies in our overseas dealer network.

Cheryl has been with us for about a year, and during that time has played a major role in setting up and developing our sales administration procedures.



Top safety accreditation for Kingspan

KINGSPAN HAS BEEN AWARDED RE-ACCREDITATION FROM SAFECONTRACTOR FOR OUR COMMITMENT TO ACHIEVING EXCELLENCE IN HEALTH AND SAFETY.

Safecontractor is a leading third party accreditation scheme which recognises very high standards in health and safety management amongst UK contractors.

Tony Morgan, Kingspan Health & Safety Adviser, said: "The award of this accreditation is testament to our continual efforts to achieve and maintain the high levels of health and safety throughout our business as demanded by our industry."

John Kinge, Technical Director of Safecontractor, said: "Major organisations simply cannot afford to run the risk of employing contractors who are not able to prove that they have sound health and safety policies in place.

"More companies need to understand the importance of adopting good risk management in the way that Kingspan Access Floors has done. The firm's high standard has set an example which hopefully will be followed by other companies within the sector."

"Safecontractor plays a vital role in supporting our clients in meeting their compliance needs, whilst working with their contractors as they progress through the accreditation process," he added.

Under the Safecontractor scheme, businesses undergo a vetting process that examines health and safety procedures and their track record for safe practice.

Those companies meeting the high standard are included on a database that is accessible to registered users only via a website.

Client organisations who sign up to the scheme can access the database, enabling them to vet potential contractors before they even set foot on site. These clients agree that, as users of the scheme, they will engage only those who have received accreditation.

Over 210 major, nationwide businesses, from several key sectors, have signed up to use the scheme when selecting contractors.

Kingspan on site at award winning building

Nearly 20,000 square metres of Kingspan access flooring has been installed in a London office development that has won a prestigious award.

Balfour Beatty's 'Sixty London at 60 Holborn Viaduct' project won the 'Best large Commercial Building' category at the London region Local Authority and Building Control (LABC) Building Excellence Awards.

Kingspan has installed 18,300 sq m of RMG panels and 1,300 sq m of DRF heavy grade panels in the high specification contract.

Built for AXA Real Estate, the £60 million construction project delivered a new 13 floor state-of-the-art office building that was occupied by world leading brand, Amazon, ahead of completion.

With 30,000 sq m of interior space, the building's curving façade takes into account the area's historic character and maintains important views of St. Paul's Cathedral

as well as the light requirements of its neighbours.

The building is built to high sustainability standards with features such as a solar heated hot water supply and automatic lighting controls, which adjust luminance according to sunlight.

The building has been awarded BREEAM 'Excellent' status, the world's foremost environmental assessment method and rating system for buildings.

Kingspan played its part in helping the building to gain this top level accreditation – our panels have FSC Chain of Custody certification and we recycled all panel off-cuts so that they could be put back into the manufacturing process.



Health & safety appointment at Kingspan's Hull site

DEREK WILKINSON HAS BEEN APPOINTED PROJECT ENGINEER/HEALTH AND SAFETY ADVISER AT KINGSPAN.

He is responsible for all aspects of health and safety at Kingspan's Hull manufacturing site as well as being involved in looking after the production lines.

He has joined Kingspan after 25 years in project engineering and health and safety roles in the area.

Spanish bank flooring contract had its ups and downs!

Undulating floors presented major logistical challenges

Kingspan has overcome one of the biggest logistical challenges it has ever faced to supply 150,000 sq m of RG3 panels to a new bank headquarters in Spain that features undulating floors.

The BBVA headquarters in Madrid comprises four buildings – one 23-storey disc-shaped building and four three-storey buildings whose floors undulate. This has meant that Kingspan has had to individually label each of the half a million pedestals to ensure that the right size pedestal is in the right place to provide the correct rise and fall of the floors.

Working through our joint venture company Kingspan Suelo Técnico in Spain, we are now nearing completion of the three year installation contract. The work has involved close liaison between Alison Bache, Customer Services Administrator in Hull, and the following Kingspan Suelo Técnico personnel – Felipe Gomez, Contract Director; Christina Gutierrez, Logistics Manager; Fernando Rodriguez, Technical Director; and Julian Serrano, Site Manager.

Alison Bache said: “One of the main reasons we were awarded this contract was



The undulating floors can be seen in the low level building in front of the disc-shaped complex.

that we were considered to be the only company with the experience, expertise and resources available to deal with the major logistical challenges that it presented.”

Due to be completed by the summer of 2015, the development also features courtyards, irrigated gardens and other communal facilities for the 6,500 staff who will work there. The main contractors

are Acciona. The architects, Herzog & de Meuron, have stated: “The site and the scale of the development challenged us to find a radical solution – we chose to create an inward looking oasis in this otherwise anonymous urban landscape, a place that establishes a balance between the natural and the built and that functions both like a small city and a big garden.”



Kingspan personnel inside the BBVA building – you can see the rise of the floor in front of them.

Positive feedback received for Kingspan's CPD seminar

KINGSPAN IS THE ONLY ACCESS FLOORING MANUFACTURER TO OFFER A RIBA-APPROVED CPD SEMINAR.

Entitled ‘Introduction To Raised Access Flooring’, the seminar is designed to improve the level of understanding and awareness of the application standards and specification considerations for raised access floors.

Kingspan has received positive feedback relating to the seminar. For example, Andreas Andreou, of architects Arc: Mc Ltd, said: “The CPD was very helpful and well presented. It gave me a better understanding of how these

raised access floor systems work and it was good that the presentation had visuals and also a small demonstration of the different samples.”

The seminar can be booked through Kingspan's website: www.kingspanaccessfloors.co.uk/Book-a-CPD or through the RIBA CPD providers network: www.ribacpd.com/kingspan-access-floors-ltd/18880/overview/#2471

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

Kingspan supplies flooring for City of London development

Kingspan is installing 32,500 sq m of flooring in One and Two New Ludgate – a £260 million mixed-use scheme in the City of London, close to St Paul's Cathedral.

The only major speculative office buildings due to complete in the City in 2015, the Land Securities development will replace two properties from the 1960's with outstanding office and retail accommodation and will bring significant improvements to the area.

A total of 61% of office space at New Ludgate has been pre-let, with continued tenant interest in the remaining space.

The development comprises two distinct office buildings united by a new public square. There will be over 3,000 sq m of restaurant and retail facilities at ground and basement levels

as well as improved pedestrian links and new public areas.

The main contractor is Skanska. Kingspan began the installation of its RMG floor panels in early August on a programme of approximately 17 weeks to meet Skanska's fast-track programme.

A total of 14,380 sq m is being installed at One New Ludgate and 18,130 sq m at Two New Ludgate.

To reduce waste, Kingspan will recycle all panel off-cuts at its Hull manufacturing facility so that they can be put back into the manufacturing process.



A computer generated impression of the new development.

New environmental and sustainability role created at Kingspan

AS PART OF ITS COMMITMENT TO THE ENVIRONMENT AND SUSTAINABILITY, KINGSPAN HAS APPOINTED RACHEL MANSELL TO THE NEWLY-CREATED POSITION OF ENVIRONMENTAL SUPPLY CHAIN CO-ORDINATOR.

Rachel's role will be to ensure that our customers are provided with all the information they require about how we and our supply chain conform to environmental and sustainability standards, guidelines and regulations.

Environmental conformance is becoming increasingly important, particularly for developers who want to achieve high LEED and BREEAM standards.

Rachel has joined Kingspan after she gained a business management degree at Liverpool John Moore University. She then took a masters degree in sustainable business at Leeds University.

She said: "I'm looking forward to working in this new role at Kingspan. I will be looking up and down our supply chain to make sure that everything is



Rachel Mansell.

in place from an environmental perspective, and I will be carrying out audits of some suppliers."



How the development will look from the air.

BIM downloads top 600

So far this year, there have been over 600 downloads of Kingspan Access Floors BIM objects from the NBS National BIM Library www.nationalbimlibrary.com

Questions, comments or feedback

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

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