

Departmental Focus: Support Services Department



Mark Mackenzie, Depot Manager, explains: "Even though I'm relatively new to Eve Trakway, it became immediately apparent how important my role and department are concerning the

day-to-day functionality of the business. The Yard, which my team has so affectionately named, functions 365 days of the year in all conditions. Essentially, what we do in The Yard helps determine why our customers choose us above our competitors. Below is an idea of some of the activities that we carry out...

Supply of Clean and Disinfected Equipment

Once an order is placed, it's our job to ensure each panel is cleaned and where necessary disinfected in our revolutionary panel wash system, prepared and tailored to each customer's needs, particularly where aesthetically pleasing and clean products

are a requirement. The panel wash is able to recycle 95% of the water used and is therefore extremely environmentally friendly and fully compliant with Eve Trakway's ISO 14001 policy.

Fabrication and Product Maintenance

We have a team of fabrication and maintenance engineers who regularly inspect, maintain and repair equipment to ensure that it meets our high quality standards and those of our customers. As part of our fabrication and product maintenance schedule we are currently working on a range of projects including:

- **Product Standardisation:** We are standardising all vehicle bridges, 7 of the 15 are already complete, to allow them to be more flexible in their use and customer application and ensure all fittings are fully interchangeable. We are also in the process of converting all "K" type panels to a standard size using the overlapping system. This ensures better joins when laid thus reducing any potential trip hazards and also the amount of mud able to come up between the panels.
- **New Product Development:** To make our ramp products more robust, we are working

on the development of a new ramping system for the aluminium panels to make them safer and easier to use.

Environmental Recycling

In line with our ISO 14001 Environmental accreditation, we are continually looking into new and improved ways of recycling across our business and so now recycle all soil removed from panels returning to The Yard, plus scrap, thus reducing our overall carbon footprint.

Continual Improvement

Coming from an Automotive background, most of my experience has been working to the '5s system - 1 Sort, 2 Set-In-Order, 3 Shine, 4 Standardise and 5 Sustain', as it makes for cleaner working conditions, tidier, safer and generally speaking a much more organised environment. Adopting this system of continual improvement, we have in turn helped reduce costs and improve team efficiency, use of overheads and accountability of stocks and tools.

With a team of over 25, The Yard undertakes a large number of key 'behind the scenes' activities which all contribute to our aim of providing a quality service and product to our customers come rain or shine.

Charity Begins with Eve Trakway

2008 was yet another busy period outside of work for us, with our ongoing support for many worthwhile charities across the UK.

Help For Heroes

In November, we offered our expertise and equipment free of charge by providing a robust surface for military

vehicles at a West Mercia Police charity open day. We provided 100 metres of Heavy Duty Trakpanels at the Constabulary's Help for Heroes event at Hindlip Hall in Worcester. The panels provided a solid base for many weighty military vehicles including a bomb disposal lorry with robot and a warrior armoured personnel carrier plus many emergency vehicles - weighing in at over 75 tonnes in total!



Poppy Day

We supported the Poppy Appeal by making a donation to the Royal British Legion for giant poppies to display on our fleet of vehicles.

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EVE TRAKWAY PAVING THE WAY FOR COMPREHENSIVE GROWTH



In the current economic climate, it is imperative for any business to adapt to constant changes in its sector and its overall environment, which is what we have done over the past six months at Eve Trakway. We see this tough economic period as both a challenge and an opportunity in which we can target growth areas to capitalise on, which in turn, will enable us to expand and complement the diverse range of products and services we offer our customers.

Examples of this strategy over the past six months have been the investment from LDC (Lloyds TSB Development Capital) and the acquisition of Fluid Event Interiors. In addition to this and in order for us to deliver on our increasingly expanding business strands, we recently invested in ten new Scania R420 4x2 drawbar sleeper trucks, complete with Atlas cranes and Transweld flatbed bodies, to increase our fleet of vehicles. The trucks were recently unveiled quite aptly at the new Wembley

Stadium, during the 'Race of Champions', for which Eve Trakway provided a temporary pitch protection system.

Of course, expansion, investments and acquisitions need the internal management structure and skill-set to ensure cohesiveness and support during transitions and effective management of our new business streams. Therefore and in keeping with our tradition of appointing only the best in personnel, we recently recruited Lucy Lambertsen - Marketing Manager,

Mark Mackenzie - Depot Manager and Carl Rumney - Divisional Manager for the South. I'd like to welcome them all to Eve Trakway.

You'll be pleased to know that the story doesn't stop here, as you will experience by reading on in this edition of On Trak, which will give you a further insight into our success and development over the past six months.

Rick Barnett
Managing Director



July

As part of a £363 million investment programme to upgrade the rail network in South East London, July saw work carried out in partnership with Balfour Beatty Carillion Joint Venture to join-up The National Rail Network with the London Rail system. Eve Trakway was tasked with the planning and management of the installation of 536 overlapping Heavy-Duty Trakpanels (K-Panels) to support the installation of a 1,200 tonne, 12m wide, 80m long bridge.



August

The month of August is a typically busy month for Eve Trakway with 2008 being no exception. In 2008, amongst other activities, the focus was on providing bridging solutions to a number of high profile events. These projects included the provision of an 18m temporary pedestrian bridge at the Royal Welsh Show and two pedestrian bridges at the Hampton Court Palace Flower Show.



September

In September, we experienced a very high demand for our panels. Over 25km of temporary roadway was required for transmission projects for the National Grid Electricity Alliances and contractors working on the EDF infrastructure. The projects were commissioned in order to upgrade and develop the electricity transmission network and connect new infrastructure, such as wind farms and new generation plants, to the Grid, as well as enhance and replace existing assets.



October

October was a creative month for Eve Trakway, as the Showman's Show, in Newbury, gave us the chance to highlight how temporary access products can help minimise disruption from wet weather. The theme on the stand was 'Nice Weather for Ducks' to illustrate that we don't just want ducks to be enjoying the wet weather, but events can also be kept afloat with the appropriate access equipment. The stand was transformed into a duck's paradise and we won an award in the show's best exhibition stand competition.

Traking Our Six Month Highlights...

November/December

The months of November and December saw Eve Trakway team members spending much of their time in the capital, providing barrier solutions to control crowds at a number of prominent public events, that in some cases, even involved Her Royal Highness the Queen! We installed heavy-duty barriers for the Remembrance Sunday Ceremony at the Cenotaph, along the 5km route of the Lord Major's Show and at the State Opening of Parliament for the 2008-2009 session, at which the Queen attended.

Eve Trakway Provides Concorde's New Home

Eve Trakway is well renowned for providing temporary access solutions to a number of high-profile organisations and events but none as iconic and prestigious as the nation's much loved flagship aircraft, Concorde.

Even in her retired state, public fascination with the super-sonic plane has never faded, something which British Airways and Manchester Airport are very much aware of. As a result, the aviation legend is being moved to a new, state-of-the-art £1million super hanger.

Whilst the hanger is being constructed, an interim home is required to keep Concorde on public view. However, as a result of the size and weight of Concorde (96 tonnes), Costain Ltd, approved BAA contractor, requested our expertise to provide an interim surface for the aircraft to remain on, until its new home is officially opened in 2009.

With this brief, we supplied 12m x 80m of AM2, a solution that was once used as a temporary runway during the Falkland Island conflict to support heavy military aircraft. This particular product will more than support the weight of Concorde, even with the longevity of its temporary position until the new hanger is completed.

Andrew Holl, Operations Director for Manchester Airport, commented on the project: "With the aircraft now successfully moved, I am delighted with the results, in terms of a safe logistical switch with no damage to the plane. More importantly, its temporary home is more than sufficient in supporting Concorde's sheer size, weight and splendour and has not had an effect on the public being able to view her."



Investment, Acquisitions & Partnerships – Business & Development Expansion in 2008

With ambitious targets to achieve in 2008, we looked to enhance our existing expansion plans with an acquisition and partnership strategy.

Historically, we have mainly focused on offering our customers the widest choice of temporary access solutions, which in 2007 included the acquisition of the UK hire business from Rola-Trac Ltd. We felt it was now time to further expand the services and products that we can offer but to do this we needed serious investment. It was at this point we were approached by private equity house LDC, who invested in Eve Trakway in return for a minority stake in our company. In addition to providing funding, LDC has also brought its experience of successfully building businesses through acquisitions and simultaneous organic expansion. John Swarbrick, director at the Leeds office of LDC, said "Our approach to private equity investment has ensured the management at Eve Trakway have the necessary support to identify, target and execute potential acquisitions whilst providing crucial support for the post-deal integration of the businesses."

Armed with our new strategy and with the investment from LDC, naturally we began to look towards our next acquisition, which came in October, by way of purchasing Fluid Event Interiors, specialist providers of interior linings for temporary structures, venues and exhibitions. Fluid Event Interiors' solutions will stand to complement our existing product range and allow us to offer our customers contemporary, environmentally



designed interiors and lining systems; in-house design and development and thermal and noise insulation solutions. Nigel Russell, Managing Director, Fluid Event Interiors said "We're very excited to have come under Eve Trakway's ownership. With Eve Trakway being such an established organisation, we will now have the infrastructure to allow for growth and continue to improve our service offering."

In addition to this investment and acquisition, we also wanted to develop further partnerships with sector specific companies that would complement our existing and new business strands, such as with Select Plant Hire. Select, part of the Laing O'Rourke group, offers the very latest in plant technology with an industry-leading profile. As a result of this new partnership with Select, Eve Trakway can provide a range of mobile and linkable lighting units, generators and tanks for both construction projects and events.

New Products – Man-Handleable Temporary Access Solutions

Simon Messenger, Operations Manager "We are constantly striving to offer improved and new products and services to our customers in order to provide them with constantly changing logistical solutions, and so we are pleased to now supply Trakmats and I-Trac."

Trakmats
Panel Size: 2.75sqm | Depth: 13mm | Weight: 33kg
Construction: 100% High Density Polyethylene

Trakmats essentially provide our customers with a man-handleable temporary access solution. Designed to provide access for rubber wheeled vehicles of up to 30 tonnes, dependant on ground conditions, they can be laid as two parallel tracks or a single roadway to provide a temporary surface to protect soft or sensitive ground and flooring. As the mats require no specialist vehicles or equipment to install, they are ideal for locations where access needs to be re-sited. This can be done by labour already on site, removing the cost for an additional installation crew.

Its design and format means that the product is weatherproof and water-resistant as well as environmentally friendly. Trakmats also contain UV components, which prevent sun damage and deterioration. Their first outing was at Surbiton Racket and Fitness Club, as temporary access for the Surbiton Trophy, one of the most prestigious men's and women's grass court tennis tournaments.

I-Trac
Panel Size: 0.8sqm | Depth: 54mm | Weight: 15.6kg
Construction: Polypropylene

I-Trac is a heavy-duty roadway system consisting of interlocking panels that create a continuous roadway surface that is capable of withstanding all road-going vehicles. The product is entirely man-handleable and is secured by an inbuilt connection device that needs no special tools to operate. The product is quick to install and recover, with a single man typically laying 50sqm in an hour. A good example of the effectiveness of I-Trac is when it was first put to use by the Electricity Alliance East, to provide temporary vehicle access across a golf course to one of its transmission towers.



Trakmats



I-Trac