



Jim Toner, managing director of Clark Eriksson, accepts a plaque from Prince Andrew to mark CE's re-accreditation as an Investor in People. Read more about the Duke of York's visit to Clark Eriksson on pages two and three.

Contracts bring multi-million boost

A MULTI-MILLION pound package of contracts has been won by Clark Eriksson. It will see staff working with three of the world's leading companies.

The Falkirk firm has signed contracts to provide design and project management services to Syngenta and Avecia in Grangemouth and GlaxoSmithKline (GSK) in Montrose.

CE boss Jim Toner said that collectively the deals were worth "several million pounds" and were likely to become long-term arrangements.

NEW RECRUITS

He added that CE has taken on new staff to deal with the projects, which started in early 2004. "Twenty of the new recruits were working with these companies beforehand," he said. "Recruiting them to our team gives us valuable site knowledge and provides some continuity of service."

He added: "We're delighted that these firms have outsourced the work to Clark Eriksson and look forward to a long and productive relationship with them."

ENGINEERING SOLUTION

At GSK Montrose, Clark Eriksson has been contracted to provide the complete engineering solution — from project conception through to detail design and procurement, to construction, commissioning and handover. Clark Eriksson has also set up an on-site design and drawing office facility at Montrose, managed by Wallace Aitken with back-up from colleagues in Falkirk.

Ian Morrow, project and automation manager at GSK, said: "We were looking for a 'managed service provider' to take responsibility for our project work onsite.

"We shortlisted three companies and carried out

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Services for oil, gas, process and pharmaceutical companies

CLARK Eriksson provides professional engineering services to the oil, gas, petrochemical and pharmaceutical industries. The company operates in three main areas:

- project management
- design & draughting
- procurement

Clark Eriksson staff use the latest software to produce original drawings and data to help in the design, construction and operation of a wide variety of installations.

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Prince charming

Duke impresses during Royal visit

CLARK Eriksson has been given the Royal seal of approval — from Prince Andrew.

The Duke of York made the visit in his role as a special representative for international investment and trade.

Royal sources say the Prince is keen to support small and medium-sized businesses enjoying international success.

During the visit, which lasted just under two hours, the Prince chatted with staff and saw some of the hi-tech 3D modelling software used by Clark Eriksson.

He also took the opportunity to present an Investors in People Award to the firm. Clark Eriksson was recently re-accredited with IIP status.

Managing Director Jim Toner said: "Business is going well for us just now and the Prince's visit was the icing on the cake. He was genuinely interested in what we do, and spent time with almost every member of staff.

"While he was here, he presented our new Investors in People award. He also suggested we should apply for a Queens Award for our technological advances in design. We're talking to Scottish Enterprise Forth Valley about this."

Mr Toner added: "Investing in our staff is of paramount importance to Clark Eriksson — so we're delighted to be re-accredited with IIP.

"Well-trained staff give a better level of service to customers — and we're heavily committed to providing a high level of customer care."

During the visit the Prince also met stars from Clark Eriksson Fury — the local basketball team sponsored by the firm.

Mr Toner introduced head coach John Bunyan, junior club captain Matthew Hoffman and cadet club captain Scott Cuthill to the Duke.

Pictures: Jan Van der Merwe





The Prince chats to staff during his visit to Clark Eriksson's offices in Falkirk.



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Services for oil, gas, process and pharmaceutical companies

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Design and drafting

Clark Eriksson produces technical drawings and data for the design, construction and operation of plants in the oil and gas, petrochemical and pharmaceutical industries. The firm's work can range from creating piping and instrument diagrams, to preparing in-depth detailed designs for complete installations.

Project management

Complementing the engineering design and draughting service, Clark Eriksson also offers a complete project management service to help implement its design work on site. The involvement can vary depending on the client's needs, from simple client, contractor, vendor liaison work to full project management... supervising a project through the construction process to final handover.

Procurement

Clark Eriksson offers substantial expertise to clients wishing a time zone compatible service. Each client is allocated a qualified engineer dedicated to procurement and expediting of goods, which provides a single point of contact for all queries. Our purpose is to allow clients to achieve the maximum operating performance by concentrating their effort on-site.

Multi-million boost

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an in-depth evaluation. Clark Eriksson came ahead of the two others and we're pleased to be working with them." He added that CE had taken on a number of Glaxo's contract staff to work with them. "This ensures some continuity and previous experience on the new contract," he said. Dave Tripney, projects and design office manager at Syngenta in Grangemouth, was equally impressed. He said: "We worked with Clark Eriksson on a number of projects. When this tender came up, we invited them to bid for the work — and they won it on their merits. The availability of personnel, their rates, response times and safety record all impressed us. The contract's initially for one year, but I've no reason to doubt that we'll be working with Clark Eriksson well into the future."

IMPRESSED

The firm has just started work on its latest contract — with Avecia in Grangemouth. Company Engineer John Spruce said: "We were impressed by what Clark Eriksson could deliver for us and were pleased to award the contract to them."

Above: Clark Eriksson's piping/mechanical design office has been fully refurbished, including 18 new 3D CAD stations.

● Clark Eriksson has won a new contract to provide design services to Rhodia Pharma-Solutions — one of the world's leading manufacturers of specialty chemicals. The firm is involved in a wide range of sectors from — food, pharmaceuticals and agrochemicals to the automotive, electronics and fibres markets.

How Clark Eriksson plays ball with team

CLARK Eriksson has just renewed its sponsorship deal to continue its ongoing support for local basketball team, Clark Eriksson Fury.

It's senior mens' team recently made the finals of the Scottish Cup, organised by Basketball Scotland — and has finished second in the Scottish League in the 2003/2004 season.

The club has also spreading its appeal. Thanks to further funding from the Lottery-backed New Opportunities Fund, the club is bringing basketball to primary schools across the Falkirk area. Team coach John Bunyan is confident the move will bring on future stars into the sport. "We've grown massively over the years," he said, "and are able to focus on the development of younger players."

He added: "There's no doubt that the sponsorship from Clark Eriksson has helped us. We now provide five players to the national team. Funding has helped us do that — and in turn has brought us a growing support from the public who come to see us. In fact, we have more support coming along to our games than some of the smaller football teams."

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