

## ON TARGET TO DOUBLE TURNOVER IN OIL & GAS



Some of the fabrication team at JMH. Front l-r James Burke, James O'Neill, Gordon Johnston. Back l-r Arthur Scott, Peter McHugh, David Mutch, David Waddell, Ronnie McIntyre, Kacie Thompson, Kenny Walker.

John M Henderson has announced that it is on target to double its turnover in oil and gas related contracts this year.

Project Manager Drew Spink said, "Last year our turnover in this field was £2.3 million, and in the first quarter of this year we have already won business to a value of over £3 million."

Current contracts include work with Subsea 7, SMD, Divex and Brandt, he explained. "These are all well-known and highly respected providers of specialist services within the oil and gas sector."

The company's consistent growth in performance has brought with it more jobs. Drew said, "In the last twelve months JMH has taken on a number of new staff and we are continuing to recruit across the range of manufacturing disciplines."

Drew attributed the company's good performance in part to its policy of devel-

oping turnkey engineering packages. He said "We can take a detail drawing from the customer right through to completion, including function testing, so that the customer receives equipment ready to install and operate."

He continued, "We do all our own hydraulic and electrical design and outfitting, including hydraulic flushing and testing. We carry out a full set of operational tests to customer requirements, which greatly reduces the time spent commissioning the equipment at its operational location. This can mean a considerable reduction in costs to the customer."

Drew explained that JMH can provide detail drawings from clients' conceptual drawings and specification. "This is a logical development of our turnkey approach that affords seamless progression of the job, giving significant benefit to our clients."

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## Italiana Coke Charge Car Nears Completion



The Charge Car in position

The Italiana Coke Charge Car has been assembled at the client's site near Genoa in Italy and the machine is now in the final stages of hot commissioning.

After assembly, function testing and inspection at Arbroath, the Charge Car was stripped down into component assemblies before being transported by road for the 1350 mile journey to Italy.

Project Manager Yhan Leszek, who oversaw the delivery process, said, "The shipment went very smoothly indeed and there were no complications."

He added "This contract has gone very smoothly so far, thanks in large measure to the hard work and professional attitude of the Design and Manufacturing teams in Arbroath."

Cold commissioning of the Charge Car is now complete and it has successfully charged a number of ovens. Several more days' work remains for optimisation of the machine.

## Contract News Update

Many oil and gas related contracts continue to progress through the factory, said Project Manager Drew Spink.

He said "We have an order for six A-frames, an ongoing order for heave compensators and another for seventy casings."

In addition an order has been raised for a diving board. Orders for a deployment frame and top and bottom lift frames are also progressing. As well as this an order is being negotiated for the refurbishment of a BOP system, and the company is to build a prototype wave machine.

On the Steel Industry side, Italiana Coke has ordered a complete set of spares for the Charge Car that was recently completed. The firm has also ordered a machine-mounted water jet door cleaning system.

Project Manager Brian Nicoll said "We are working on a large number of enquiries at the moment."

## JMH Appoints Agent for Mexico

Mr Roger Kenyon has been appointed as JMH Agent for Mexico. Mr Kenyon will represent the company and its interests in the country.

## Thanks to Dave Walker



Meet Dave Walker, who oversaw the on-site construction of the Italiana Coke Charge car at its destination near Genoa, before handing over to Project Manager Yhan Leszek. Dave has previously been involved in other contracts for JMH, notably in Korea.

Yhan said, "It was good to be working with Dave again. He is definitely a 'safe pair of hands' who knows how to get things done and maintain an excellent rapport with the client."

Dave has lived in Canada for many years but is still a proud Glaswegian.

# Welcome



*This edition of The Voice sees five new faces joining the production team: L-R John Culross, James O'Neill, Matthew Rutt, Craig Brown and James Burke.*

## Alex Falconer

Alex Falconer has been appointed as Quality, Health, Safety and Environment Manager at JMH.

This wide-ranging remit means that Alex is involved in most aspects of

JMH's business. He said "I look after anything that involves a risk to the business. My role is to minimise any such risk whether that be in Quality, Health and Safety, Environment, Human Resources or Production."

He added "Anything which has a legal implication, under the relevant legislation, for the company, is part of my responsibility to manage."

Alex is also responsible for managing the company's ISO 9001 accreditation as well as other aspects of Quality Assurance.

Alex is originally from Dundee but moved to West Lothian as a child. He was delighted to take the opportunity to move back to the area. He is currently relocating with his wife and two sons.

He is very keen on trout and salmon fishing and also plays golf.



## Ian Cameron

Ian Cameron has joined JMH as Project Engineer. He said, "I am Drew Spink's deputy and liaison on a day to day basis with the Production Team." His appointment will allow Drew to focus more on strategic issues.

Ian, who is originally from Carnoustie, has always worked in the Angus area and has a great deal of experience in the engineering industry.

Ian is an enthusiastic fly-fisherman and also plays five-a-side football twice a week. He lives in Carnoustie with his wife and children.



# To JMH

# New Corporate ID

## Oana Olaru



Oana Olaru has joined JMH as Marketing Manager.

Oana, who is originally from Romania, said, "My role is to help to expand the business all over the world by implementing strategic and technical marketing plans as well as strategic partnerships."

For the last two years Oana has worked as a business development consultant with Oracle.

Oana graduated in Marketing from University in Romania before undergoing a two-year Master's programme in Germany. She served her internship in Portugal and Italy.

Oana has now moved to Scotland.

## Craig Peacock



Craig Peacock is no stranger to the Steel Industry, but working for JMH will be a new experience for him, he says.

Craig has been appointed Installation and Maintenance Manager. "I worked for thirty years with Corus so I understand the customer's point of view intimately," he said. "But this is the first time I have worked for a supplier. It is a fascinating challenge at this stage of my career."

He continued, "I'm looking forward to working with the team at JMH. It's a nice change to see things from the other side of the equation."

Craig will be spending a great deal of his time travelling to sites all over the world where JMH has customers.

Craig lives in Cleveland. He has two sons aged twenty-one and eighteen.



*The New JMH Logo*

John M Henderson has updated its company logo and corporate identity.

Managing Director Alistair Lauchlan said, "While the old logo had served us well we had come to recognise that there was a need to modernise our image, in order to reflect the personality of JMH as it is now. In today's business world a stylish and cohesive corporate identity is very much a requirement for a successful business. We are world leaders in the design, manufacture and installation of coal and coke handling equipment for the steel industry and we are also an established and successful force within the engineering sub-contracting business, particularly in the oil and gas industry. We chose a new logo and corporate identity that we believe reflects this."

The changes will affect all usage of the JMH logo, stationery, signage, name plates and overalls as well as other applications and elements. Full details of how the changes will be implemented will be forwarded to staff directly.

Mr Lauchlan said, "It is very important that the new Corporate Identity is adopted smoothly and across the whole range of our business activities. We will be standardising all documentation around this logo."

The new logo incorporates design elements from older logos and introduces a new corporate colour for JMH, a distinctive blue.

Alongside the new corporate identity the company will be introducing a new range of printed marketing materials and brochures. The website and other electronic and digital materials will also be updated in line with the new look.

## Last Competition Winner



The last *Voice* Competition was won by Dave Ireland, who works in Bay Five.

Dave won a summer picnic hamper.

The correct answer to the question "Where would you find Marauders and Duffers," was b) on a golf Course, and Dave's was the first name out of the hat.



Alistair and Petra Lauchlan at the summit of Mount Kilimanjaro

# Scaling the Heights

Managing Director Alistair Lauchlan realised a long-held ambition when he scaled Mount Kilimanjaro in Tanzania with his wife Petra, reaching the summit on the 4<sup>th</sup> of October. At 5895 metres or 20,000 feet the peak is the highest point in Africa and the highest free-standing mountain in the world. Its name means 'mountain of springs.'

Alistair said, "The climb to the top began from the Machame Gate and took five and a half days, with the trip back down only taking one and a half. We slept in tents at night and were very well looked after by the excellent local guides, without whom the journey would have been impossible."

# Stepping Out for Charity



Ian Southward raised over £350 for charity in the Relay For Life, which was held at Arbroath Cricket Ground on 20th and 21st of September. Ian said "I would like to thank all my colleagues and friends at JMH who sponsored me in this event."

In total the event raised £100,199 for Cancer Research UK.

## Tell Us About It!

Perhaps you have a club or sporting event open to JMH staff coming up. A big event you'd like your colleagues to know about, like a birth or a wedding, or maybe you are involved in charity or voluntary activities and would like some support.

If you do, let us know and we'll cover it. Just tell Joyce Scott.

# JMH Sponsors AFC Player



JMH is sponsoring an Arbroath Football Club player for the 2008-2009 Season.

Chairman Andrew Lauchlan met Steven Rennie at the AFC ground before the match against Queen's Park. A defender, Steven has been with AFC since 2003.