

ISSUE 11 MARCH 2023

GROUND UP

THE LATEST NEWS FROM YOUR LEADING CIVILS PARTNER



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NEW KEYLINE TECHNICAL TEAM FOR CUSTOMER PROJECTS

NEWS
FEATURE



Keyline Civils Specialists has launched a new technical team to help drive greater value for major infrastructure projects with the aim of establishing earlier collaboration between suppliers, distributors, and customers.

The new department will comprise of two technical development managers (TDMs) and Keyline's first ever in-house civil engineer. The outcome will see Keyline deliver greater technical support at the design and tender stage.

Alongside Keyline's existing market leading logistics offering, the technical team can offer the full service of value engineering and product consultation.

They will also create a safe space to innovate and for manufacturers to gain industry recognition for their products.

INTRODUCING OUR TECHNICAL DEVELOPMENT MANAGERS

Assuming the role of Technical Development Manager for the South is Rob Sanders. Rob has worked for the Travis Perkins Group for over 17 years, most recently

running Keyline's South West and Wales regional sales office.

Rob will be joined by Leanne Costello as Technical Development Manager for the North. Leanne brings with her a wealth of technical expertise following roles at SIG, Saint Gobain, CCF and Knauf.

As well as two new technical development managers, Keyline has hired its first ever civil engineer, Serena Solanki. Having previously worked as a site engineer for Morgan Sindall, and as Net Zero Lead for National Highways, Serena will be able to provide Keyline and its customer base with invaluable first-hand knowledge of the successful delivery of major infrastructure projects.

SOLVING CHALLENGES AT THE EARLIEST POSSIBLE OPPORTUNITY

Commenting on the new roles, George Woollard, Technical Director at Keyline said: "The real purpose of our technical team is to position Keyline as a key partner in the supply chain. Having a dedicated in-house technical resource will enable us to tackle industry issues such as water quality, and using 'client-side' knowledge to

identify and solve potential challenges at the earliest possible opportunity.

"Ultimately, collaboration is incredibly important to the success of any major infrastructure project and through the appointment of Rob, Leanne and Serena, we hope to reinforce Keyline's pedigree as the go-to civils supplier for Tier One contractors."

Identifying common infrastructure project issues

To ensure customers benefit from Keyline's enhanced engineering expertise, the new team is keen to identify historic and recent issues faced by Tier One contractors in order to develop ways of overcoming them. They aim to start conversations with recent project teams with which there has already been successful Keyline collaboration before taking their findings and proposals to the wider project population.

Click
HERE
For more information
about Keyline Civils
Specialists

KEYLINE TALK TECHNICAL AT SAINT GOBAIN PAM

In January the Infrastructure Team at Saint Gobain PAM hosted Keyline's National Account Managers and the Project & Technical team at their state of the art recycling and production facility at Holwell near Melton Mowbray, Leicestershire.

During the visit the group experienced a full works tour of the plant and the PAM laboratory. They had practical hands-on demonstration of products including the patented and award-winning Install Plus Frame Levelling and installation system.

IN PARTNERSHIP TO DELIVER INNOVATIVE AND SUSTAINABLE SOLUTIONS

The two companies are exploring how best to align PAM's strengths as the UK leading manufacturer of



ductile iron access covers and gratings with Keyline as the merchant distributor of contractor choice for sustainability and quality.

The Keyline team were keen to identify how the two companies could bring

innovative and sustainable solutions to the market through early tracking and collaboration with both contractor and client alike on key infrastructure projects in the UK. Together the teams also considered how PAM can continue to drive the

drainage ironwork market further down the ESG route to align it fully with both government legislation and local client needs.



INSTALL PLUS

The Install Plus Frame Levelling System is engineered to help eliminate the issues faced when installing carriageway access covers and gratings, guaranteeing durability and long term performance.

PRODUCT SPOTLIGHT

PRO-SHIELD MAX - PROUDLY MADE IN BRITAIN



Pro-Shield Max, our innovative B125 access cover solution constructed of lightweight and durable glass filled nylon, is both recycled and recyclable and delivers strength, safety, and security for applications on driveways and pedestrian areas.

The Pro-Shield Max cover, frame, and reducer all lock into each other, for a secure and

safe installation. With a load-bearing of 12.5 tonnes, it is suitable for areas where heavier vehicles pass such as driveways. It also has a unique slip-resistant surface tread pattern to increase safety underfoot.

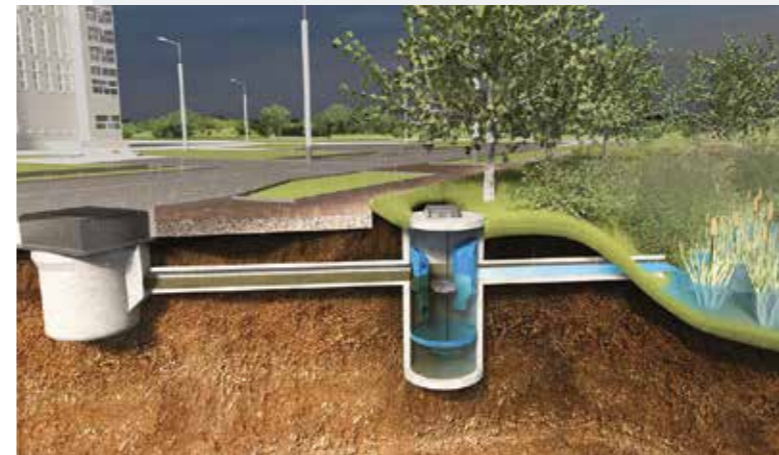
Pro-Shield Max is designed and manufactured right here in the UK and is just one of our products to proudly qualify for the Made in Britain mark.



We've got it covered.



DOWNSTREAM DEFENDER® SELECT FAQs



PRODUCT SPOTLIGHT FEATURE

Hydro answer installer FAQs about their latest Downstream Defender® Select stormwater treatment vortex separator.

Q: Will I be able to connect the Downstream Defender® Select directly to my pipework on site?

A: In most cases, yes. The Downstream Defender® Select can accept a range of inlet and outlet pipe sizes without compromising performance, so it can be easily connected to most standard pipework on site.

Q: I have more than one source of stormwater. Can I connect them directly to the Downstream Defender® Select?

A: Yes, the Downstream Defender® Select can accept up to three inlets, eliminating the need for additional collection chambers and helping to reduce installation costs.

Q: I have no access for heavy plant on my site, so how will I be able to install a Downstream Defender® Select?

A: The Downstream Defender® Select is supplied as standard in a concrete chamber, for strength and quick installation. However, for sites with restricted access not suitable for heavy plant, the Downstream Defender® Select can be supplied in a plastic chamber.

Q: I need a Downstream Defender® Select asap!

A: Keyline keep a stock of most unit sizes in plastic so can respond and deliver to site very quickly.

The Downstream Defender® Select's flexibility provides installation options which can help save time and money.

CHANGING THE GAME IN 2023 AND BEYOND

Last month Keyline Civils were delighted to hold their first face to face national conference in two years. With over 180 colleagues in attendance from the senior and regional leadership teams to commercial, finance, branch teams and apprentices, it was a meeting of hearts and minds for the business.

Dean Pinner, Managing Director, reflected on Keyline's pride and purpose; with support from Commercial Director Chris Woollard who covered the key strategic highlights from 2022. Regional Director Gary Turner outlined Keyline's game-changing strategy for 2023 to ensure that Keyline are the leading civils partner to the construction industry.

INSPIRATION

Colleagues were inspired by two impressive guest speakers. Mental Toughness Coach and world class woman rally driver, Penny Mallory, explored the importance of personal resilience and wellbeing. Geoff McDonald, global mental health advocate and campaigner, spoke powerfully about issues surrounding the stigma of mental ill health in workplaces.

CHANGING THE GAME

The conference theme was "Changing the Game". Colleagues took part in game-based breakout sessions to engage with and understand business strategy to share with wider teams, in order to provide a clear and aligned direction for the whole business in 2023 and beyond.

GALA DINNER

29 suppliers joined Keyline colleagues for the Charity Gala Dinner which celebrated the successes and awards earned by our branches and colleagues. As well as a silent auction, which raised over £5,500 on the night, Dean Pinner, Managing Director presented a cheque for £57,000 to our charity partner, Prostate Cancer UK.

KEYLINE CIVILS 2022 AWARD WINNERS

- Branch of the Year - **Northfleet**
- Regional Branch of the Year South - **Northfleet**
- Regional Branch of the Year North - **Manchester**
- Game Changer - **Adam Clark**
- Living Our Values 'We Care' - **John Caffrey**
- Living Our Values 'We're Better Together' - **Amy Desai**
- Living Our Values 'We Give Our Best to Be the Best' - **Warren Croft**
- Rising Star - **Georgie Johnson**
- Performance of the Year - **Mike Rees**
- Driver of the Year - **Jamie Travers**
- Supplier of the Year - **Wavin**



PRODUCT SPOTLIGHT

FP MCCANN INVESTS OVER £3M IN FULLY AUTOMATED BAGGING



FP McCann's newly-installed plant allows them to automate the entire bagging process for a wide range of products – from cutting the individual bags off a ream to sealing the completed pallet of 76 bags with plastic ready for transportation to customers throughout the UK.

Its new Bagged Product Range is produced in a factory-controlled environment, ensuring a consistent, high-level quality. Each product comes in a 20kg bag, and all packaging is both showerproof and recyclable.

FP McCann now produce a High Performance Range, which includes grout and concrete, as well as a General Purpose Range which consists of concrete and mortar, complementing its existing Postmix products.

FP MCCANN HIGH PERFORMANCE CONCRETE

A ready to use, pre-mixed 40N concrete, made up of cement, dried sand and aggregates, along with other additives. Ideal for projects requiring a higher strength and available in 20kg bags.

FEATURES

- Simple to use
- Just add water – no mixing needed
- 40N strength in 28 days
- Factory produced product, meaning premium and consistent quality
- Showerproof, recyclable plastic packaging

TYPICAL APPLICATION

- Concrete bases for sheds and greenhouses
- Can be used for external and internal applications
- Steps
- Pathways
- Maintenance and repair projects
- Structural concrete

Available at all Keyline Civils branches now.

SUSTAINABILITY

WHY SUDS WILL SELL NEW HOMES

Sustainable drainage systems (SuDS) are important in helping developers to offer environmental, future-ready new build housing. However, new research commissioned by Wavin reveals that public awareness of SuDS remains low.

This is surprising, given the growing public awareness of the

climate emergency. However, it highlights a knowledge gap that, if bridged, could significantly benefit developers. SuDS could be a point of differentiation and become a major proof point for sustainability credentials.

From 2024, SuDS will become mandatory on all new housing



developments following a review by the Department of Environment, Food and Rural Affairs. Meaning Wavin's new AquaCell NG attenuation tanks may become more of a regular feature on sites.



Click **HERE** to download this report from Wavin's website

KEYLINE COMMUNITY

RUN THE MONTH JANUARY 2023

Members of the Nationals Team at Keyline Civils Specialists participated in 'Run the Month Marathon Edition', a virtual running challenge for anyone who wants to keep active and help beat prostate cancer.

The team raised £616 for Prostate Cancer UK by running or walking a total team distance of 490.98 miles throughout January, and smashed their target distance.

Prostate cancer now affects 1 in 8 men in the UK. That's thousands of dads, partners, brothers, grandads, uncles and mates. All the money raised by brilliant teams like this one helps fund lifesaving research and support for men and their families affected by prostate cancer.

Mike, a member of the Keyline team, shares his story:

"My journey began in early April of last year when I had been feeling out of breath, unwell and feverish. I was persuaded to get a check up by my wife. When my blood test results came back it showed my Prostate-Specific Antigen (PSA) Test level was 18. This led to a referral to the oncology team who performed more tests and



RUN THE MONTH THIS JANUARY

RUN 26.2 miles over January to help beat prostate cancer

informed me that I had prostate cancer, despite not having any of the symptoms. They suggested that I may have been living with prostate cancer for around five years.

I elected to go for surgery and I am pleased to say that the six weeks post-op checkup has resulted in good news. By removing the prostate they think they have removed all of the cancer. I am having 3 monthly blood tests to monitor the PSA level and check that it's still negative.

My advice if you are a male and in the age group of 55+, please ask your GP for a PSA test."



Click **HERE** to see our branch network