

Features

A NEWSLETTER FROM FULTON BOILER WORKS (GB) LIMITED

SUMMER 2006

FULTON CELEBRATES 40 YEARS

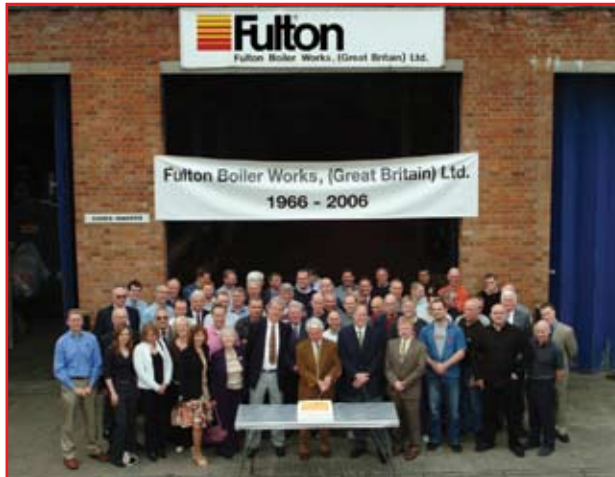
Fulton Boiler Works (Great Britain) Ltd has celebrated its 40th Anniversary manufacturing steam boilers in the UK with a cake-cutting ceremony and party for all its employees.

VIPs from Fulton's parent company in the USA flew in for the celebrations. Ronald and Bramley Palm (son and grandson of Fulton founder Lewis Palm) were joined by John Ashby, US-based managing director of Fulton Boiler Works (GB) and former managing director and co-founder Ian Davidson.

Fulton was established in Bristol in 1966 to manufacture a range of vertical tubeless steam boilers. Today the company is an important manufacturing base in Fulton's global network that also includes production facilities in the USA, Canada and China.

Congratulating UK staff on their achievements over the past 40 years, Bram Palm said the company's manufacturing and design centre in the UK make it possible to manufacture products

more efficiently and assemble completed units for whenever and wherever they are needed for domestic and export customers.



UK sales and marketing director Gordon Bareham added that, as well as steam boiler manufacturing, Fulton now specialises in ready-to-ship skid mounted and fully packaged boiler houses to meet the current demand for off-site fabrication. "We put great emphasis on providing sales and application advice and a

full commissioning and after-sales service to a growing customer base throughout the UK and in export markets" he says.

Design and manufacturing resources are shared and coordinated around the world, but as managing director John Ashby points out, no matter where your product originates, it will have been produced to the highest quality in a facility that is wholly owned and managed by the Fulton Group, which remains a family owned business.

SOLUTIONS THAT FIT

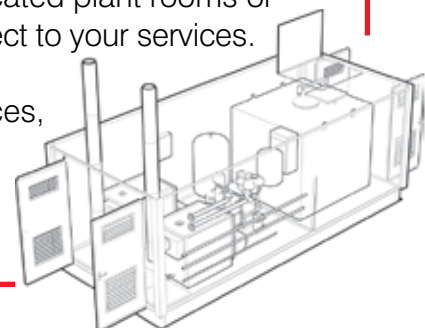


The Fulton name has been synonymous with steam since the company first introduced the vertical steam boiler in 1949. Today we are still one of the world's leading manufacturers, producing an unrivalled range of multi-fuel steam and hot water boilers. But increasingly these are ordered by customers as part of bespoke turnkey systems designed to meet exacting specifications in hospital and healthcare facilities, food and beverage processing, laundries and other applications.

Fulton's heating and hot water systems can be delivered as fully prefabricated plant rooms or complete skid mounted units, built to fit a prepared location and connect direct to your services.

Using the latest CAD equipment our design team can accommodate the most sophisticated engineering specifications in surprisingly compact spaces, locating components in the best possible position to suit the installation.

In every sense, today's Fulton boiler systems are solutions that fit the requirements of the modern age of steam.



EXPERIENCE SECURES HMYOI ORDER

Fulton has supplied four prefabricated heating and hot water plant rooms to Her Majesty's Young Offenders Institution at Wetherby to initially provide cover for the early stages of a central boiler plant decommissioning and decentralisation programme.

HMYOI Wetherby offers training to 15 to 17 year olds committed by the courts. It provides constructive regimes that address offending behaviour, improve educational and work skills and promote law abiding behaviour in custody and after release.

As the site is a secure establishment, it was decided to prefabricate the plant rooms at Fulton's factory in Bristol to minimise on-site work and disruption during commissioning.

Working closely with HMYOI Wetherby's site manager, Fulton's design team developed an engineering specification in just one week to meet the requirements of the institution. "Plant rooms were required at four different locations, each for a different application," explains Fulton's sales and marketing director Gordon Bareham. "The different applications meant that each plant room required two boilers, each meeting a minimum of 60% full load."

Each plant room also housed plate heat exchangers for the hot water system load, as well as pressurisation sets and all associated control and safety equipment. Three of the plant rooms also included integral oil storage tanks.

As space was restricted, the physical size of the plant rooms had to be kept to a minimum. The use of Fulton's latest CAD system helped to locate the integrated components in the best possible positions for the small footprint and for interconnecting M&E services.

Gordon Bareham explains that this type of bespoke, turnkey project has become a major part



of the Fulton business over the past few years and the many advantages of off-site fabrication were clearly demonstrated during this project.

He adds that the use of high quality equipment that is factory-built with a minimum of site work was particularly important for a project such as HMYOI Wetherby.

Having completed the design process by the end of November 2005, the next time-critical task for Fulton was to deliver two completed plant rooms by the end of January and two by mid-February. A build programme was put in place over the Christmas and New Year periods to achieve the schedule, with the plant rooms being operational in time.

Commenting for HMYOI Wetherby, the site manager says: "We are delighted with the efforts of the Fulton team and the plant rooms they have developed and commissioned for us. The quality of Fulton's products and service has been the lynchpin in achieving this project's goals and their experience and skills in boiler design and off-site fabrication ensured that we completed the project in time."

He adds that the four plant rooms were initially supplied as a temporary measure, but proved so reliable and efficient that they have now been adopted as permanent fixtures.

RENZACCI'S FULTON EXPERIENCE

Renzacci UK is one of the UK's foremost suppliers of dry cleaning, finishing and laundry equipment and has been a Fulton customer since the company was founded by George Alexander in 1972.

When George's son Jason, now Renzacci's managing director, heard that we were celebrating our 40th Anniversary, he told us that Fulton played a major part in the success of the business.

"My father's background as the owner of a chain of retail dry cleaning shops and laundries helped him understand that dry cleaners and laundries always want the best equipment, combined with fast and efficient service and reliable after-sales support."



He goes on to say they also want assurance that when they buy from Renzacci, it's the beginning of a lasting partnership between supplier and client.

"We need exactly the same from our suppliers and our experience of Fulton is that their service is

very responsive and the quality of their products is exceptional. They are always quick to respond to installation, service or spares issues and their expertise in boiler and packaged plant room technology has helped us to win some substantial contracts over the years. In short, it's the flexibility, expertise, products and people that make up the Fulton experience."

Fulton has designed, manufactured, installed and commissioned a fully packaged steam plant room for Stoke Mandeville Hospital, in what sales and marketing director Gordon Bareham believes is one of the largest projects in the company's history.

The plant room, which is used to produce steam for autoclaves, heating and hot water in the new hospital, was designed and built to a very detailed specification to ensure that a minimum of site work would be required.

Commenting for Fulton, project engineer David Tuey explains that the specification from Haden Young, which has building services responsibility within the joint venture currently undertaking a major reconfiguration of Stoke Mandeville, required the plant room to be prefabricated and fitted to a prepared concrete base measuring just 70m². Site access was also restricted so all connecting services needed to be pre-positioned very accurately.

To facilitate both manufacturing and delivery the plant room was designed by Fulton in three modular sections using its latest CAD software to help position equipment, which included two horizontal RBC 1500 steam boilers, blowdown vessels, plate heat exchangers, circulating pumps and water treatment and chemical dosing systems. The modules were then separated for delivery to the hospital and connected to site services. The flues were then installed and erected

MODULAR PLANT ROOM FITS THE BILL FOR STOKE MANDEVILLE



Explaining the reasons why Fulton's design was chosen, Haden Young project manager Jon Hall says: "This was a turnkey contract that Fulton was able to handle because the company isn't just a boiler manufacturer, it builds plant rooms. Price and specification were obviously important issues but Fulton's innovative modular approach and prefabrication facilities meant they were able to produce the plant room in just four months, which helped us to meet the project's very tight deadlines."

He adds that Fulton value-engineered the design to better meet the specification and the application and, as a preferred supplier was also able to work with other Haden Young supply chain partners such as Nu-way, Spirax Sarco and Denco CN Insulations to meet the specification.

and the three modules were joined together and sealed to prevent water ingress.

The RBC 1500 boilers are sized to operate on a duty standby basis to provide Stoke Mandeville Hospital with a highly efficient system which, Gordon Bareham claims, typifies the modern use of steam.

Says Gordon Bareham: "Another benefit of manufacturing off-site was that Haden Young and its client Enterprise Health were able visit our Bristol factory to review the progress of the design on CAD and the actual plant room in the workshop."

FULTON WINS BATTLE UPGRADE



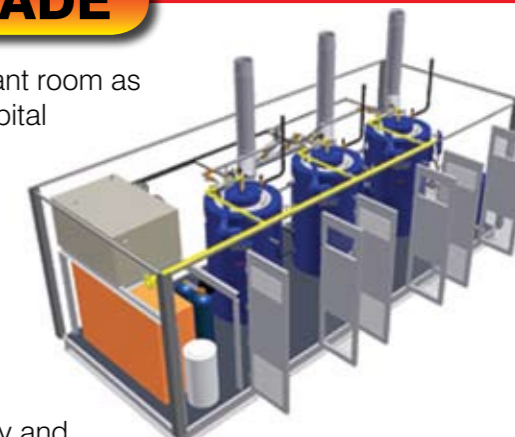
Fulton has recently supplied a fully packaged, steam plant room as part of a £132 million upgrade to the Royal Berkshire Hospital (RBH), which has involved the main buildings and wards of Battle Hospital being demolished and moved to a new site.

The plant room, which is owned by the Royal Berkshire NHS Trust and operated by Synergy Healthcare, is located on a retained section of the former Battle Hospital site in Reading and its three 50J gas-fired steam boilers provide steam to sterilise surgical and other instruments.

It was designed, fully finished and pre-packaged at Fulton's factory and shipped to RBH as part of a site redevelopment and boiler decentralisation project. Fulton was able to use the latest CAD technology to integrate the plant room equipment and ensure that it was easily accessible within the space available.

The three 50J boilers are automatically sequenced to ensure that two are always online, with the third setback boiler available on standby. The duty/standby roles are also cycled every hour to ensure equal distribution of the steam load between the boilers. The plant room also features a blowdown vessel, feedwater tank, ion exchange softener, reverse osmosis water treatment plant and chemical dosage set.

Commenting for RBH, site engineer Peter Turner says: "We are delighted with the efforts of the Fulton team and their contribution to the project, which forms part of the biggest treasury-funded NHS building scheme in the country."





Steve Robinson

SERVICE AND EXPORT

Fulton has expanded its service department with the appointment of two new engineers, bringing the total number to seven including service supervisor Steve Robinson.

The company's network of nationwide nominated service contractors is needed to cover maintenance contracts that have been placed as a result of substantial growth in the number of prefabricated plant room and skid mounted boiler systems now being produced at the company's Bristol factory.

Meanwhile, Peter Knight has taken on the additional responsibility for export sales. Gordon Bareham says Peter, who joined the sales team a year ago, will help to develop the growing export business, which currently accounts for 20% of turnover.



Peter Knight

He adds that during 2005 the company delivered fifty boiler systems to more than a dozen countries in Europe, the Middle East, Africa and Australasia.

Gordon Bareham has also recently visited Australia and New Zealand to brief RCR Tomlinson, Fulton's largest export partner/distributor, on the company's latest products and services.

The trip took Gordon to the company's state offices in Western and Southern Australia, New South Wales and Victoria. He also met with the management team of Easteel, a company recently acquired by RCR Tomlinson in Auckland, New Zealand.



Gordon Bareham with RCR Tomlinson general manager Warren Arthur

FULTON HAS STAR IN ITS EYES



Fulton has designed and supplied three skid mounted steam boiler packages for Sharjah-based International Beverage & Filling Industries (IBFI), a company producing 'Star' branded fruit juices and carbonated soft drinks in the United Arab Emirates.

The skid mounted packages, which were prefabricated in Fulton's Bristol factory and shipped to Sharjah for commissioning by Fulton's UK service manager Steve Robinson, comprises a complex flue system and three 60J oil-fired vertical boilers. The new systems further increase steam raising capacity for bottling and packaging applications at IBFI's existing plant, which has been using two Fulton 60E boilers for over twenty-seven years.

Steam from the skid packages is being used in the company's hot CIP system; the CSD line for the can/bottle warmer; and for three flash pasteurisers for each of the company's three juice filling lines.

Commenting for IBFI, plant manager Joseph Thomas says: "We needed to increase the capacity of the existing steam plant and because the original 60E boilers have proved so reliable, we had no hesitation in using Fulton again. We originally contacted them with the intention of purchasing just boilers, but after several meetings in which we discussed the application and design requirements, we decided to order complete packaged skid mounted systems."

He adds that Fulton's spares availability, attention to detail and technical advice is second to none; and because of this he has recommended them to another company within the group.



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