



## **PTSG and Nalco Ecolab: success secured through collaboration**



## Success secured through collaboration

**“We couldn’t have asked for more.”**

PTSG first secured the contract with Nalco Ecolab to install lightning protection systems on the Weavergate Plant in Cheshire in 2015. The electrical services team worked throughout the entire Weavergate site, both internally and externally and on structures both existing and yet to be built.

Not only did this allow the engineers to gain a deep understanding of how the site is run, but Nalco could utilise the expertise of PTSG’s staff to ensure that future developments of the site could be easily brought up to the same high standards as the structures PTSG currently works on.

The site featured several newly built silos, and PTSG designed and installed static earthing and lightning protection systems. Through close consultation and engagement over a prolonged period, PTSG became cognisant of the unique nature of the work. The site required a system to protect against static, which is created in a number of ways from the movement of liquids in pipes to the filling and discharging of tankers – all of which creates a highly combustible atmosphere.

With PTSG’s work with Nalco, emphasis was placed on collaboration from the get go, with open discussions taking place between staff at all levels in both companies from the planning stage and throughout the work. This allowed PTSG’s team to keep Nalco’s goals at the forefront of their minds at all times, but also allowed Nalco to make PTSG aware of any unique health and safety requirements on such a dangerous site in order to keep the team safe.

The project began with an initial site meeting between PTSG’s Technical Director, John Warren, and Nalco’s health and safety officers to develop a detailed strategy for successful completion of the contract alongside both companies’ criteria. This was put into action successfully by a team of highly trained specialists. When John went back to Nalco for an interim review, the client was overjoyed – it achieved everything set out in the brief and more. As Mark Rooney, PTSG’s contact at Nalco, said: “We couldn’t have asked for more.”





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By aligning goals from the beginning, PTSG was able to ensure client satisfaction. For example, it was immediately clear in these meetings that it was vital for PTSG's plans to install lightning protection systems to take account of site-specific requirements such as BS EN 62305 and NFC 17102, the potential for future development of the site and the need for quick and easy completion. It was also vital that the project complied with local legislation and the ISO standards Nalco maintains.

Throughout the project, John consulted with Nalco, appraising the client with simple, yet in-depth details of the changes and improvements he was making to the project's design, making sure the contract was based on partnership from beginning to end.

These meetings were also hugely beneficial for PTSG, as the engineers who would be working on this site could gain a good understanding of how things were run. This was vital as the plant was always operational, and the good relationship between Nalco and PTSG meant that engineers were informed enough about successful day-to-day operation of the plant to avoid disrupting this in any way.

Not only has successful collaboration led to a high standard of work, but the rapport between PTSG's engineers and in-house teams also made for more enjoyable work. The openness of the teams working on this project was facilitated by the hands-on role the project managers took up, with John starting the process as a Technical Director designing the work, before handing these designs over to engineers and taking up an engineer role himself.

The efforts of John and the team to ensure the project's design was a collaborative effort with Nalco is indicative of what sets PTSG apart from the competition. This face-to-face interaction and desire to put the client first was the foundation for this strong partnership, and PTSG and Nalco have already started to look at developments for a further project in this area.

