

# TERRAIN Focus

Issue 2

Spring 2016



Yours Faithfully,  
Tania Peck UK Sales Director, Polypipe Terrain

Hello and welcome to the second edition of our Polypipe Terrain newsletter.

The whole team at Polypipe Terrain have been busy over the past few months working on an array of project successes and achievements which we want to share with you.

In this newsletter we will tell you about the fabricated drainage stacks our Terrain Fabrication Service designed for the New Providence Wharf project in London. We will also provide an insight into our P.A.P.A. (Positive Air Pressure Attenuator) Valves as well as the accreditations we've achieved over the past few months.

We've also included the chance for you to win a bottle of champagne in our competition at the end of the newsletter.

We always want to hear from you, so if you have any questions, or require any help with anything found in the newsletter, our team is always on hand. Contact us at [commercialenquiries@polypipe.com](mailto:commercialenquiries@polypipe.com) or call us on **01622 795200**.

## Meet the people at Polypipe



**Deb Hart** Customer Service Manager, Polypipe Terrain

### Deb Hart, Customer Service Manager at Polypipe Terrain

**How long have you worked for Polypipe?**

I've been at Polypipe Terrain for nine years. I started in a Sales Administrator role, but within two years I had been promoted to Supervisor and two years later I was promoted to the role I am currently in, which is Customer Service Manager.

**What is your favourite memory from your time at Polypipe?**

Every day is memorable at Polypipe! However, my favourite memory would have to be the 2009 Christmas party. It was fancy dress, 1970's themed. I dressed up in a fluorescent pink wig. Even the directors dressed up! That's the nice thing about Polypipe Terrain, everyone joins in and gets involved.

**What is your biggest professional achievement or moment at Polypipe?**

Becoming Customer Service Manager is my biggest achievement to date. I had to work incredibly hard to get promoted into this position, but I enjoy making sure our customers get the best experience possible. We've got a great team who work hard and work well together, which really helps.

**Who is your inspiration?**

Everyone at Polypipe Terrain inspires me, but if I had to pick one I'd have to say my partner. He saw how happy I was at Polypipe Terrain and decided he wanted to come on board too. He is now a member of team Polypipe and loves it too.

**What does a typical day at Polypipe look like for you?**

We hit the ground running! Every morning we have a ten minute meeting. This means we know what everyone is up to and gives us a chance to debrief any information. We generally have a lot of contact with all areas of the company, from the sales managers to the factory staff and board directors. This means we always know what is going on in all departments and have information we can relay to our customers.

**What is your best advice for young starters in the industry?**

Get to know everyone you work with and how their role fits into the bigger picture. You never know when you'll need help or advice from them!

## POLYPIPE TERRAIN AWARDED INVESTORS IN PEOPLE SILVER AWARD



The people management skills of Polypipe Terrain have been recognised by renowned independent commissioner, Investors in People.

For our continued dedication to managing performance, delivering continued improvement and creating sustainable success, Investors in People awarded us with its sought after Silver Award.

To achieve the Investors in People Silver Accreditation, we had to demonstrate best practice across areas outlined in the Investors in People framework. The framework focuses on nine key indicators, for which we had to consistently outperform our peers when measured against the criteria.

Whilst a large number of British companies are awarded the Investors in People award, as of December 2014 only 6% of those who entered were awarded the prestigious Silver Certificate.

Members of our team, including manufacturing staff, sales team, office staff and senior management, were interviewed by an Investors in People representative over a number of months in order to achieve the accreditation.

We used the assessment to establish core values which now underpin the company, including excellence in service, quality, passion, togetherness and health, safety & environment.

Lee Dawes our Finance Director has said: "We have always been dedicated in developing and growing the team at Polypipe Terrain and the Investor in People award gave us the opportunity to prove that our hard work is paying off.

We want everyone to have a great experience working at Polypipe Terrain, so, in turn, we can give our customers the best experience possible.

To be awarded the Silver Award is a brilliant achievement and is a testament to the hard work of everyone in the team. We're incredibly proud of this achievement and are now working hard towards the Gold Certificate, continuing to improve and develop our core values."

## THINK ON ANOTHER LEVEL WITH TERRAIN

Have you seen our latest marketing campaign promoting the solutions and services Polypipe Terrain offer for the management of water and air in tall buildings?

From inception to completion, we understand the complexity of working on tall buildings, that's why we're the experts and are here to help.

Our Fabrication Service will help meet the individual needs of your project whilst reducing on-site installation times, waste and overall costs. We also have a range of innovative products and solutions, which will help in the design of your tall buildings project, including:

Our P.A.P.A. and Pleura systems; mitigating the need for a secondary ventilation stack, which increases the flexibility of layouts whilst saving on materials and installation.

Permavoid is our geocellular system, created to manage surface water at source. It's strength and integrity allows it to be designed into pavement structures, such as podium decks and can be used in blue/green roof applications.

Working with customers every step of the way, from design to technical support and regulations and standards advice, we help design without compromise. Our team is on hand every step of the way to help those who design the systems, those who install them and those who stock them too!

For more information on Polypipe Terrain's tall buildings offering, and how we can help you achieve the demands of your next high-rise project, visit: [www.polypipe.com/tallbuildings](http://www.polypipe.com/tallbuildings)

## NEW PROVIDENCE WHARF

Polypipe Terrain's Fabrication Service provides the perfect solution for London's tall buildings.

A large mixed-use housing development in the heart of London's Docklands has benefitted from our Terrain Fabrication Service. Working alongside main contractor Balfour Beatty Construction and M&E contractor Briggs and Forrester MEP, the Providence Tower and Bar Building apartment blocks, which stand at 42 and 12 storeys respectively, had over 2500 fabricated drainage stacks designed and produced in our state-of-the-art facility in Aylesford, using our popular FUZE HDPE drainage system.

Terrain FUZE incorporates a number of engineered fittings to aid installation and is ideally suited to off-site fabrication where repetition is prevalent, such as in high rise buildings. Unique to this development, which encompasses high-end luxury apartments and affordable housing, was the use of a 160mm diameter low entry manifold, a bespoke fitting which allows multiple waste entries into the stack at slab level.

This ability to fabricate bespoke products off-site, in turn driving quick turnaround times and reduced labour, made us a key project partner. The light weight nature of Terrain FUZE HDPE brought many advantages over traditional materials, not least in its maneuverability on-site, while the use of fabrication meant the system could be installed quickly and efficiently, providing significant time and resource savings.

The shell and core of the buildings are now complete and the fit out is due to complete later this year.



To see our presentation, which shows the findings of our independent report showing the Terrain fabricated stack solution is the best and most cost effective option for installers in the marketplace, contact us on **01622 795200** or [commercialenquiries@polypipe.com](mailto:commercialenquiries@polypipe.com)



## Product Focus

This edition we're taking an in-depth look at the P.A.P.A. (Positive Air Pressure Attenuator) and Pleura Valves.



Typically, in high rise buildings a secondary vent is used to mitigate the effect that fluctuations of air can have on water trap seals. However, it has been proven that a secondary vent can be slow to react to these fluctuations causing trap seals to be siphoned, blown out, or in extreme cases, completely evacuated. The Terrain P.A.P.A. and Pleura system has been engineered as an alternative to a secondary vent within a Terrain drainage system.

The Pleura Valves quickly respond to any negative pressures, allowing air to enter the system at the point of need, protecting traps from being evacuated under siphon. The P.A.P.A. valve activates under positive pressure conditions and attenuates the pressure wave, thus allowing the system to return to balance without the positive pressure wave, acting on the trap seals.

To learn more about the Terrain P.A.P.A. and Pleura Valves or any of our other products, visit our new website [www.polypipe.com/terrain](http://www.polypipe.com/terrain)

## POLYPIPE TERRAIN ACHIEVES BES 6001 ACCREDITATION

For the successful management and reduction of the environmental impact of its entire supply chain, the BRE awarded Polypipe Terrain with its BES 6001 framework standard for responsible sourcing of materials.



To achieve the BES 6001 accreditation, the Framework Standard for Responsible Sourcing, we had to show, that along with our suppliers, we are committed to producing materials that are environmentally considerate. We were able to demonstrate that our cutting edge research into PVC and plastics not only improves our manufacturing standards, but also our impact on the environment.

Len Murrain, our Procurement Manager has said: "It's important this generation makes the environment a focus of attention."

We believe in helping everyone profit from a cleaner corporate conscience. BES 6001 helps us to reinforce our belief that businesses can be environmentally conscious and still remain successful. We, at Polypipe Terrain, believe we have a special role and responsibility in confronting the challenges of climate change, people and environmental sustainability. Our entire community of companies, staff and supply partners are dedicated to advancing solutions to these global challenges, through both cutting-edge research in PVC and plastics and by translating this research into action for our manufacturing facilities.

Hopefully we can lead by example and see others in the field make the environment a major focus."

## Competition

Win a bottle of champagne!

In our last newsletter we ran a competition asking about the benefits of Polypipe Terrain's Fabrication Service. The correct answer was D: all of the above.

The winner of the bottle of champagne is Hywel Allen from Interserve. Well done Hywel!

This time, we're asking: What are the benefits contractors experience when using P.A.P.A. and Pleura valves?

- a. Reduces the drainage system footprint
- b. More reliable than secondary stack ventilation in very tall buildings
- c. Reduced installation time
- d. All of the above

Email your answers to [commercialenquiries@polypipe.com](mailto:commercialenquiries@polypipe.com) with "CHAMPERS" in the subject line before 30/07/2016 to be entered into our prize draw. Good luck!

By entering this competition you consent to receive useful product information and news updates from Polypipe.

WIN!