



TREMORFA NEWS



TREMORFA CELEBRATES 25 YEARS' BUSINESS SUCCESS

Twenty five years ago, in June 1984, Mark Hosken decided to go it alone and set up as a small, independent electrical company that, impressively, turned over £18,000 in its first year of trading.

Jump forward 25 years and that company is now a highly successful business, offering comprehensive property maintenance and managed services solutions, including specialist divisions such as fire, security, electrical and mechanical engineering, throughout the UK, has a turnover in excess of £12 million and employs more than 150 people across its five strategically located offices spread across the UK and Ireland, servicing in excess of 2,500 clients.

Yes, this year Tremorfa is delighted to be celebrating its 25th anniversary and we're

marking the occasion with a golf day followed by a gala dinner dance at the exclusive Vale Hotel resort on 26th June 2009. Guests will include a mixture of clients and staff, old and new, strategic partners and other key individuals who have supported Tremorfa during the years we've been in business and contributed to our success along the way.

Mark and the team would like to extend a big thank you to everyone who has helped us reach this notable milestone and we look forward to the next 25 years!

TREMORFA WINS CLAW CONTRACT

The Consortium of Local Authorities in Wales (CLAW) has named Tremorfa as its preferred property maintenance framework contractor (electrical).

While Tremorfa obviously fulfilled all of the selection criteria, CLAW was particularly impressed with our unique product offering combining electrical expertise with a wide range of value-added services. Tremorfa is committed to providing a high quality innovative service that will help CLAW's clients achieve excellence throughout their supply



chain. Our electrical engineers have a wide range of expertise with many members of staff being part of the company for more than 15 years.

The contract will see Tremorfa working closely with Torfaen County Borough Council, Monmouth County Council and possibly, in the future, Gwent Police.

INSIDE:



TREMORFA
AND BOVEMA
WORKING TOGETHER



PARTNER PROFILE
RUMM



CLASS ACT - ASCOT
INSTALLATION



OUR PEOPLE - THE
RUGBY PROFESSIONAL



ELECTRICAL
ENGINEERING



MANAGED
SERVICES



MECHANICAL & ELECTRICAL
MAINTENANCE

TREMORFA AND BOVEMA WORKING TOGETHER

Tremorfa has formed an alliance with Bovema (UK) Limited to offer businesses a fully-integrated smoke ventilation installation and maintenance package. This adds to the fully legislative compliance package that Tremorfa can now provide within the fire solutions portfolio.

The two companies will work together to develop and deliver a market-leading service to clients with respect to the quality of workmanship and standard of customer service. A dedicated manager and team of highly-skilled engineers will



be allocated to the Bovema contract in order to monitor and refine the end-to-end service offering to ensure superior performance delivery and ongoing service improvement.

PARTNER PROFILE - RUMM



Helen Phillips & Jamie Watkins (CEO – RUMM)

Remote Utility Monitoring and Management Ltd (RUMM) is a web-based energy management service provider based in Ystrad Mynach.

The company utilises a sophisticated suite of software programs and associated energy management methodologies to help organisations identify areas of excessive utility consumption within their operations. Once highlighted, a client company can implement changes to drive down energy and water usage and so make significant cost savings.

RUMM works with hospitals, universities, manufacturers and

hotels and, to date, has saved enterprises around £5 million. This equates to energy for almost 10,000 homes and 22,000 tonnes of carbon. The company has clients in the UK, Europe and the USA.

Working collaboratively, RUMM and Tremorfa have developed a joint offering that delivers an extremely cost effective and efficient one-stop-shop solution. Once a company has undertaken an analysis using RUMM's software, and identified the energy saving initiatives needing to be implemented, Tremorfa installs the recommended electrical and mechanical equipment and systems. The joined up service has already helped companies cut their annual utility bills by hundreds of thousands of pounds a year.

The link between the two companies is endorsed by the Welsh Assembly Government.

Ieuan Wyn Jones, Minister for the Economy and Transport, said: "Identifying innovative and new ways of working can deliver real benefits to companies. The approach adopted by Tremorfa and RUMM illustrates how companies can, through partnership and collaboration, strengthen their market position and access new markets. I am pleased the Welsh Assembly Government was able to help bring these two innovative companies together to the potential advantage of all involved." For further information visit RUMM's website at www.rumm.co.uk or contact Helen.Phillips@Tremorfa.com.



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FIRE & SECURITY



DATA & COMMUNICATION



CAD SERVICES

CLASS ACT



Tremorfa has completed the installation of a total electrical services solution for the new performing arts centre at St. Mary's School, Ascot. The installation comprised electrical, mains distribution, lighting including emergency and feature lighting, intruder and fire alarms, access control and audio visual systems.

The contract was won in a competitive tender and was worth £350K. Tremorfa has also been appointed for additional replacement works, to the value of £400k, due to start in the summer.

TREMORFA ADDS VALUE TO RMG SERVICE PORTFOLIO

Tremorfa has developed a range of added-value services to enhance the portfolio of facilities management specialist, Residential Management Group (RMG).

The additional services include planned preventive maintenance, access to 24/7/365 support via our helpdesk, fire and emergency lighting, statutory testing, general handyman services, reactive call outs, landscaping and cleaning. The new services are available across all of RMG's 1,000 plus sites UK-wide.

FEELING HOT, HOT, HOT!

Powys County Council has awarded Tremorfa the maintenance contract for all its hot water boilers installed in public buildings. This includes the council's sheltered housing schemes.

Richard Jenkins, Commercial Director for Tremorfa Managed Services, commented: "We have been awarded the contract on a framework agreement, initially for three years with the likelihood that it will extend for another two. It also means we'll be creating jobs in the area as the engineers we require to service this contract will be recruited locally."

FORECAST LOOKS GOOD FOR TREMORFA

In a competitive tender, Tremorfa has beaten off competition from a number of European suppliers to win the electrical installation contract for the European Centre for Medium Range Weather Forecasting in Reading. The contract, which is worth around £850K, covers the replacement of all low voltage sub-mains distribution.

Tremorfa has undertaken two previous projects for the ECMWF, one in their data centre and another in the offices. These were also won via competitive tender.

TREMORFA – KEEPING PATIENTS SAFE AND ENTERTAINED

Tremorfa has been chosen to supply, install and maintain Wandsworth Group's IPiN Nursecall system when it's installed in the 288 bed Prince Charles Hospital in Merthyr Tydfil and the new 126 bed Ysbyty Aneurin Bevan Hospital in Ebbw Vale.

The system, which has only been on the market for 15 months, is an internet protocol integrated network that combines patient sound entertainment with the latest IP network technology and is already the system of choice for 15 hospitals across the UK. The refurbishment and installation work is currently underway and is expected to take three years.

EVENTS DIARY

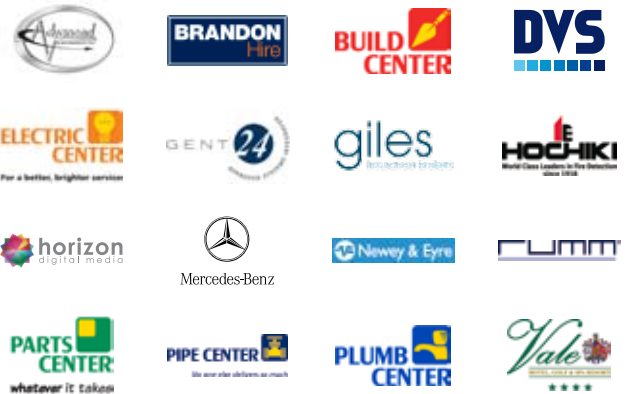
Breakfast sessions:

- Fire risk assessments and legislation
- Renewable energy solutions
- Integrated security & building management systems
- Fire safety planning.
- 17th edition IEE regulations
- Smoke ventilation specialist Q&A
- Energy management savings Q&A

Spaces are still available on a few sessions. Please contact Helen.Phillips@tremorfa.com for dates and availability.

25TH ANNIVERSARY DINNER

Thanks to all the companies who supported our 25th anniversary celebrations. We look forward to featuring you in future editions of Tremorfa News.



Our people – the rugby professional



For over a year, Tremorfa has sponsored Cardiff scrum half, David Walsh. David has recently announced his move to play for Newport and Tremorfa's support is continued.

David is a procurement assistant in our purchasing department, based at our headquarters in the St. Mellons area of Cardiff. His role is to support the company's supply chain by assisting with purchasing and negotiating with suppliers. "I enjoy the challenges posed by my job and I'm looking forward to playing for Newport. Life is good right now," commented David.

Group Managing Director, Mark Hosken, says: "We're delighted to have David as one of the team and are confident that he will have a successful career, on and off the pitch.

Tremorfa is also a supporter of the Cardiff Blues rugby team and is committed to the ongoing sponsorship of the team's Players' Player award, this year won by Robin Sowden Taylor.

TELL US WHAT YOU THINK

We hope you've enjoyed reading this first edition of Tremorfa News and found it informative. Going forward we'd welcome your input. So, if you have any comments or suggestions on what you would like to see

included, or you have an event which you would like to see publicised, then please don't hesitate to get in touch with us. You can email me on helen.phillips@tremorfa.com.