



Looking BEYOND expectations to deliver market LEADING service

Valve Engineering  
Mechanical Services  
Specialist Labour



## SAFETY first second third

The very nature of the valves we work with means that safety issues are uncompromising and critical. In power stations, oil refineries and chemical plants there is no margin for error.

At Endotec, we work closely with our clients to ensure the best possible risk management solution. For every valve we work on we provide a comprehensive risk assessment and documentation, so our clients have at their fingertips the 'health' and history of every valve in their plant. Including monthly audits from an independent HSE professional.

### Health and Safety Policy

We are committed to, and have invested heavily in, our HSE policy and systems. By selecting best practice and engaging our people in safety for continuous improvement we are proud of our safety record and are leading the industry in safety standards and the driving of continuous improvement.

### Quality Standards

Endotec are ISO9001 quality accredited and are working towards ISO 14001 Environmental. All our retail valves are tested to API 527 and isolation valves to API601 as standard.



Tel: 01469 577 655  
www.endotec.co.uk

Martyr Hill Bus  
North East Lind

## CAPABILITIES

Endotec are an established and trusted engineering company providing the highest quality valve servicing and mechanical services to industry. Unlike many businesses in this sector, valves aren't a sideline for us, we are valve specialists - and proud of it.



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- Our HSE targets are:
- Zero Lost Time Accidents or Environmental Incidents
  - Achieve a Recordable Accident Frequency Rate of 0.1
  - Ensure no injuries to others affected
  - 100% compliance to Health, Safety and Environmental Legislation
  - Senior Management Team, including all Supervisors, to carry out 1 x HSE audit per month
  - Support the supervisors role in
  - Score >80% on Endotec HSE
  - Managers and supervisors to
  - Increase near miss reports
  - Ensure effective close out
  - Encourage a positive and good performance
  - Commit everyone to 21 environmental measures

## Case STUDY Barry Power Station

**Problem**  
Endotec have worked for Centrica Energy at their South Humber Bars Power Station since 2001. In 2007 we were contacted by the engineers at their Barry Power station near Cardiff to overhaul their valves. No previous - except the timevals. They needed 6 competing in less than two weeks.

**The Solution**  
With this tight timeframe there was no time to collect the valves, verify and seal. Not wanting to let our customer down, our solution was to purchase a container which we sealed as a mobile and lifting machine. Using this solution we were able to overhaul and fit back in service every valve in just 10 days.

Just another example of how determined Endotec are to 'go the extra mile' for their customers.



# Helping an engineering business target outside the local market

**Title:** Endotec Marketing Activity

**Challenge:** Endotec are a specialist engineering business providing the supply, servicing and repair of safety valves to heavy industry. They have a very strong local reputation which has been key to their new business acquisition but with expansion ambitions that would need to take them out of the local market they needed to create a more coherent and professional face.

**Solution:** Working with their existing logo, we created a distinctive new look that reflected their strengths and business values. To create synergy we redesigned their website and produced flexible marketing literature including a folder, core capabilities brochure and HSE statement. We also created a series of case studies that could be used to demonstrate specific positive aspects of the business and showcase their expertise and credentials.

The screenshot shows the website header with the Endotec logo and navigation menu. The main heading reads 'Looking BEYOND expectations to deliver market LEADING service'. Below this, there is a section titled 'Introducing ENDOTEC' which describes the company's services and expertise in valve engineering and mechanical services for heavy industry. A sidebar on the left lists 'The VALVE specialists' including Valve Management, Valve Maintenance, Valve Testing, Valve Repair, and Valve Inventory. There is also a 'Case Studies' section with a thumbnail image.

“ The world of heavy industrial engineering is very specialist yet increasingly the need to provide a professional and coherent image is becoming essential. ”