



ExxonMobil
Chemical

**A newsletter from the
Fawley Site**

MARCH 2011 Issue 21

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COMMUNITY MATTERS



Employees at the refinery responsible for major savings on the Scanfiner which produces unleaded petrol.

Fawley pays its way in 2010

The 'Pay Our Way' initiative launched by ExxonMobil's technical manager, Raymond van der Horst, helped Fawley Refinery to improve its financial position last year.

This meant a strong focus on reducing the site's business costs. The initiative was so successful that by the end of October, the refinery had already met its operating expenditure reduction target for the year, having made efficiencies worth millions of pounds. This was a phenomenal achievement which involved a huge number of people.

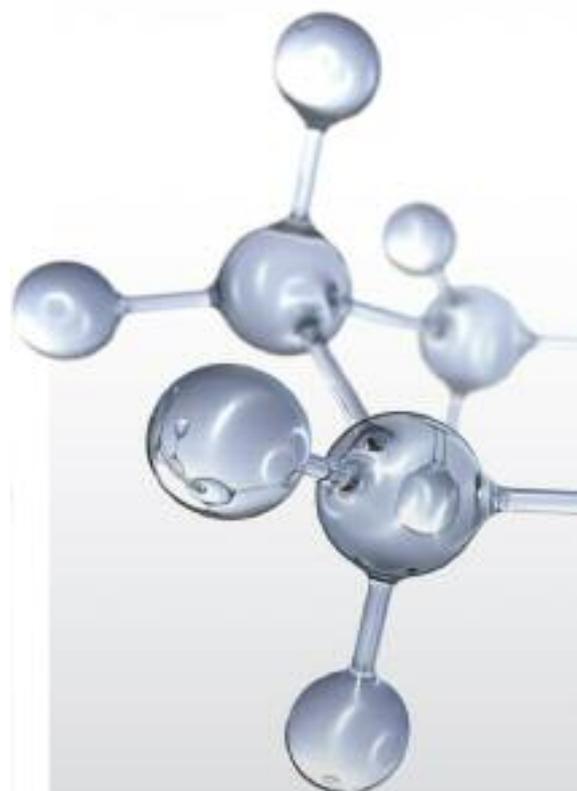
The refinery also met similar objectives in terms of improving its gross profit margin. By looking for new profit opportunities, it identified ideas that would generate millions of pounds of profit every year.

Making a difference

So, how were the reductions achieved? The company's Offsites lead engineer, Clive Oliver, explains: "In

recent years, the site's profitability had been good, which meant that there wasn't a high focus on operating expenses. However, once we saw that we really needed to pay attention to this area, people rapidly became engaged with it. They were challenged to identify even small areas of wastage."

Refinery Manager, John Blowers, adds, "I have been blown away by the level of participation and volume of idea generation that has formed part of 'Pay Our Way'. It's a perfect demonstration of the strength of the Fawley organisation and its ability to rise and deliver against a challenge. Everyone should feel a sense of pride in what has been achieved. We face a tough year ahead, so we need to continue with this programme."



**WELCOME TO OUR MARCH 2011
EDITION OF COMMUNITY MATTERS.**

**If you would like to know more about us
or have any queries, please ring 02380 892511
and ask for Community Affairs**

Photography by Ian Jackson & ExxonMobil Employees
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Changes in the pipeline

New regulations can change the way a refinery functions. For instance, in January 2011, the amount of sulphur permitted in gas oil was reduced from 1,000 parts per million (ppm) to 10 ppm. Preparing for this hundred-fold change in product quality has required a lot of work by many teams.

One result has been that the refinery has had to significantly increase its exports across the Fawley Marine Terminal. Two fast-track projects were put into action to meet these challenges. The first project involved rearranging five km of existing pipes and putting other pipelines back into service. The changes enabled industrial heating oil to be loaded down two lines simultaneously, doubling the export rates.

The second project required the installation of new pipe work and valves. There was also a need to segregate products to avoid any risk of contamination. Gas Oil 10 start-up co-ordinator, Phil Hookham, comments: "When the Government finalised the changeover date, we knew that we needed to implement the project in 45% of the time that we'd normally allow.

"Achieving this required excellent team work as well as some outstanding individual performances. We had guys up to their knees in mud, excavating road crossings so that out-of-service lines could be inspected. We've also had people working at weekends and in freezing conditions. We're really



Members of the Gas Oil 10 Project Team

lucky to have such a talented and motivated contractor and Esso workforce, who have delivered these projects on time, without injury and to very high standards."



IMT helps to set new safety benchmark

A tanker about to berth at Fawley's Marine Terminal.

International Marine Transportation (IMT) is the UK-based organisation that manages ExxonMobil's marine transportation fleet. After a decade of outstanding safety success, it has been invited by the British Safety Council (BSC) to help share best practices on an industry-wide basis.

IMT recently received its tenth consecutive Five-Star rating from the BSC and in its latest annual audit, it

received its highest ever score of 98.9% (4,435 points out of 4,485). John Bree, IMT's managing director, says: "Whilst the audits have been comprehensive, next year will bring a new dimension and an opportunity for further improvements as the BSC intends to raise the bar."

The audit took place on board the Alrehab, a very large crude carrier (VLCC) in Japan, and was focused on health, safety and emergency procedures. The auditor was

particularly impressed with the calibre of IMT's personnel, its high standards of safety and training, and the quality of equipment on its ships.

The report highlighted the fact that IMT's procedures have redefined the term 'best practice'. This year, the BSC is introducing a 'Five-Star-Plus' category of inspections. As a result of IMT's success, it has been asked to join the BSC working group that will define the assessment criteria for these inspections throughout the industry.

Pay us a visit!

Ever wondered how many barrels of oil a day are processed at Fawley each day? Do you know how many tonnes of chemical products are produced at the refinery each year? Or perhaps you're curious to find out how many ships visit our marine terminal each year?

If you want to learn more, then why not join us on one of our award winning refinery tours?

Each tour is open to residents in the **SO31 and SO45 postcode areas only**. Visitors must be 16 and over, and up to three people may attend per household. All visitors must bring either a **valid photographic driving licence** or a **passport** with them. To comply with security regulations, this information may be subject to external verification. If you don't have a valid passport or a photographic driver's licence, please contact Lynda on 023 8089 6133.



Guests on the community tour

Each visit starts with an introductory talk about the refinery in which Dave Dando, a former head of the environment Group at Fawley, will talk about how the refinery works, and answer your questions.

The talk is followed by a coach tour of the site (please note that visitors aren't allowed to leave the coach during the tour). All tours take place on weekdays, between 1.30pm and 4.00pm.

If you would like to join one, please email lynda.nwike@exxonmobil.com or send the application form at the bottom of this page to: Lynda Nwike, Community Affairs, Esso Refinery, Fawley, Southampton, SO45 1TX, giving your full name and address. We will then post an application form to you. **Both individuals and groups are welcome!**



Send an application form to

Full name:

Address:

.....

.....

Postcode:

Telephone number:

Email:

Objective in visiting Fawley Refinery:

.....

Does anyone in your party have mobility problems?

Do you have a photo passport or driving licence? Yes No



For office use only

The visit will consist of an introductory talk followed by a coach tour of the site. Visitors will not be permitted to get off the coach at any time during the visit. Security searches may occur through bag searches therefore it is recommended that visitors do not bring bags on the tour with them. Only person(s) names on the letter of confirmation will be able to attend the tour. ID, in the form of a valid passport or driving licence, will need to be produced in order to gain entry into the site.

Support for Naomi House

A generous donation from Fawley's maintenance team has been given to Hampshire based Naomi House after it was chosen as a deserving charity by the maintenance safety team.

Naomi House is a hospice that provides respite care for children and young adults with life-limiting conditions. Based at Sutton Scotney near Winchester, the charity depends largely upon donations to meet its £5 million annual running costs. After achieving their safety targets, team members donated £10 each to Naomi House to raise a total of £1,500. The money will go towards the development of a new extension catering specifically for teenagers and young adults.



Naomi House representatives receiving a cheque from the refinery's maintenance team.



Fawley Lifting Operations NVQ Diplomas

As part of the drive for continuous improvement at the Fawley refinery and petrochemical plant, those involved in supervising rigging and lifting operations are being encouraged to gain a National Vocational Qualification Diploma in Controlling Lifting Operations.

Towards the end of last year, the first four workers to take the qualification were all successful. All had previous knowledge and experience in their chosen field, but set an example to

their colleagues by obtaining the NVQ Diploma. "All four men have demonstrated great commitment to this aspect of their work, and are encouraging improvement of lifting and rigging standards at Fawley. Their good example is to be followed by other riggers, and I have no doubt that it will play an important part in enhancing knowledge and safety of lifting and rigging at Fawley," said Rick Keith, Fawley's Maintenance Execution Manager.

WIN

Dinner at the Terrace restaurant at the Montagu Arms Hotel

This month Community Matters is giving you the chance to win dinner for two at the Michelin Star rated Terrace Restaurant at the Montagu Arms Hotel in Beaulieu. The restaurant pays homage to both tradition and innovation, offering a variety of delectable dishes in a distinctively sophisticated oak paneled setting with views over the picturesque English Garden, and is the perfect way to enjoy a spring evening.

Answer the following question correctly to enter this month's competition.

HOW MUCH SULPHUR IS CURRENTLY PERMITTED IN GAS OIL?

Remember you've got to be in it to win it! Please send your answer on a postcard with your contact details, including telephone number, to: Community Matters Competition, Community Affairs, Esso Refinery, Fawley, SO45 1TX

The deadline for entries is Monday 2nd May 2011.

