Zoom in on Cork

Find out about our BASF Mining Solutions site in Cork, Ireland.

Welcome to Callanish
BASF Pharma (Callanish) Ltd on the Isle of Lewis welcomes a new site manager.

All that glisters is not gold
Ian Flanagan, Bradford tells euroscope how BASF products are involved in the mining industry.
As I look back at 2016, my first year as Country Cluster Head, UK & Ireland, I feel proud of our team’s achievements in a challenging business and political environment with the once in a lifetime event of the Referendum to leave the EU. This will be a major factor influencing our business and our lives in the coming years.

The introduction of the Structural Excellence Program (SEP) in January brought changes. Our goal is growth by focussing more on markets and customers. One supporting pillar is leveraging our capabilities across all Business Units, the Discovery Day at Jaguar Land Rover was a good example of our potential. This focus should now become a greater part of our daily business rather than an initiative. Thank you for all your support and creativity – it sometimes needs courage to pursue new and bold ideas.

Our ability to adapt and reinvent ourselves is nowhere more apparent than in Bradford where a major restructuring over recent years means that we are now investing in a bright future with new investments such as bioacrylamide and creating open space by taking down redundant assets. This is a great example of continuous improvement.

And at our most northerly site on the Isle of Lewis, where there are commercial challenges in addition to the challenges of nature, the new warehouse that is being built will enable us to fulfil our growth potential and improve efficiency.

As a team we are strong. The more diverse our team is, the stronger we are, the richer our environment is and we make better decisions when we have a broader outlook.

I am saddened to finish on a very sombre note. The tragic incident at the North Harbour, Ludwigshafen in October has left us shocked and upset. I know you join me in extending our condolences to the families, friends and colleagues of those lost and to those who were injured. Safety is our number one priority. These are not empty words, BASF employees across the globe live them every day. There is no compromise on safety and our target is zero. We need to continue to be vigilant in looking out for ourselves and everyone around us. I thank you for your continued commitment.

Richard John Carter
Managing Director, BASF in UK & Ireland

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A personal note

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News in brief from around the region

Sales Award 2017

Share your successes with the Sales Community and have a chance of winning a prestigious award.

The Sales Award UK & Ireland aims to raise the recognition of our sales force, increase team coherence and collaboration whilst sharing good practices. Each year our judging panel studies all entries and selects three finalists who are invited to present their projects in person at the UK & Ireland Sales Community Conference. The Sales Community vote for the winners.

Application forms for the UK & Ireland Sales Award 2017 will be available from January. Keep an eye out for how to enter – let’s celebrate our sales successes!

Pension Scheme of the Year

In September 2016, pension schemes from around the UK came together for the Professional Pensions “Pension Scheme of the Year” Awards. Our BASF DC section not only won the DC Scheme of the Year (for firms with under 5000 staff) but was also chosen as the winner of the overall prestigious Pension Scheme of the Year Award 2016.

“We are so proud to receive the Pension Scheme of the year award, the competition was tough, including schemes from Tesco, Weetabix, Royal Mail and the Merchant Navy. This overarching award is given to the scheme that demonstrates the highest levels of innovation and the highest quality of member service,” said Pam Taylor, UK & Ireland Group Pension Manager.

In the pink

Last summer you may have noticed fields of hay bales wrapped in pink rather than the traditional black. A BASF customer uses our Cinquasia Magenta K4535, a high performing organic pigment, to manufacture the eye-catching bale wrap. The customer is using pink wrap to promote support for breast cancer research across Europe.
Chris Scarrott, new site manager for BASF Pharma (Callanish) Ltd on the Isle of Lewis speaks to euroscope about his first 9 months.

Chris Scarrott joined BASF in April 2016 from Roquette UK in Corby, Northamptonshire, a starch and starch derivatives products manufacturer and distributor. He had been looking for a change of scenery and the opportunity to move to the Outer Hebrides was too good an opportunity to pass up. “Relocating to the Isle of Lewis was very attractive,” says Chris. “I first came to the islands in 1981, as part of a four man, four-week expedition from Lancaster University and have been coming back ever since.”

Chris, who has moved to the island with his wife Sarah, continues, “We have moved to a croft on the west coast of the island, another world compared to our last house in the Rose of the Shires, Northamptonshire. The commute to work is likely to be more challenging in the winter months, but that’s all part of the reality of living and working on the island. The Hebridean climate is famously extreme – everybody is watching to see how well we cope with our first winter here!”

“I have an affinity with the place, the people and lifestyle. It is stunningly beautiful”
About Callanish

BASF Pharma (Callanish) Ltd is the global leader in manufacturing highly-concentrated omega-3 fatty acids, for pharmaceutical, clinical nutrition and general nutritional applications. It employs around 75 people working in the laboratories, the office and the plant.

BASF Pharma (Callanish) Ltd manufactures highly-concentrated omega-3 fatty acids, a product which Chris finds incredibly interesting. He is also enjoying being part of a company the size of BASF and is embracing his new environment. “The people working here are extremely positive and I have been struck by their wonderful level of determination, commitment and enthusiasm. A highlight of my first few months here is how the entire team has made me so welcome.”

Callanish is in a period of growth and evolution from its origins as a Research & Development start-up to a fully operational industrial activity. Chris believes that this demands care and attention to all aspects of the site’s activity, and in his opinion reliable, efficient performance is best founded on a robust health and safety philosophy. “Cementing and fixing in place the good work done by the team so far is paramount to achieving consistency of performance” adds Chris, “Successful businesses need good, capable and motivated people. Working to increase cooperation is a professional philosophy I have tried to employ throughout my working career and something I hope to continue at BASF. I am excited to be working with a new, talented, creative team and look forward to us continuing the growth required to service our growing customer base.”

To find out more about the BASF Pharma (Callanish) Ltd site see www.basf.com/gb/en/company/about-us/BASF-in-the-United-Kingdom/BASF-Pharma--Callanish--Limited
Meet Kaylie Donnelly

Civil engineer Kaylie Donnelly talks to euroscope about her role in Construction Chemicals and her involvement in the wind energy sector.

_euroscope:_ Why did you choose to study Civil Engineering?
_Kaylie Donnelly:_ Growing up, I always had an interest in maths, science and building things, and civil engineering uses these subjects to understand and enable construction. Civil engineering is all about shaping the world and making our lives easier – virtually all the great structures of the world have had a civil engineer on the team! To me, it is one of the world’s finest professions. On its own, civil engineering is very technical, but my current role also includes creativity as I have to find innovative ways to promote the use of our products. I really enjoy this balance.

_euroscope:_ How do you use your civil engineering degree in your work?
_Kaylie Donnelly:_ As a Technical Sales Engineer, I use my civil engineering knowledge to offer BASF solutions for the renewable wind energy industry. These solutions comprise fatigue-resistant grouts which are high-strength, ultra-durable and specifically meet the demands of onshore wind turbine installations and refurbishments. My success is based primarily on the projects that I develop and the subsequent sales of the MasterFlow grouts on these projects.

_euroscope:_ What does your working day look like?
_Kaylie Donnelly:_ Under the guidance of my mentor, Charles Elins, my day-to-day activities include: working closely with the end clients, wind turbine manufacturers and certified applicators, to manage and interpret their requirements; researching upcoming projects to find new business opportunities; organising and attending meetings with existing and potential clients in order to build long-term relationships; attending construction sites to provide product training and technical assistance during the application process; and participating in exhibitions and giving presentations to create an awareness of our grouting products. As an engineer, it is very rewarding to provide solutions that lead to successful projects. I really enjoy being part of this fascinating industry.
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As a Technical Sales Engineer, I use my civil engineering knowledge to offer BASF solutions for the renewable wind energy industry.
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2016 Highlights

January
- BASF invited to present its portfolio of automotive solutions at an Innovation Day at Jaguar Land Rover
- Walltite makes an appearance on Channel 4's the Restoration Man

February
- BASF Pharma (Callanish) Ltd, Isle of Lewis celebrates its 10 year anniversary
- Walltite makes an appearance on Channel 4's the Restoration Man

March
- January
- First strategy workshop for new employees and those new to management
- Connected to Care - final book club held for disadvantaged families in the Manchester area

April
- New bio-acrylamide plant opens at Bradford site
- Global Safety Days 2016 - events held across the UK & Ireland
- Be Secure Information Protection campaign launched

May
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June
- BASF teams in Bradford and Grimsby were recognised for their dedication and hard work by the Chemical Industry Association, receiving the CIA Special Award for Culture Change Implementation
- BASF hosts the fifth annual BASF Summer School for Chemistry Teachers in cooperation with University College Cork
- UK & Ireland Sales Awards final, winner announced as "Cross Business Unit innovation with DPC" led by Jenny Harper
- Record number of visitors to BASF sponsored Open Farm Sunday
**July**

- **August**
  - Bradford invites children from Chernobyl to visit Kids’ Lab
  - Kids’ Lab at Bradford wins STEM Schools’ Project award
  - QuickLead reaches its first anniversary, with 419 leads generated in the UK & Ireland in its first year

- **September**
  - BASF’s DC pension scheme wins Pension Scheme of the Year award 2016

- **October**
  - BASF’s Young Persons’ Forum held at Cheadle

- **November**
  - Quality Days
  - Big Challenge at Alfreton. Walking, cycling or running in aid of The British Heart Foundation
  - New Kids’ Lab opens in Bradford

- **December**
  - In 2016 we supplied 1195 science dictionaries and 700 experiment books to 50 UK & Ireland schools and welcomed over 400 children to Kids’ Lab
Zoom in on...Cork

Located at the mouth of the River Lee, 10 km south east of Cork, Ireland sits the Little Island production plant, part of BASF’s Mining Solutions business. The Cork site is sole manufacturer of the LIX® family of reagents which are speciality chemicals for Hydrometallurgy in the mining industry.

The primary markets for the LIX® family of products are the Democratic Republic of Congo, Zambia, Chile, Peru, North America, South East Asia, Australia, Myanmar, Laos and China. The reagents are used to selectively extract metals from leached ores, primarily copper and nickel.

The Global Business Management Mining Solutions was reorganised in January 2016 in order to achieve synergies across geographic regions and the Hydrometallurgy team within the business. Global Segment Manager for Solvent Extraction and Cork Site Manager, Enda Quigley (G-EVG/HX) explains, “The Cork site is part of the Mining Solutions business which belongs to the division Performance Chemicals (EV). Our global Solvent Extraction team is located in Bradford, UK and Tucson, Arizona. The team has been paramount in aligning the regional teams while also offering strategic vision through four key areas - innovation, marketing, product management and the centre of excellence in Tucson Arizona. We are very proud that the Cork site is the only LIX® manufacturing site in BASF, and it is rewarding that both local and global teams work closely together to fulfil worldwide demand of the LIX® products.”

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Enda Quigley
Cork Site Manager
Safety in Cork is a high priority as Owen Sexton, Production Services and Senior EHS Manager, explains: “We are all committed to excellence in environment health and safety performance. The safety culture on site continues to mature, due to not only the safe systems of work such as risk assessments, procedures, training, permitting, planning, communication, but also due to safety programmes such as Safety Performance Profile behavioural evaluation and the Safety Champions committee.”

In today’s ever changing business environment the ability to adjust and interpret market trends continues to differentiate Cork from its competitors. Production Manager Frank McDonnell explains, “Top down planning is a key component for the continued success of our site. The site has undergone significant changes since joining BASF in 2010 and in 2015 successfully introduced a Safety Instrumented System (SIS) concept on site based on the BASF Safety Health and Environment (SHE) review process. 2015 also saw the plant capacity expand by 30% to ensure the site is well positioned to serve our valued customer base into the future.”

Read our article on page 12 to find out more about another part of the Mining Solutions business, Solid Liquid Separation.
All that glisters is not gold

From gold and diamonds to coal and aggregates. BASF’s Mining Solutions business offers an extensive range of mineral processing products to the mining industry worldwide. Ian Flanagan, Segment Management Solid Liquid Separation and New Technologies Mining Solutions (G-EVG/HL), located in Bradford talks to euroscope about the core product in the Solid Liquid Separation portfolio and looks forward to the latest innovation in his industry.

In Solid Liquid Separation the water soluble acrylic polymers have two main uses. When the free-flowing granular acrylic polymer powder is added to contaminated waste water (tailings) it aids the recovery of clean water which can then be reused in the process. “In some parts of the world, such as the Atacama Desert in Chile, home to the world’s largest copper mining operations, water can be more valuable than metals,” explains Ian. It is also used as a process aid to improve the recovery and process throughput of metals - such as copper or gold. “When metal prices are high our product is in great demand, as the mining companies need to recover large quantities of metals to push high volumes through their plant,” adds Ian. “Our technology allows the customer to operate more efficiently and more cost effectively.”

As well as BASF products like Magnafloc® and Rheomax® the Mining Solutions team offers specialist knowledge and equipment to enable customers to be more competitive and more profitable. Ian explains, “Our customers are the world’s major mining companies, extracting anything from gold and diamonds to coal and aggregates. We have a strong relationship with our customers working closely with them, often at their sites. We provide technical expertise and application advice; as well as engineering equipment to be used on site, to enable the correct dissolution of the powder and to provide the specific required doses. Our expert service is as important to our customers as our high quality product.”

Mining is a cyclical business. When metal prices are low, stocks of metals in global warehouses are usually high, leading to a low point in the mining cycle. The challenge for BASF is to be in a position to respond to changes in the market and to be able to seize the opportunities. Ian is excited about the future. “We are innovating; we have our first new major chemistry in 50 years; there has been significant investment in the Bradford site. With our new organisation we are now more agile and in control. Product innovation combined with our innovative new business structure means we are prepared, and we can react quickly to market changes.”

ABOUT IAN FLANAGAN

Job title: Head of Segment Management, Solid Liquid Separation & New Technologies
Length of Service: 28
Years in Mining industry: 36
Most proud of at work: Being inventor/co-inventor on 12 BASF patents
Personal: Age 53, married, one daughter
Making a difference

The Kids’ Lab at our Bradford site is an educational facility, set up as a chemistry laboratory and run by BASF volunteers. The Kids’ Lab welcomes children from West Yorkshire to see for themselves how science can positively impact their lives, as well as letting them carry out experiments developed just for them.

In 2016, over 400 children enjoyed an informative but fun experience at our inspiring Kids’ Lab. But it’s not only children from the UK that benefit from the laboratory. As part of the Leeds branch of the Chernobyl Children’s Project (CPP), 60 children from Chernobyl and their host families, have visited the Kids’ Lab since 2012. Each year, a group of between ten and twelve teenagers, who are in remission from leukemia or cancer come to stay with various host families across the Yorkshire region. Doctors in Belarus say that this boosts the children’s immune systems for at least two years, helping them to resist, or recover from, serious illness.

Nicola Morse, Co-ordinator CCP Leeds group, commented, “The visit to the BASF Kids’ Lab is an integral part of these visits to the UK and it’s a wonderful opportunity for the children to see the positive effects that chemistry can have. Through the use of an interpreter, the children have great fun at the site working with BASF volunteers in the Kids’ Lab with the hands-on experiments.”

Joanne Love, Site Communicator at the Bradford site adds, “These visits present an amazing opportunity to positively promote the reputation of the chemical industry and encourage a chemical-sceptic community that BASF acts responsibly and cares not only about the local community but about the wider global community. We are extremely proud that our inspiring BASF Kids’ Lab work stretches from Bradford to half way across the world.”
Tom Goddard had always been a keen swimmer. When he first started working at the Littlehampton site he found it made sense to cycle to work. After running a marathon to raise money for the Guide Dogs for the Blind charity, a friend pointed out that he had the makings of a triathlete! He dubiously entered his first competition and was instantly hooked.

“It is a great community to be involved with. It’s impossible to have the perfect race so the challenge is always to strive for improvement. I train with my local club “Tuff Fitty Triathlon” and have managed to rope in several friends and family, including my wife Katie, to race too.

I mainly race Sprint and Olympic distances but my favourite is off-road triathlon, a 1.5 km open water swim, a 30 km technical mountain bike and finally a 10 km off-road run. These races tend to have lots of interesting natural obstacles along the route such as fallen trees, ditch jumps and water crossings. They are great fun with the variety of terrain but are brutally hard.
Preparation is key. I manage to fit my training in around work, swimming in the morning, commuting to and from work on my bike and then running in the evening. It’s quite a full programme, particularly when I’m preparing for a race.

I race throughout the year all over the United Kingdom, over many different formats and distances. In fact, I have managed to qualify for the Great Britain team on three occasions, allowing me to race at the world championships in Auckland, New Zealand, and the European Championships in Kitzbuhel, Austria and Lisbon, Portugal.

Competing in large events like these is very exciting – there is always an incredible atmosphere. I often get asked if I’ve met Alistair and Jonny Brownlee, the famous triathlete brothers. They’re at all of the big international races I compete at but they race in the Elite (professional) races, whereas I enter the amateur races.

I met Jonny in New Zealand and Alistair in Kitzbuhel, they are both really nice lads but in a completely different class when it comes to racing!

I love the competitive element of triathlon but it is also an amazing way to explore new places whether you’re racing or just training. It’s five years since my first competition and I can’t see myself stopping any time soon!"
Swinton invests in new tanker fleet

Our BASF site in Swinton, which produces concrete admixtures and concrete repair products and employs over 20 people, has been a hub of industrial activity since the Industrial Revolution, when it was home to two cotton mills which closed in the late 1950s.

The manufacture of construction chemicals at the Swinton site began in the early 1970s. A multi-million pound investment into the site in 2011, when the business had just two tankers on the road, signalled BASF’s long-term commitment to the Swinton area and the significance of the United Kingdom and Ireland as important markets for BASF’s Construction Chemicals business.

Transformed into a state-of-the-art facility, the Swinton site has continued to support BASF’s close relationships with our British and Irish customers and the wider group’s objectives to ensure sustainable development at local sites.

Swinton’s central geographical location has the advantage of supporting efficient transport movement for UK and Ireland deliveries, an important environmental consideration. Since 2011, thanks to investment and business growth, BASF’s Construction Chemicals tanker fleet has grown to nine vehicles, with more planned in the immediate future.

International rebranding of the Construction Chemicals division in 2014 introduced a new look to the tanker fleet, which now sports the Master Builders Solutions brand.

BASF worked together with our long standing UK and international service provider WH Bowker to introduce new safer vehicles on the UK roads. With over 30 years of working together, BASF and WH Bowker introduced new vehicles equipped with additional, lowered nearside windows in the passenger door and re-designed mirror housings for greater visibility of pedestrians and cyclists, Volvo’s first such design in the UK.

Geoff Birchall, Head of Operations, Construction Chemicals UK & Ireland commented: “The Swinton site continues to go from strength to strength, as our growing tanker fleet shows. New safety features added to BASF’s fleet allow us to deliver concrete admixtures in central London, and were a vital consideration for us in making safe deliveries to construction sites in such a busy and congested city.”

BASF’s Construction Chemicals division also has a manufacturing base in Redditch, laboratories in Rochester and Swinton, with support staff located at BASF plc’s head office in Cheadle.

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