EXCALON
Infrastructure for Tomorrow

Providing Innovative Infrastructure Services

Managing Director's Statement

At Excalon, we pride ourselves on supporting our customers' visions and providing clear solutions that generate new value and exponential returns to the communities we serve. We consider our Company to be a leader in business development and growth and we have assembled an outstanding team of individuals that are committed to delivering a fully integrated process that will ensure optimal performance throughout the life-cycle of every project. We balance the short-term mandates of completing projects on time and within budget with consideration to the longer-term impact of environmental sustainability and economic development.

Excalon's success has been built on proactive communication and trusted relationships. We have the experience, knowledge and commitment to provide products and services that are unique to each project.

We want our customers to view our business not only as a contractor, but as a genuine partner.

Excalon's Managing Director- Kevin O'Donnell

We are registered with and externally audited by Achilles UVDB, Link-up and Lloyds.
We hold accreditations including OSHAS 18001, ISO 14001 and ISO 9001.

Welcome to Excalon

Excalon is a privately owned company, established in 2002 which has steadily grown to be recognised as a major contractor specialising in the provision of services to the utilities industry, throughout the United Kingdom. Excalon has diversified and expanded its business over the years, and currently employs over 400 skilled personnel, with vast experience. All personnel are trained to work as a team to deliver a comprehensive range of services including project management, design, engineering, integrated IT and support services and construction. The Head Office is based in Salford, Greater Manchester.

We have an extensive and varied client base which includes major electrical distribution network operators, energy generation companies, local authorities, cable manufacturers and private entities.

We have emergency response teams which are available 24/7 for emergency works to electricity substations and underground cables.

We have a proven reputation for high quality works and delivering projects on time with a focus on providing value for money through competitive pricing.

Our standard delivery model is to engage the services of our in-house specialist resource for project management, health, safety and environmental management, design, engineering, civil operations, cable laying and jointing/connection services. We provide innovative, workable and sustainable solutions and practices in challenging environments, whilst minimising disruption by working closely with our clients and all stakeholders.

Our strategy is to continue to invest in the latest technology, which has empowered a mobile workforce and improved communications resulting in efficiencies all around.

LEADING EXCELLENCE **BUILDING SUCCESS**

SAFETY • PEOPLE • PERFORMANCE • CUSTOMER • TEAM • INNOVATION

Our Values

Ensuring our people embrace excellence and act in the Company's best interests is of paramount importance.

Excalon embraces this philosophy by driving safety excellence; protecting our people, our customers and our environment. Also by managing and developing our people to perform to the best of their ability, we create high performing teams to deliver performance excellence.

Health, Safety & Wellbeing
We drive safety excellence, protecting our people, our customers and our environment.

People
We manage and develop our people to perform to the best of their ability.

Performance
We create high performing teams to deliver performance excellence.

Customer
We listen to our customers and strive to exceed their expectations.

Team
We work collaboratively as one team to deliver our vision.

Innovation
We actively encourage creative thinking and new ideas.

We pride ourselves in listening to our customers and striving to exceed their expectations and working collaboratively as one team to deliver our vision, whilst actively encouraging new ideas and creative thinking.

Our Safety Message

ARRIVE SAFE, THINK SAFE, WORK SAFE, LEAVE SAFE

Excalon is committed to providing the highest level of health, safety and wellbeing. Safety is a key part of our values.

We have proactive safety management systems and occupational health processes to encourage a safe working culture. All employees are encouraged to demonstrate their ownership and commitment by placing the highest value on their health and wellbeing.

We are proud of our achievement and our goal is to always lead, perform and operate in a way that preserves and protects the health of all employees and the environment.

We continually strive to attain and sustain a zero-incident workplace. Our safety programmes focus on the safety of our employees, the general public, and our valued customers.

Every project is thoroughly reviewed and employees' competencies assessed to ensure that pre-job training, which covers job tasks, potential hazards, hazard mitigation, and safety plans specific to each project, is given.

Every operational team is responsible for carrying out daily Task Hazard Analysis Reviews. We conduct weekly safety meetings, promote a safety culture and near miss reporting. Regular inspections, safety audits, and safety-related industry training are a few of the additional programmes that we employ to achieve the highest level of safety standards for each job.

We have training school facilities, qualified staff and a matrix system which provides employees with both office and in the field training to enhance and support their safety awareness.

This commitment to raising the industry standards is evident in our historical safety records.

Our Services

Excalon offers a comprehensive range of services in infrastructure. We provide high quality planning, design, management, construction and delivery of infrastructure projects and customer service management.

Excalon has an excellent relationship with its clients, working in partnership to deliver a quality service.

Our Dedicated Service Divisions Include:

- EHV Power Cables Division
- Surfacing and Reinstatement Division
- Directional Drilling Services
- Traffic Management Division
- Customer Service Management Centre

EHV Power Cables Division

Excalon is highly experienced in the design, installation and jointing of power cables.

Excalon provides a comprehensive EHV service which is undertaken by a dedicated EHV Power Cables Division comprising designers, SAPs, cable installers and jointers, all with appropriate accreditations and qualifications.

Our EHV Power Cables Division undertakes:

- Feasibility studies
- System design
- Project management and supervision
- Procurement and logistics
- Route identification and proving
- Excavation, duct laying, pre-cast troughing, backfilling and reinstating
- Directional drilling services
- EHV cable installations, including fully ducted, open cut and troughed solutions
- Jointing and terminating up to and including 400kV
- Cable extraction by non-intrusive techniques
- Cable faults and repairs
- Integrated IT solutions
- SHEQ (auditing, reporting and training)
- Pre-commission testing
- 'As-Built' Drawings/CAD facility

Support Services

We provide specialist technical engineering and support services for the power cable distribution industry.

We have emergency support response teams which are available 24/7 for emergency works to electricity substations and underground cables.

System Design

Our in-house design team has the capabilities to provide a one-stop solution tailored to meet the specific requirements of the client.

We can provide full turnkey cable system designs and technical assessments which include:

- Cable ratings and cable system options
- Cable system potential mechanical forces calculations
- Oil filled hydraulic designs
- Cable pulling tension and side wall pressure calculations
- Temporary works
- Safe working practice technical assessments to NSI5 or equivalent
- Steel support structures and special constructions

> “I would like to express my gratitude for the professional manner which Excalon has conducted themselves on the extremely demanding project for the Lister Drive Contract. The positive attitude of the project team and professional communications with the public along the 8.2 kilometres all assisted with the smooth running of the Project..”
>
> **Christopher Pace - Iberdrola’s Senior Project Manager “[Extract]”**
>
> **Lister Drive – Gateacre – Speke & Lister Drive to Garston civil cable duct & fibre optic duct installation Contract**

Project Management
Our project managers are all highly experienced in EHV cable installation, jointing and terminations and for the planning, procurement, supervision and delivery of projects on time and with a responsibility for ensuring safety, high quality and value for money

Cable Installation
Our cable installation teams are all highly experienced and specifically trained in appropriate construction methodology and pulling techniques.

Cable Jointing (and Accessories)
Our cable jointers are all qualified, experienced and specifically trained for undertaking appropriate cable jointing procedures.

Our jointing service includes:

- XLPe cable systems
- Self-contained oil filled cable systems
- MIND cable systems
- Cable fault locations
- Leak detection of oil filled cables

Cable Testing
We provide specialist cable technicians and engineers to undertake cable testing in accordance with appropriate recommended procedures.

Our cable testing includes:

- After-laying testing and diagnosis of transmission power cables using damped AC (DAC) voltages, serving tests, cross bonding, earth continuity and ductor testing.
- Testing and diagnosis of power cables, on-site testing with standard AC voltages, standardised PD measurements and dissipation factor (tan) estimation.
- Cable maintenance (oil filled cables) – serving tests, oil leak detection, particle count, dissolved gas analysis.
- Cable maintenance (XLPe, MIND) systems partial discharge monitoring SVL tests.

Procurement and Logistics
Our procurement service includes:

- Supply of cable
- Supply of cable joints and accessories
- Supply of specialist cable installation equipment
- Supply of test equipment
- Transport and storage

We have specialist cable handing equipment for use at our storage depot and for transporting cable drums to and from site.

We have invested over £4m in a new, environmentally friendly and efficient commercial vehicle fleet and other plant and equipment.

We have a dedicated cable joints/accessories store and training facility located at our Head Office in Salford.

We have dedicated, secure facilities for the safe storage of cables and drums at our operational depot in Salford.

Traffic Management Division

Excalon specialises in high quality, temporary, traffic management solutions.

Our temporary traffic management services include:

- Consultancy and project management
- Permit service
- Temporary Traffic Regulation Order application
- Temporary Traffic Light application
- Site survey and design
- Grade A CAD design, drawing and plotting
- Local authority consultation
- Stop and Go (remote robo-signs/manned boards)
- Two, three and four-way/multi-phase temporary traffic signals
- Temporary pedestrian crossings
- High and low-speed lane closures
- Contra-flow works
- Road closures and traffic diversions
- Footway closures
- MASS barriers
- Acoustic (sound-proof) barriers
- Traffic sign and cone hire
- Variable Message Signs
- Bespoke traffic sign manufacture and hire
- Full site maintenance (including 24 hour call-out)
- Pedestrian barriers, marshals and bridges
- Leaflet drops

Our dedicated Traffic Management Division provides a unique, fully compliant and reliable service. Our aim is to provide a solution which minimises disruption for all road users (vehicular and pedestrian) and provide safety for the public and our employees.

Our highly trained operatives, some with over 40 years' experience, are qualified in National Highway Schemes 12 A/B and have the flexibility and knowledge to provide a quality service.

We regularly invest in innovative traffic lights and signage and use the latest equipment for all of our traffic management services.

Our event management services include:

- Reactive event management
- Power generation and distribution
- Site lighting
- Fencing and barriers
- Temporary structures (mobile stages, grandstands etc.)
- Trackway and matting
- Site accommodation
- Specialist vehicle hire

Surfacing And Reinstatement Division

Excalon is highly experienced in street works management, construction and maintenance of roadways, pavements, paved areas and surface reinstatements.

All our operatives are subject to regular site audits and twice annual HAUC (Highways Authority and Utilities Committee) training programmes.

Excalon delivers a wide range of flexible and modular pavings and reinstatement solutions for statutory undertakers, commercial and private clients, on public highways or private land.

Excalon currently carries out and manages in excess of 10,000 reinstatements a year.

Our services also include:

- 24 hour emergency call-out
- Reactive backfill and reinstatement
- Black top/White top specialist work
- Road marking
- Specialist surfacing work
- Cold milling
- Concreting
- Imprinted concreting/mastic asphalt
- Full width carriageway and footway reinstatements
- Surface dressing

Metrolink Director Peter Cushing has commented:

“Excalon has successfully delivered an innovative multi-utility solution throughout Manchester City Centre as part of the overall utility diversion works required by Metrolink. This has been a challenging programme which has involved works within one of Manchester’s busiest public open spaces; it has been delivered with collaboration, great care and professionalism.”

Transport for Greater Manchester / TfGM Metrolink: Expansion of the network

Directional Drilling Services

Excalon provides a comprehensive directional drilling service (and other trenchless technology techniques) for installing ducts underground, which is undertaken by an experienced team of engineers, project managers and rig operators.

Directional drilling is a steerable, trenchless solution for installing ducts/pipes in the ground and is a preferred solution used extensively within the utilities industry to pass under environmentally sensitive areas, railways, rivers and water courses, airport runways, motorways and major roads.

Added benefits of using directional drilling techniques include:

- No Section 58 restrictions
- Minimising disruption
- No road closures, restricted working or premium rates
- Elimination of deep excavations
- Minimal impact on the environment

People

At Excalon, our people are guided by a set of core values and behavioural principles that underpin our unique culture.

We have a robust people strategy that focuses on recruiting, developing and retaining the best talent in the industry, enabling us to maintain our reputation for quality and excellence, ultimately ensuring delivery of our strategic business objectives.

We recognise that our people are our greatest asset. Many of our people have been with Excalon since it was established and we are, therefore, fortunate to have a real breadth of knowledge and experience in addition to a loyal and dedicated workforce that is passionate about what we do.

We understand that people perform to the best of their ability when they are engaged, motivated and inspired. Therefore, we ensure our people are fully trained and developed, and their creativity encouraged, enabling them to perform to their full potential and most importantly, to work safely.

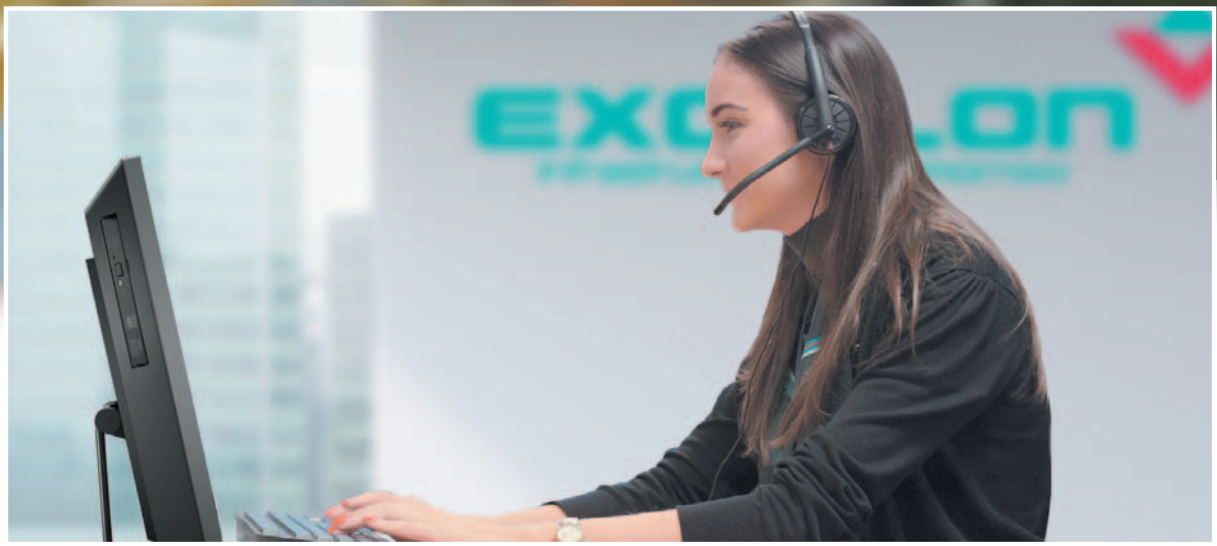
Employee wellbeing is also taken very seriously here at Excalon. We work in partnership with our Occupational Health Provider to ensure our employees are fit and well, and to identify where support or adjustments may be required to support individual needs keeping health, safety and wellbeing at the heart of everything we do.

Information Technology

In recognition of climate and industry changes, Excalon has continued to invest in it's Information Technology Strategy, with a goal of using cutting edge technology to support our delivery of utility infrastructure solutions.

Using the latest mobile devices and cloud technology, we are able to provide ourselves, our clients and the end customers with real-time status updates of work instructions along with real-time management and monitoring of performance and safety levels.

A core part of our IT capability is our E-Track Works Management System. This system consists of a number of modules that support the delivery of our work instructions and projects from start to finish.



Message from Lee Maxwell - ENWL Energy Solutions Director

“I have found the Excalon team extremely supportive and engaging in our quest to improve customer satisfaction. We have worked together on developing standards and end to end processes that enable a better service to be provided to our customers. The ideas, commitment and pace that Excalon brings has been refreshing and has really helped us bring about positive changes quickly.”

Customer Service

Excalon is dedicated to providing a high quality customer service.

Excalon provides a comprehensive customer focused service which is undertaken, using the latest IT systems, from a dedicated Customer Service Management Centre.

Our customer co-ordinators are trained in customer service skills to interact with customers, provide support and drive service excellence and efficiency.

From the very first point of contact with our Customer Service Management Centre, customers can be assured that Excalon will deliver a quality customer experience.

Our service which is bespoke, enables our customers to have as much information as they require, communicated in a manner that is most acceptable/convenient to them.

Primary functions are:

- To provide a focal point from which all services are managed
- To manage works to agreed service levels
- To receive, log and progress works instructions from our clients
- To receive, log and provide updates to general enquiries for all works
- To co-ordinate works with the customer and give regular progress reports

Innovation

Excalon strives to undertake all works with an innovative approach.

At Excalon we have a culture which encourages all management and operational staff to always consider options, think creatively and freely with a view to providing innovative, safe, workable and sustainable practices and solutions to any problems encountered in undertaking infrastructure work.

As one of our main priorities, we always strive to provide innovative practices.

Such practices are vital to overcome complications such as those evident in City Centre locations, where complex issues are encountered, e.g:

- Areas of archeological interest
- Conservation/heritage areas
- High density populations/heavy footfall
- Busy retail/restaurant/shopping areas, where businesses cannot endure interruptions to trading

We have a people focused approach, working collaboratively with all interested parties including our clients, the local authorities, local businesses, the public and others to ensure that the works are undertaken efficiently and safely with appropriate resources, plant and machinery so every day working life and the works can continue without disruption.

Sustainability

Excalon has a focused approach to sustainability practices and procedures in all operations.

Excalon strives to undertake all works with a view to the future by planning, designing and constructing infrastructure in such a way that it will not be a burden to future generations.

We believe in sharing our knowledge with clients and stakeholders, involving our supply chain and taking into consideration the total life of the asset, and all the health, safety and environmental implications to ensure a safe and sustainable delivery.

We acknowledge that sustainable infrastructure should always meet the needs of current and future generations in an environmentally, economically and socially sustainable manner.

Our sustainability strategy focuses on:

- Carbon footprint
- Waste management
- Recycling of materials
- Managing use of water
- Managing use of raw materials
- Protection of the environment
- Innovation
- Employment of local labour
- Training and apprenticeships
- Operational skills
- Plant and equipment
- Affordability
- Reliability
- Safe and healthy working environment
- Supply chain
- Quality of work
- Work in the community

EXCALON

Excalon Head Office
20 Modwen Road
Waters Edge Business Park
Salford, Manchester
M5 3EZ

Excalon Depot
Duncan Street,
Salford, Manchester
M5 3SQ

T: 0161 877 1300
W: www.excalon.com