

# Solvay Advanced Polymers

## CASE STUDY



### Delivering on a Promise

Solvay Advanced Polymers is a global producer of high-performance and ultra-performance plastics. The company gives design engineers world-wide more ways to solve top design challenges in industries such as automotive, healthcare, electronics, aerospace, plumbing, water purification, among others. Solvay's 250-acre manufacturing campus in Augusta, Georgia produces advanced polymers that are ultimately applied to numerous products, resulting in superior quality and performance.



*Solvay Advanced Polymers in Augusta, Georgia*

Those same high standards for production apply to maintenance of the manufacturing plant. Because Solvay is a firm believer in outsourcing to augment maintenance and special project resource needs, the challenge to find a contractor that performs like a partner was a challenge. Past contractor experiences produced mixed results. Solvay considered GreenWood for its supplemental maintenance and capital project needs during a new review period. GreenWood positioned themselves as the right resource with all the required skills and talents – delivered with a personalized approach – and became Solvay's contractor of choice.

### Staying Ahead of the Game

The site manager GreenWood appointed to Solvay already knew the industry, was familiar with the market and demonstrated an ability to recruit the right resources for specific jobs. This knowledge was key to the successful transition, especially when GreenWood assumed responsibility for day-to-day maintenance through a team of support personnel involved with welding, mechanical, pipefitting, electrical and the tool room. GreenWood also supports the maintenance spare parts storeroom. Standard performance services include equipment maintenance and maintaining appropriate lubrication for mechanical components.

“Transitioning from our former contractor to GreenWood was smooth and they were instrumental in making it happen without any delays or complications,” says Art Viebrock, engineering and maintenance team leader, Solvay Advanced Polymers. “They immediately adapted well to the Solvay way of doing things, which enabled us to remain operationally focused.”

From the start, GreenWood has relied on a structured and disciplined maintenance approach to consistently

**SOLVAY**  
Advanced Polymers



**Augusta,  
Georgia**

- ▶ Global producer of high and ultra-high performance polymers
- ▶ Plant, facilities and grounds cover over 110 acres
- ▶ 24-hour manufacturing process
- ▶ OSHA VPP Star Certified plant

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use resources properly. Turnover remains low, which is a tremendous time and cost saver for Solvay. This nearly eliminates any headaches stemming from the stressful process of sourcing and hiring specialized labor.

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*“Right away we saw a big difference with GreenWood on board as compared to previous contractors,” says Viebrock. “Their approach to all work is extremely professional and very team-oriented. And, they take a proactive approach to maximize impact in every area in which they are involved. That’s a confidence booster for us in knowing they’ll get the job done.”*

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In addition to maintenance craft support, GreenWood provides operations support for Solvay’s packaging services needs. This involves material handling, mobile equipment and shipping and handling. GreenWood’s ability to provide these unique services fills Solvay’s talent gap on both the maintenance and operations side of the business.

In the capital project arena, GreenWood supplies the appropriate resource staffing. This often fluctuates based on specific projects, so Solvay involves GreenWood in estimating the labor, materials and installation aspects of project work. While the sophistication level of each project can vary, GreenWood is counted on to support equipment installations, insulation, painting, piping, structural and sometimes equipment modifications. Solvay quickly recognized GreenWood’s high level of competency and places complete trust in their ability to perform special project work. Having this assurance lessens Solvay’s concerns about whether projects are being executed appropriately and completed within specified time and budget parameters.

“GreenWood knows what to do to get a job done safely and according to specifications,” says Dave Wallace, project engineer, Solvay Advanced Polymers. “Their supervisors provide excellent feedback on project progress and have a mindset toward quality – which eliminates our worry over any reworks. For us, it’s great to have a reliable and responsive resource like GreenWood onsite for our capital projects so we don’t have to deal with the constant burden of staffing issues.”

### An Integral Partner

GreenWood actually has earned the respect of the entire Solvay plant. As a result, they are considered an equal part of the Solvay team that works together to get jobs done. Distinguishing GreenWood personnel from Solvay employees is nearly impossible.

“We count on them,” says Adrian Tillman, project engineer, Solvay Advanced Polymers. “We’ve seen a big difference between GreenWood and past contractors. The competency and skills of GreenWood personnel are definitely much higher. We involve them with retooling and repair work in the production facility, have them perform all code welding and involve them



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with turnarounds. GreenWood is always responsive to our issues and needs no matter what the complexity may be.”

Delivering on a promise has proven to set GreenWood apart and is a big deal to Solvay management. By listening to Solvay’s needs early in the relationship, GreenWood responded. Turnaround work was well performed earning high marks from Solvay. Working hand-in-hand with operations personnel has proven successful.

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*“We wanted to build a long-term relationship with our contractor – not just find a labor resource,” says Kevin Keenly, plant manager, Solvay Advanced Polymers. “The people equation, safety and quality were all very important to us, so finding a true partner that could deliver on those attributes was key. GreenWood delivered – as promised – and for us, that’s a huge deal.”*

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As Keenly points out, safety is extremely important at Solvay, and Greenwood’s focus on safety played an important role in Solvay’s designation as an OSHA VPP (Voluntary Protection Program) star certified site. The select group of those who have earned this distinction only include companies that have achieved injury and illness rates at or below the national average of their respective industries. VPP Star Certified plants like Solvay have implemented a comprehensive safety and health management system, and are self-sufficient in their ability to control workplace hazards. GreenWood works with Solvay resources every day to ensure that the highest safety standards are maintained in all executed work.

As Solvay Advanced Polymers continues to produce more plastics with more performance than any other company in the world, they will do so with a true partner in GreenWood – and in the safest and most efficient manner possible. That was a GreenWood promise from the beginning and it remains one with Solvay today.

*Information about Solvay Advanced Polymers can be found by visiting their web site at [www.SolvayAdvancedPolymers.com](http://www.SolvayAdvancedPolymers.com).*

### About GreenWood

- ▶ Superior, results-driven facility, plant maintenance and construction services are the focal point of what we passionately and consistently deliver in all projects.
- ▶ Emphasis is placed on true service flexibility, adaptability and responsiveness to client needs at all project levels without the burden of non-productive corporate policies.
- ▶ Ongoing executive management attention to every project assures complete customer satisfaction and establishes strong, long-lasting client relationships.
- ▶ Teams of reliable, experienced personnel unify seamlessly with client resources to take joint ownership of all services performed.
- ▶ Dependable and loyal employees are retained through competitive compensation plans, exceptional benefits, safety performance recognition programs and open door communications with company management.

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