

Flying the flag

The Craig Group Magazine September 2011



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First D-Class Vessel launched





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Comment

As we embark on another Offshore Europe, the oilfield services sector is in robust shape. The high oil price combined with a major upturn in levels of activity around the world are paving the way for a very prosperous future. I anticipate that the mood at OE 2011 will be upbeat and optimistic and we are looking forward to meeting our local and global customers and suppliers throughout the show.

The only blot on the horizon is in our domestic market where the Chancellor's completely unexpected raid on the oil and gas industry is causing concern and uncertainty.

To say the new tax regime is unwelcome and unpopular is an understatement. The North Sea industry, a major contributor to the UK Treasury, is still reeling from the shock. The uncertainty of our fiscal regime and the punishing additional tax burden on oil companies will undoubtedly result in loss of investment in the North Sea, which will lead to a decline in the rate of production – a trend that was set to be reversed this year.

While future projects may well be cancelled as a result, there is still a significant increase in CAPEX and OPEX forecasts on which we can capitalise.

Craig Group is extremely well-positioned to exploit the opportunities and to counter any negative impact on North Sea business with exports.

Earlier this year, we reported steady results for 2009/10 despite a backdrop of economic uncertainty and less than anticipated recovery.

Our forecasts for 2011 are very promising, with profits predicted to increase as a result of the continued investment in new vessels and global oilfield procurement markets picking up.

Market conditions did affect our procurement business, CIS, but already we are well on track to significantly increase our market share in this field, particularly in terms of our overseas business.



“FORECASTS FOR 2011 ARE VERY PROMISING, WITH PROFITS PREDICTED TO INCREASE...”

Douglas Craig, Chairman and Managing Director, Craig Group

North Star Shipping continues to perform in line with expectations and our £130 million programme of new offshore support vessels was completed this year with the delivery of the Grampian Citadel. In 2010, we announced a further investment of £35 million in the fleet, with four more Emergency Response and Rescue Vessels to be delivered in 2012.

This substantial investment now amounts to 20 new vessels in the last seven years and gives us one of the most modern and safe fleets in the North Sea.

2010 however was also a poignant year for everyone at Craig Group when our Chairman, David Craig, died at the age of 93. His loss is still felt by our staff, customers and suppliers. However, he remains in our thoughts and we pay tribute to his life and his achievements. He will long be remembered as an outstanding skipper, businessman and campaigner for the industry as well as a much-loved friend, father and grandfather.

Following the loss of David, who steered the choppy waters of our fishing business so admirably for so long, we took the very difficult decision to sell Grampian

Sea Fishing.

We believe the new owners will be better placed to help secure the future livelihoods of the fishermen of the vessels in which Grampian Sea Fishing had shares.

Craig Group was built on its involvement in the fishing industry. We are very proud of our maritime heritage and will continue our commitment to the marine sector through our ongoing multi-million pound investment in our offshore support fleet and training programme for seafarers.

Over the years, Craig Group has refocused on strengthening its core business of offshore support vessels and oilfield procurement with major investment in new assets and expansion into international markets, and we are confident about the future.

As always in this newsletter, I would like to thank our staff, crew, customers and suppliers for their continued loyalty, and I hope that we can continue to work together effectively for mutual benefit to exploit the opportunities in our exciting global market.

£35M investment in new D-class Vessels

“OUR REPUTATION IS ENHANCED FURTHER BY OUR LIVING SAFETY CULTURE...”

Callum Bruce
Managing Director,
North Star Shipping



An investment of £35 million in four new D-Class Emergency Response and Rescue Vessels (ERRVs) will provide additional weight to the Craig Group fleet, which is managed by Craig Group division, North Star Shipping.

The new vessels will replace existing tonnage and will enter service throughout 2012. This investment has resulted in 70% of the fleet being renewed.

This further investment within the organisation's core activity represents a continued growth drive by the Group, which operates the largest, most modern, wholly-owned British fleet engaged in the UK offshore industry.

It is also anticipated that the new vessels will create an additional 120 jobs in the North Sea marine industry.

North Star Shipping's Managing Director, Callum Bruce, said: "Our continued commitment to the expansion and ongoing

modernisation of the fleet reinforces our strategy of providing clients with a cost-effective service based on quality and safety. The creation of 120 jobs in the UKCS marine sector is also welcome news for the company and the wider industry.

▲ (ABOVE) An artist's impression of one of the four new D-Class ERRVs.

◀ (LEFT) North Star Shipping's Directors – (L-R) David Coultas, Gordon Wallace, Callum Bruce, Brian Lamb.

"Our core market continues to be buoyant and we are meeting the needs of our customers by providing the most modern Emergency Response and Rescue Vessels, fitted with the latest technology. These new vessels will meet our customers' expectations in terms of safety, operability and efficiency and we continue to look for ways to provide the most modern, cost effective solutions for all our clients' vessel requirements."

The four new ERRVs will be designated NSS-IMT 950s designed by IMT of Montrose and each will be equipped with one or two daughter craft and one fast rescue craft.

Scheduled for delivery in the next two years, the ERRVs – to be named The Grampian Don, The Grampian Dee, The Grampian Discovery and The Grampian Defiance – will be built at the Balenciaga Shipyard, Northern Spain.

This significant investment follows on from a £130 million programme by the Craig Group, which began in 2003 and was completed with the delivery of the Grampian Citadel late last year. The multi-million-pound investment has proven to be a major success, with all vessels commissioned to date going straight into long-term contracts. At the end of 2010,

the expansion and ongoing modernisation of the fleet will have delivered 16 brand new vessels which are a mix of Offshore Support, ROV Survey and Emergency Response and Rescue Vessels.

At present the entire fleet stands at 31 vessels and currently provides services to more than 45 installations in the North Sea.

Callum concluded: "This has been a tremendous period of investment in the fleet and underlines our position as a leader in the provision of modern, state-of-the-art vessels to the UK offshore oil and gas industry. Our reputation is enhanced further by our living safety culture that prevails throughout our entire fleet and gives us a real cutting edge in a very competitive marketplace."

Grampian Surveyor paves the way for Nord Stream



▲ (ABOVE) Artist's impression of Castoro Sei, Nord Stream.

▶ (RIGHT) The Grampian Surveyor.



The Grampian Surveyor, North Star's multi-purpose ROV survey vessel is playing a vital role in the world's largest twin pipeline project through the Baltic Sea from Portovaya Bay near Vyborg in Russia to Lubmin near Greifswald in Germany.

The pipeline runs through the Central Baltic between Russia and Germany where the Grampian Surveyor and her crew are currently involved in pre and post-pipelaying survey work on the Nord Stream natural gas pipeline project which will see 1,244 kilometres of pipe laid on the seabed.

Line 1 of the twin pipeline system will begin contributing very soon to the energy security of the European Union, helping it to meet its greenhouse gas reduction goals. When fully operational the two lines will supply 55 billion cubic metres (bcm) of Russian gas a year to the EU for at least 50 years. This 7.4 billion Euros project will connect the largest

known gas reserves in the world with the European gas grid.

Nord Stream has invested more than 100 million euros on detailed environmental studies and project planning to assess and subsequently minimise environmental impact. More than 40,000 kilometres of geophysical surveys were conducted, with thousands of objects on the seabed having been identified and mapped.

Prior to the barge commencing operations and laying and installing the pipe the Grampian Surveyor undertakes a pre-lay survey to confirm the past data and ensure pipelay safety. Gordon Wallace, Commercial Director, of North Star Shipping said: "The North Star crew aboard the Grampian Surveyor are pleased to be playing a part in such a major project. We have been working on this project for the last 18 months and have about another year to go. So far

everything is progressing as per schedule. Our crew of 18 works alongside the specialist subsea personnel from Sonsub, our customer, and Saipem as well as the Nord Stream project personnel.

The primary task of the vessel and crew is to ensure the safety of the pipe with both pre and post-lay surveys. We travel in advance of the pipe-lay barge during the pre-lay stage and then travel astern of the barge monitoring both the touchdown of the pipe on the seabed and undertaking the post lay survey, basically ensuring everything on the seabed is as it was during the initial surveys."

After the pipe has been installed, the Grampian Surveyor makes a secondary voyage along the route behind the pipe-lay barge to ensure the pipe has been positioned correctly, and to confirm the exact position of the pipe with all key seabed features identified. These surveys also determine

possible damages to the pipeline and establish distances from cables and other seabed obstructions. The vessel is out-fitted with twin ROV's (Remotely Operated Vehicles) which undertake the mapping function as well as videoing the touchdown of the pipe.

Launched in 2003, the Grampian Surveyor is a IMT 975 DP II vessel with accommodation for up to 50 personnel. She features a diesel electric configuration driving two contra rotating propellers in azimuth units, allowing her to travel at a speed of 15 knots with exceptionally good manoeuvrability. She was designed by IMT Marine Consultants Ltd of Montrose.

Gordon added: "We made the decision to invest in two new types of multi-purpose vessels in 2000. At that time there was a gap in the market for an ROV survey vessel of the size of the Grampian Surveyor. Our competitors were building

very large construction vessels or smaller less capable survey ships. Our aim with the Surveyor was to meet the needs of the light subsea construction market where there was high demand. We invested speculatively but wisely as it turned out. Since her launch in 2003, the Surveyor has been on long-term charter to Sonsub."

Prior to working on the Nord Stream project, the Grampian Surveyor was involved in the

Trans Med pipeline from Spain to Algeria and the Libyan Gas Transmission Pipe from Sicily to Libya as well as subsea work in West Africa, most notably offshore Nigeria, Angola and the Congo. Gordon concluded: "The Surveyor remains unique in the North Star Shipping fleet. She is the only one of our vessels operating in international waters and we are proud of her and our involvement in the Nord Stream project."



PSVs delivering added value

The operation of PSVs is a growing part of our business

As the North Sea has evolved and matured, so too has North Star Shipping. The company has developed from providing only emergency response and rescue vessels in the seventies to a fleet that now includes platform supply and ROV support vessels.

The launch of North Star Shipping's first multi-purpose platform supply vessel, the Grampian Explorer, in 2003 was followed by the Grampian Talisman in 2007 and the Grampian Talisker in 2009. The Explorer, a UT755-L DP II design multi-role ROV and platform supply vessel represented a £11 million investment by Craig Group eight years ago.

The Explorer is classed DNV1A1, Dynamic Positioning Class II, making her highly manoeuvrable with a high degree of redundancy.

Fitted with moon-pool, extensive on and off line survey rooms, removable bulwark sections on both port and starboard, the vessel has 680 square metres of deck space and accommodation for 38 personnel.

The Talisman and Talisker are both NSS IMT 978 design vessels. At 78.2 metres in length, both are supporting North Sea operators on long term contracts and are servicing locations in the central North Sea, Northern North Sea and West of Shetland.

While emergency response and rescue remains North Star's core business, the operation of its PSVs is becoming an increasingly important service as the business further diversifies.

The Grampian Talisker is one of the first PSVs to perform a dual role in the North



▲ (ABOVE) The Grampian Explorer delivering to a North Sea installation.

Sea, with the vessel having recently been outfitted with a Daughter Craft along with a Fast Rescue Craft and fully outfitted in compliance with the requirements of the UK Standby Vessel code. On contract to BP West of Shetland and the far North, the Talisker and her crew are now equipped and trained to perform both platform support and rescue and recovery functions.

"This is a first for North Star Shipping and we are delighted to be able to add value to BP's West of Shetland operations," explains Callum Bruce, North Star's managing director.

"As well as being fully trained in both PSV and emergency response and rescue functions, our crews are carrying out challenging rescue and recovery drills to ensure they are well practised in recovering people from the seas in the most adverse weather conditions."

"These added value operations make the work of our crew more varied and integrate them and the vessel more fully in field operations. As oil and gas companies meet the challenges of operating in an increasingly mature province, they rightly expect more of their suppliers and platform support, coupled with emergency response and rescue services is where we can add real value.

The Grampian Talisman has been on charter to Talisman Energy assets in the Central North Sea since her delivery in 2007. The Grampian Explorer has been supporting Marathon's Brae field over the last year.

"PLATFORM SUPPORT, COUPLED WITH EMERGENCY RESPONSE AND RESCUE SERVICES IS WHERE WE CAN ADD REAL VALUE"

Gold Flag award

Safety culture onboard wins top award for Masters and crews of Grampian Endurance

Each year, North Star Shipping recognises outstanding safety culture on its vessels by awarding the Gold House Flag.

This year, the Grampian Endurance, a multi-role tanker assist and rescue vessel, was awarded the Gold House Flag for its dedication to accurate reporting, generating in excess of 200 reports, many of which outline pro-active observations and suggestions.

To be awarded the Gold House Flag, a vessel is judged on three key elements including external audits, internal audits and incident reporting. The quality and quantity of reports is also measured.

As one of the fleet's newest vessels, built during the recently completed £130 million investment programme, the Grampian Endurance entered service in April 2010 and is on long term charter to Chevron. The vessel features a twin daughter craft arrangement as well as tanker assist and emergency towage capability.



▲ (ABOVE) Masters Robbie Noble and Peter Slater raise the Gold House Flag on the Grampian Endurance.

Masters and crews were presented with the Gold House Flag by Craig Group Chairman and Managing Director Douglas Craig. He said: "This level of reporting is a great reflection on our commitment to safety and excellence, and a desire by crews to promote safe working."

Masters of the Grampian Endurance, Robbie Noble and Peter Slater, praised their crews

for taking a positive role in maintaining top levels of safety and identifying areas for even more safety improvement.

Robbie Noble said: "We are delighted our crews have taken such an active part in promoting and maintaining the vessel safety culture on the Grampian Endurance. Every crew member has been vigilant about safety and we commend them all for their efforts in the last seven months."

Special commendations were given to the Grampian Cavalier and the Grampian Corsair, which jointly achieved the best Internal Audit score of 99.6%.

Other vessels to reach safety milestones this year are the Grampian Osprey, Grampian Pride, Grampian Protector and Grampian Sprite, all of which achieved over 3000 days at sea without any lost time incidents (LTIs). These were given the House Gold Plaque. The silver award, which recognises over 2000 days at sea LTI free, was awarded to the masters and crews of the Grampian Defender and Grampian Ranger.

A bronze plaque, celebrating over 1000 days at sea with no LTIs was awarded to five vessels: the Grampian Corsair, Grampian Cavalier, Grampian Courageous, Grampian Otter and Grampian Talisman.

North Star wins prestigious safety award for tenth year running

North Star Shipping has been recognised for its outstanding health and safety performance by winning an esteemed International Safety Award for the tenth consecutive year and gaining the level of merit for the first time.

The award was given by one of the world's

leading advocates of workplace health and safety, the British Safety Council, and is supported by the Health and Safety Executive. The award acknowledges the commitment that North Star Shipping has made to improving corporate health and safety and the high safety standards it achieves. The British



◀ (LEFT) Callum Bruce with the latest award.

Safety Council received over 600 applications from across the world for these awards.

Callum Bruce said: "Given the global competition, it is testament to our health and safety strategy that we have won this award for the tenth consecutive year. The health and safety of our workforce is, and always has been, an absolute priority for North Star Shipping. This award recognises the continued commitment shown by our team to adhere to our high standards of health and safety."

The International Safety Awards are open to all industries and sectors from across the globe and are independently adjudicated by an independent panel of experts who look for hard evidence of how an organisation maintains acceptable standards of health and safety on the ground.



Next generation

Cadet scheme is producing the master mariners of the future

North Star Shipping's cadet programme is now training 68 of the industry's next generation of master mariners.

With its reputation for providing one of the best cadet training programmes in the country through its training provider, Ship Safe Training Group (SSTG), the cadet scheme is producing some of the country's best future seafarers.

Proof of this is shown in a raft of recent award wins by current and former cadets. Mark Arnold, Master of North Star Shipping's PSV the Grampian Explorer, scooped a top industry accolade at the end of last year when he won the Oil and Gas UK Award for Overall Excellence, one of the most coveted awards of the evening.

Believed to be one of the youngest serving master mariners in the UK, Mark started his cadetship with North Star Shipping aged 17 then progressed quickly through the ranks due to his hard work, diligence and commitment to safety and continuous learning.

The award recognises outstanding

▲ (ABOVE) (L-R) Imeke Kooyman, David Clark, Master Mark Arnold and Grant Masson.

achievement by young people working in the UK offshore oil and gas industry and Mark fought off some stiff opposition to be crowned winner on the night.

Callum Bruce, Managing Director of North Star Shipping, said: "Mark is a great role model to all young people in the industry, showing just what rewards can be gained from sheer hard work and commitment to achieving your goals. This award is one of the top oil industry accolades around and we are extremely proud of Mark and applaud his positive attitude towards everything that he does."

Another young North Star Shipping cadet is also celebrating after winning the best engineering cadet award at Shetland Nautical College in 2010.

Grant Masson, who recently joined one of the Emergency Response and Rescue Vessels the Grampian Corinthian as

a second engineer, was named top engineering cadet after his tutors nominated him as one of the hardest-working cadets in that year.

Alongside Grant, two further cadets also graduated from the cadet training programme this year, with Imeke Kooyman and David Clark also taking up positions as second engineers on North Star Shipping vessels.

Now in its fourth year, the cadet programme offers young people the chance to train as either engineering or deck cadets. Some of the scheme's key benefits include the fact that trainees receive a competitive salary whilst in training, achieve recognised academic and professional qualifications and can take a structured career path to become a master or chief engineer.

Mark Arnold said: "Signing up to the North Star Shipping cadet programme is one of the best things I have ever done. From an early age I always wanted to be a mariner but the cadet programme, supported by onboard placements with North Star Shipping, has allowed me to fulfil my dreams in a way I never imagined.

"It is a great career path and North Star Shipping ensures that the placements are a very conducive environment for learning. I would strongly recommend it to anyone thinking of a career at sea."

"SIGNING UP TO THE NORTH STAR SHIPPING CADET PROGRAMME IS ONE OF THE BEST THINGS I HAVE EVER DONE."

► (FAR RIGHT) Thinus von Waltleben of CIS Pty, Tracy Philip, David Allan, Jill MacDonald and Steve McHardy of CIS Ltd.



“THESE CONTRACT WINS ARE OF PARTICULAR SIGNIFICANCE AS OUR CURRENT GROWTH STRATEGY AT CIS IS FOCUSED ON INCREASING OUR GLOBAL PRESENCE AND SECURING NEW BUSINESS WITH HIGH-PROFILE INTERNATIONAL OIL AND GAS ORGANISATIONS.”

David Allan
Managing Director, CIS Ltd

With major new business and significant prospects in all its locations, Craig International Supplies, the oilfield procurement division of Craig Group, is riding the crest of a global wave.

In the last twelve months, CIS has been awarded £40 million of new business, comprising new contract awards and extensions to existing contracts.

The contract extensions with Nexen, Chevron North Sea and Chevron International amount to an impressive £30 million over the next five years. The renewal of these contracts signals the retention of some of the company's biggest clients and cements CIS' position as the largest privately-owned European procurement house operating in the oil and gas industry.

CIS will continue to source and supply each customer with general and specialist oilfield equipment and services as well as delivering effective third party procurement. As a result of these contracts, CIS will expand its supply to regions including the North sea, West, South and East Africa, the Americas and Thailand.

The new contract awards, worth £10 million, are with Diamond Offshore, Prosafe, Premier Oil, ConocoPhillips and Britannia. Under these contracts, CIS will procure a wide range of oilfield consumables and tools as well as third party procurement services, ensuring necessary supplies are delivered on time and on budget to locations all over the world.

With a £35 million turnover, CIS provides an extensive range of products and services to the global energy industry and has a buying power approaching £3 million per month. As a result it passes on significant savings to its customers, creating competitive advantage.

David Allan, managing director of CIS said: "These contract wins are of particular significance as our current growth strategy at CIS is focused on increasing our global presence and securing new business with high-profile international oil and gas organisations.

Ensuring that we deliver critical and non critical items to the world-wide energy industry in a cost effective and time saving way means that we are achieving these objectives. It also underlines our

CRAIG INTERNATIONAL SUPPLIES

Procurement growth

Delivering results globally



commitment to customer service and our ability to offer a first-class service that has a truly global reach."

In addition, CIS has just joined Troy (UK) Ltd a buying group which provides access to substantial cost savings across a variety of engineering products. Troy combines the purchasing power of leading UK independent distributors with the country's leading tooling suppliers. Troy members proactively work with both the manufacturers' technical staff and their customers to achieve cost savings.

With bases in Aberdeen (CIS Ltd), Cape Town (CIS Pty) and Houston (CIS Inc) the company is well placed to provide complete global coverage to an international client base.

CIS Pty recorded a strong start to 2011, reporting an increase in the geographic spread of its clients with orders coming from across Africa. In Cape Town itself, CIS Pty has been supplying the Deep Venture drillship with various commodities. The initial sourcing and supplying has been met with approval by the client and CIS anticipates

more work once the vessel starts drilling in the near future.

There have been a steady stream of enquiries from customers in Angola as the country's oil and gas industry evolves to cope with the activity and local content issues.

In the Congo, CIS Pty has been supplying consumables, tools, bearings and steel to Saipem in Point Noire and in Mozambique supplies are being sourced for the Blackford Dolphin drilling rig.

Finally, the Cape Town division has been appointed as an official distributor for Hilco Electrodes of Holland who are rapidly expanding into the African market.

New staff have been added to support the new business around the world. Most notably is the appointment of Gary Forrest to spearhead the tools. He has over 22 years' experience in the oil and gas industry and will bring a more competitive edge to the Aberdeen business as well as specific experience in field of specialist tools.

CIS Launches Global E-procurement Service



▲ (ABOVE) CIS Ltd Directors: Steve McHardy, Jill MacDonald and David Allan.

Craig International Supplies (CIS) a division of the Craig Group has launched its state of the art e-procurement service, ebuy, aimed at providing clients with a personalised online ordering service available anywhere in the world.

Following a trial period where the technology was tested and analysed for user-friendliness and accessibility the bespoke web based technology is now available to the organisation's global client base.

CIS provides products, equipment and services to the global energy industry and is recognised as the largest privately owned European procurement and supply house operating in the oil and gas industry.

The company employs more than 50 staff at three strategic locations around the globe.

Following significant investment in the new technology, ebuy will increase efficiency and reduce costs for the company's international and domestic customers. It works by enabling clients to access 50,000 products as well as equipment and services supplied by CIS via an online bespoke site also allowing clients the ability to view expediting reports, cycle times and spend trends etc from any location around the globe.

A web-based procurement tool, CIS has launched the e-procurement technology to also enable clients to go online twenty four hours a day to view stock, obtain prices and create an order.

The launch of this system supports the continued drive by CIS to move away from traditional methods of third party source and supply techniques and to embrace modern technological advances in line with today's trends in business and industry.

Operations Director of CIS, Steve McHardy explains the significance of the initiative. "The launch of this service will help us to streamline our supply chain locally but will also enable us to take that streamlined version to the global marketplace. By using the system for all their orders of oilfield equipment and services clients can dramatically reduce paperwork and administration as well as cutting down on cycle times by the very nature and ease of the on-line service.

"E-procurement is coming into its own as business and industry look for quicker, more flexible ordering systems that are easy to manage, available on a round the clock basis and provide a flexibility that can prove critical when organisations are working to quick turnarounds and tight deadlines. We are making a concerted effort to align ourselves with global trends in e-business and we are confident that moving ahead with this brand new ordering system will provide an even better service to our clients.

"Essentially, CIS is ensuring we remain at the forefront of our industry by changing the way in which we operate so we, and our customers, can gain real benefits from e-business."

"BY USING THE SYSTEM CLIENTS CAN DRAMATICALLY REDUCE PAPERWORK AND ADMINISTRATION AS WELL AS CUTTING DOWN ON CYCLE TIMES BY THE VERY NATURE AND EASE OF THE ON-LINE SERVICE."

Steve McHardy
Operations Director, CIS Ltd



KINGS LINKS GOLF CENTRE

Top facilities for golfers

New PGA trainee pros at Kings Links

As the largest independent golf centre in the North-east of Scotland, the Craig Group owned Kings Links Golf Centre boasts a 56-bay floodlit driving range on two tiers with carpeted bays.

It also hosts an award-winning 3000 sq ft superstore that stocks everything for golfers from the beginner to the seasoned player.

The centre continues to attract thousands of golfers each year looking to take advantage of the PGA professional instructors on hand to give expert advice on the game.

Lessons are delivered from the recently refurbished teaching facilities, including two fully equipped heated studios, both installed with the latest swing analysis and club fitting technology, including V1 software and Flightscope.

In order to ensure that each customer coming to the centre is given the best advice and attention, two brand new PGA Professional trainees have been appointed: Chris Law and Ryan Penny.

These two young, talented and committed golfing enthusiasts join a team of five fully qualified PGA professionals who offer lessons at Kings Links: Paul Girvan, Director of Golf, Steve Craig, Gary Lochhead, Katie Thomson and Scott Henderson.

Ryan and Chris will now undertake a three year foundation degree in Professional Golf Studies.

Paul Girvan, Director of Golf, said: "Over the past year we have seen a huge increase in the number of custom-fit and lesson



bookings at our newly modernised teaching academy. In response to this we have increased our professional staff in order to satisfy the demands of our growing customer base.

"The installation of the V1 software technology in the teaching bays allows golfers to capture, compare and analyse their lessons and have them delivered directly to their mobile, Twitter, Facebook or YouTube. Our customers can also view their lessons again on the Kings Links website through our online academy."

Additional instruction and advice can also be viewed on STV's recently launched website, which features a monthly online column from Paul Girvan. Called 'PG Tips' it goes live on the sports section of the Aberdeen STV local website each month and provides handy hints and tips to golfers looking to improve their game.

Also launched in the last twelve months is the highly successful Kings Links Golf

Centre 'LOYALTEE' card. This card enables customers to be awarded points when they spend money in the Kings Links Golf Centre, which can then be redeemed for free balls to use on the driving range. The card can be topped up in store or online.

Each year Kings Links Golf Centre holds a series of demo days throughout the golfing season aimed at giving clients a 'try before you buy' service. The largest is the annual Kings Links Demo Day that allows customers to try out top-class golfing equipment from leading golf manufactures such as Callaway, Ping, Nike, Cobra, Mizuno, Cleveland and Wilson.

Becoming increasingly popular, the demo day attracts golfers from across the north-east of Scotland. Paul Girvan comments: "Our demo days are very well attended as they allow our customers to try out the latest golf equipment, receive free advice from the manufacturers' representatives and provide an opportunity to take advantage of our custom-fit service."

"WE HAVE INCREASED OUR PROFESSIONAL STAFF IN ORDER TO SATISFY THE DEMANDS OF OUR GROWING CUSTOMER BASE."

Paul Girvan
Director of Golf, Kings Links Golf Centre



◀ (LEFT) Kings Links staff in our award-winning 3000 sq ft superstore.

▲ (PICTURED) Kings Links' Teaching Professionals.

UCAN count on Craig Group



Douglas Craig has become a patron of North-east urological cancer charity UCAN, which has been supported by The Craig Group for a number of years.

Based at Ward 44 at Aberdeen Royal Infirmary, UCAN aims to raise awareness of the four main urological cancers – kidney, prostate, testicular and bladder – and improve the lives of patients and their families. The charity recently launched a major campaign to raise £2.5million for Scotland's first robotic-assisted surgical equipment, with integrated theatres,

which will be used to treat cancer patients at Aberdeen Royal Infirmary. UCAN's fundraising and awareness manager Kate Synott is visiting Craig Group's onshore staff and crew to deliver potentially life-saving presentations, offering advice and information about urological cancers, explaining how to spot the warning signs and symptoms and highlighting the importance of early diagnosis.

"We are delighted to have the Craig Group's support and are pleased to welcome Douglas as one of our patrons," said Kate. "His role

is to be a public ambassador of UCAN and help us to continue to raise the profile of the charity and our new fundraising campaign for robotic-assisted equipment."

Kate is also preparing for a mountainous trek up Kilimanjaro this year, when she will swap her high heels for hiking boots as she ascends more than 19,000 feet to its summit to raise funds for robotic-assisted surgical equipment to treat patients at Aberdeen Royal Infirmary. Sponsorship of this trip by Craig Group will ensure that all the money raised goes towards the charity.

On course with Richie Ramsay

Having made the perfect start to his 2010 season by winning his first European Tour title at the South African Open on the Western Cape, Richie Ramsay guaranteed himself a full European Tour card up until the end of 2011.

Throughout his first two years on the European Tour, Richie has continued to show signs of the bright future that he will have as a professional golfer, with a number of top 15 finishes in high calibre events all over the world. In 2010, he finished 14th at the Avantha Masters in India, 13th at the BMW Italian Open and 9th at the 3 Irish Open. His best was yet to come however, when he finished 3rd place at the WGC – HSBC Champions in China, showing that he can more than compete with the World's top players having finished the

week above the likes of Tiger Woods, Rory McIlroy and Paul Casey.

2011 has been a similar story for Richie, where he started the year in confident style finishing 8th place at a new event on the European Tour, the Volvo Golf Champions in Bahrain. He has followed that up with a 7th place finish at the Trophée Hassan II event in Morocco, 13th place at the Ballantines Championship in Korea and 15th place at the BMW Italian Open. Most recently he was just 4 shots back from the leader at the Alstom Open de France where he finished in 5th place.

Off the course, Richie has had some additional good news announcing a new clothing partner in Peak Performance. He has also purchased a property in Georgia, US, which allows him to extend his practice regime during the winter months.

We spoke to Richie and asked him some quick questions about his favourite things from the world of golf. Here's what he said:

Questions:

Q: What is your favourite golf course?

A: Augusta.

Q: Favourite Golf hole in the world?

A: 12th at Augusta. A fantastic short hole with spectacular scenery but also devilishly difficult.

Q: Best Golf Shot ever seen?

A: While playing with Phil Mickelson at the Masters. He hit a flop shot on 7th downhill, downwind off rock hard fringe to 4 feet. Most people would have chipped out sideways.

Q: Best Golfer on European Tour?

A: Martin Kaymer. Great player and a nice guy too.

Q: Best shot you ever hit?

A: 3 wood from 262 yards at my playoff for the South African Open. It sealed my first win on tour.

Q: Best thing about being a tour golfer?

A: Getting to do something I love as my job and playing on some of the best courses in the world.

Q: Worst thing about being a tour golfer?

A: Being away from friends and family for so long during the year is definitely the downside.

Library legacy

Donation to new university library will provide inspiration for the whole community

▶ (RIGHT) Professor Ian Diamond, Principal and Vice-Chancellor, University of Aberdeen, and Douglas Craig.



A generous donation by the Craig Group and the Craig family will go towards creating the top floor of Aberdeen University's new state-of-the-art library building.

The new floor will be named the Craig Floor and it will host the David Craig Suite, in memory of former Craig Group Chairman, David Craig, who passed away in April 2010.

The Craig Floor will have stunning views across the North Sea where David Craig spent much of his young working life and which forms a rich part of the Craig Group's heritage. It will also afford spectacular views to the centrepiece of the new structure, the inner atrium, which leads directly to the top floor.



▲ (ABOVE) David Craig.

This floor will also house the University's renowned divinity and philosophy collections which will be used to support some of the UK's top research academics in these fields, who are based at the campus.

The David Craig Suite of the new library will house a series of flexible conference and seminar rooms and will be used for University and student events as well as being made available to the wider business community for meetings and informal evening receptions.

Commenting on the donation and the benefits the new building will bring to Aberdeen University and the wider community, Chairman and Managing Director Douglas Craig, said: "We are delighted to contribute to this magnificent new building which will be an impressive legacy for the whole community for many generations to come and an inspiration to the thousands of students and local people who will enjoy using it.

"Overlooking the North Sea, the seventh floor will have amazing views and it is fitting that it will be in memory and honour of my father David who pioneered fishing in the North Sea, both as a skipper and then at the helm of the Group for more than 70 years.

"The North Sea and the communities of the North-east continue to be the bedrock of the organisation's business interests and are central to the continued success of the Group.

"David Craig will be long-remembered for his strong Christian faith and it is therefore also fitting that the University's exceptional divinity collection be housed on this floor."

The Craig Group family has strong ties with Aberdeen University, as the current Chairman, Douglas Craig, completed his undergraduate studies in accountancy and political economics at the campus.

Former Chairman David Craig was recognised by the University three years ago for his services to the local business community and awarded an Honorary Doctorate.

Professor Ian Diamond, Principal and Vice-Chancellor, University of Aberdeen, said: "We are honoured and extremely grateful that Douglas has chosen our new library to make a lasting tribute to his late father David who was such an inspirational figure not only in the industry but across the North-east."

"WE ARE DELIGHTED TO CONTRIBUTE TO THIS MAGNIFICENT NEW BUILDING..."

Douglas Craig
Chairman and Managing Director, Craig Group





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