



welcome...

...to the latest issue of **Building Partners**. Chalcroft's 35th anniversary continues to be an exciting year, with projects running in all corners of the UK. We announce some of the developments we are working on in this issue.

We report on the recent SCALA Annual Logistics Debate, which considered the success of collaboration within the logistics sector. We also examine industry trends, based on recent surveys in the food & drink and construction markets.

I do hope you enjoy **Building Partners** and we appreciate any feedback or suggestions you may have.



Mark

Mark Reeve,
Managing Director

Chalcroft helps refresh HP Bulmer cider production

Chalcroft has commenced work at the HP Bulmer cider production site in Hereford, as part of a multi-million pound modernisation and capacity increase programme for parent company, HEINEKEN.

Work includes the new build of a process and packaging building, including offices and storage; an extension to the fermentation building to provide a control room and laboratory; installation of a new bottling line and process tanks, along with further refurbishment and civils works. The project is due for completion in January 2015.

Mark Smith, Project Manager for HEINEKEN, said "Cider has been produced in Hereford since 1887, and HP Bulmer is now the world's leading cider maker. Our significant £50m investment will ensure that we have the capacity and flexibility to ensure that Hereford remains at the centre of our global cider business. It is essential that production remains unaffected whilst the modernisation work takes place and we selected Chalcroft as Principal Contractor due to their expertise of working on live sites within high-care environments and their understanding of our business".



Chalcroft Construction Manager, Andy Hardy, added, "We are very pleased to be working at HP Bulmers and are working very closely with HEINEKEN and their professional teams to ensure the smooth and safe co-ordination of the project".



Debating the merits of collaboration...

Chalcroft was pleased to be one of the sponsors at the recent SCALA Annual Logistics Debate. SCALA Consulting work with clients to develop their supply chain strategies and this year, hosted their debate to examine "Why isn't collaboration working?"

Over 100 senior industry professionals heard speakers from Asda, Toyota, United Biscuits, PD Ports, Tayto and SCALA deliberate on the need to grasp the huge opportunities for collaboration between partners and competitors.

In a thought provoking debate it became clear that the competitive edge between products was on the shelf at point of purchase. Therefore, gaining win: win benefits through collaboration in sourcing, transport, warehousing and materials handling were opportunities not to be missed. ▶

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Client Relationship Manager, Tess Morley, Business Development Executive, Gill Hughes and Bill Meecham, SSI Schaefer Ltd, catching up at the SCALA Annual Logistics Debate.

Matt Wood, Senior Director for Supply Chain Services at ASDA said that the supermarket is collaborating significantly and that the benefits of sharing transport streams, even with competitors, were obvious. Matt challenged suppliers and 3PL providers to pick up the phone and call as rather than seeking the ultimate perfect solution, it was "time for more doing and start small". Head of Distribution for United Biscuits, Rob Wright, spoke of collaboration with various companies, because the "competitive edge is the brand on the shelf, not in the delivery method".

Geoff Lippitt, Business Development Director at PD Ports questioned, "Is the brand or the method of delivery the product?"

He shared an example of a Chinese doorstep service which allowed for

immediate returns whilst delivery agents waited for a decision regarding purchased items.

Tony Wallis, Sales and Marketing Director for Toyota Material Handling Europe claimed that collaboration is in Toyota's genes, as shown by the use of BMW engines in the Toyota Aygo. One day, Tony noted that materials handling equipment was being used independently by all companies on a business park with no collaboration. He declared, "Collaboration does not fail because it does not exist! Business to business collaboration has often never been attempted".

“Daring to be different and being brave”

were both seen to be essential to the effectiveness of collaborative approaches.

Nigel Smith, Group Supply Chain Director of Tayto, outlined his recipe for collaborative success:

- Support from senior levels of all parties
- Realistic timelines to develop trusting relationships
- Acknowledging and accommodating differences in business cultures
- Jargon can hinder discussions
- Vertical change is required to ensure there is "buy in" from all involved in collaboration
- Be prepared to give up something for the bigger picture.

The outcome of the debate was that collaboration is not yet an option as there is still work to be done in the logistics industry. However, there are examples of excellent practice in Europe.

Peter Surtees, Senior Associate at SCALA Consulting outlined a number of collaborative projects in Europe, which have achieved significant savings and improved customer service.

Chalcroft's sponsorship of the debate is an example of our endeavour to further understand our clients and the issues facing them. Our strapline, 'construction built on teamwork', embodies the emphasis we place on a collaborative approach to a construction project, working with all parties at the earliest possible stage to provide a sustainable and efficient building to meet our clients' objectives in the medium to long-term.

Environmental, Health & Safety



'Safe Work at Height

Chalcroft has this month launched an ongoing work at height campaign encompassing the slogan 'Safe Work at Height - No Excuses', to reinforce the message that no matter what work at height activities need to take place, there is no reason why it can't be done safely.

Campaign information has been issued to the sub-contractors Chalcroft works with, raising awareness to the risks of working at

height and to promote the safe and proper use of work at height equipment. Campaign signage is being displayed on live sites and information for site workers relayed through tool box talks, bespoke site signage and workshops. Part of the campaign also includes the issue of a Chalcroft Safe Work at Height presentation, outlining the legislative requirements, identifying means of avoiding work at height, selection of the right equipment



No Excuses' Campaign

and the safe use and inspection of equipment. This presentation is freely available upon request.

Accessing and working on roofs

As autumn approaches and leaves from trees start to fall, this can cause blockages to gutters and downpipes, with the potential to cause flooding and damage to product, plant and equipment. It is this time of year where roofs, that may never generally require access, may need to be accessed to clear leaves or carry out maintenance work.

In the first instance, consideration should be made as to whether work at height activities can be avoided completely, therefore eliminating the risk entirely.

Where work at height cannot be avoided, assessments should be made as to whether roofs that require access have:

- safe access and egress points, such as fixed ladders or stairs
- suitable platforms to walk on and work off, with edge protection on fragile roofs
- man-safe roof lights protected by suitable edge protection
- man-safe cable/rope systems that have up to date inspections
- suitable and secure edge protection in place, and recently inspected scaffold
- suitable demarcation methods installed at least 2m back from open edges, where no edge protection is in place on flat roofs.

Other factors that should be considered include:

- equipment that is being utilised for fall protection or fall arrest has been recently inspected by a competent person
- personnel utilising fall arrest systems or work at height equipment are competent to do so and if training is required, that it is up to date
- personnel working at height should not work alone
- rescue plans in the event of an emergency are in place and practical
- assessments are documented and personnel involved in the work are aware of all the risks and the control measures in place or that are to be adopted.

The choice of plant and equipment that is available on the open market for safe working at height is vast and reiterates the message that there are literally no excuses for unsafe work at height. Below is a brief example of what is available:

- scissor lifts
- cherry pickers
- truck mounted cherry pickers
- safety nets
- permanent and temporary man-safe systems
- mobile anchor systems
- scaffold towers and edge protection
- temporary walkway systems
- temporary lightweight crash deck systems.

One aspect of safety and working at height that is the hardest to control is that of the behaviour and attitude of those carrying out the works. Despite the provision of all the right training, equipment and inspections, there is always the risk that an individual's actions could override a safe system of works and potentially put themselves or the lives of others at risk. Therefore, the choice of those to carry out work at height should take into consideration only those individuals with the right attitude towards safety; that understand and take seriously the work and risks they are undertaking and; understand and accept the controls and preventative measures that must be adhered to.

As part of Chalcroft's ongoing Behavioural Safety Campaign, we adopted the Health and Safety Laboratory's Online Safety Climate Tool, which measures the culture and attitude of all employees within the business and assists in implementing corrective and preventative measures from a behavioural aspect. Details of the HSL's Safety Climate Tool and how it can be implemented within your business are available upon request.

Chalcroft's EHS Department travel all over the UK on a frequent basis and are happy to call into your site or premises and assist in any work at height assessments, or provide advice on which work at height equipment is suitable for your needs.

Open for business in Birmingham

Clients were welcomed to a reception in the summer, to celebrate the official opening of the new Chalcroft office at the Birmingham Business Park.

Operations Manager, Rob Bull, explained, "Chalcroft has worked on projects nationwide throughout its 35 year history, and we have an office in Pershore, Worcestershire as well as our Head Office in King's Lynn. However, with the high level of investment in capital projects and infrastructure in the region driving market confidence and creating opportunities with Midlands based clients, it is right that we have an office here to service demand."



Confidence builds in the commercial sector

As the inaugural JLL/Glenigan Commercial Construction Index reports that work began on £22.7 billion of commercial projects in the 12 months to June 2014 in the UK, an increase of 6.6% on the previous year, Chalcroft is experiencing an extremely buoyant tender level and successful contract wins.

In two of Chalcroft's specialist sectors, food & drink and logistics & distribution, there is evidence to suggest significant investment and activity. The JLL/Glenigan Commercial Construction Index reported that starts, particularly for speculative distribution space, are accelerating, with 7.1m sq ft under construction at the end of Q1, compared to 2.1m sq ft in the same 2013 period.

Food Manufacture magazine conducted their annual State

Key findings: Food Manufacture State of the Industry Survey	2014	2013
Future prospects:		
I am more positive about the future of my company now than a year ago.	78%	73%
I expect my company's profit margins to improve over the next year.	72%	66%
I see a long-term future for the UK food manufacturing industry.	88%	89%
My company is planning more capital investment this year than last year.	62%	51%
Environmental considerations:		
I will be sending zero waste to landfill by 2015.	36%	36%
Improving energy efficiency is one of the top priorities for my company this year.	71%	66%

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of the Industry Survey in June 2014 amongst food and drink professionals.

A snapshot affecting the food industry construction sector is tabled above.

These figures endorse Chalcroft's findings from our own survey, conducted in February, whereby 72% confirmed they were likely to increase capital investment in their estate in 2014. And 95% agreed that improving the environmental management of commercial buildings plays an important role in reducing operating costs, improving productivity, increasing profitability and driving growth. 27% considered better storage

and distribution infrastructure would play the most significant role in reducing food and drink waste.

Indeed, the statistics are proving themselves in the activity experienced by Chalcroft. Clients are now proceeding with contracts that have previously been on hold and are keen to commence as soon as possible. Companies are starting to consider more long-term efficiencies, such as sustainable measures and workflow engineering, to enable them to provide that competitive edge as consumer driven supermarket price wars exert price pressure throughout the chain.

Chalcroft fabricates Sharp Systems' expansion

Chalcroft have commenced work on a factory extension for Sharp Systems - specialists in bespoke processing and handling systems for the food and drink industry.

The extension will double the size of their current premises in King's Lynn, providing additional manufacturing and storage space.

Paul Sharp, Managing Director, explained "We have experienced significant growth recently. Our product portfolio of conveyors, elevators, platforms and related machinery is being installed in all sectors of the food and drink industry. As we design and fabricate in-house, we need to continue investing in Sharp Systems' future to ensure we have the best facilities the industry demands."

Mark Reeve, Managing Director for Chalcroft, added, "As a construction company, we have of course experienced evidence of the economic upturn first hand, with funding being released in the commercial sector and businesses increasing their capital investment. This is certainly true within the food and drink sector and has a knock-on effect to partners within their supply chain, such as Sharp Systems. We are very pleased to play a part in Sharp Systems' expansion."



Left to right: Paul Sharp (MD, Sharp Systems) and Mark Reeve (MD, Chalcroft Construction), with Daniel Reeve, Charlie Ilson and Tony Miller.

Chalcroft Special Projects assists Thales UK with airport surveillance radar installation



Thales has been at the forefront of developing technology for the global aerospace, defence, security and transportation markets for over four decades. In the aerospace sector, this includes installing and managing radar systems to support essential air traffic management.

Increasing air traffic volumes are challenging air navigation service providers to improve air control capacity and efficiency, whilst reducing environmental impact and infrastructure costs. As part of their project to install a new radar tower at Norwich International Airport, Thales UK appointed Chalcroft Special Projects as

Principal Contractor to undertake the required civils works.

Kevin Tolcher, General Manager of Thales's UK air traffic management business explained, "Thales's work is critical by its very nature and we need to work with a construction company that understands our needs and is well versed in our industry. Chalcroft Special Projects have particular expertise in this area and have proven to be an ideal partner for us."

Anthony Spencer, Operations Manager for Chalcroft Special Projects, added, "Chalcroft is pleased to be working with Thales UK and to indirectly play a role in the air traffic safety of hundreds of thousands of passengers each year. Our experience of working in a variety of security critical industries enables us to meet the rigorous demands of both Thales UK and Norwich International Airport."

As well as providing the foundations for the radar tower, Chalcroft Special Projects installed foundations for an equipment cabin, an access road, ducting and fencing around the site.

Planting the seed at Broadheath Pre-School

When an Ofsted report recommended Broadheath Pre-School near Worcester make improvements to its outside area, Chalcroft Special Projects provided the solution.

Recycling wood used for making moulds for concrete bases and supplying fixings and tools, Chalcroft Special Projects recruited the local scouts to assist with the build of three large planters.

The 36 pupils at the school then enthusiastically planted up the containers with a colourful display of bedding plants, creating an outside area where they can play and learn.



QA Facilitator and pre-school Mum, Clare Perry; IT Manager, Claire Edgson; Operations Manager, Anthony Spencer and Head of School Governors, Dai Morris with some of the children from Broadheath Pre-School.



Teeing off for Macmillan Cancer Support

Chalcroft raised £1,350 at their annual golf day, hosted at Barnham Broom near Norwich.

Tess Morley, Chalcroft Client Relationship Manager, presented the cheque to Georgina Daniels, Macmillan Fundraising Manager for West Norfolk & West Suffolk, at Macmillan's recent Supporter Event, also held at Barnham Broom.

The money was raised at an auction and raffle during the dinner, after around 70 keen golfers dodged the rain to take on the challenges of the course. They were joined by Alan Kennedy, former Liverpool and England footballer (above), who entertained guests at the after-dinner speech with amusing anecdotes from his career.

Tess Morley said, "The Chalcroft Golf Day is a big thank you to

clients and sub-contractors we have worked with in the last year. We are very pleased to have been able to continue our support to Macmillan in this way".



Pushing pedal power to the max

Avid cyclists, Paul Morley and Matt Goodier joined more than 24,000 riders at the Prudential Ride London-Surrey 100.

The course, made famous at the London 2012 Olympics, was made even tougher by torrential rain and flooding, leading to the event being shortened to 86 miles by the organisers for safety reasons.

In spite of the weather, Paul and Matt crossed the finishing line at The Mall in central London.

Although disappointed the course had been shortened, Matt was proud to have completed the course in 5 hours 17 minutes and to raise £1,030 to date. Paul finished in 4 hours 22 minutes, beating his 2013 time and raising £1,455 to date.



If you would like to sponsor the guys in aid of Macmillan, visit www.chalcroft.co.uk/chalcroft-social-responsibility.