

NEWSLETTER EDITION 01:

AUTUMN 2014

2014 has been a big year for R&M. We have secured and completed some fantastic contracts, won awards and expanded our office team and 2015 looks just as promising. With this in mind, we are proud to present our first quarterly newsletter to showcase some of our recent successes.

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SURREY PFI



Operations Director Rob Woolcock receiving the award for best operative on behalf of R&M.

We are proud to have been part of the hugely successful Surrey PFI Contract. Having installed over 40,000 Columns in 4 years, together with our partners Skanska, we achieved a UK first by completing the core investment period of the PFI contract, under budget and 1 year early, creating sizeable savings for all involved.



ONWARD AND UPWARD

Like the rest of the construction industry, we had to adapt and became leaner, more efficient and more productive when the economy shrunk. As ever, the construction industry is the first to feel the pinch, but we are also the first to see the recovery. This year we have expanded, increasing our presence in the niche market of public realm re-developments. We have completed several high profile town centre contracts in 2014, including Watford High-street (a project which we secured off the back of our success with developing Stratford Town Centre for the Olympics and Southampton Guildhall for the same client).

We have also completed public realm projects in Hounslow and Salisbury and are working on a fourth, Hobson Square in Cambridge. These schemes go far beyond traditional street lighting, involving equipment such as uplighters, down lights, feature lighting and tree lighting, often including complex DMX control systems enabling the end user to adapt the lighting to suit specific events.



WATFORD HIGH STREET

Following our success on the Stratford Town Centre, Olympic Development project for Aggregate Industries (A.I.), we were awarded the lighting on their recent contract at Watford high-street. This £500,000 street lighting and signage project involved a wide range of equipment including everything from the internally illuminated poles in the background to the led step lighting shown in the foreground. We also had our first experience installing wooden lighting columns which posed an interesting challenge for the operational team involved!



HOUNSLOW TOWN CENTRE

We are in the process of undertaking the replacement of approximately 12,000 columns for Eurovia in Hounslow, as part of the Hounslow PFI. Having built up relationships with Eurovia's delivery team, we were offered the chance to be involved with the first phase of the Hounslow town centre redevelopment project.

12,000

columns for Eurovia in Hounslow, as part of the Hounslow PFI.

This work made an interesting change from the rest of the works in Hounslow and gave our electricians an interesting challenge to get their teeth into. The best testament to the quality of our work on phase 1 was the recent award of the 2nd phase of the works in the market square, fitting market trader pop up power units.



SALISBURY MARKET SQUARE

"The project involved a unique mixture of heritage lighting, functional fittings, led uplighters, strip lighting and skilled electrical works."

This exciting redevelopment project at the heart of Salisbury is the kind of scheme that helps set us apart from many of our competitors in the street lighting industry. The project involved a unique mixture of heritage lighting, functional fittings, led uplighters, strip lighting and skilled electrical works.

One of the more technical aspects of the works involved the fitting of in-ground pop up pillars c/w market trader sockets and tying this into the reworked distribution board under the town hall. However, undoubtedly the biggest challenge of the project was phasing the works with the client to ensure that 2/3 of the site remained functional at all times so as not to interrupt the square's weekly markets.

“BRITAIN IS BUILDING!”

This is good news for everyone in the construction industry; those of us that weathered the storm have left the recession stronger and more diverse than ever before.

Through the current building boom, R&M have found a new client base in house builders. Whereas once we didn't work for any at all, we now have a large client base of house builders and developers and are currently working on several large developments for various clients. What is testament to our success in this sector, is the fact we have been awarded subsequent phases on every one of these contracts (on one of which, we have just installed our 120th column on the 5th phase).

We have also expanded geographically and are now working on several prestigious projects in Cambridge, securing a major scheme in Devon and assisting with portion of the enabling works for Hinckley Point C.



Our first contract in Cambridge was Trumpington Meadows (phase 1 and 2). This was both the first job in the area and for our then new client Tamdown. We are proud to say we have subsequently been awarded phases 3,4 and 5 and also been given 3 other local sites for the same contractor (Long Road, Hobson Square and Glebe farm). This has put us in an optimal position to secure additional works in the area and has since allowed us to pick up work with both Coinford and Skanska in the local vicinity.

Dubbed Europe's largest construction project, Hinckley Point C was an obvious target for the company. With millions being spent on infrastructure in the lead up to the construction of the power station, we recognised that the key was to get in early. We recently completed a small signage package for Aggregate Industries and are pleased to announce that we are due to start work on a much larger combined signage and lighting package early in the 2015.



“The scheme promises to be one of the UK's most prestigious public realm developments.”

HOBSON SQUARE CAMBRIDGE

We have recently secured the lighting at Hobson Square in Cambridge. The scheme promises to be one of the UK's most prestigious public realm developments, and we have been lucky enough to have the opportunity to be involved off the back of our recent works with the main contractor Tamdown.

This scheme consists of an interesting mix of highly decorative street lighting, uplighters, under bench lighting, feature lighting and tree lights, and as the featured artist's impression shows, it is set to be a wonderful finishing touch to a very upmarket development.

HEATHROW



This year we secured our ninth major contract at Heathrow and are now near completion of the lighting for the new Terminal 2A MSCP. We are particularly pleased to be involved with this project as it's for the same client we worked for on T5, which is testament to our performance on the site and serves as a great local showcase of our work.

We have also just completed the lighting installation at Heathrow's new snow base for Dyer & Butler and have just secured an LED lighting trial for H.A.L. through our client MITIE.

FUTURE CONTRACTS



As stated, we have had an excellent year in 2014 and remain very positive regarding the outlook for 2015. In addition to several ongoing contracts and red hot irons in the fire, below is a list of a few of the recently secured contracts due to start in the next 6 months.

Contract	Value
Tadpole farm , Swindon phase 2	£100,000
Broadbridge Heath A24 East West link	£50,000
A421 Bucks	£100,000
Stanford Lee Hope	£30,000
Pedmore Road	£60,000
London Road Phase A1m	£100,000
Long road Phase 2	£15,000
Dunton Private Units	£10,000
Lower Stondon	£22,000
Bicester Community Streets	£17,000
Glebe Farm Phase 2	£22,000
M4 J 7/8/9 Lantern Replacements	£25,000
A380 East Devon Link Signs	£250,000
Chiswick Bridge	£80,000
Clapham Bridge – Emmanuel School	£35,000
Berewood Phase 7	£30,000
Hatfield Station	£50,000
A4 Calcot	£15,000
Hinckley Point – Northern and Southern Roundabouts	£70,000
Madingly Road Cambridge	£35,000

THE SECOND SEVERN BRIDGE

“The R&M Personnel were very professional, followed and fully supported our safety culture and values, and were really focused on the job. Their productivity rate was very impressive and clearly exceeded initial expectations.”

Rick Shaw, Laing O’Rourke

OUR TEAM

Here at R&M we realise that the key to every company’s success is its staff.

We are proud to announce the arrival two new office staff, our Commercial Trainee Ramandip Sidhu and our newly promoted Estimator Natasha Hester as well as the promotion of our longest standing electrician Phil Tippet to Electrical Supervisor in October.

Finally, having started as the businesses’ Commercial Trainee in 2005, we are also very pleased to confirm the forthcoming appointment of Kier Preston as the company’s new Commercial Director in January 2015.



TRAINING

As the old saying goes, if you are not moving forward you’re going backward.

With the above sentiment at heart and a view to train and retain our staff. This year we have embarked on a HEA training programme, at the end of which all operatives will have an NVQ in Street Lighting.

ACCREDITATIONS

Like our staff, it is important that R&M strives for continual improvement both on and off site and we are continually looking at ways to work safer and more efficiently. We recognise that as a responsible employer in the construction industry it is imperative that we strive for a safe workplace for our staff, our partners on site and the general public.

True to this ethos, we have just achieved CHAS accreditation and are pleased bear their logo alongside our existing accreditations below.

Should you require any further information on the company, or more details on our services, please do not hesitate to contact us in the office on 01628 673445, or via email info@randmlighting.co.uk

