



Summer 2009

Hello and welcome to our summer newsletter.

I've always said that mine and my top team's toughest test would be steering the company through a downturn, only time will tell if we are up to the test. The UK is now firmly in the grip of a severe recession and only those companies that can keep a firm grip on costs whilst providing world class customer service will prosper, I would like to think we will be one of them.

I'm very proud of the fact that the Gelder Group has adopted a mindset of "we are all in this together". Tremendous amounts of hard work are going on in all areas of the company to maintain sales, delight our customers and increase market share. This effort has come through in the first six months sales figures, the fact that our sales are ahead of 2008's is a fantastic achievement (see opposite). This coupled with new orders outstripping sales for the first time in six months (also opposite) is very positive news.

Thanks as always to staff, customers and suppliers alike. I know I say the same thing in every newsletter, and I know some of you are having a tough time of your own at present, but I really do appreciate your continued support.

Thank you, I hope you enjoy this newsletter.



Steve Gelder MBE
Managing Director



NEW Promo DVD Launched

The Gelder Group have launched a new promotional DVD to demonstrate the groups range of services.

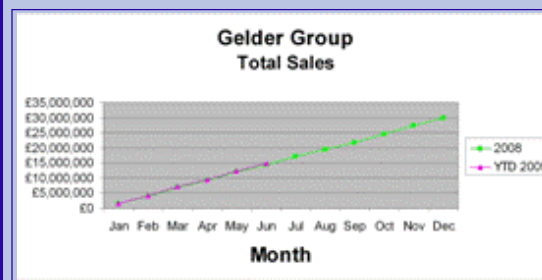
Group Marketing Manager Chrissy Law commented 'Creating a promotional DVD is not easy. It took 6 months to film and listen to hundreds of music tracks before settling on the chosen one. Achieving the correct balance between, getting across the right message yet not boring your audience is not an easy task - we believe we have delivered this. The promotional clip last 2 minutes 30 seconds and can be downloaded from our website at www.gelder.co.uk/about.php

Records Sales & New Orders Secured

A strong performance by the Gelder Group's Insurance and Maintenance Divisions helped the Group to report record sales of £14.4m for the six month period ending 30th June 2009, up 1% on the corresponding 6 month period in 2008.

Despite this being the slowest increase in sales for over 10 years the company is viewing it as a very positive achievement. Few organisations will maintain sales in 2009, let alone beat them.

The Gelder Group's reported jump in sales comes on the back of several new contracts being secured. The Group's forward order book has been boosted by 17 orders totaling £4 million during the past 6 weeks. This is the first time in 5 months that new orders have outstripped sales.



Group Attend Environmental Awards

The Gelder Group were amongst the award winners at this year's Lincolnshire Environmental Awards.

The group's entry focused on achieving an average recycling rate of over 93% (against an industry average of 72%) and £300,000 of expenditure on developing a nature reserve to the rear of its Tillbridge Lane offices, incorporating 3200 trees and a one acre lake. The awards, now in their 15th year, recognise efforts made by businesses, community groups, charities & individuals in Lincolnshire to safeguard the environment through a wide variety of projects. Organised by the Lindum Rotary Club in partnership with Lincolnshire Wildlife Trust, the awards, were judged by several members of the Rotary Club, the Trust & Rotary club member Dr. David Bellamy.

Pictured is Group Environmental officer James Hill (left) receiving the award on behalf of the Gelder Group from Hilary Morley of Huntsman Tioxide, sponsors of the business award.



Local Businessmen Join Forces to Create 'Formidable Team'

The Gelder Group has joined forces with two well known local businessmen Giles Walter and John Barker to create a new property development company – Tillbridge Developments.

Giles was previously Director of Developments at Simons where he delivered £0.5 billion's worth of projects. John has spent the last 20 years in the property industry dealing with commercial and residential developments and opportunities throughout the East Midlands.

The new venture will look at all commercial development opportunities but will initially concentrate on the convenience food sector, neighbourhood centres and strategic residential sites.



Pictured: (left to right) John Barker, Steve Gelder and Giles Walter signing contracts for the new venture.

Champagne & Strawberries

On the 8th July the Gelder Group hosted a table at the Royal Albert Hall for the British Insurance Awards. Prior to the event Sir Peter Tapsell MP (pictured 2nd right) treated the Group to champagne and strawberries on the House of Commons Terrace as a thank you for the insurance work completed by the company on his own property.

Following the completion of the works Sir Peter wrote to his insurers to say that he was 'highly delighted and completely satisfied with the works completed by the Gelder Group on his property' before inviting Managing Director Steve Gelder and his guests to meet him at the commons the next time we found ourselves in London, an invitation gratefully received.



Plumbing Apprentices Scoop Top Award

On the 23rd June 2009 two of the Group's apprentice plumbers scooped top awards in the South of England Heat of Skill-PLUMB.

Scott Gregory (right) and James Dembrey (below) attended at the skills competition held at Chichester College. The competition was judged on a practical assessment of their plumbing skills. A significant number of apprentices entered this heat of the competition and the Group are extremely pleased that Scott received the 1st prize and James the 4th prize. Both Scott and James will now go through the next round, the 'UK final skills competition'. Plumbing & Heating Manager Brian Credland commented



"We are extremely pleased for both the apprentices for receiving such a prestigious award. This award emphasises the level of skill our apprentices are already at, they are valuable assets to the group"

Appointments

The Major Contracts Division welcomes two new additions.

Steven Nicholson, joins the Group's as Estimator. Steve hold a HNC in Construction. Steve previously worked as a Senior Estimator at Bellway for 5 years. He has over 10 years experience in the industry.



Simon Blydes joins the Group as Architectural Technologist. Simon holds a Higher National Diploma in Architectural Building Studies and a BSc Honours degree in Architectural Technology. He previously worked as a Senior Technician for 4 years at John Roberts Architects. Simon has over 13 years experience in the industry



Congratulations to...

Arran Fullwood (right) who recently passed his Integrated Management exam which is part of his overall CIMA qualification.



Congratulations to Harriet Staines, aged 13, (left) Harriett is the daughter of Contracts Manager Paul Staines and recently came 3rd in the British National Irish Dancing Championships at the Royal North College of Music in Manchester, she has now qualified to compete in the World Championship 2010.



Diary Dates

Corporate Golf Day Thursday 10th September

Contact us...

If you would like to receive further information about the Gelder Group and the services we provide please mail info@gelder.co.uk or telephone 01427 788837 to request an information pack.

Chrissy Law is the Editor of this Newsletter which is published quarterly. If you have a story you wish to be considered for the next publication or should you wish to be added to our mailing list for future publications please email chrissy@gelder.co.uk or alternatively you can download our newsletter via our website.

