



Winter 2009/2010

Happy New Year and Welcome to our Winter Newsletter, our first of 2010.

As the recession bites and we find ourselves searching for cost savings across the whole Group in an attempt to improve wafer thin margins, the new decade could not have started better. -10°C and heavy snow saw me interviewed on BBC Radio Lincolnshire, whilst the whole country shivered and struggled back to work, I was in a jolly mood as Insurance, Repair and Renovation instructions jumped by over 70%.

Then our 4th quarter sales levels surprised us all as they bounced back to record levels (see below) and just when it couldn't get any better Leeds knocked Manchester United out of the FA Cup at Old Trafford.

Don't get me wrong, I worry about the state of the economy, the recession and the effect it is having on the Gelder Group more than anyone, but as New Years go -10°C, record sales, and Manchester United 0 - 1 Leeds United, for me, is as good as it gets!

To all our staff, suppliers and customers alike, I hope you have a great 2010 and I hope you enjoy this Newsletter.




Steve Gelder MBE
Managing Director

Sales Bounce Back after 3rd Quarter Misery

Record quarterly sales of £9m have helped end 2009 on a high with all areas of the group performing well.

Finance Director, Russell Cunliffe, commented that "as with almost all other businesses, 2009 had proved to be a very difficult and challenging year, our 3rd quarter performance was extremely poor, so having record sales of £9m in the final quarter is a great way to end it;" adding, "margins do however remain extremely tight so focus on costs and getting better value for money remains paramount".

Apprentice of the Year

The Gelder Group's "Apprentice of the Year" Awards took place on Friday 11 December 2009 with 3 titles up for grabs. Most Progression in Studies award – won by Plumbing apprentice Ame Austen, Team Choice award – won by Bricklaying apprentice Aaron Whittaker and Apprentice of the Year award won by Joinery apprentice Sam White. Runner Up was Plumbing apprentice James Dembrey.

Gelder Group has 18 full-time apprentices and this is the second year that the awards have been held.



Pictured from left to right:

Sam White, Aaron Whittaker, Steve Gelder, Ame Austen, James Dembrey

Group Join Elite of 37 IIP Champions

Following on from achieving 'Investors in People Gold' during the Summer of 2009, the Group has now joined an elite group of 37 role model organisations classed as IIP Champions.

The select band of companies that includes, Prudential, Nationwide Building Society and Guinness have all achieved role model status for the way in which they lead their people by example, support continuous improvement and continually raise performances.

All 'Champion' status IIP companies have committed to promote the Investors in People organisation by giving presentations, mentoring and having open days to allow fellow organisations to see firsthand how their businesses are run and what is required to become an IIP Champion.

Training Manager, Mike Johnson (right) commented that he was delighted with this latest award and looked forward to showing aspiring organisations around the Gelder Group.



**INVESTORS
IN PEOPLE** | Champion

Works Progressing on Modular Building at Lincoln County Hospital

Works on the Group's largest ever modular building contract at Lincoln County Hospital are progressing well. The prefabricated modules are now in place and bolted together with the first wards due to open shortly.

The state of the art £6.5m construction is said to be the future of NHS buildings and has attracted substantial media coverage from the Lincolnshire Echo and BBC Look North.

Major Contracts Director, Kevin Manterfield, commented that "this method of construction is ideally suited to the NHS due to time considerations of a traditional build", adding "an awful lot of work has gone into the preparation stages but the onsite time is considerably reduced minimising the day to day disruption to the hospital".



Works progress with some of the 56 modules being lifted into position

Group Make Top 50 in Good Employer Guide

On receiving the news that Gelder Group had made it in to the Top 50 of Building Magazines Good Employer Guide, Training Manager, Mike Johnson commented "to be one of the top 50 companies in the UK is excellent news. Here at Gelder Group we have always promoted the feel good factor".

Selection for the accolade is based on a confidential staff survey with the aim of shining a light on the very best employers in the Construction sector.

The results are based on a number of factors such as benefits offered by the company, staff attitude towards a variety of topics, social responsibility, inspiration and the ability to contribute.



£1.5 Million Demountable Building Framework Boosts Sales

Gelder Group's Small Works Department is celebrating securing a 3 year framework to deliver demountable buildings and the reallocation of existing buildings across Lincolnshire.

Regional Manager, with overall responsibility for the works, Paul Massam, commented that "the continued expansion of the division, coupled with the wide variety of skills already present in the department means that we are able to successfully compete for contracts such as this". Adding "it's a great start to the new decade".

Pictured – the first demountable building being lifted into position – inset Regional Manager Paul Massam



Appointments



Amy Goulsbra, joins the Group as PA to the Managing Director. Amy holds a HNC in Business, as well as numerous administrative / secretarial qualifications. Amy previously worked as an Admin Office Manager at Lincoln College. She has over 19 years experience.



Mike Pearson, joins the Group as Estimator. Mike obtained a HNC from Grimsby College in 1994 and has over 15 years of estimating experience with local and national building contractors.



Kerry Griffiths, joins the Group as a Claims Manager. Kerry holds a HNC in Construction. She previously worked at Ken Wood & Sons for 4 years as a Technical Administrator, but also has 4 years of dealing with reactive and planned maintenance at ACIS Group.

Diary Dates

*LRFC Gelder Sponsored
Grimsby v Lincoln Game - 20 February 2010
Gelder Camp - 11 - 13 June 2010*

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.

Congratulations to...

Accounts Team Celebrate "Champion Team Status"

Gelder Group's Theme of 2009 was "we're not a Team of Champions, we are a Champion Team" and in line with this each department competed for the "Champion Team" title by attending a training evening at PGL's Caythorpe Training Centre.

The Team Challenges took place every Monday evening over a period of several months. Various challenges were set involving team work, planning, organisation, taking ownership and communication. Additional points were also awarded for bringing 2 external customers.

Each team was scored independently by PGL staff with the Accounts team scoring a fantastic 88 points out of a possible 100, pipping Major Contracts into second place by just 2 points.

The Team can now look forward to an expense paid night out on the company.

Pictured – the winning Accounts team after receiving the award from Group Managing Director, Steve Gelder (centre rear) with external customers Dave Treasure (front left) and Alison Summers (centre front) of Jacksons Building Centres



Amy Goulsbra is the new 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 amy@gelder.co.uk or alternatively you can download our newsletter via our website.

