



Hello and welcome to a special Royal edition of our quarterly newsletter.

As the Queen's new Sikorsky S-76C++ helicopter with its huge twin Turbomeca Arriel engines thundered in to land, I realised that this was probably the most impressive entrance anyone coming to visit the Gelder Group would ever make.

For the second time in 5 years, we had somehow convinced the Royal Family that one of them should call in and meet the team. The Duke of Gloucester said yes, borrowed his cousin's helicopter and here we were, 250 guests, staff, the Chief Constable, the Lord Lieutenant and his wife.

Our visit was scheduled for 50 minutes; it ran to 80 minutes as the Duke, who was clearly enjoying himself, took time to meet Gelder Group staff and guests and experience firsthand all the quality, positive energy and team spirit that exists at the Gelder Group, even writing to me after the event to say as much.

Yes, we are operating in a tough economic climate and yes, it's no fun, but I have no doubt that in the years to come we will look fondly back on 17th June 2010 as the day we again lifted the bar, tweaked the throttle and accelerated our expansion.

Well done to everyone who took part, good luck to the 2 new companies launched on the day, a big thanks to our customers who made it an extra special week by placing with us £6m of new orders and a special thanks to all those involved in organising the event, you did a great job.

I hope you enjoy this special edition of our newsletter.



Steve Gelder MBE
Managing Director



Best Week of the Year for New Orders

It was as if fate played a hand in making the whole week of the Royal Visit special. Not only did the sun shine but several new orders were secured, including over £800K for two church bodies, a £1.4m housing scheme, a £750K mechanical project for Lincoln University and £1m of new home sales which together lifted the Group's order book by some £6m, the largest weekly increase of 2010.

Meet and Greet

30 minutes of HRH The Duke of Gloucester's visit was given over to an unplanned walk around meeting both Gelder Group staff and invited guests. People commented about how at ease the Duke made them feel and at just how well informed he was about the Gelder Group, even commenting that he wished he owned shares in the company!

Pictured - HRH the Duke of Gloucester shares a joke with Merlin CEO Richard Webster - looking on Andy Edden and Mark Hodges both from Merlin.



Pictured - HRH The Duke of Gloucester talks to Thomas Thistlewaite - the Group's first ever customer in 1988, we built him a garage.



New Website Launched

The 17th June visit by HRH The Duke of Gloucester saw the culmination of a great deal of work and effort by the Group's website designer Dan Price when His Royal Highness agreed to launch the new website he had been working on for the past four months.

The new site, which is much easier to navigate, is clearer and sets out the services delivered by the Group as well as listing other Group companies. It also includes downloads and case studies for both perspective and existing clients to view.

Pictured - HRH The Duke of Gloucester launches the Group's 2010 website whilst visiting the company's main training room of its new £650K Training Academy, watched by Richard Stringer (left) and Dan Price (right).



Two New National Companies Launched

By pressing a specially created red button the TV screens came alive, Xeric House was open and two new national companies, Home and Dry and Xeric Systems began trading.

Home and Dry will deliver a national service to insurance service providers who seek a much needed “common sense” approach to the drying of flooded and water damaged properties and structures with its national network of experienced restoration companies all trained and Dewpoint certified.

Xeric, with its £1m of specialist trailer mounted kit will provide both a speed drying service on large commercial insurance claims, along with a specialist pest elimination service. Working alongside Ecolab, the world’s largest pest elimination company, Xeric delivers a cost effective and eco friendly service that uses high temperatures to sanitise anything from hotel rooms, railway carriages, breweries and bakeries suffering from infestations of bed bugs, dust mites, moths and insects in all stages of their life cycles.



‘Squelch & Burn’ Business Takes Off

The Gelder Group’s Training Academy is working on a joint scheme with Young and Safe in Gainsborough (YASIG) and the Trent Valley Academy (TVA) to re-engage a group of disaffected youths that have fallen out of mainstream education.



The aim of the scheme is not to judge but to engage the kids in to something useful and a company has been set up that creates “brickets” from old newspapers that burn similar to traditional logs. The kids have named this company “Squelch and Burn” and were given a place to sell their product in the official marquee erected to welcome the Duke.

The kids sold out of their product and have taken forward orders that will keep them busy for months. The change in their behaviour has been amazing to witness and everyone at the Gelder Group are all extremely proud of them. We hope this success will give them the confidence to believe in themselves and their undoubted entrepreneurial ability going forward.

Pictured-HRH The Duke of Gloucester inspects the brickets manufactured by the TVA kids.



Planting of Oak Tree Marks the Completion of 5 Year Long Project

The planting of a “Royal Oak” by his Royal Highness the Duke of Gloucester was the last duty performed by the Duke. The tree, the three thousand five hundred and first tree to be planted signalled the culmination of the Group’s 5 year 15 acre ecological project that, apart from the trees also includes 1.5 miles of paths made from recycled building materials, a one acre lake, a worm farm and a 55,000 litre grey water system that now sees recycled rainwater used to flush all the Group’s Head Office toilets and wash the Group’s 186 vehicles.

The companies ecological park also forms part of a wider Group carbon offset and waste awareness project that has seen the company invest £600K into Greentech, its waste recycling arm that reduces its waste sent to landfill to less than 5% - the industry average being 28%.



Pictured Left - The Duke plants the Royal Oak tree and pictured right - The Duke talks to the crowd at the conclusion of his visit.

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.

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

