



Autumn 2010

Hello and welcome to our Autumn newsletter.

Current market conditions present many challenges - or opportunities? Wafer thin margins, government spending cuts, employee anxiety and the fact that 46 construction related companies per day are failing mean that it is very easy to get sucked into the general misery of the current market, the here and now, and lose sight of the bigger picture.

A quick glance through this newsletter gives a snapshot of what the future holds for the Gelder Group - Home and Dry brand delivering real cost savings for one of our largest clients - see opposite, new store contracts signed with Tesco's and Sainsbury's - see over, the first of several planned new regional office openings at Kings Lynn - see over.

The fact is there could be so many more - our Xeric brand is eliminating bed bugs nationwide, our Repair and Maintenance Division's sales are up 800%, our new Demountable Buildings Division has just recorded £1m of sales and our Training Academy is about to open a purpose built flood building - the best in the UK.

A mere 12 months ago I would not in my wildest dreams have expected us to be building new Tescos, portable classrooms, eliminating bed bugs, operating out of Kings Lynn or training loss adjusters and insurers how to dry and reinstate water damaged properties, but all these are now a reality. The current market may not be much fun but it has created some very exciting opportunities.

Thank you, as always, to all our customers, suppliers and staff for your continued support, it is greatly appreciated.

I hope you enjoy this newsletter.



Steve Gelder MBE
Managing Director



First Female Apprentice at Barlborough

North Midlands Regional Manager Mick Millership has expressed his delight in taking on the very first female apprentice at our Barlborough branch. Emily Murdoch had to fight off tough competition from over 40 applicants who applied for an apprenticeship. 17 year old Emily from Rainworth near Mansfield, after leaving school attended the West Notts Construction College where she acquired the talent to become a painter and decorator. Emily who is truly a team player, and describes herself as a bit of a tom boy, is also a keen swimmer with the Mansfield Swimming Club, and is a Second Dan Black belt.

Emily, (pictured centre) with Mentor Chris Warnes (left) and Mick Millership (right)



Elvis Makes Golf Day Extra Special

Gelder Group's third annual Golf Day again enjoyed sunny weather despite forecasts of rain. 75 players competed for individual and team prizes at Lincoln's Torksey Golf Club with an evening meal and presentation afterwards.

In an unusual twist to the day, an Elvis Tribute was booked to coincide with the 25th Anniversary of his death and the Group named the day as 'A Day with the King'.

Elvis went down a storm, serenading the players on the first tee, welcoming guests and presenting prizes during the evening. He will certainly be a tough act to follow in 2011.

Winners on the day were:-

Individual - Graham Daubney (pictured left) - Mouchel - 39 points

Team - Gary Finn - Thornton Firkin, Dick Woodcock - Gelder Group, Matt Croft - Lincoln University (pictured right) - 89 points

Staff - Steve Gelder - 35 points

The Gelder Group's Golf Day is now firmly fixed in the industries corporate calendar and the organisers have already started work on 2011's event.



Graham Daubney receives his award



Winning Team of Gary Finn, Dick Woodcock and Matt Croft

Speed Drying is a hit with the NHS

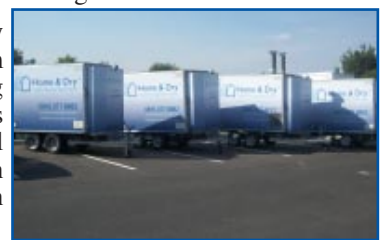
When you arrive for work to find that your office has suffered a burst pipe over the weekend and it's flooded to 2 inches deep, you know you are in for a difficult week.

This is exactly the scenario that greeted 45 NHS Trust staff at their Sleaford offices recently and which gave Gelder Group company Home & Dry the opportunity to show off its new trailer mounted speed drying kit.

Within hours of receiving instructions the team were on site, drying the 3,100 sq ft offices out inside six days - about a 7th of the time it would have taken conventional drying kit to complete the works, reducing the consequential financial loss of relocating 45 staff and the hiring of additional office accommodation to the absolute minimum.

David Shepherd, Engineering Manager for the NHS Trust comments "from our initial contact with Home and Dry to completion we experienced a polite and punctual service. Our enquiries and calls were dealt with professionally and we found the staff informative and punctual. The total process was carried out successfully with no damage to the property and within the agreed timescale".

Gelder Group's Home & Dry brand has at its disposal £1m of trailer mounted speed drying equipment which it operates nationally via its Lincoln Call Centre. For more information please contact Caroline Bevis on 0845 077 8882.



Contracts Signed with Tesco and Sainsburys

Gelder Group's Development arm Tillbridge Developments are delighted to announce the signing up of Tesco's for a small store on Oxclose Lane, Nottingham and Sainsbury's for a development at Carholme Road, Lincoln.

In addition to the above, lawyers are working with Sainsbury's on two projects in Louth and a further project with Spar in Gainsborough.

The combined value of the above projects is £5.4m and subject to planning approval all projects should be on site in 2011.

Tillbridge Developments Director, Giles Walter (pictured right) commented on the announcements that "we are absolutely delighted to have now exchanged contracts with these two well known operators and look forward to working on the construction phases of the developments". Adding "our clients have an appetite for opening many more stores in the region so if any of our readers are aware of suitable sites please contact us".



Pictured - Tillbridge Developments Directors John Barker, Steve Gelder and Giles Walter

Still the only Builder to have IIP Gold/Champion Status

One year on from being awarded Investors in People (IIP) Gold and then Champion status, Gelder Group remain the only building company to achieve this standard.

After having been only the 5th company ever to achieve Gold and then Champion IIP status, there have been another 80 UK companies that have stepped up to the mark and received the coveted recognition, yet Gelder Group remain the only Builder to hold Gold status.

Commenting on the standard, Group Training Manager, Mike Johnson (pictured) said - "Many companies have IIP recognition but few have stepped up to the mark and raised the bar, there are now four levels of IIP - bronze, silver, gold and IIP Champions which is only open to companies that achieve the gold status. The award is all about staff development and continued improvement, something that is clearly engrained in everyone at the Gelder Group".



Appointments



Clare Hindley joins the Group as Training Administrator. Clare has always worked in the construction industry and has always been heavily involved in training.

Bridget Chadderton joins the Group as Claims Manager at our recently formed Kings Lynn Office. Bridget has vast experience in this field and will be a major benefit to the Group.



Phillip Steadman joins the Group as Contracts Manager. Phillip previously was the Managing Director of F Steadman & Son of Horncastle, Lincoln. He has a vast experience in the insurance industry, carrying out many claims for major loss adjusters who are also mutual clients of the Gelder Group.



Ex Simons Construction Chief Operations Officer Roger Hall has been appointed in a part time role as Business Development Manager. Roger will be working alongside Gelder Group's Construction Director Dave Gladwin as the Group looks to increase its maintenance division's portfolio of clients and implement new reporting and delivery systems



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.

New Office in Kings Lynn

For sometime, the Gelder Group have been operating in the Norfolk area and have now opened a base in Kings Lynn - the Group's third regional depot.

On the Kings Lynn operation, East Midlands Insurance Repair and Renovation Regional Manager Paul Massam commented "initially a presence was required in the Norfolk area by some of our existing insurance clients following the demise of an existing network operator, however, there has been a month on month increase in demand for our services which has lead to us setting up a permanent base".

Other than Kings Lynn the Gelder Groups Insurance, Repair and Renovation Division operates from the Group's Lincoln, Barlborough and Kettering offices, handling over 6000 claims annually with annual sales of £12m. A further 3 regional offices are planned for 2011.

Pictured - Paul Massam (left) and Bob McColl (right) outside the new Kings Lynn depot



Congratulations to...



Accounts Assistant Helen Boocock and husband, Rolly, celebrate the birth of Nathan who was born on 28th June 2010 and weighed 7lb 8oz. Everyone at the group wishes the new family all the very best.

Contracts Manager Gavin Parker and partner, Catherine, celebrate the birth of Maisie Rose who was born on 24th September 2010 and weighed 6lb 10oz. Everyone at the group wishes the new family all the very best.



Pictured - Joiner, David Stephen's daughter, Suzy Stephen, Age 5, after catching her first fish in the Gelder environmental lake.

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.goulsbra@gelder.co.uk or alternatively you can download our newsletter via our website

