



Spring 2011

Hello and welcome to our Spring Newsletter,

In our winter newsletter and in relation to a surge in insurance orders caused by December's record low temperatures, I stated that "Our Superstars would shine". I wasn't wrong. Sales in our Insurance Repairs and Renovation Division are up by 44%. In addition sales in our rapidly expanding Demountable Buildings Division are up a staggering 152%(see bottom right).

As a whole the Gelder Group recorded 1st quarter sales of £8.5 Million, 15% up on 2010 and our best ever start to a new financial year.

Investments, painful re-structures and the ability of our teams to remain both positive and focused during uncertain times have led us into new markets. Our sales mix is now completely different to that of a mere 18 months ago and we are now enjoying moving from a mindset of retrenchment to expansion. We are very excited about the opportunities our two new offices (see opposite) will bring in 2011 and beyond as we welcome on board both Neil and Wayne and their respective teams.

As always best wishes to all our readers, customers and suppliers. I hope you enjoy this newsletter.



Steve Gelder MBE
Managing Director

'Safe Partner' Scheme Launched

Following a complete review of Health & Safety at the Gelder Group during the early part of 2011 and in an effort to assure safety at the Group is engrained in to the very finger tips of the organisation, 10 further managers have recently completed the highly rated 'IOSH Managing Safely' course. In addition May sees the Group roll out its 'Safe Partner' scheme that will enable qualifying sub-contractors to display the Groups new 'Safe Contractor' logos (Pictured). By February 2012 all group sub-contractors will have to register and qualify to the scheme to enable them to receive orders from the Gelder Group.



New Satellite Offices

Two new office openings, one in York and one in Birmingham, have expanded the Gelder Group's trading area by some 43% to now cover 28% of the UK population.

Buoyed by the success of the Group's first satellite office opened in Kings Lynn towards the end of 2009 and the availability of experienced personnel in both York and Birmingham due to the demise of national contractor 'Rok' the group has taken the decision to open two further satellite offices.

Headed by Wayne Richards and overseen by Regional Manager Bill Gillenan, the Birmingham office opened its doors in early April. Our New office in York opened on 3rd May. The York office is headed by Neil Wright and is overseen by Regional Manager Mick Millership.

On the new office openings Managing Director, Steve Gelder comments "The board and I feel that now is the time to extend further our trading areas, many of our existing clients have already expressed a requirement for our services in these areas and the current state of the economy, particularly within our industry, means that the right quality of people are available to make these offices an instant success".

Pictured: The Gelder Group's New Trading Area Map



Modular Demountable Buildings Division Exceeds all Expectations in 1st Quarter

With public expenditure cutbacks beginning to bite, Gelder Group's Demountable Buildings division has exceeded all expectations by recording full year planned sales of £800k during the first 3 months of 2011.

Demountable Building Division Manager, Pat Richmond comments "Although there is a slowdown in public expenditure many public bodies, such as schools, still require additional space. Our systems represent a fraction of the price of traditional builds and also take a fraction of the time to complete".

Gelder Group's Demountable division is unusual in the fact that we offer the complete service of manufacture, rental, delivery, storage, planning, siting and associated works. Traditionally these services are often procured separately.

Pictured - Alford School receiving their new classroom



Gelder Group Begin Roll Out of Greener Vehicle Fleet

Ten new 'ECONectic' transit vans have recently been added to the Gelder Group's fleet of over 200 vehicles. 12% more fuel efficient the new vehicles will achieve 39MPG and are far more environmentally cleaner, emitting just 189g/km Co2. These 10 vans will produce 250g/KMCo2 less than standard transits.

The new vehicles will predominately start their lives at the Group's new Birmingham and York Offices and also sport the Groups new van livery in which all phone numbers and office addresses have been dropped in favour of our website address www.gelder.co.uk and a description of the services the company provides.

These new vehicles represent the first expenditure in a planned £600K investment in the Gelder Group's vehicle fleet during 2011 as the company upgrades its fleet with ever more greener and more fuel efficient vehicles over the coming years.

Pictured - The New 'ECONectic' Vans



Agent Cliff Meyer Wins National Award

Cliff Meyer has been awarded the 2011 National Considerate Constructors Scheme Bronze Award for his management of a £3.5 Million design and build social housing project in Grimsby.

The Considerate Constructors scheme is designed to improve the image of construction and is an excellent accolade for both Cliff and the Gelder Group. The project was selected from 8,500 eligible sites and was amongst the highest percentile for consideration to its neighbours, respectfulness and for being both safe and tidy.



This development was particularly tight for space and has a complicated unique timber framed build with large over hanging roofs. The project includes 32 two bedroomed apartments and communal facilities.

Pictured - Cliff Meyer with the Award

Appointments



Hannah Grewcock (21) joins the Gelder Group as Client Relationship Manager for our Major Contracts team with the aim to provide support and enhanced customer interface to our widespread client base. Hannah, an ex Radio DJ and Tennis Coach, will bring a new dimension to the team's approach to client relationships.



Debbie Burton joins the Gelder Group's Insurance Repair and Renovation Division in Kings Lynn as Claims Manager. Debbie has worked in the Insurance Industry for 15 years. She is married with 2 children and is about to become a Grandmother for the first time.



Shayne Fothergill joins us as Contract Manager in the Lincoln Office. He lives with his partner and three children. He has spent the last 7 years working at ROK as a Build Team Leader.

Diary Dates

Gelder Camp 10 – 12 June 2011

Golf Day 9 September 2011

Contact us...

If you would like to receive further information about the Gelder Group and the services we provide please email info@gelder.co.uk or telephone 01427 788 837 to request an information pack.

Chris Kent's Team first recipient of "Team of Champions" Quarterly Cup

In an effort to try and recognise the best teams in our fast expanding Maintenance and Insurance Repair and Renovation Divisions the Group has introduced a "Team of Champions Cup". Awarded every quarter to the Contract Manager leading the best team in the eyes of the Directors, during the previous quarter.

The cup is retained for three months and comes with a £250.00 cheque to spend on a night out for the manager's team along with a small replica cup to keep as a memento.

On the award Group Managing Director - Steve Gelder comments "My co-directors and I wanted to come up with something that recognises exceptional service throughout the year. This award is just our way of saying thank you, take your team out for a few beers on us", adding "I am so happy that Chris's team won the first award, Chris is a great leader and has some very hard working and loyal staff".

The "Team of Champions Cup" is predominantly awarded to the team that records the best figures but there are also other considerations such as exceptional customer service and helpfulness towards colleagues. The judging is carried out quarterly by the main board of Directors.

Pictured - Chris Kent (Right) being awarded the 1st "Team of Champions Cup" from Managing Director Steve Gelder

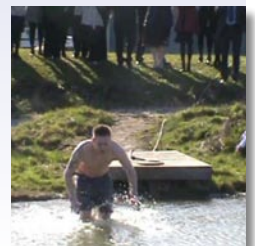


Ashley Creates a Splash for Comic Relief

Quantity Surveyor Ashley Kent has raised over £250 for Comic Relief by swimming two widths of the Gelder environmental lake. 21 year old Ashley comments that "it was suggested by my boss that I shave my head to which I quipped 'I would rather swim across the company lake' the next thing I knew the staff had a whip round and raised over £250 so I couldn't back out!".

Ashley added "I was pleased with the money raised but it was freezing cold, although I do hope it ends up being a Gelder tradition".

Pictured - Ashley Kent preparing to swim



Dawn Peel 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 dawn.peel@gelder.co.uk or alternatively you can download our newsletter via our website.

