



## Spring 2012

Hello and Welcome

The most significant thing that has happened to the Gelder Group since the last newsletter is that we have moved banks.

Re-financing a £40m+ operation is a task in itself, add to this re-structuring the whole way in which the company raises finance broken up across nine separate trading divisions, six separate companies and a holding company and there are a lot of meetings to attend, forms to be completed and signed and for this I am grateful for the support and assistance of our whole finance team. To our new bankers, NatWest, welcome to the Gelder Group, we chose you because of your enthusiasm and we look forward to sharing some exciting times with you.

A great strength of the Gelder Group is its diversity but the ultimate strength of any business comes from the quality of the service it delivers, "quality always wins through" and in this regard I am again indebted to our amazing people. National finalists at three awards already this year along with RoSPA's highest award for Health and Safety. We will soon need an extension to house all our trophies and certificates!

It's a tough world we are operating in at present but quality does and will always win through – to everyone associated with the Gelder Group, thanks for helping us to keep our standards so high.

Keep well, I hope you enjoy this newsletter.





## Gelder Group to star on DIY SOS for a second time

For the second time in six months the Gelder Group are to star in Nick Knowles DIY SOS programme. Our Kettering office and plumbing company Century supplied trades on the nine day project converting "Tesco" mum of the year Julie Jones' home in Huntingdon.

PICTURED: Our team with Nick Knowles and his team

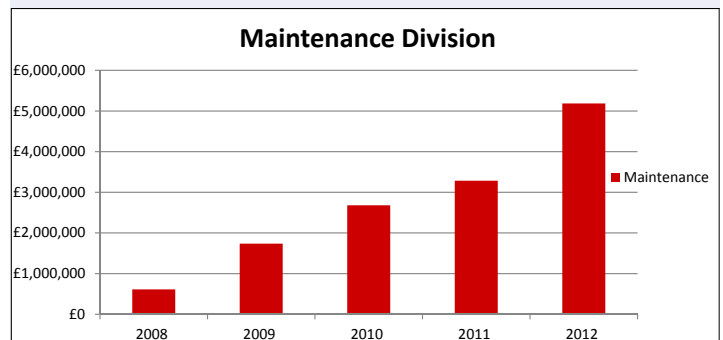


## 600% sales increase but division keeps growing

Gelder Group's facilities and maintenance division has again reported record first quarter sales and with combined May orders already totalling £1.5m it looks forward to achieving another full year sales increase.

Facilities management and maintenance is becoming an ever more important part of the Gelder Group's specialisms with sales increasing some 600% from £450k in 2008 to £3.2m in 2011 and forecasted at some £5m in 2012.

On the sales increase construction director Dave Gladwin comments, "with clients becoming ever more discerning surrounding capital expenditure there has been a swing to better manage and maintain existing assets that has benefited this division of the Group."



PICTURED:

Four year facilities and maintenance sales along with 2012's forecasted revenue.

## Group is Awarded RoSPA Gold for Health and Safety



"Excellent level of Health and Safety management throughout, all hazards and risks have been identified and addressed as part of the company's management systems in line with HSG65", were the comments from the Gelder Groups most

recent independent Health and Safety audit – praise indeed and why the group have been awarded the Royal Society for the Prevention of Accidents highest accolade for its health and safety systems and management.

PICTURED: MD Steve Gelder receiving the Gold Award from RoSPA Trustee Mike Parker CBE

## Only Builder to make the Insurance Times UK Claims Excellence Awards finals

Despite not securing the top award on the night Gelder Group's Insurance, Repair and Renovation division took great pride in the fact that it achieved another first of becoming the only builder to make the "Insurance Times UK Claims Excellence Awards" finals which took place at London's Intercontinental Hotel, Park Lane, London.

The glittering awards ceremony saw the Group commended on its Dewpoint training initiative surrounding its City & Guilds licensed water mitigation training courses that are being delivered from the Groups head office Training Academy.

Managing director, Steve Gelder, who attended the awards personally commented, "we are extremely disappointed that we did not win the main award but being the first UK builder to make the finals is some consolation. This and the fact that over 200 insurance professionals have now completed our training and exams, including some of the biggest names in insurance is quite an achievement."



### Major Contracts 1st Dinner Evening at Doddington Hall

Gelder Major Contracts Division held their first dinner evening at the historical Doddington Hall. The successful evening included a private tour for our guests around the Hall, followed by a delightful three course meal held in their wedding venue, built by Gelder Group in 2011. Our clients were entertained by speaker, James Birch, owner of the Hall who enlightened them with history about the venue as well as how the Gelder build came about for their wedding facilities.

The evening was organised and hosted by Business Development Manager, Zoe Summerfield. Kevin Manterfield, Director of Major Contracts commented, "a superb evening and a fantastic atmosphere".

*PICTURED: Gelder Group Managers and their guests outside Doddington Hall*



### Presentation in Parliament, another Gelder Group First

A presentation to some of the Insurance Industries biggest names inside Parliament proved to be another first for the Gelder Group and its ever growing Insurance, Repair and Renovation division.

Senior management consultant trainer, Stuart Baldwin and Gelder Group managing director, Steve Gelder, delivered a talk on "Personal Branding" including the effects and importance in business of both having a positive mental attitude combined with having a true understanding of how colleagues and customers alike view yourself.

A number of interesting exercises brought out the competitiveness of the attendees before complimentary drinks were enjoyed on the Commons Terrace which gave those attending time to reflect on what they had just learnt in world famous surroundings.

On the event Stuart comments, "it was great fun and I really enjoyed presenting in such fantastic surroundings" adding "the fact that the Gelder Group firstly has the ability to actually host an event inside Parliament and then for several well known Insurance company CEOs, managing directors and claims directors along with a Member of Parliament (Karl McCartney) and the Secretary of State for Education (John Hayes) attending demonstrates just how much standing the Gelder Group now has both within the insurance industry and in business as a whole".



*PICTURED: Steve Gelder welcomes guests in Portcullis House.*

### Appointments



John Ventress (51) joins the Gelder Training Division as Sales Representative. Born in Kent but resident in and around Lincoln for nearly 40 years John's main responsibility is to develop and market our training courses externally, but will also be involved with promoting our 'Acquire' Apprentice Training Agency, as well as working with Redline & Greentech to develop these brands.

### Diary Dates

**Gelder Camp - 15th, 16th and 17th June 2012.**  
**Gelder Group Golf Day - 7th September 2012.**

### 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](mailto:info@gelder.co.uk) or telephone 01427 788 837 to request an information pack.

### Join our e-newsletter

Scan the QR code with your smartphone to receive the latest news and information straight to your email.



Hannah Grewcock 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 [hannah.grewcock@gelder.co.uk](mailto:hannah.grewcock@gelder.co.uk) or alternatively you can download our newsletter via our website.

