



# MARSHALL MATTERS

**ANNUAL NEWS UPDATE**

WWW.MARSHALLCONSTRUCTION.CO.UK

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## **A MESSAGE FROM ROBERT MARSHALL**

**We have spent a lot of time this year reflecting on our past performance. It has been an exciting time, full of success as well as set-backs and challenges.**

Marshall Construction has been through downtimes and booms that have, in their own way, made us stronger as a company. The hard times made us 'knuckle down' and look at what was most important to us, whilst the good times made us nimble and fast on our feet.

As our company grows and expands we will strive to provide useful information (Marshall Mail) that will inform, educate and amuse. This is all in an effort to make Marshall Construction the best construction company we can be.

We can see green shoots of recovery within all sectors we work in and overall the economy is improving - therefore we should soon be seeing that improvement hit the Commercial Markets in the near future. We are definitely in a growth mode and appreciate all of my continued employee support and effort.



*The new Murray Studios in Anstruther were recently opened by Fife Provost, Jim Leishman, along with Murray Library Trustees and councillors.*

## **FROM BOOKS TO BEDS AND BUSINESS UNITS**

Marshall Construction recently completed the £800,000 second phase of the refurbishment to Murray Library, Anstruther.

The works consisted of the complete refurbishment of the interior of the main library building and the conversion of the old snooker hall extension to the north of the building. Externally we re-slatted sections of the roof, new lead work, flats roofs and refurbished the external windows.

The snooker hall was transformed into seven individual business units that are now being utilised by the creative industries. The main library was refurbished and has become a back packers hostel overlooking Anstruther harbour.

The Murray Library, established in 1908, was originally set up to provide a library and reading rooms, with educational and recreational facilities for the local community.

## **NEW STORE FOR WHISKY GALORE**

In keeping with our excellent record of working with drinks industry clients like Diageo & AG Barr, Marshall Construction is part way through our £2.5m contract to build two (linked) bonded warehouses for Chivas Brothers in Beith. The buildings are a steel frame construction, with roof/wall cladding and an extensive fire alarm and sprinkler system.

# NEW HOUSING AT HALLPARK

Marshall Construction have successfully completed Hallpark Social Housing Project.



Marshall Construction were awarded the £1.9m contract from Hub East Central Scotland/Clackmannanshire Council for the design and build of a new housing development on the site of the former Hallpark Annexe, part of Forth Valley College. The works comprised ground stabilisation, construction of 26 units, 2 bed-sits,

office with associated infrastructure and landscaping.

Marshalls were selected as the main building contractor (Tier 1) to deliver the project on behalf of Hub East Central Scotland Limited. Hub is a £500 million investment programme from the Scottish Government covering construction projects throughout Forth Valley, Fife and Tayside.

Robert Marshall, Managing Director commented "We are proud to have delivered this excellent project on behalf of Hub East Central Scotland



and Clackmannanshire Council for the people of Alloa. We have worked hard to forge relationships with the local supply chain to create a facility which will provide additional housing in the area and Marshall Construction is proud to have been chosen to deliver in our local community".

## SELECTION OF CONTRACTS IN PROGRESS

Care Home, Baillieston - £2.7m



Scone Palace, Perthshire - £confidential



Cultenhove Crescent, Stirling - £1.3m



Norbord, Cowie - £102k



Airthrey Castle, University of Stirling - £100k



## MARSHALL WINS UNIVERSITY CONTRACT



UNIVERSITY OF STIRLING

Marshall Construction has been appointed to the £1.5 million framework that will deliver various joinery and building works to commercial and residential buildings, both internally and externally for the University of Stirling.

In this latest framework success Marshall Construction was up against serious competition with a high number of contractors in the bidding process.

The framework will be delivered over the next three years, with the option to extend by up to 12 months and will run alongside our Roofing, Electrical and Plumbing services Framework's which were secured previously. Marshall Construction has been successfully working with the University of Stirling for over 20 years.

Robert Marshall, Managing Director commented "The new framework will seek to build on our long term collaborative relationship with the University of Stirling, improving further the delivery of projects on time, within budget and to the desired quality standards. Forging strong, long lasting relationships based on trust and performance are central to the success of frameworks and I'm delighted that Marshall Construction has once again proved its credentials with such high profile client."

## WORK STARTS ON LARKHALL HOME BARGAINS STORE



Marshall Construction has been awarded a £1.8m contract for the shell construction of a new Home Bargains store at Larkhall for T J Morris Ltd.

Marshall Construction competitively tendered the project – the works consist of the removal of existing ground to make way for a new substructure, slab and steel frame, together with steel cladding/roofing. External works included a new car park and associated landscaping/fencing and the provision of necessary services.

Marshall Construction Managing Director, Robert Marshall, said: "Our proven track record in delivering projects like this has helped us in pricing and winning this contract. We have successfully completed a number of projects for Home Bargains in Scotland and are looking forward to successfully delivering this project for them on time and budget."

# MARSHALL CONSTRUCTION CONCENTRATES ON CUSTOMER SERVICE

Here at Marshall Construction we are now into our summer build season and this is a good time to remind everyone what Customer Service means to us...



Kinnaird Primary School, Larbert - Contract Value £9.75m

Customer service is more than just a catch phrase at Marshall Construction - it means cultivating and maintaining strong relationships by collaborating with our customers to understand their needs and help them achieve their goals from the outset. We always aim to minimise disruption to our customers and we understand that a quality construction service means providing prompt and accurate information without our customers having to ask for it.

Teamwork lies at the heart of our culture. We work together with our customers, professional teams and our supply chain to develop innovative and value-adding solutions for our customers. Relationships have been the key to our past success and will be more important than ever in the future.

Marshall Construction has a dedicated Customer Care Department which supports the operational delivery of every project undertaken. We are committed to meeting the needs of customers in a responsive and flexible manner, ensuring that high quality standards are achieved throughout all stages of each project. The company's ability to build and sustain lasting relationships with customers is reflected in the high



Butterfly Development, Leith - Contract Value £5.3m



Kilncraigs Mill & Paton's School, Alloa - Contract Value £6.5m

number of repeat orders and negotiated opportunities we experience. We recognise that we often have to take into account the needs of differing stakeholders whilst engaged on a project and our efforts are designed to cater for the needs of all those affected by our operations.

All our work is carried out within the remit of our dedicated Customer Care Department and every Marshall Construction site is run by one of our experienced Site Managers who will deal with all day-to-day aspects of their project including progress, quality, safety and of course, customer liaison.

At Marshall Construction we pride ourselves on our commitment to customer service, as it is a key element to our successes. What our customers think has a genuine impact on the way we conduct our business.



Greenlaw Village, 3 Phases, Newton Mearns - Contract Value £6.4m

## CUSTOMER SATISFACTION BRINGS REWARDS

Marshall Scaffold have been extremely busy recently having invested heavily in our people, plant, fleet and equipment to enable us to maintain our focus on customer satisfaction and safety. Billy Carson, Operations Manager commented "We are committed to providing ongoing training to keep abreast of our customer's needs and requirements, ensuring that we meet or surpassed on an ongoing basis, by doing so we have been able to generate repeat business and develop our customer base." Recent contract wins include:

**CALA HOMES (WEST)** - Various sites in Doune, Bridge of Allan, Deanston & Balfron – Circa £400,000

**FALKIRK COUNCIL** - Parkhall Drive, Maddiston (5 blocks of flats) - £150,000

**FIFE COUNCIL** - County Buildings, Cupar - £150,000

**ROBERTSON CONSTRUCTION** - Various sites in Stirling, Alloa & Menstrie – Circa £200,000

**MILLER CONSTRUCTION** - Various sites in Glasgow – Circa £170,000

## MEETING AND EATING AT INSTITUTE DINNER

Marshall Construction recently attended the Royal Institution of Chartered Surveyors (RICS) Annual Dinner in Scotland, 12th June 2014 with a selection of staff and clients. RICS is the world's leading professional body

for setting standards in the surveying industry with over 100,000 members around the globe. The RICS Annual Dinner is one of the most anticipated and prominent events in town. The night proved to be an excellent opportunity for like-minded individuals to network, celebrate progress and have a fun night out!!



# MARSHALL CONSTRUCTION LAUNCHES NEW AND IMPROVED WEBSITE [WWW.MARSHALLCONSTRUCTION.CO.UK](http://WWW.MARSHALLCONSTRUCTION.CO.UK)

The new look website follows the Marshall Construction Ltd template to enhance and streamline the user experience across all divisions of the company.

Information on the full range of services we offer and historical information on projects and experience. The site will be updated on a regular basis with news, completed projects and new content, so please keep visiting the website! We hope you like it and we encourage you to contact us and send your feedback and enquiries.



## MARSHALL'S MUCKHART GOLF OUTING

On Friday 6th June, thirty staff ventured out in the Annual Marshall Construction Golf Day, held at Muckhart Golf Club, near Dollar.

Fortified by bacon rolls and coffee, each player was presented with complimentary "goodie bag/welcome pack" filled with Golf balls, hats, tee's and chocolate bars.

Whilst the weather was perfect for golf, some of the team tested the old adage that "a bad day on the golf course, is better than a good day in the office".

Following a two course dinner, the evening was brought to an end by a prize giving ceremony – where all participants were rewarded with a prize for their efforts.

Robert Marshall, Managing Director, commented *"This has been the biggest turnout to date, and it was good to see some new faces. This is one of my ways of rewarding the staff for all their hard work throughout the year and I would like to thank everyone that took part in making it such a huge success."*

Our thanks to Robert Marshall, Douglas Smith, Colin Grieve, Ken Smith and William Heads, for their efforts in making it a thoroughly enjoyable day. The event was further enhanced with some quality prizes, superb gifts and magnificent professional support.

## POOL CONVERSION NEARLY HOME AND DRY

Marshall Construction is nearing completion of the £3m Design & Build contract at The Speirs Centre, Alloa, which consisted of the conversion of the "A Listed" former swimming pool and gym into a new library and offices serving Alloa. The building required major structural alterations, repairs and the integration of existing features within the newly constructed layout. The project was procured through Hub East Central Scotland, to which Marshall Construction are a Tier 1 Supply Chain Partner.

## MARSHALL GAINS QUALITY AWARD

Marshall Construction is now an "Altius Assured Vendor".



Marshall Construction is very pleased to have successfully gained an Assured Vendor Award from Altius, one of the country's leading vendor assessment companies. We have undergone a rigorous application process that ensures our standards measure up across all key requirements from health & safety legislation to the necessary levels of insurance and corporate responsibility.

Using an approved vendor assessment company such as Altius gives buyers peace of mind that their suppliers are meeting all of their requirements. They work with some of the best known, blue chip companies in the UK and dealing with an Altius Assured Vendor reduces your risks, saves you time and money, and improves the quality of your supply-chain.



## APPRENTICE WINS PRESTIGIOUS AWARD

One of Marshall Construction's apprentices Craig Falconer has won an award at the Annual National Construction College Scotland Awards, 26th June 2014.



Craig was up against serious competition, however on the day he was awarded the top 1st year "Roof Sheeting & Cladding" Apprentice Award. Following on from 2013 when four of our apprentices came top of their year, Craig has scooped the first trophy available in 2014.

Robert Marshall, Managing Director commented "I am proud of what Craig has accomplished by receiving this award – this demonstrates that Marshall Construction apprentices are an excellent example of the value and positive impact Modern Apprentices can have in tackling youth unemployment and improving economic growth prospects. We have consistently shown our commitment to nurturing emerging talent year after year, we are big on developing skilled people and it really helps to have enthusiastic and capable apprentices who are willing to learn. Apprentices play an important role in our economy and it's good to see work is already underway with the next generation."

## NEW VANS DRIVE FLEET FORWARD



The new vehicle intake supports Marshall Construction's commitment to delivering outstanding levels of service to our customers. The new fleet supports Marshall Construction's mission of

developing environmentally advanced solutions that are highly efficient, exhibit low emissions and fulfil the exacting requirements of the business. The new vehicles are fitted with speed limiters & trackers to ensure the safety of our employees.

Robert Marshall, Managing Director commented "We are delighted to add 10 new vans into our current fleet of 140 and they will undoubtedly help our tradesmen carry out their duties. The decision to increase our fleet and continue to replace ageing vans is the latest initiative that reveals our vibrant forward-thinking and progressive organisation."



## HEAVYWEIGHTS JOIN THE FLEET

We have recently taken delivery of three tracked excavators, two 16 tonne and one eight tonne. The new acquisitions have been made to add to the fleet in order to service not only Marshall Construction's current and forthcoming earthworks, infrastructure and construction projects, but also to cater for our external customers.

Elaine Marshall, Plant Manager commented, "Our business is reliant on having the correct equipment to do the job, on time and with minimal technical fixes and down time as possible - delays can cost the company thousands in lost revenue so this is an investment we took seriously. We expect continued investment on equipment to service both current projects and future works and also as natural replacement of existing assets that have reached the end of their practical working life."

In addition we are also expanding our anti-vandal secure storage containers, which offer a safe storage solution for materials on site."



## CONTRACTS AWARDED

**Marine Harvest (VAP) UK Ltd (Hall A Builders Work Completion Contract) - £1.5m**

**Home Bargains, Larkhall (New shell construction) - £1.8m**

**University of Stirling – General Building Services Framework Agreement - £1.5m**

**University of Stirling – Roofing Services Framework Agreement - £212k**

**Forth Housing Association (16 two storey residential homes) - £1.3m**

**Clackmannanshire Council/Hub East Central Scotland Ltd (19 Housing Units) - £1.4m**

## AN ISLAND HOME?

Over and above their existing range, Marshall Homes is building a new development of stylish houses at Faulds Green near Tillicoultry.



Two types of home will be available – the Jura and the Arran. With a cutting-edge design and the latest building materials, both offer spacious accommodation with living room, kitchen and family room, utility room, bathroom and three double sized bedrooms. Ensuite facilities are provided with two of the bedrooms in the Jura and with the master bedroom in the Arran. Each house has a double garage and a large garden.

### Arran



### Jura



## POST PROJECT REVIEW – QUESTIONNAIRE

Marshall Construction are going to implement Post Project Reviews (Questionnaires) on a variety of our completed jobs. The purpose of the Post Project Review (PPR) is to review a completed project and find lessons learnt on what went well and what could be done better.

This review will be a fact finding exercise, it is intended to promote collaboration and agreement on what and why there were advantages and disadvantages to doing things a certain way.

Watch this space... coming to a project near you!

## FACEBOOK/ TWITTER

Marshall Construction Ltd Facebook and Twitter pages are two of the many methods of communication to support and promote the company. Why not give us a “Like” or “Follow us” to help raise our profile and spread the word...

