



# MARSHALL MATTERS

**ANNUAL NEWS UPDATE**

WWW.MARSHALLCONSTRUCTION.CO.UK

2017 EDITION



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## A MESSAGE FROM ROBERT MARSHALL

In the past year, we have worked on some amazing and challenging projects that have been highly visible to multiple stakeholders, including a mix of private and public customers. Our knowledge and abilities are constantly being put to the test and it is only through the tremendous efforts of our Marshall Construction teams that we have been able to achieve our many successes.

Our efforts within the construction industry continue to be rewarded with opportunities throughout Scotland. We are strongest when we work together, combining the individual talents and skills of our professional workers and support teams. We have demonstrated that, collectively, we can overcome any challenge.

We have established a good workload going into the next year and we see many opportunities ahead to bid for additional projects. As we look forward to the prospects and possibilities, I want to thank all of the dedicated people who give their best to this company every day. They are each an important part of the complex mechanism that drives productivity, and I sincerely appreciate

everyone who works hard to help keep Marshall Construction moving forward.

Our focus on developing our people, managing risk and upholding our commitment to building strong client relationships strengthens our ability to perform in this competitive market. Our goal is to deliver a win-win for our clients and for the company. I am very impressed with the efforts and dedication shown by each division of Marshall Construction to see their jobs through to completion and to remain persistent in achieving important milestones.

As I look back on our completed projects and consider the lessons learned from specific challenges, I can see that they have resulted in continual



improvements in the way we deliver our projects. The construction industry continues to face many challenges, however Marshall Construction continues to rise to the occasion, securing substantial work in multiple markets.

Fortunately, thanks to the efforts of our people, we have a reputation that keeps us at the top of the industry, and I know we will continue to be successful in this competitive market.

# TAKING THE SUMMER STEP CHALLENGE - THE ROBBIE COOKE STORY



## Step Count Challenge

So, I'm sitting at my desk minding my own business when an e-mail arrives from Paths for All suggesting that our company could get involved in a summer step challenge. One of the bylines suggests that walking is good for reducing stress.

Stress. I scratch my head and think – yes, I've heard of that. Aren't our estimators in particular always mentioning that word? I don't really understand this. So we keep them in a dark room in the basement from Monday to Friday but we do allow them to come upstairs for one hour of sunshine when they win a tender. They are no worse off than the surveyors who utilise the room next door for the torturing of sub-contractors. So if I get them all walking I'll reduce their stress level, reduce their moans and surely at the same time tick some sort of health and safety box. Brilliant.

We quickly get three teams together and we're off. First week passes by in a flurry of excitement, chatter and back slapping for us all doing so well. We should have stopped there!

Us humans are competitive creatures at heart. Teamwork sounds great but it doesn't take long for the self to come into play. "Well done for getting 20k steps" quickly turns into "How did you manage that? Are you sure you get that many for cycling? I thought you weren't walking last weekend?". You get the picture. Then we have Robert Marshall playing the strategy card. He goes off to Croatia for warm weather training but before he goes, he lines the rest of us up for a walking football competition. Easy-peasy we think. But NO, it wasn't. Three of us couldn't put our socks on without help for four days afterwards!

The weeks start to drag. We're not eating until 9 o'clock at night because we're out walking. We're losing weight and suffering from heat stroke one day and hypothermia the next. We've become reclusive. We can't socialise because we're walking. We can't drive anywhere to take on an enjoyable scenic walk because driving there wastes time. Sleep becomes difficult because you're frightened to sleep in and let other team members get a head start on you. I need to buy a new Fitbit because this one's not recording my true steps. Paranoia is rife!

At last though, it's over! We've completed 12 million steps, the surveyors and estimators have topped up their vitamin D levels and we are all stress free and still speaking to each other. Congratulation to Isobel Cooke who was our top stepper. We met the challenge alongside some of our customers, including: Guala Closures; Herriot-Watt University; Edinburgh College; Perth and Kinross, Clackmannanshire, Stirling and Fife Councils.

One thousand teams entered the challenge and Marshall Construction had one team finish in the top 16 and two teams fell just short of the top 100. Now we're all looking forward to the Autumn Step Challenge (he says lying like a hairy egg)...

Well done to all.....and keeeep steppin!

## ERIN MALLEY SHOWS THAT SHE IS ONE TOUGH MUDDER!

When it comes to buying our Erin is one "Tough Mudder". Erin's 13 year old daughter Olivia was diagnosed with Crohn's Disease last year and Erin decided to raise funds for the charity Crohn's and Colitis UK. So she entered this year's Tough Mudder event, held at Drumlanrig Castle in Dumfriesshire.

The event consists of 20 obstacles spread out over a distance of 12 miles. The course has been designed by Special Forces to test all round strength, stamina, determination and team work. The challenge is to overcome hills, icy water, muddy fields, rope climbs, fire and electricity. Erin is claustrophobic and did fear the many tubes and tunnels but she said "it was more fun than I thought". The highlight was the Arctic Enema - an icy bath followed by some electric shock treatment - all of which is a typical day in our Buying Department! At the end of the event, she was rewarded with a t-shirt, a head band and the best glass of cider she has ever tasted. However, the greatest reward is the £1500 she raised for the charity. Thanks to all those who supported her.



# NEW KIDS ON THE BLOCK AT MARSHALL CONSTRUCTION

## James Harley, Estimator

The price has always been right for James as we welcome him to the Estimating Department. James brings 34 years' experience within the construction industry to the company. Gaining a BSc in Building Economics and Quantity Surveying at Heriot Watt University in 1983, he has worked in both the private and public sectors on a variety of projects. James lives in Falkirk with his wife Elaine, daughter Emma and their dog who takes them for regular walks. They enjoy getting away on holiday in the caravan, touring as far as the south of France. James is a keen follower of Aberdeen Football Club - but he also enjoys watching good football during the season!



## Brian McDermott, Director

Brian's career in construction started with a trade's background and has developed into a senior management role. He is looking forward to working with an established company and a strong team as he faces the differing challenges within the industry.



Brian brings to Marshall's over 30 years' experience in construction gained in a variety of sectors including the petrochemical industry, defence and transportation. Projects include hotels, health and leisure facilities, student accommodation, schools and private and social housing. His main interests include the gym and the occasional round of golf.

## James Telford, Site Manager

Not exactly a new kid on the block, James has seen it all and done it all in his 50 years in the construction industry. A time served cabinetmaker and joiner, he ran his own cabinet making business from 1983 until the recent recession. He has managed many projects for a number of companies across a variety of sectors over the years. One of his interests is designing and building 1/12 scale dolls houses. He remains active by swimming regularly and playing chess.



## Bryan Ritchie, Buyer

Bryan started his career in estimating 16 years ago before moving into buying. He joins the company after four years working on the iconic new Queensferry crossing. Bryan is a regular Glastonbury Festival-goer and last year he proposed to his girlfriend Jane during a performance by Underworld. Happily, she accepted and they live together in Grangemouth with kittens Jarvis and Morrissey.



## Katie Watt, Administrator

This is second time around for Katie who joined Marshalls from college where she was studying for an HND in Administration. She left to widen her experience and has now returned because she loved it so much the first time. Her career goal is to be a PA one day. Katie enjoys going on holiday, walking, running, reading, and regularly attends Zumba. She has a keen interest in all kinds of music and attends gigs whenever she can and enjoys the cinema on date night.





# ACTING AS AMBASSADORS FOR OUR INDUSTRY

The construction industry in the UK is faced with the challenge of attracting an average of 48,000 new entrants to the industry each year. To help address this challenge, the Construction Industry Training Board (CITB) has created a Construction Ambassador Scheme as a way of encouraging the youth of today to enter the world of construction tomorrow. At the same time, STEM Learning has created a Science, Technology, Engineering and Mathematics (STEM) Ambassador Scheme to encourage young people to progress further in related fields.

Both schemes recruit experienced construction professionals to act as ambassadors for our industry. The aim is to encourage and inspire young people to decide upon a career in construction when the time comes for them to enter the world of employment.

Our Health and Safety Manager, Brett Sinclair, recently underwent the training to become a Construction and STEM Ambassador and will be sharing his career experiences in Civil Engineering, Construction Site Management and Health and Safety at a variety of events and activities over the coming years.

Construction and STEM Ambassadors can get involved in a wide variety of activities, all of which can have an impact on young people's learning and enjoyment of STEM subjects, including:

- supporting schools and colleges with lessons by bringing real-world problems for pupils to experience and solve
- giving careers talks or helping at careers fairs
- providing technical advice to teachers or practical support to STEM projects in and outside the classroom
- helping schools make connections with employers and industry resources
- working with governors to help improve the way STEM is delivered within a school



In June, Brett undertook his first event by assisting West Lothian College deliver a STEM day for Bathgate's Simpson Primary School. Primary 7 pupils attended the college for the day and carried out four different STEM related activities, including making bath bombs, racing rocket cars, forensic science and bridge building. Due to Brett's experience as a Civil Engineer, he assisted the children in the building of bridges out of paper and masking tape to span a 500mm gap between two desks.

The bridge had to be capable of supporting one of the rocket cars across the bridge. It proved to be a fun and challenging day for both the children and for Brett. He is used to building bridges out of far more sturdier materials than paper and masking tape!

Our involvement in the Ambassador schemes is the perfect way to contribute to our corporate social responsibility goal to promote and invest in the future of our industry by encouraging the youth of today into a career in construction.



## ANNUAL MARSHALL CONSTRUCTION GOLF DAY GOES WITH A SWING

Marshall Construction staff gathered around the first tee with fear and in trepidation as each awaited their turn to face the trial of the first tee on the annual Marshall Construction Golf Day. The 'dapper dressed' athletes were well prepared having consumed a bacon roll and a few beers on arrival at Dunblane Golf Club.

The competition was wide open and each player was encouraged as their first drive soared down the fairway. Well that was how some imagined it. Some entertained the crowd with drives in excess of 10m with a few fresh air shots, sorry practice swings thrown in.

Some excellent golf was complimented by others who seemed to want value for their efforts by taking as many strokes as possible or by taking the scenic route through the trees. The greens were blamed for the below par putting and the game was a bogey for some long before the end of the round. However, every one's efforts were rewarded with a meal and a prize giving ceremony where Gordon Boal was crowned winner for the second consecutive year. The longest drive, which was slightly more than 10m, was won by Scott Montgomery and the nearest to the pin was Gordon Boal. The festivities on the 19th tee improved everyone's recollection of their score and we look forward to next year's outing!



## A RENOVATION FIT FOR ROYALTY AT SCONE PALACE

Marshall Construction was recently engaged to undertake improvements to the coffee shop at one of Scotland's most important stately homes, Scone Palace in Perthshire. The Palace houses an outstanding collection of antiques, paintings and rare artefacts and the grounds are renowned throughout the world, making it one of the most popular tourist attractions in both Perthshire and Scotland. The aim of the project was to enhance the visitor experience of this iconic building and improve accessibility while provide a fresh, modern and contemporary feel to the coffee shop area.

Reuben Dawson and Graeme Hunter managed the works which included the creation of a new courtyard seating area to provide increased capacity for the coffee shop and the provision of new toilet accommodation. In addition, a new glazed screen with doors leading out to the courtyard was installed. New flooring and the redecoration of the corridor has created a brightly-lit, rich, warm environment leading to the coffee shop and new toilet accommodation.

The new toilets feature bespoke cubicles and vanity units that were created by our team of directly employed joiners. New sanitary ware and associated furniture and the supply and installation of beautiful Corian worktops completed this unique transformation.

As part of planned maintenance to the Palace roof, our team of roofers

and stonemasons undertook essential repairs to existing turrets, slate roofs, lead works and existing stone walls at high level.

Sarah Butler, Chief Executive of Scone Palace commented: *"We are extremely pleased with the recent renovation work carried out by Marshall Construction. The installation of a contemporary glass screen allows natural light to stream into the building and opens out to the new Courtyard seating area which offers an extension to our busy coffee shop. In addition, the new visitor toilets have enhanced our facilities and allowed us to maintain our five-star offering."*

Douglas Smith, Chartered Quantity Surveyor, Marshall Construction, said: *"We are delighted to continue our long and established relationship with Scone Palace and to have delivered this*



*new accommodation. The new facility will undoubtedly enhance the visitor experience and will welcome thousands of visitors over the years ahead. We take as much pride in the maintenance of the fabric of the building as we do in delivering new accommodation, as simply given its iconic nature, to preserve such an historical building, is a privilege for Marshall Construction Ltd and our workforce."*





## SUPPORTING CONSTRUCTION STUDENTS TO PROVIDE A LASTING LEGACY

A new scholarship supported by Marshalls and set up in memory of a former Fife College member of staff, Brian Mankelow, has been awarded to two students at a special ceremony at the College's Halbeath Campus in Dunfermline.

Apprentice painter and decorator, Erin Duffy, aged just 18 from Cowdenbeath and Quantity Surveyor student, Richard Dempster, from Dunfermline were delighted to be the first to receive awards in Brian's name.

Marshall Construction became involved in the creation of the new scholarship after the Fife College Estates Team contacted us. They were keen to do something in memory of their colleague Brian after he sadly passed away in 2016. With the help of the Adam Smith Foundation, the College's scholarship programme, the Brian Mankelow Scholarship was created.

Gaynor Jamieson, Trust Fundraiser for the Adam Smith Foundation, welcomed everyone to the presentation.

Anne Mankelow was delighted to attend the event with her family and said: *"I feel really touched that the College's Adam Smith Foundation has set up this scholarship to support students in memory of Brian. He enjoyed working at the College and would have been really interested to hear all about Richard and Erin and their achievements and proud that this scholarship had been set up in his name."*

Derek Clarke, General Building Commercial Director, Marshall Construction, said: *"College is a great stepping stone on to further education or employment and most of the staff at Marshall Construction have benefitted from college at some point in their life. We were keen to give something back to the community and this seemed to be the perfect opportunity."*

*Both Richard and Erin are great examples of how you can progress with a bit of hard work and support and we are delighted to help support them in memory of Brian."*

## LEADING THE WAY IN MANAGING HEALTH RISKS IN CONSTRUCTION

Through our involvement with the Scottish Construction Safety Group we became aware of a workshop scheme being run by the Health and Safety Executive (HSE) in relation to managing health-related risks within the construction industry.

The HSE were looking for contractors to volunteer and take in part in their Construction Health Risk Toolkit (CheRT) Scheme and to invite their smaller sub-contractors along to participate.

Marshall Construction volunteered to take part in the scheme and included the following key sub-contractors in the session:

- Falcon Joinery
- RDM Elite Bricklayers
- Alan Hunter Builders
- Kilmac Construction
- Cuchulain Construction
- Andrew Strain Construction

Two Visiting Officers from the HSE visited our Head Office at The Whins (Feb 2017) to conduct a facilitated discussion involving our Health and Safety Department and senior management of some of our key sub-contractors to share experiences, good practice and learning points.

The session included discussions on:

- Commitment – Leadership, Policy and Planning
- Management – Arrangements, Risk Control
- Involvement – Communications, Cooperation
- Evaluation – Data, Review

The HSE Visiting officers left the session very happy with the discussions held and were satisfied with the level of commitment from all involved. Our sub-contractors also enjoyed the opportunity to speak face-to-face with the HSE which is something that smaller contractors do not often get the opportunity to do.

The HSE Visiting Officers noted at the end of the session that Marshall Construction was the only contractor in Scotland to have volunteered for the scheme. This highlights the proactive approach Marshall Construction is taking to protect the health of all the workers employed on our sites.



## UPGRADING ALYTH PRIMARY SCHOOL - PHASE ONE COMPLETE

Our primary school project in Alyth, Perthshire is progressing well with phase one complete. Marshall Construction is delivering the project for Perth and Kinross Council as part of the hub East Central Scotland programme, which is a joint partnership between public and private sector organisations aimed at developing and delivering better local services in the area.

The project is comprised of the alteration and extension of a Grade-B Victorian school building within phase one and the demolition of an existing 1960's primary school and delivery of new landscaping and parking within phase two. Phase two which is due to complete later in the year.

The building takes a courtyard form to unite the nursery, primary and public elements of the project and to create a protected external learning space. The principle of shared learning is key and is realised through open-plan classrooms, break-out spaces and a terrace which extends from the first-floor library to overlook the central courtyard.

Robert Marshall, Managing Director, Marshall Construction, commented: "We're delighted to be continuing our partnership with Perth and Kinross Council and hub East Central Scotland in constructing modern and sustainable learning environments that will benefit local communities for years to come. It's exciting to have reached this major milestone and know that work will soon be nearing completion, making the new and improved Alyth Primary School a reality. I very much look forward to seeing the school open and seeing pupils being taught in modern, first-class facilities."



## DEVELOPING DIVERSITY AT MARSHALL CONSTRUCTION

Our ability to adapt to any project challenge sets Marshall Construction apart. With diverse capabilities, a large workforce and expansive fleet and equipment, we respond quickly to ever-changing project needs.

- Driving understanding, education and awareness
- Ensuring everyone is empowered to succeed
- Valuing each person's skills, ideas and perspectives
- Proactively seeking diverse industry partners and suppliers
- Supporting our communities




## 43,000 NEW REASONS TO SHOP AT ALMONDVALE, LIVINGSTON

Marshall Construction has recently completed works to construct 43,000 sq. ft. of new retail space at Almondvale, Livingston.

The town centre development comprises two retail units with associated car parking. One unit totaling 20,000 sq ft is home to furnishing company Dunelm, whilst the second unit of 23,000 sq ft is occupied by variety retailer B&M and also features an additional 5,000 sq ft garden centre.

Gareth Bland, Development and Bid Manager, Marshall Construction commented: "The new retail development has provided greater shopping choice as well as creating new jobs both in-store and during our construction. We were delighted to be awarded the contract and are very pleased with the finished result. The completed development is absolutely stunning and I am sure both stores will be a real hit with local people."





## DRILLING DOWN TO FIND THE RIGHT BUILDING SOLUTION FOR CORECUT LTD, BROXBURN

Specialist drilling company Corecut Ltd had outgrown its existing premises in Broxburn and their Managing Director, Finlay Crocker, approached Marshall Construction for advice on how to procure a new facility. A team was formed with Marshall leading the process and including an architect and an engineer, and a design was produced to reflect the aspirations of the client. However, once it was priced, the costs were above the client's budget and a value engineering exercise was commenced.

Marshall was committed to reach a Design and Build solution that would deliver a good quality product, at the same time as meeting Corecut's business needs and established budget.

Collaborative meetings were held, with Marshall providing advice and costed options, which allowed Finlay to make informed choices. Through these meetings a good relationship developed between all parties, and a solution was reached. An acceptance to commence the works was issued, along with an instruction to add a further two bays. The collaborative approach also continued during the construction process on site.

This has concluded in a project that Marshall is very proud to be associated with and a delighted client.

Finlay Crocker, Managing Director, Corecut, said: *"From my initial discussions with Robert Marshall to the project completion, Marshall Construction have listened to what we required and demonstrated a clear understanding of our brief by delivering a successful Design and Build project that completely fulfils our requirements both technically and commercially."*

*The project team led by Ralph Anderson were always a pleasure to deal with and reacted very efficiently to changes in the specification when required. They were*

*always keen to offer value engineering solutions to issues that arose during construction process to ensure that the project was delivered on time and within the budget agreed."*

Gareth Bland, Development and Bid Manager, Marshall Construction, added: *"This project has been a great success for everyone. We are delighted with how the building progressed. We worked very closely with Finlay and the design team throughout to ensure that every step was completed smoothly. Our success is based around our non-contractual, collaborative and problem-solving culture, which is not always common in the construction sector."*

## CELEBRATING CONSTRUCTION AT THE RICS SCOTLAND ANNUAL DINNER 2017

The Marshall Construction team had a night on the town entertaining clients and consultants at the recent Royal Institution of Chartered Surveyors (RICS) Dinner in Glasgow. The annual event provided a chance to catch up with old friends and make new acquaintances and proved an enjoyable evening, with comedy provided by guest speaker Patrick Monahan.







Dens Road,  
Dundee

## CULLROSS...THE TRUE MARSHALLS

Cullross has successfully worked with Marshall Construction over a number of years delivering multiple housing projects together, where they have continually demonstrated diligence, partnership and professionalism. They are a conscientious, safety focused, cost efficient, forward thinking company who promote traditional building standards whilst embracing modern structural systems and promoting innovation in the industry.



They are very passionate and enthusiastic about delivering client satisfaction, and ensuring the works are completed on programme and within budget. They solve issues before they become problems, which was refreshing and encouraging.

Cullross appreciate and enjoy working with an old school 'one man's name above the door' company, which has major benefits for both parties. They are a family orientated company that embrace traditional skills, local employment and career progression for employees - something that Cullross fully endorse. They also give a personal touch, offer new ideas, and foster a positive approach to each project, which demonstrates a refreshing attitude to the current trends within the construction industry.

Marshall Construction is a highly motivated company who are continually looking for the appropriate opportunities to expand and progress their track record of successfully delivering projects.

Together we have developed the following portfolio with completed works at:

- BurdieHouse Road, Edinburgh (18 Units)
- Dens Road, Dundee (21 Units)

### Works in Progress at

- Bay Street, Port Glasgow (41 Units)
- Loaning Road, Edinburgh (59 Units)

### Future Opportunities

We look forward to a growing a successful partnership delivering future developments throughout Scotland, delivering quality, award winning affordable homes, and more.

That's why we are discussing a number of significant construction projects with Marshall Construction.

By Ryan Fletcher, Cullross



BurdieHouse Road,  
Edinburgh

## UNIVERSITY OF STIRLING

The University of Stirling has engaged Marshall Construction as a multi-trade contractor for over twenty years. More recently, the University conducted a European-wide tender exercise to procure a multi-trade principal contractor to deliver minor works projects, reactive and planned maintenance activities on the Stirling Campus and field stations over the next three years. Marshall Construction's successful tender was of a very high quality and offered all round value for money for the University.

This current framework will see Marshall Construction engaged in a wide range of projects including refurbishment of offices, teaching spaces and laboratories, external landscaping works, maintenance activities and building services installations. With both parties committing to a partnership framework arrangement, there are significant benefits including commonality of site personnel, subcontractors and suppliers, which reduces costs and raises quality through a continuous improvement approach. With a supply chain that is striving for continuity of service and personnel, they will ensure that our project and maintenance activities are delivered within a live campus environment, without impact on the University's daily business activities.

Due to the commitment of both the University and Marshall Construction to the framework, Marshall Construction now has a dedicated team of supervisors and operatives who are wholly engaged within the University of Stirling framework. The framework is presently sustaining full-time employment for four staff, and up to 30 trades personnel. This is in addition to the positive impact it is having on the local subcontractors.

The framework has also allowed Marshall Construction to maintain its long-established apprenticeship programme. There are currently 12 apprentices, at various stages in the scheme, deployed to work in the University. The apprentices are undertaking specific tasks which allow them to develop all the experience they require. The framework has provided, and will continue to present, a wide range of challenges that have supported the apprentices and ensured their professional development in the construction industry.

The University looks forward to continuing its partnership with Marshall Construction, and their local supply chain, to deliver developments across the estate - which is considered to be one of the most beautiful, vibrant and environmentally-sustainable higher education campuses in Europe.

By Alasdair Tweedie, University of Stirling



# GENERAL BUILDING DIVISION CONTINUES TO ACHIEVE STRONG GROWTH



Derek Clarke

General Building Division reports another year of strong sales growth, which has been achieved through selective tendering. We're delighted to be working with a wide range of customers, many directly or through established consultants. The ability to retain customers can never be taken for granted and we strive to meet and exceed client expectations in our pursuit to develop long-lasting relationships.

Small enough to care but large enough to deliver, General Building directly employs over 150 skilled trades operatives, many of whom served their apprenticeship within Marshall Construction. Some members of staff have further developed their roles within the company, becoming supervisors and managers. The additional control this provides ensures projects and customers receive an effective proactive or reactive service to meet their needs, with higher levels of flexibility and service delivery. Another benefit is that repeat customers prefer to have the same teams working within their premises where operatives build up a detailed knowledge and understanding of the client's site processes and rules. Our professional and dedicated management team are on hand to meet regularly with customers and ensure projects are running on time and meeting all objectives.

This year we have completed a number of high profile projects including:

- A £1.3m public realm works at Springfield Quay, Glasgow to upgrade large public parking facilities within the leisure park and the creation of additional street furniture, lighting and surfacing works. The signature piece of the remodeling project was the creation of 2m<sup>2</sup>, 12m high totem which shines brightly when lit and can be seen clearly as commuters cross the Kingston Bridge.
- A further phase of upgrading works at Bandrum Nursing Home in Saline, Fife.
- A nursing home refurbishment approaching £1m in Ferry Road, Edinburgh.
- Builders work packages for grocery retailer Aldi for store expansions in Kirkcaldy, Musselburgh and Newton Mearns.

Framework contracts provide a cornerstone for our business and deliver many benefits for contractors and customers alike. As a University of

Stirling Framework Contractor for the last 25 years, we were delighted to be awarded the Single Multi-Trade Principal Contractor (Minor Building Alterations and Refurbishments) framework earlier in the year which consolidates our framework contractor status with the University for another three years. This is a strategic contract for us and provides work stability and continuity for our local workforce. We are half way through a three-year Minor Works Framework Contract with Fife College which also sees us working across several campus sites throughout Fife.

We continue to gravitate towards Scotland's thriving food and drink

industry, with customers including Marine Harvest, Diageo, Chivas Brothers, Nairns Oatcakes, Campbell's Shortbread of Callander, Devro, Uin Foods and Aldi, to name a few. Many of our customers rely on Marshall Construction to carry out reactive and routine maintenance, small and large refurbishment and project works. We strive to deliver the full service to our customers. We find that this approach helps provide continuity for our workforce as well as developing stronger relationships with our customers by understanding their business needs and ensuring that our service delivery supports them.

We have recently secured, or are currently working on, a diverse range of projects approaching a value of £8.5m, including:

- SRUC Oatridge Campus – refurbish student residence shower pods and roofing works
- Falkirk Council – toilet refurbishment at primary schools – summer holiday works
- St Georges School, Edinburgh – new sports pavilion
- Glenalmond College, Perthshire – refurbishment of student accommodation
- University of Stirling – curtain walling renewal, roofing and cladding renewals, drainage renewal and various summer projects
- Fife College – various classroom alterations, external fabric repairs and summer holiday works
- Foswell House, Auchterarder – refurbishment of dwelling
- Kippen Surgery – refurbishment and extension
- Diageo – renewal of roof membranes and drainage upgrades in Blackgrange and Blythswood
- Port Ellen Maltings, Islay – renewal of roof cladding
- Gilmour and Dean, Glasgow – demolition of existing building and construction of new office block
- Marine Harvest, Rosyth – new effluent plant and various repairs and small projects
- Uin Foods, Cambuslang – new bakery facilities
- Wm Grant and Sons, Bellshill – renewal of brickwork boundary wall at headquarters
- Aldi, Robroyston – extension and refurbishment of store, including groundwork and builders work packages
- Parabola Capital – refurbish warehousing in Cumbernauld
- Chivas Brothers – reroofing warehousing at Dalmuir Bond
- APSS – builders work package for new store at Uddingston
- Veolia – replace sewer pipe work at Dalkeith

With changing market conditions, our emphasis on repeat business and consolidation of new and existing customers remains the same and is at the forefront of our business model.





## CRYING FOUL AT CHARITY WALKING FOOTBALL TOURNAMENT!

Hillcrest Housing Association are celebrating their 50th Anniversary with their '50 Grand to Lend a Hand' fundraising initiative supporting the charity The Brae Riding for the disabled.

In June they held a five-a-side walking football tournament at Craigie Community Sports Hub in Dundee. Marshall Construction came through the qualification process with ease (we paid the fee) and arrived in Dundee well prepared for the event with an extensive first aid kit, defibrillator and emergency numbers to hand. Our extensive training programme paid off and enabled us to win our first match 4-1 and was a stroll in the park.



However, the pitch seemed to get bigger and the games longer and the opposition faster as the tournament wore on. Our team (one of the more experienced outfits in the competition with an average age of 60) are convinced that the organisers conspired against them by positioning the loo's well away from the pitch and giving them the wrong key resulting in more time and effort running and missing the first half of matches. With hindsight just one could have gone and emptied everyone's bags? The day ended with aches and pains at the Royal Tay Yacht Club for resuscitation, sorry, refreshments. The team have come back with great memories of the day most of which have now been forgotten.

## CONTRACTS IN PROGRESS



**Bay Street, Port Glasgow**  
- £3.1m



**Loaning Road, Edinburgh** - £5.4m



**Cramond Care Home, Edinburgh** - £7.4m

## CONTRACTS AWARDED

**Preferred Bidder –  
Dumbarton Harbour  
(Housing)** - £14.5m

**High Street, Selkirk  
(Housing)** - £1.2m

**Baltic Mill, Arbroath  
(Housing)** - £1.4m

**Station Road, Callander  
(Housing)** - £2.2m

**Tokheim, Dundee  
(Industrial Extension)**  
- £5.91m



**SECTORS:** INDUSTRIAL & COMMERCIAL PUBLIC BODIES HEALTHCARE EDUCATION HOUSING RETAIL

**DIVISIONS:** CONTRACTS GENERAL BUILDING SCAFFOLD MARSHALL HOMES ROOFING PLANT & FLEET FORTH VALLEY FENCING

## COMING SOON

**Our exciting, stylish new development at 'Faulds Green' near Tillicoultry.**



Situated in the central belt of Scotland, surrounded by fantastic open views of the Ochil Hills, this development is the perfect location for both business and leisure.

This exciting new development offers an exclusive selection of brand new 2, 3 and 4 bedroom homes, all built with our superb new specification throughout. Each home is spacious and beautifully styled to offer the highest standards in modern living.

To register your interest in this development and to receive further information when it is available, please contact Frances Pender, [f.pender@marshallconstruction.co.uk](mailto:f.pender@marshallconstruction.co.uk) or visit [www.marshallconstruction.co.uk/marshall-homes/](http://www.marshallconstruction.co.uk/marshall-homes/)

### BOWMORE



### TALISKER



### DEANSTON



### OBAN



### SKYE



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