



# Newsletter

ISSUE 1

SUMMER/AUTUMN

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## Pushing on forward



**Bernard Davies**  
**(Managing Director)**

Who needs to go to Blackpool when you have the roller coaster ride of the year right here, every day of the year. Business is so unpredictable in this present climate. The good news is that we are quoting huge amounts of new work and with our cost cutting exercises now in place to make us more competitive, which we are passing on to you our clients, we should hopefully start to see more movement with new orders.

We all need to be 100% committed to make sure we come through this all the stronger. I would just like to say to our customers thank you for your valued support.

To our staff within S&R I extend many thanks to every one for their commitment and hard work.

## Top honour's again!



S&R makes top honours for the 2nd time in 3years by claiming the British Council for Offices (BCO) award for their office fit-out at GHD's new head office at Bridgewater Place in Leeds. S&R carried out the Mechanical, Electrical, Data and Security installations at this prestigious city centre development to a tight 12week programme to everyone's satisfaction.





## Meeting The Team



**Back row from left to right:-**  
Malcolm Knapton, Steve Sigsworth, Kevin Handley, Carl Davies, Graham Henshaw.

**Front row from left to right:-**  
Trevor Murgatroyd, John Holmes, Bernard Davies, Barry McGuinness, Dave Richmond, Warren Parker  
Regrets that John Hoather & Margaret Barnes unfortunately couldn't make the picture

Technology is evolving and were at the forefront of the process

### Mechanical

S&R have commenced trialing Hilti speed fixings on the latest Travelodge project in Norwich. In this ever competing market place saving time becomes money. This is a fast fix system on concrete floors and ceilings which we hope is a labour saving system.



### Retail

The retail section of the special projects department is continuing with the energy saving work for Sainsburys. We are now on our 21st store, fitting VSD's to AHU and refrigeration packs. Also changing light fittings throughout the store to T5 with PIR's. This work is reducing the running costs from 15 to 20% peaking at 30%.

### Industrial solutions

The Industrial Solutions business is involved in two key areas of new technology, namely Intelligent MCC's and Safety Integrated technology. Motor Control Centre technology is moving away from traditional methods towards Fieldbus based systems which can considerably increase functionality and reduce overall installation and cabling costs. We have now engineered many systems based on the Siemens Profibus/Simocode system. In the important area of safety, new legislation due in later this year is driving moves to safer control systems, with PLC's, drives and other components now having 'Safety Integrated' models. Again, we are engineering a number of these systems already where traditional safety relays are replaced with safety integrated systems.

Light at the end of the tunnel!



During the start of this year everybody seemed to be entering this long dark tunnel with what seemed to be no end in sight. A chink of light has now started to appear with an end to this darkness fast approaching or we think so.

Are the government or banks helping us through this dark time? I seriously doubt it but you never know. (note to self — I must try and stop being so sceptical!)

However, pushing forward with our new commercial approach to projects, we are hoping to carry on bucking the trend and secure many more short and long term contracts.

**Carl Davies (Commercial Director)**



## Achievements



**Special projects** - Costain commended S&R for their high standard of health and safety on the St Germans site with 100% compliance which they stated "is an excellent example to others on site"

**Security** - Southern & Redfern security systems have just been made agents for Fadini and Life barriers/gate automations. This makes us the UK's northern agent. This now means we can offer hydraulic and electro-mechanical installations.

## Pushing forward with sales



After a slowdown in sales and enquiries from the back end of 2008 and through to the early parts of 2009 due to the country's recession, we are now seeing margins of improvement in sales and a considerably higher level of enquiries. As a company we have had to considerably reduce our overhead and profits in order to compete in the market place. We don't want to go down the road of buying works at a loss as some of our competitors seem to be doing. We have over 80 years in the market place and we want to be around for another 80 years. I'd like to thank all my fellow directors and more importantly all S&R staff and operative's for their continued support and hard work through what have been difficult times.

**Barry McGuiness (Sales director)**

## Recently secured projects

With the words of our MD ringing true, S&R have secured the following contracts, which are bucking the recent downturn in work:-

- HR Wallingford — M&E office refurb
- Travelodge Norwich — Mechanical installation
- Yorkshire Pegler Warehouse — Electrical
- Ripon Grammar School — Electrical & Security
- Howdon OCP — Electrical installation
- Various Sainsburys, Morrisons & M&S retail installations
- Denso Marston— Maintenance works
- Avis Leeds — CCTV Security
- Various schools around Yorkshire — CCTV, Intruder & Fire installations
- Asda Falmouth — Mechanical refurb

The Air Conditioning department has secured the following orders:-

- HR Wallingford
- Odeon Cinema
- Unilever
- Virgin Media – Blackpool
- Various Quality-Save sites
- Llandudno magistrates courts
- Asda Falmouth

The maintenance department has secured the following sites:-

- Marriot Hotels AC refurb
- Next distribution centres
- West Yorkshire Properties
- H&B projects
- British Bakeries
- Manningham house
- Ongoing Odeon works

The panel department has secured the following orders:-

- 2 off Intelligent MCC's for Northern Ireland Water
- Safety Integrated Lock gate control system for ABP
- 16 switchboards for Eon Ratcliffe Power Station

# news



## Congratulations

To Brad Dominski and Vimal Mistry on passing their HNC & ONC building services engineering college course's with flying colours. Keep up the good work.



facebook

## We are now on Facebook!

You can find us by typing southern Redfern all lower case in your search box. Or by typing southern.redfern in Google.

All staff pictures and pictures of completed works will be updated regularly.

Please add us and support our page.



## Joke of the month

Resolving to surprise her husband, an executive's wife stopped by his office. She found him with his secretary sitting in his lap. Without hesitating, he dictated, "...and in conclusion, gentlemen, shortage or no shortage, I cannot continue to operate this office with just one chair.

## Did you know?

If you suffer from geophagia then you have a compulsive urge to eat soil.

## Competition

For your chance to win a case of wine answer this simple question

**What does the total number of years of the 3 longest continual serving S&R members of staff accumulate to?**

**Answers to**

**[Jonathon.davies@southern-redfern.co.uk](mailto:Jonathon.davies@southern-redfern.co.uk)**



We are holding a Southern & Redfern go karting day on the 7th of August at the Pole

Position karting track in Leeds. The competition is fierce and the banter is rife! Who will prevail? Who will get the wooden spoon?

Big thanks to John Holmes for organizing the event.

If you have any questions or wish to contribute in this newsletter please contact  
[Jonathon.davies@southern-redfern.co.uk](mailto:Jonathon.davies@southern-redfern.co.uk)

Jonathon Davies (Newsletter editor)



Another Successful S&R football forecast competition over.

## Season 08/09 top 3 prize winners:-

**1st - Steve Taylor - Playstation 3 donated by Litetask Ideas Ltd (Leeds)**

**2nd - Paul Kellet - XBOX 360 Console donated by DVD Limited (Leeds)**

**3rd - Cherry Broughton - TOM TOM Sat Nav donated by WEB(M&E)**

Thanks again to all who donated and took part.

The eagerly awaited entry sheet for 09/10 will be available s/c 20/07/09

If you would like to enter a team in to the forthcoming competition, please contact Lee Broughton before the 14th August 09.

Email - [lee.broughton@southern-redfern.co.uk](mailto:lee.broughton@southern-redfern.co.uk)



## Congratulations

To Carl & Tara on their amazing wedding in Las Vegas. We wish you all the best in the future and a very happy life together.

