

HEAD OFFICE:
Brooks Lane
Middlewich
Cheshire CW10 0JQ

T: 01606 833 333
F: 01606 833 331
E: enquiries@pochins.plc.uk
www.pochins.plc.uk

POCHINPOST

autumn 2005

Group Celebrates 70th Year

"Proven knowledge, skills and 70 years experience"



CEDRIC POCHIN

ARTHUR POCHIN

2005 sees the 70th anniversary of Pochin's PLC, following the company's establishment in 1935. Specialising in joinery and carpentry, the company initially operated from under the railway arches in Castlefield, Manchester.

Shortly after the company's formation, Cedric Pochin was joined by his brother Arthur and the two set up a workshop with a mere £500 and employed a small team of one foreman and two labourers.

Pochin's has built itself into a diverse construction, development and construction services group whose success is based on its proven knowledge, skills and 70 years of experience.

It continues to succeed as a business, with a tradition of hard work and a strong set of values set out by Cedric and Arthur. Pochin's is proud of its past, and a full history of the company is provided in its special Anniversary Edition, which accompanies this year's Pochin Post.



The Chairman Writes Success!

Another year, another Pochin Post.... It's amazing how quickly the time has passed, but after a successful 12 months we have grown even bigger, and we are celebrating our 70th year in business.

We had a good year, with turnover up almost 50% to £96.1 million and profits up 14% to £5.8 million. The majority of this increase comes from successful property deals that are in line with our long-term strategy of increasing our involvement in joint ventures, something fulfilled last year in our various partnerships with local authorities, private developers and higher education institutions.

The construction side of our business has also enjoyed a successful year, achieving a turnover of £59.2 million, up £10 million on the previous year. Pochin Concrete Pumping has also grown since the successful acquisition of Rainesway Concrete Pumping from Balfour Beatty in 2004.

Changes

I joined the company in 1967 and during that time have seen many changes in our operations, all of which have been for the good of the company. We have gone from strength to strength, and pivotal to our success is our highly qualified staff base, comprising individuals who each contribute to the success of Pochin's.

Recent changes include some additions to our board and I have great pleasure in welcoming John Edwards to Pochin's as Group Finance Director.

John is joined by two non-executive directors, Nicholas Fry and Michael Chadwick. I look forward to working with all three directors and am confident that these appointments will strengthen the board.

In light of our recent success, it's important to remember that we are only as good as our last job. It is imperative that we continue to provide a good service to all our clients, something we mustn't forget for now and the future.

I hope that you find this edition of great interest; it gives a good insight on how the years have passed for Pochin's and how we still retain the strong family commitments that the business was built on. This, coupled with new relationships, new employees and bigger and better projects has helped Pochin's grow to the company that it is today.

One final note is to say happy birthday to this great company. I would also like to take this opportunity to thank all of our clients, consultants and friends, past and present for the wonderful support that we have had over the last seventy years - long may it continue.

John Woodcock

Top marks at the Gateway



CHAIRMAN JOHN WOODCOCK (LEFT) AND VICE CHANCELLOR OF MMU PROFESSOR JOHN BROOKS

Not long after it completed a 790 - bedroom student accommodation facility for Manchester Metropolitan University (MMU Cheshire), Pochin Developments Ltd has secured two further occupiers at its Gateway site in Crewe.

In addition to original occupiers - Bannatyne Fitness - the location has attracted two more end users, Travelodge - with a 56-bedroom hotel - plus pub operator JW Lees Brewery.

Jim Nicholson, director of Pochin Developments, comments: "We are pleased with the mix of occupiers now secured at the Gateway site.

"The development provides a number of immediate benefits to students and staff including state-of-the-art accommodation, enhanced social facilities and central transport links through the improvements to Crewe train station."

Site team at the Gateway: contracts director, Jon Pochin, project manager, Jonathan Woodcock, site agents, Ian Hough and Alex Grobler and quantity surveyors Tim Lawton and David Simpson.

Group Values

PEOPLE

We are committed to the continuing development and health and safety of our people.

OPENNESS

We are fair, open and trustworthy in our communication and actions.

COMMITMENT

We honour our commitments to our people and partners.

HIGH QUALITY

We fulfil our customers' expectations by delivering quality and value.

INNOVATION

We produce creative solutions and introduce new ideas to continually improve our service.

NEIGHBOUR

We are professional and caring in managing the impact of our business on the community and the environment.

Group Vision

To progress as a strong group, creating added value through our diverse operations in construction and property. To continue to grow by using our advantage as both building contractor and property developer, expanding our range of specialist construction services and investing in people and partnerships.

Group Mission

A partner committed to building quality and customer value founded on reliability, expertise and innovation.

Success at Midpoint 18

New plans for Pochin's Midpoint 18 development will see a number of new office and industrial projects emerging over the next year. The most recent 2,003m² (21,565 ft²) Verity Court development, completed earlier this year, features high quality office accommodation over four units ranging from 223m² (2,100 ft²) up to 982m² (10,565ft²). A second phase is already underway and will offer 1,022 m² (11,000 ft²) of speculatively developed office suites.

Following the success of the Prosperity and Millbrook Court developments, which are now fully occupied, a further phase, Valley Court, is currently under construction. This phase will offer a range of industrial and office accommodation from 348m² (3,750ft²) to 700m² (7,500ft²). The site will continue to offer flexible accommodation for smaller businesses and start-ups.

Jim Nicholson, Pochin Developments director: "We are delighted to have progressed at Midpoint 18. The new high-quality offices are ideal for start-ups and growing businesses looking to lease or purchase in a high-profile location. Midpoint 18, located approximately two miles from junction 18 of the M6 and 20 miles from Manchester Airport, already has an established reputation as one of the North West's most successful business locations. The site is also ideally suited for access to the surrounding areas of Crewe, Northwich and Winsford.

"Occupiers will also benefit from a prominent position fronting the A54 and the Park's proximity to a variety of local amenities in Middlewich."

Site team: contracts director, Jon Pochin, contracts manager, Ian Walley, site agent, Peter Davies, and quantity surveyor, Andy Taylor.

Reaching New Heights in Liverpool



THE REACH

Work is underway on a £24 million residential development on Leeds Street in Liverpool. The stunning apartment block will feature 274 residential units, comprising of 259 apartments and 15 penthouses and giving excellent views over the City.

Pochin's was awarded the contract by developer Moorfield Teeside Ltd, and the project is expected to complete in June 2006.

Site team, led by construction manager Jim Alexander: contracts director Jon Pochin, project managers, Terry Haslehurst, Arthur Dawe, site agents, Eric Webb and Dave Welsh, quantity surveyors, Steve Dale, Paul Mullaney and Tim Pierce.



Chiron Vaccine Moves In

A £16.5 million production facility has been completed for UK Land and Property, on Boulevard Industrial Estate, Speke.

The 25,000m² (270,000 ft²) building, leased to ChironVaccines, adjacent to its existing premises at the park, has been developed to meet the international regulations of the biopharmaceutical industry to enable the occupier to produce influenza vaccines from the site. The unit has been completed as part of expansion at the site and will also offer 4,000m² (43,000 ft²) of office space.

UK Land and Property has now commissioned Pochin's for over £25 million of work in the past six years on Speke Boulevard Industrial Estate alone, starting with a £5.5 million project for Conix in 1999. The work at The Boulevard is in addition to Pochin's involvement at the nearby Estuary Business Park where two schemes at H2D and Plot G have been completed.

Site Team: contracts director Antony Pochin, project manager, Bob Davies, site agent, John Boardman and quantity surveyor Steve Dale.



PLOT 5A, SPEKE

Hard work at Hawarden

This year has seen further developments at Hawarden Business Park, a 40-acre site that is being developed in a joint venture between UK Land & Property Ltd and Pochin Developments Ltd and in partnership with the Welsh Development Agency.



HAWARDEN

The JV has been working on a new £1.1 million business unit at Plot 9, offering 2,300m² (24,840 ft²) of speculatively built industrial space with integral office facilities.

The development follows on from the recent completion of 3,715m² (40,000 ft²) of offices and laboratories for ALcontrol, an analysis company which became the first tenants at Hawarden in late 2004.

Ian Sherry, director of UK Land and Property, said: "This is the second project we have developed in joint venture on the business park, which has been specifically created to offer premier commercial and industrial business facilities in the region."

Site team: contracts director Jon Pochin, contracts manager Ian Walley, site agent on Plot 9, Mervyn Jones, with Peter Davies on ALcontrol and quantity surveyor Andy Taylor.

Kicking Off for Success



Pochin (Contractors) Ltd director Antony Pochin shakes hands with Sale Rugby FC chairman of estates John Gardiner

Players at Sale Rugby Club have been treated to a brand new state of the art sports centre, thanks to a recently completed Pochin's project. The new building, at Sale's training ground in Carrington, offers players new and improved training and changing room facilities as well as office accommodation.

The building has been earmarked by the Rugby Football Union as a standard for all clubs to aspire to, with the Football Association expected to follow.

John Gardiner, chairman of Estates at Sale Rugby Club, said: "12 months ago we didn't know what we were going to build but, with the early involvement of Pochin's as part of our design team, we now have a superb building which is the envy of other rugby clubs."

Site team: contracts director, Antony Pochin, contracts manager, Peter Gleave, site agent Shaun Proudfoot and quantity surveyor Chris Shaw.

More Success with Redrow

Pochin's relationship with Redrow Commercial Developments is now into its tenth year and the company has been involved in key schemes that have taken the total project value with Redrow to over £20 million.



BUCKSHAW VILLAGE, PART OF THE MATRIX PARK DEVELOPMENT

Starting a decade ago with its first project in Chester to construct a garage service bay and forecourts for Newgate Motors, Pochin's has since completed a number of projects for Redrow, with most recent work taking place at Matrix Park, Chorley.

Pochin's involvement at Matrix Park began with a £3 million development of four speculatively built factory units and a £1.5 million Phase 1 infrastructure. The latest development completed was the construction of a 12,659m² (132,000ft²) unit, comprising office, production and warehouse facilities on 5.4 acres of the site.

Colin Noakes, construction director at Redrow Commercial Developments, said: "We are very pleased with our long term relationship with Pochin's, which has continued due to their hard work and commitment in meeting deadlines and budgets. We are now planning our next project together at Matrix Park with the construction of four speculatively built office buildings and expect to start on site in the near future."

"Where now for the small-to-medium sized contractor?"

by Steve Menary, finance editor at Construction News



The increasing emphasis on framework or partnering contracts has major implications for small-to-medium sized regional contractors.

The majority of these deals are lengthy agreements that involve large tranches of work - and many of these jobs are being greedily gobbled up by the major contractors.

A decade since the publication of Sir Michael Latham's report into the industry, these deals are taking root and clients are being led to believe that only major contractors are capable of doing this work. Yet how many major contractors operate, for example, a joiner's shop?

Very few, but this is the sort of niche and vital skill that small-to-medium sized contractors often offer. Smaller firms also invariably employ larger workforces for their size of turnover than many of these nationals.

Certainly a major outfit like Balfour Beatty would be more suitable to build a £50 million hospital than a medium-sized firm like Pochin but many of these frameworks are not just comprised of massive projects.

The big figures attached to these frameworks are often headline numbers and some agreements often comprise bundles of smaller jobs that should provide an opportunity for medium-sized contractors - if only the playing field was level.

Most clients tendering these projects, from the public or private sector, actively exclude smaller firms by including questions about a company's turnover on prequalification questionnaires. Whether done unwittingly or not, this forces out many regional contractors at an early stage. Smaller firms that are part of a larger conglomerate can use their parent companies to get round this question but if a company is part of a larger group are they really a medium-sized contractor? A question of semantics perhaps but these sort of hurdles are forcing out smaller outfits and ensuring that big framework contracts are invariably let to a national contractor.

The problem is that some of these successful national firms do not have the resources in terms of manpower to service these jobs. Some may often have little more than a satellite operation in a region manned by a skeleton crew, so what do they do? They turn to the small or medium size contractors that had been excluded early on in the procurement process.

As a result, some regional main contractors facing a shortage of work - often from clients they have served successfully for years - are forced to work for national firms as subcontractors.

Some clients are being led to believe that only national contractors can service these major frameworks and do not realise that some of these companies are acting as little more than agents and do not always bring any value to the chain for the client.

Football club chairmen are only now realising that paying agents fees does not improve a team's performance on the field and construction industry clients will surely follow suit; the question is when?

Keele Science Park goes Fourth



KEELE'S IC4 BUILDING

A long-term joint venture between Pochin's plc and Keele University - known as Keele Park Developments - has now produced three buildings at Keele Science Park, with the new IC3 building in progress and due for completion in February 2006

Adjacent to IC3 is the £5.5 million IC4 building, comprising of medical production facilities, laboratories and office space, and follows on from the successful completion of IC1 and IC2.

The joint venture was formed in 1999 as a result of a long association between Pochin's and the University, with the objective of creating commercial facilities available to serve the needs of growing knowledge based businesses within the biotech, medical, IT and service sector.

Site team: contracts director Jon Pochin, contracts manager Stuart Hetherington, site agent on Keele IC4 Iain Grant, on Keele IC3, Adrian Barnett and quantity surveyor Dave Hennessey.

In Brief

Nations House

Pochin (Contractors) Ltd is due to complete the £700,000 refurbishment of Nations House. North West developer UK Land & Property has redeveloped the office building in Liverpool City Centre.

Site team: contracts director, Jon Pochin, contracts manager, Peter Gleave, site manager Andy Holmes and quantity surveyor Mike Booth.

Picking up Pace with Bannantyne

Bannantyne Fitness is due to open its new £2.8 million health club in Shrewsbury. The health club will feature a gym, swimming pool, leisure and golf club facilities.

Site team: contracts director Jon Pochin, contracts manager Stuart Hetherington, site agent John Clowes and quantity surveyor Steve Latham.

Stafford's New Retail Park

A new 3,600m² (38,500 ft²) retail park for Oswin Developments has been completed in Stafford. The site, which was completed late in 2004, is now home to a number of national tenants including, TK Maxx, Dixons and PC World.

Site team: contracts director Jon Pochin, contracts manager Stuart Hetherington, site agent, Jason Holmes and quantity surveyor Dave Simpson.

Simply Food...

Marks and Spencer has opened a 1,500m² (16,000 ft²) in Bangor, North Wales. Pochin's completed construction at the site of the former Bangor police station in the summer.

Site team: contracts director Jon Pochin, contracts manager, Bob Davies, site agent, Mervyn Jones and quantity surveyor, Darren Smith.

Regeneration in Stoke

Two two-storey office buildings have been erected in Stoke, on behalf of Stoke on Trent Regeneration. The development is situated within the existing Etruria Valley complex, currently home to three office buildings.

Site team: contracts director, Jon Pochin, contracts manager, Stuart Hetherington, project manager, Ian Guildford and quantity surveyor, Dave Hennessey.

Prologis Mega - Shed Win

As part of the development of a new warehouse in Crewe, global logistics company ProLogis has commissioned Pochin (Contractors) Ltd to build a 34,200m² (368,100 ft²) unit on Weston Road. The building is due for completion in early 2006.

Site team: contracts director Jon Pochin, contracts manager Chris Whittaker, project manager Steve Taggart, site agent Paul Quinn and quantity surveyor Chris Shaw.

New RPU Unit at Keele

A £2 million Radio Pharmaceutical Production Unit (RPU) has been completed at Keele Science Park on behalf of client Erigal.

Site team: contracts director, Jon Pochin, contracts manager Stuart Hetherington, site agent, Adrian Barnett and quantity surveyor, Dave Hennessey.

Banks Road Apartments

68 apartments have been completed on Banks Road in Speke on behalf of Kestrel Developments. The scheme on the site, previously occupied by a fire station, forms a vital part of the transition of the area.

Site Team: contracts director, Antony Pochin, project manager Steve Lees, site agent Steve Pooler, trainee site manager, Ben Edwards and quantity surveyor Neil Reynolds Winstanley.

Hard Work Pays Off

The past year has seen Pochin's win many awards in the industry as well as internal accolades for several employees.

Pochin (Contractors) Ltd was awarded a bronze award at the 8th Annual Considerate Constructors Scheme National Awards. The award was presented to Eilir Jones for a project at the University of Wales' Brigantia Phase 2 in Bangor in which Pochin demonstrated a high level of consideration by minimising the disruption to the client's core activity. The judges were also impressed with Pochin's ability to maintain high standards in relation to the wide range of environmental, safety, cleanliness and welfare issues associated with such a large project.

Pochin (Contractors) Ltd has also been awarded a prestigious RoSPA Occupational Health & Safety Award, which was presented to John Stelfox. The award was in recognition of Pochin's good health and safety

management systems and the company's commitment to the achievement of high levels of performance. This is the second gold award presented to Pochin in the past three years.

This year's Cheshire District Built in Quality Awards saw Pochin (Contractors) Ltd scoop two awards, one for Vista Offices at St David's Park in Ewloe and another for its work at Carden Hall at Carden Park. The awards scheme assesses builders on work carried out at individual sites against criteria including compliance with building regulations, speed of fault rectification, consistency of construction and access and facilities for disabled people.

In the construction services division Pochin Concrete Pumping won Plant Hirer of the Year Award for the third time and was also awarded the Gold and Silver RoSPA Awards. Two Gold RoSPA Awards were also awarded to Avoidatrench Ltd and Cheshire Concrete Pumping Ltd.

Pochin's Raises £7,300 at it's Eighth Annual Charity Golf Day



L-R The eventual winners in a spot of bunker trouble: Michael Quinton, David Jones, Mark McNamee and John Woodcock

The eighth annual Pochin Charity Golf Day took place on 19th August and once again employees, clients, colleagues and friends joined Pochin's on the greens at Carden Park, Cheshire, to raise money for New Start.



WILLIAM ROBINSON (LEFT) AND ANTONY POCHIN

as well as re-roofing the property. All work was carried out in a sympathetic manner, befitting the historic pub, which dates back to 1734.

Antony Pochin, contracts director at the site, said: "Pochin's has a long standing relationship with Robinson's and look forward to a further 30 years of successfully working together."

Site team: contracts director Antony Pochin, site agent, Dave Boughey and quantity surveyor, Chris Shaw

CHEERS! A toast to our 30 year relationship with Robinson's

At the recent opening of The Windmill Pub in Tabley, near Knutsford, staff from both Robinson's Brewery and Pochin's marked their 30-year long relationship, which had started when Pochin's was commissioned to work at Robinson's Bredbury bottling plant back in 1975.

With the help of Pochin, The Windmill had undergone total refurbishment including major structural work involving a rebuild of the cellar, strengthening walls, creating en-suite bedrooms, new kitchens and dining areas



THE WINDMILL AS IT WAS

Thanks...

From Peter Howarth, construction manager at Redrow in relation to Matrix Park: "I would just like to take this opportunity of bringing to your attention the hard work and commitment demonstrated by Chris Whittaker, Paul Quinn and Mike Booth in ensuring that Practical Completion was achieved and a professional service provided at all times. I look forward to this successful team working together again in the near future."

From Mark Edwards, deputy director of estates at University of Wales, Bangor in relation to Brigantia Phase 3: "On behalf of the University I wish to thank Pochin's professional team for its timely completion of this pleasing addition to the estate."

From Rick Bedson, planning supervisor at Deeside College in relation to athletics training centre said: "The successful conclusion was only made possible by the positive and professional approach to health and safety adopted by Pochin. In particular the understanding and "can do" attitude frequently demonstrated by Ian Walley and Eric Webb in relation to the health and safety issues was most welcome, as was the practical advice and guidance supplied by John Stelfox and his department. Please convey my thanks to each of them for making my role one which has had little effect on either my nerves or life expectancy."

More Honours from University of Wales



PSYCHOLOGY BUILDING

Having received honours for its successful completion of the University of Wales' psychology building, Pochin (Contractors) Ltd has finished work on a £2.15million extension at the campus.

The development included the extension of two existing units in order to support growth and expansion at the University.

A 50-year relationship with the University has seen the development of a number of buildings at the site including student accommodation, and the completion of phases one and two of the psychology building.

Malcolm Swann, director of estates at University of Wales, Bangor, said: "Pochin's has managed the situation (disruption to site and relationship with residential neighbours) very well and the occasional problem arising from construction activity has been very well handled - personal visits, gifts of flowers and so on. Phase 3 is now under construction in the same exemplary manner."

Site Team: contracts director Jon Pochin, contracts manager Jon Bond, site agent Eilir Jones and quantity surveyor, Darren Smith.

Building for Eternal Success

As a result of its recent expansion, Eternity Clay Tiles, part of the Eternit Group of Companies, is due to move into a brand new building in Keele.

The first phase of the company's new factory has been completed by Pochin (Contractors) Ltd, who has carried out the construction of a 12,500m² (134,500 ft²) stockyard to store its finished product, roof tiles and fittings. Eternit has also commissioned Pochin to extend its current factory by 10,250 m² (110,350 ft²).



ETERNIT CLAY TILES FACTORY

Site team: contracts director, Jon Pochin, contracts manager, Stuart Hetherington, project manager, Iain Grant and quantity surveyor, Dave Hennessey.



DEESIDE ATHLETICS TRACK

Following its recent improvements, Deeside College has extended its sports facilities with the construction of a £1.6 million sports hall.

The new facility, constructed by Pochin's, will be sub-divided into two main areas with a sports hall offering fitness training, badminton, basketball and football. There will also be an indoor athletics arena that has been built to AAA standards and will offer the provision of a 60m indoor sprint track as well as a range of field events.

Site team: contracts director, Jon Pochin, contracts manager, Ian Walley, site agent, Eric Webb and quantity surveyor, Andy Taylor

On Track
with
Deeside
College

Back to School

Macclesfield School - Henbury High - has undergone an improvement programme that has seen the construction of a temporary sports hall, new classrooms, as well as the refurbishment of existing classrooms and teaching facilities.

Pochin was commissioned by Cheshire County Council for the £1.3 million project.

Site team: contracts director, Antony Pochin, contracts manager, Jon Bond, site agent, Steve Pooler and quantity surveyor, Chris Shaw.