

# A BRIEF GUIDE TO THE RESOURCES AND EXPERIENCE OF STRUCTURA UK LIMITED

## Structura UK Limited

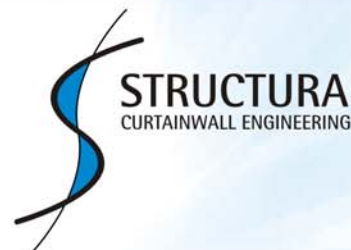
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# 1 INTRODUCTION

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Structura UK Limited, based in Chessington, Surrey is a specialist contractor within the building and construction sector, designing, fabricating and installing building products such as windows, smoke vents, roof vents, curtain-walling, atria glazing, entrances, ground floor treatments, rainscreen facades and associated works. We also have a satellite office in Ashford, Kent which has 4 estimators, a designer, contract manager and assistant.

Founded in 1984, the company has rapidly grown due to its technical superiority and quality of solutions, with a professional Sales and Estimating Department, Contracts Management Team, Design office, Service & Installation Teams, all of whom pride themselves on 'getting it right the first time'.

All of our products are manufactured in the UK and everything we sell is designed and built to meet or exceed the demands of ISO 9001.

We cover a high quality service tailored to customers' needs, and we believe that one of our main strengths is our flexible approach to customers' requirements and our commitment to building long term relationships.

## 1.1 Products and Services offered by Structura UK Limited

- Curtain-Walling.
- Glazed Atrium Roofs.
- Windows, Smoke and Roof-Vents.
- Aluminium Rainscreen Cladding Systems.
- Stainless Steel Entrance Systems and Curtain-Walling.
- Ground Floor Treatments.
- Automatic Sliding, Swing and Revolving Door Department
- High Performance Sliding and Bi-Folding Door Systems.
- Toughened Glass Assemblies.
- Refurbishment, Repair and Maintenance.
- Installation by our own highly trained Engineers.
- After Sales Maintenance Package.
- Independent Site Water Testing.

Structura have been recognised by the following companies to be highly competent in the use of their products:-

Schuco International

Reynaers Ltd

Technal

Dorma Ltd

Geze

Hunter Douglas

## 1.2 Estimating

Our Estimating Department uses the most up to date bespoke estimating, optimisation and calculation software packages available within the industry. From the information derived from the bespoke software, the quotation is calculated using spreadsheets and is compared with similar contracts previously completed in order that an accurate and competitive price can be achieved.

We constantly analyse the past performance of the company with regard to specific types of contract in order that we can be more efficient and competitive within our industry sector. This is primarily achieved by using a Server Network based accounts package that allows the Estimating and Finance Department to become more integrated in the analysis of actual performance against budget.

With this level of information so readily available it gives us confidence to offer Clients a 'Partnering' or 'Framework' agreement with rates agreed in advance in return for a commitment from the Client for future work.

By using the latest word processing and DTP software, the tender submissions are prepared in a clear and concise manner, paying great attention to our responsibilities as a specialist contractor.

## 1.3 Health and Safety

The Directors of Structura UK Limited consider Health and Safety is the single most important issue in any of our activities. H & S is considered from the earliest planning stages of a project right through to the needs of individual safety on site and the requirements for compliance with Construction Design and Management (CDM) Regulations 1984. We ensure that all our staff and sub-contractors are aware of the project Health and Safety Plan and conform to it.

## 1.4 Contract Management

All Structura UK Limited contracts are tightly controlled by our Contract Management team. Projects are planned in detail and progress is continually monitored to ensure that the right numbers of staff with the right skills are on site whenever they are required. The Contract team also ensures that the site is supplied with quality assured materials to enable them to work quickly and efficiently with the minimum number of unexpected complications. Weekly contract meetings, led by the Contracts Director, mean that problems are identified and rectified early on and this enables the site teams to complete first class jobs on time and budget.

## 1.5 Quality

Structura UK Limited is one of few owner operated curtain walling and cladding specialist companies able to boast BS EN ISO 9001:2000 accreditation. Being totally committed to promoting customer satisfaction and support, we ensure skilled, trained staff are always available by pursuing a rigorous training structure at all levels throughout the company. We maintain regular management reviews of the system to ensure continuous improvement in all our procedures and services. Suppliers are vendor rated to ensure a maintained Approved Suppliers base. These are required to conform to all aspects of the company's quality system.

## 1.6 Design

The company's design facilities are able to offer in-house and approved supplier sub-contract services in both structural engineering and design draughting, offering structural design concept analysis and precise detail design drawings of the highest standard. We can call upon the most modern of computer aided design equipment and software including ADSL communication. All structural engineers are professionally recognised in their fields by Institutional membership/fellowship.

## 1.7 Training

Structura places great importance on the training of staff at all levels. We regularly review the skills we need to deliver a first class service and we have an ongoing training programme to ensure our staff are competent to meet the customers requirements. Over 60% of our site engineers have been accredited with the C.S.C.S. cards and all outside staff are committed to future NVO's. We have developed our own 'Training Logs' to provide a structure for the career progression of our staff and to encourage them to constantly improve and develop their skills. Structura UK Limited is a member of the Curtain Walling & Construction Training group (CWCT), based at Bath University and plays an active part in the setting of standards in our industry.

Key points to consider when choosing Structura UK Ltd: -

- Structura staff are professionally qualified, fully experienced and able to provide a complete service from conception to completion anywhere in the UK.
- Structura operates an extensive quality control assurance system in accordance with BS EN ISO 9001 (formally BS 5750 Part1).
- Structura is a full member of the CWCT (Centre for Window and Cladding Technology), and the Construction Health & Safety Group.
- Structura offers comprehensive design and building, remedial/maintenance services for curtain walling, sloped glazing, doors, windows, rainscreen and associated works.

## 2 GENERAL SUMMARY

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<b>Address:</b> Structura UK Limited – Headquarters Unit 1 Oakcroft Road Chessington Surrey KT9 1RH  Tel:     020 8397 4361 Fax:     020 8391 5805	Structura UK Limited – Sales and Estimating Office Unit 3 Eden House South Stour Avenue Ashford Kent TN23 7RS  01233 625501 01233 625533
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E mail : [mail@structura.co.uk](mailto:mail@structura.co.uk)  
 Website: [www.structura-uk.com](http://www.structura-uk.com)

Company Principals:	Manish Patel                    Managing Director Robert Sanders                Finance Director David Rickman                 Contracts Director Paul Mackett                   Sales Director  Brett Michael Ford            Quality Manager
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Company Registration No.                    2499497

Parent Company:                                None

VAT Registration No.                         564 0122 74

Tax Exemption Certificate	Type:                                    CIS5 Number:                                 3633023435301 Expiry Date:                            04/2009
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Company Bank:	Lloyds Bank PLC Covent Garden Branch 22 Southampton Street London WC2E 7JB
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Account No.                                     00756205

Sort Code.                                      30 92 32

Date UK Operations Commenced:            1984

Date of Incorporation (Structura UK Limited):    1991

### 3 SCHEDULE OF INSURANCES

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This register is intended only to provide a concise summary of our insurance cover, for your quick and easy reference. General policy conditions and full details will be provided on acceptance of our quotation. The insurance cover provided has been extended to include full cover for damage caused by Acts of Terrorism in respect of contract work. We hereby confirm that all the insurance policies shown are current and that all required premiums are paid in full to date.

#### Employers' Liability

**Insurer:** Illium @ Lloyds – 100%  
**Policy No:** 06EX06052984  
**Expiry Date:** 31/05/2007 24:00 GMT  
**Interest:** Legal liability for death, bodily injury or disease to employees and persons supplied to, hired or borrowed by the insured.  
**Limit of Liability:** £10,000,000 any one occurrence. Excluding work undertaken on offshore installations or travelling thereto or there from.

#### Public & Product Liability

**Insurer:** Ace@ Lloyds (Primary) & Illium @ Lloyds (Excess Layer) – 100%  
**Policy No:** Primary UKCARL26105 (£1M) & Excess Layer 06LX06052984 (£9M)  
**Expiry Date:** 31/05/2007 24:00 GMT  
**Interest:** Legal liability to third parties for death, bodily injury or disease or damage to property arising out of the activities of the insured.  
**Limit of Liability:** £10,000,000 any one accident, unlimited any one period of insurance

#### Contractors' All Risks

**Insurer:** Ace @ Lloyds – 100%  
**Policy No:** UKCARL26105  
**Expiry Date:** 31/05/2007 24:00 GMT  
**Interest:** All risks of loss or damage to work in progress, permanent and temporary works forming part of the contract, including materials incorporated or to be incorporated therein.  
**Limit of Liability:** £1,000,000 Including loss or damage to Own Plant not exceeding £25,000 in any one loss. Including loss or damage to Hired in Plant, including continuing hire charges, not exceeding £250,000 any one loss

#### Professional Indemnity:

**Insurer:** Hiscox Insurance Co Limited  
**Policy No:** 1236289  
**Expiry Date:** 31/05/2007  
**Details of Cover:** £1,000,000 Indemnity Limit any one claim  
£5,000 Uninsured Excess  
**Extensions:** Cost of Mitigation  
Acts of Sub Contractors  
Retroactive Cover  
Collateral Warranties Extension

## 4 COMPANY HEALTH & SAFETY POLICY STATEMENT

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The Company recognises its responsibilities under the **Health and Safety at Work etc. Act 1974** and other relevant safety legislation with regards to its employees and others who may be affected. The Company also recognises that Health and Safety should be considered equally with quality and performance when work is being considered or undertaken.

The Company will provide such information, training, supervision, plant and equipment as necessary, to identify, eliminate or control hazards and risks at the workplace. Adequate resources will be provided for this purpose. The overall objective is to achieve as far as reasonably possible a safe and healthy workplace for all employees and those affected by its activities.

Any Company employee who supervises or manages the use of work equipment shall have received adequate training for the purposes of health and safety, including training in the methods that may be adopted when using the work equipment, any risks that such use may entail and precautions to be taken.

All employees and sub contractors are expected to co-operate with the Company in carrying out this Policy and must ensure that their own work, so far as is reasonably practicable, is carried out without risk to themselves or others.

The Board of Directors has appointed Mr. David Rickman as having particular responsibility for Health, Safety and Welfare and is to whom reference should be made in the event of any difficulty arising in the implementation of this Policy.

The Management and staff of the Company will monitor the operation of this Policy to encourage and strive for improvements in health and safety performance as an ongoing action. To assist in this respect, the Company has appointed Safety Services (UK) Ltd as Safety Advisers to give advice on the requirements of the relevant statutory provisions and safety matters and, on request, to visit sites and workplaces to ensure compliance.

This Statement of Company Policy will be displayed prominently or made available at all sites and workplaces.

In addition, the Organisation and Arrangements for implementing the Policy will also be available at each site and workplace. A full copy of the Policy is held at Unit 1 Oakcroft Road, Chessington, Surrey KT9 1RH for reference by any employee as required.

This Policy will be reviewed on an annual basis to reflect any changes in legislation.

Signed:



Managing Director – Manish Patel

Dated : August 2006

## 5 QUALITY PLAN

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We are a team giving 100% co-operation and commitment in order to deliver first class service to our customers at competitive rates.

Our mission is a comprehensive personal service comprising consultancy, site survey and design, manufacture and installation, commissioning and acceptance to the satisfaction of the client.

### 5.1 Quality Policy

It is Company Policy to observe a quality assurance system comprising formal procedures which shall be maintained on a continuous basis in order to assure our customers' specified requirements.

The 'Company Quality Assurance System' implemented is compliant with BS EN ISO 9001 : 2000.

Quality depends on the avoidance of potential deficiencies, the prompt detection of adverse trends and conditions, and the swift implementation of corrective action.

Outside suppliers are to be within the Company Quality Assurance System.

### 5.2 Management Representative

Authority for all organisational aspects of quality is delegated to the Quality Manager and is independent of other job functions.

This statement of 'Quality Policy' is to be :

- issued to all staff.
- displayed in a prominent position at each premises.
- issued and explained to all new employees.
- made available to anyone who has an interest in the product quality or service offered by the Company.

The Directors are jointly responsible for ensuring that the provisions of the Company Quality System are understood, implemented and observed.

### 5.3 Structura UK Ltd - Company Quality Assurance System

The purpose is to ensure the preparation and effective implementation of appropriate procedures and instructions to achieve the required specification of design, product and service.

# 6 QUALITY SYSTEM CERTIFICATE



## DET NORSKE VERITAS MANAGEMENT SYSTEM CERTIFICATE

Certificate No. 95-LON-AQ-352

*This is to certify that*

### Structura UK Limited

Unit 1  
Oakcroft Road  
Chessington  
Surrey KT9 1RH  
United Kingdom

Sales Office:  
Unit 3, Eden House  
South Stour Avenue  
Ashford, Kent TN23 7RS  
United Kingdom

*has been found to conform to the Quality Management System Standard:*

**BS-EN-ISO 9001:2000**

*This Certificate is valid for the following product or service ranges:*

**Design, manufacture and installation of curtain walling, entrances and shop fronts, windows, doors, smoke vents, claddings in metal, and associated metal works including accessories.**

*Initial Certification date:*  
5<sup>th</sup> May 1995

*Place and date:*  
Rotterdam, 27<sup>th</sup> November 2004

*This Certificate is valid until:*  
20<sup>th</sup> November 2006



*The audit has been performed under the supervision of:*  
B. Craven  
Lead Auditor

*for the Accredited Unit:*  
DNV CERTIFICATION B.V.,  
THE NETHERLANDS  
B. Kroondijk  
Management Representative

Lack of fulfillment of conditions as set out in the Appendix may render this Certificate invalid.

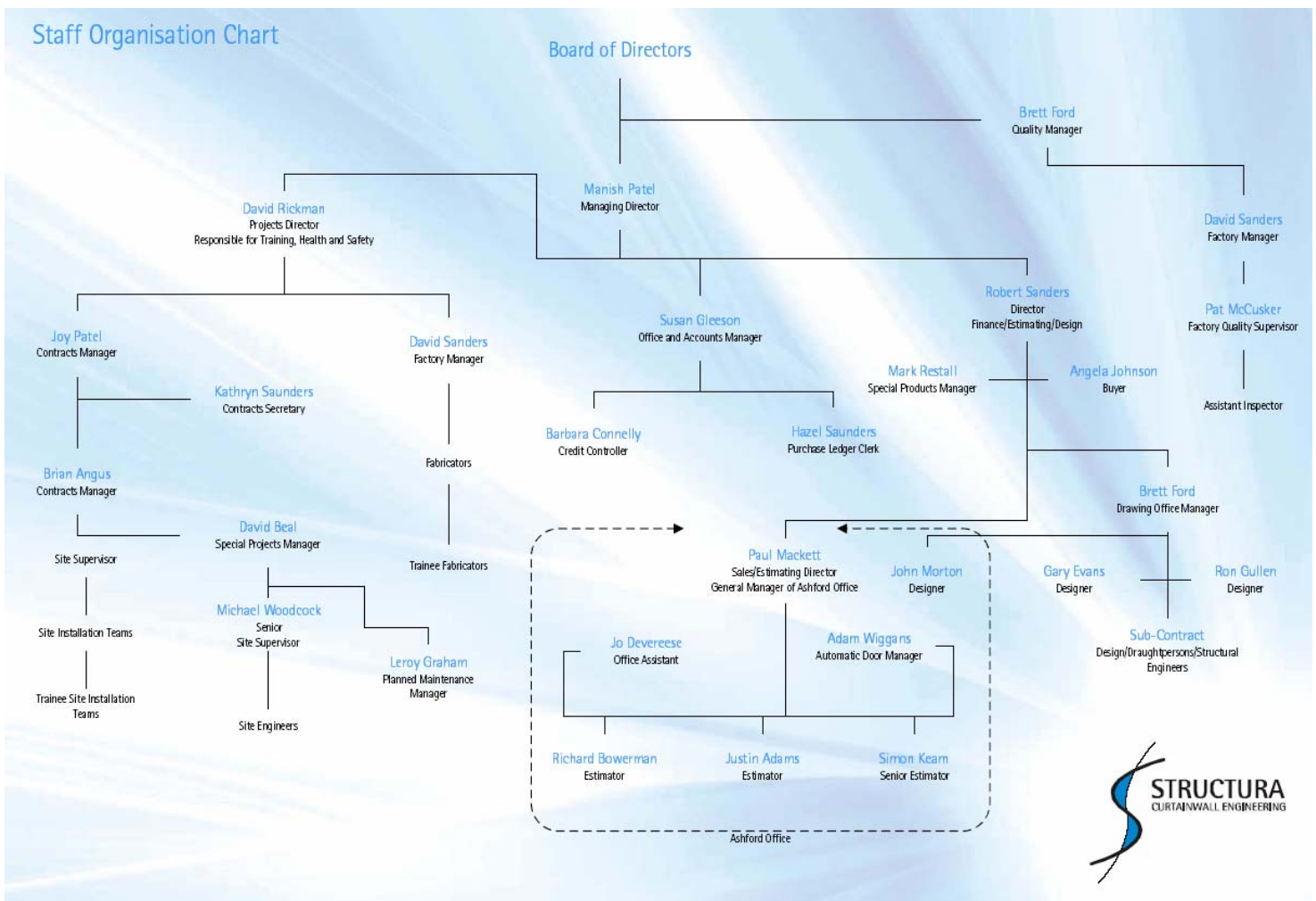
DNV 7269/2.

DNV CERTIFICATION B.V. Haastrechtstraat 7, 3079 DC Rotterdam, The Netherlands

# 7 COMPANY PERSONNEL RESOURCES

Office Management and Administration	5
Design, Quality Assurance and Drawing	4
Estimating/Procurement	7
Contract and Project Management	6
Works and Site Supervision	8
Works Engineers, Improvers and Mates	8
Site Engineers, Improvers and Mates	29

# 8 STRUCTURA UK LIMITED ORGANISATION CHART



## 9 STATEMENT OF INDUSTRIAL RELATIONS POLICY

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Structura UK Limited is extremely interested in the welfare of its employees. We believe that it is only with the closest co-operation between the Company's management and workforce acting in partnership will the Company grow and prosper with the consequent benefits for all.

Listed below are the principles the Company has successfully adopted on previous contracts for maintaining good industrial relations.

- Structura UK Limited's aim is to successfully complete the contract. Within the contract management organisation, industrial relations will receive an equal level of importance as other key functions.
- Good industrial relations rely upon effective communication, both on an informal and formal basis. It is the responsibility of the management to ensure adequate procedures are implemented to maintain meaningful dialogue.
- The day to day relations will be the responsibility of the project manager who will have and be seen to have a keen interest in ensuring that justifiable grievances are resolved quickly and to the satisfaction of all concerned.
- Structura UK Limited will ensure that employees are made aware (via personal contact with their supervisors, staff appraisals, newsletter, meetings, notice boards etc.) of matters not only relating to industrial relations but also other aspects of the contract to enable employees to share in the commitment to a successful project.
- Structura UK Limited will ensure that employees are aware of their responsibilities within the site organisation and that each manager is fully trained with his responsibilities and authority clearly defined.
- Structura UK Limited will ensure adequate working conditions for all employees. All Safety, Health and Welfare conditions shall comply with statutory requirements.
- Where Trade Unions are recognised for negotiating purposes, Structura UK Limited will ensure;
- Effective arrangements for consultation, communication, negotiation and the settling of grievances and disputes.
- Managers will observe agreements and agree procedures.

Structura UK Limited have no objection to our employees being members of a recognised Trade Union and sincerely believe that, in partnership, we will ensure a successfully completed contract.

# 10 ENVIRONMENTAL STATEMENT

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Structura UK Limited as a specialist Company having recognised responsibility for environmental matters, place a particularly high priority on environmental affairs with regard to Company operations and the range of services offered to customers. The Company operates a policy of effecting continual improvement and change in accordance with developing knowledge and changing environmental requirements and will comply with any Directives from the Environment Agency e.g. the Waste Electrical and Electronic Equipment (WEEE) Directive and the Restriction of the use of certain Hazardous Substances (RoHS) Directive.

Structura UK Limited's staff are aware of the environmental sensitivity of the business sector in which the Company operates, and seek to continually develop the Company environmental compliance. Due to the need for continual improvement, it can never be possible to detail fully the Company environmental activities, but the following specific objectives form the basis of the Company Policy.

All Company operations must be carried out with due regard to all appropriate and relevant Legislation and Regulatory considerations. The Company will continue to make available resources to ensure that suppliers and customers are made fully aware of their environmental, legislative responsibilities and related activities.

The Company will take whatever measures may be necessary to ensure that the collection, transportation, storage, recycling, reclamation and disposal of waste do not become hazardous to public health or the environment. Controlled waste (IE general and special waste) must not be stockpiled or treated (including bonfires) at company sites or premises without the appropriate Waste Management License from the Environment Agency (Waste Management Regulations Section 33).

The company recognises that Control of Pollution Act; Duty of Care Regulations gives them responsibility for all of their waste until its final disposal site. This requires the prevention of uncontrolled releases of material (e.g. prevent leaks of diesel from tanks by using bunds). Any special (i.e. hazardous) waste such as asbestos cement must be disposed of according to the Special Waste Regulations 1996 and the consignment note procedure followed.

Considerate Contractors guidelines will be followed on site as applicable in order to minimise disturbance to the local environment. The Company will only use disposal facilities where the level of operational control and environmental compliance is deemed to be of a suitable level, and represents responsible Waste Management. This therefore means that not all appropriately licensed disposal facilities will satisfy standards required by The Company.

The Company will ensure that vehicles and equipment used are well maintained, clean and are always operated within legal limits, taking advantage wherever possible of engineering modifications to reduce pollution and emissions, and to save unnecessary consumption of energy. The Company operates a continual training programme to ensure that staff keep up-to-date on the safe handling and disposal of all types of waste including difficult and dangerous wastes.

The Company will ensure that all transportation and the disposal of waste is covered by the appropriate documentation to ensure that the Duty of Care (Section 34) of **The Environmental Protection Act 1990** is fully complied with, regarding Controlled Waste Transfer Notes and waste descriptions. The Company will ensure that every effort is made to police the compliance of third parties within this Legislation.

The Company co-operates with, and assists to the best of its ability, officers of the Waste Regulatory Authorities in the exercise of their duties. The Company has a policy of compliance with the Codes of Practice and Guidance published by The National Association of Waste Disposal Contractors in the promotion of high environmental standards for the waste industry.

The Company requires its staff to advise senior management of any concerns they may have regarding poor practice by a Waste Disposal contractor, whether a NAWDC member or a non-member, or about any acts by a NAWDC member which might be detrimental to the environment.

The company constantly updates its knowledge and ability to satisfy the increasing need to obtain positive benefits from the volumes of material which come under the Company's control, which means that the issue of recycling, waste minimisation, waste to energy and the most environmentally appropriate disposal options are continually assessed and reviewed.

The Environmental Policy of Structura UK Limited is one of continual review, and is subject therefore to frequent review and development. The Company's continued environmental responsibility is judged by its ever widening customer base and the Public in general, while being driven enthusiastically by the Managing Director through the management structure.

# 11 FIVE YEAR FINANCIAL SUMMARY

	2003	2002	2001	2000	1999
A Turnover	£ 3,907,479.00	£ 4,687,838.00	£ 3,792,084.00	£ 3,954,538.00	£ 3,374,465.00
B Trade Purchases	£ 1,274,621.00	£ 1,657,205.00	£ 131,695.00	£ 1,325,765.00	£ 1,068,385.00
C Cost of Sales	£ 2,641,071.00	£ 3,043,393.00	£ 2,455,927.00	£ 2,935,635.00	£ 2,445,056.00
D Gross Profit	£ 1,266,408.00	£ 1,644,445.00	£ 1,336,157.00	£ 1,018,903.00	£ 929,409.00
E Profit before Tax	£ 91,516.00	£ 502,075.00	£ 349,468.00	£ 181,649.00	£ 143,584.00
F Tax	£ 20,633.00	£ 129,385.00	£ 80,429.00	£ 37,573.00	£ 30,908.00
G Profit After Tax	£ 70,883.00	£ 372,390.00	£ 269,039.00	£ 144,076.00	£ 112,676.00
H Dividends	£ 131,400.00	£ 162,300.00	£ 146,310.00	£ 100,800.00	£ 70,890.00
I Total Fixed Assets (NBV)	£ 105,609.00	£ 130,095.00	£ 142,297.00	£ 127,242.00	£ 131,644.00
J Stocks	£ 57,239.00	£ 22,470.00	£ 21,400.00	£ 25,100.00	£ 20,150.00
K Trade Debtors	£ 1,120,643.00	£ 848,636.00	£ 1,484,150.00	£ 1,310,325.00	£ 1,075,620.00
L Trade Creditors	£ 339,563.00	£ 316,385.00	£ 494,377.00	£ 504,687.00	£ 490,748.00
M Current Assets	£ 1,391,763.00	£ 1,487,844.00	£ 1,545,585.00	£ 1,371,058.00	£ 1,184,703.00
N Current Liabilities	£ 744,804.00	£ 779,783.00	£ 1,029,045.00	£ 978,681.00	£ 766,908.00
O Net Current Liabilities	£ 646,959.00	£ 708,061.00	£ 516,540.00	£ 392,377.00	£ 417,795.00
P Long Term Finance	£ 4,825.00	£ 29,869.00	£ 60,967.00	£ 44,478.00	£ 117,574.00
Q Net Total Bank Borrowing	£ 131,886.00	£ 18,335.00	£ 133,542.00	£ 164,674.00	£ 172,470.00
R Net Assets/Shareholders Funds	£ 747,743.00	£ 808,260.00	£ 597,870.00	£ 475,141.00	£ 431,865.00
S Number of Shares	1,000	1,000	1,000	1,000	1,000

## Ratios

## Formulae

		2003	2002	2001	2000	1999
1 Gross Profit	D/A	32.41%	35.08%	35.24%	25.77%	27.54%
2 Profitability	G/A	1.81%	7.95%	7.09%	3.64%	3.34%
3 Return on Capital Employed	G/R	9.48%	46.11%	45.00%	30.32%	26.09%
4 Asset Utilisation	A/I	37.00	36.03	26.65	31.08	25.63
5 Liquidity	M/N	1.87	1.97	1.50	1.40	1.54
6 Stock Turnover Period	J/C x 365	8	3	3	3	3
7 Sales Credit Period	K/A X 365	105	66	143	121	116
8 Purchase Credit Period	L/B X 365	47	38	73	63	73
9 Apparent Tax Rate	F/E	22.55%	25.77%	23.01%	20.68%	21.53%
10 Gearing	P/R	0.01	0.04	0.1	0.09	0.27
11 Bankers' Cover	(I+J+K)/Q	9.38	54.61	12.34	8.88	7.12
12 Net Asset Value Per Share	R/S	748	808	598	475	432

## 12 CLIENT LIST

Below is a list of clients that Structura UK Limited have had the pleasure of working for;

Abbey National PLC	Gollins Melvin Ward	Prudential Assurance
Alan Nash Associates	Greycoat Construction Limited	Rank Xerox
Allies and Morrison Architects	GVA Grimley	Richard Ellis
Atis Real Weatherhall	Hanscomb	Regus
AMEC Construction	Hamilton Associates	Sir Robert Mc Alpine
Aukett Europe	H M Customs and Excise	Samsung
Balfour Beatty	Haymills Limited	SAGA
B D P Partnership	HBG Construction	S G Warburg Trust Co Ltd
B P PLC	Heathrow Airports Limited	Savills
BAA PLC	Hillier Parker Rowden and May	Schal Limited
BOC PLC	Hyatt Regency Hotels	Scottish Provident
Berkeley Group of Companies	Intercontinental Hotels	Shepherd Construction Ltd
Bickerdike Allen and Partners	Interior PLC	Sheppard Robson
Bovis Land Lease	John Laing Construction	Sir Norman Foster and Prts
Ballast Construction	John Mowlem PLC	Slough Estates Limited
Britel Fund Trustees	John Pelling and Partners	Stansell QVC
British Airways Authority	Jones Lang Lasalle	Strutt and Parker
British Gas PLC	Leslie Jones Architects	Sun Alliance PLC
British Steel Pensions Fund	Laing Management	Slaughter and May
Broadgate Estates PLC	Land Securities	Serco
Broadway Malyan	LDDC	TTSP
Birse Construction	LIFFE	Taylor Woodrow Construction
Buro Happold	Mace Limited	The Crown Estate
Cheval Group	Mansell Construction	Thames Water
Capital Shopping Centres	Marks and Spencer	Tower Hamlets
Chapman Taylor and Partners	Mc Vities UK Limited	Toyota UK Limited
Compaq	McBains Cooper	Trafalgar House
Costain Construction	MPM Capita	Tuffin Ferraby and Taylor
Civil Aviation Authority	One to One	T P Bennett
Cladtech Associates	Michael Auket Architects	University of Westminster
Commission for New Towns (Milton Keynes)	Merrill Lynch	Unilever PLC
Constructive Limited	Michael Hopkins Architects	United Distillers
Coopers and Lybrand PLC	Microsoft Limited	Virgin Records
Crown Prosecution Service	Miletrian PLC	Warings Construction
Digital	Morgan Lovell PLC	W S Atkins
Dockways Limited	Nationwide Building Society	W S Try Limited
DTZ Debenham Tie Lung	Norwest Holst	Warner Brothers UK Limited
Durkan Pudelek	North Herts District Council	Wates Integra
Direct Line Insurance	Novell UK Limited	Wates Interiors
Edmund Nuttal	NEC Electronics Limited	Wates Construction
Erdman Lewis	Nicholas Grimshaw and Partners	West Sussex Council
Ericssons Limited	Oracle	Wellcome Glaxo
EPR Architects	Ove Arup and Partners	Zurich Insurance
Fitsroy Robinson	P & O Stena	
Focchi Limited	Postel Limited	
Frederick Gibbard and Partners	Powell Williams Partnership	
General Accident	Procord Limited	
Geoffrey Osborne Limited	Procter and Gamble	

## 13 PROJECT PORTFOLIO

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- 1 Braehead Shopping Centre – Glasgow
- 2 Slaughter and May, No 1 Bunhill Row – London
- 3 Charter School – Dulwich
- 4 SAGA Headquarters – Folkstone
- 5 Harbour Exchange Buildings 1,2,3,7,6,7 & 9 – London
- 6 AXA Sunlife Headquarters – Bristol
- 7 BOC PLC Headquarters – Surrey
- 8 Portcullis House – London
- 9 Heathrow Airport T1 and T3 – London
- 10 West Quay Shopping Centre – Southampton
- 11 Procter and Gamble – Weybridge
- 12 Berkeley Square House – London
- 13 Café Grand Prix – London
- 14 Williams Formula One – Oxford
- 15 Vodafone – Newbury
- 16 Paddington Central – London
- 17 New Bull Ring Shopping Centre – Birmingham
- 18 Aviation House – London
- 19 National Physical Laboratory – Teddington
- 20 Stockley Park – Heathrow
- 21 Triton Square – London
- 22 Trinity Square – Slough
- 23 Two Rivers Development – Staines
- 24 Esplanade – Jersey
- 25 Hyatt Regency Hotel – Birmingham
- 26 Oracle Shopping Centre – Reading
- 27 8-10 Old Jewry – London
- 28 University of Westminster – London
- 29 Greenlanes Shopping Centre – Barnstaple
- 30 Jubilee House – Gatwick Airport
- 31 Dulwich Picture Gallery – London
- 32 Thames Water – Swindon
- 33 The Big Pint – Dublin
- 34 Zurich Insurance Headquarters – Fareham
- 35 Excel Exhibition Centre – London
- 36 Xerox – Uxbridge
- 37 The Ark – Hammersmith
- 38 Cambourne Business Park – Cambridge
- 39 Gateway House – Basingstoke
- 40 Blackfriars House Hotel – London
- 41 B T Tower – London
- 42 White Lion Shopping Centre – Guildford
- 43 British Nuclear Fuels – Sellafield
- 44 13-21 Eastcheap – London
- 45 St May's Hospital – Isle of Wight
- 46 Hills Road – Cambridge
- 47 British Petroleum – Sunbury
- 48 Nationwide Building Society – Swindon