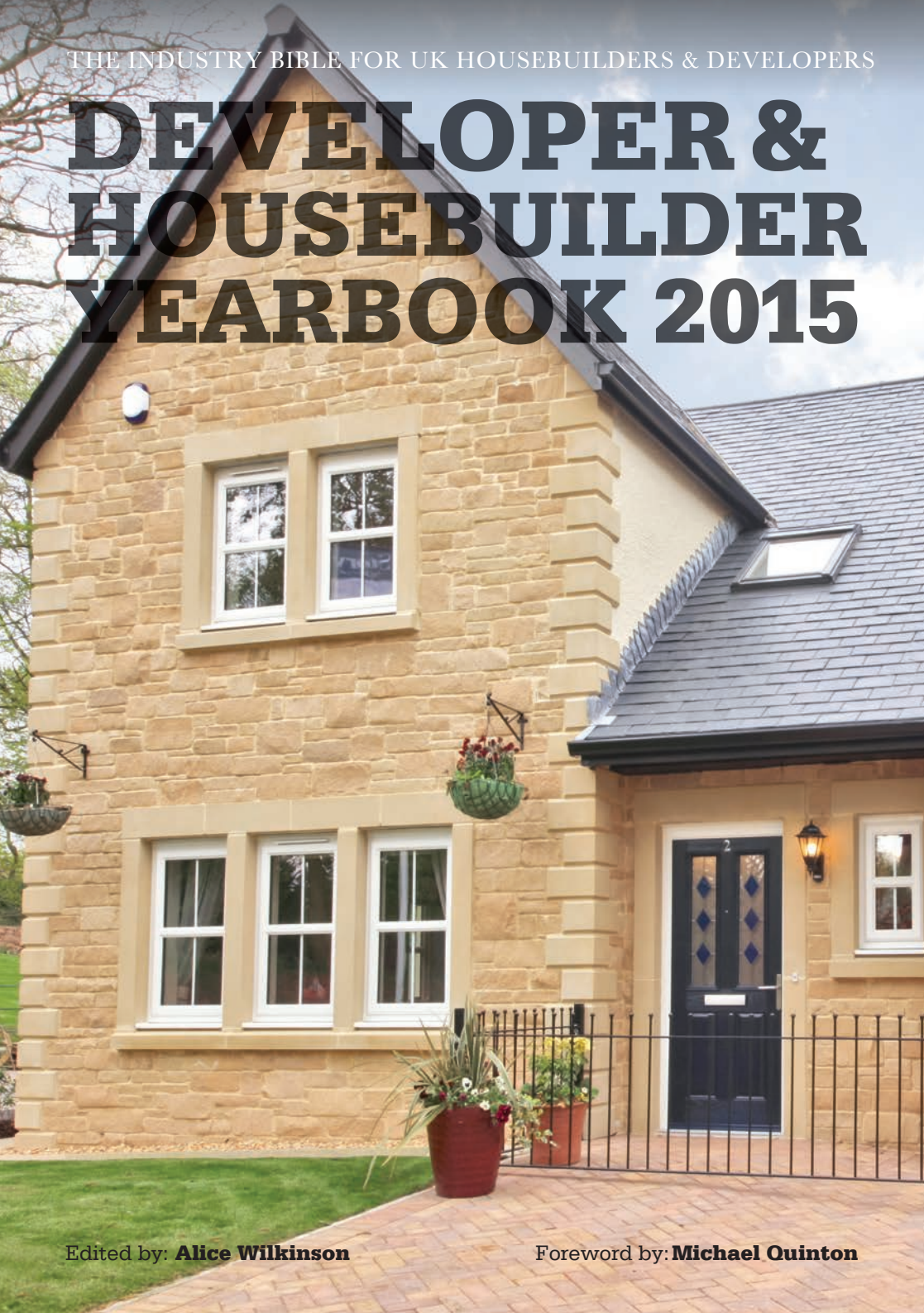


THE INDUSTRY BIBLE FOR UK HOUSEBUILDERS & DEVELOPERS

DEVELOPER & HOUSEBUILDER YEARBOOK 2015



Edited by: **Alice Wilkinson**

Foreword by: **Michael Quinton**



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DEVELOPER & HOUSEBUILDER YEARBOOK 2015

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from the editor...



It is with great pleasure that I introduce the Developer and Housebuilder Yearbook 2015. After a steady growth in housing demand though 2014, there is resounding optimism across the industry as we enter the new year.

The general message from the industry's governing bodies is to use this time to assess ways in which you can secure a sustainable recovery and ensure this positive growth rate is maintained.

The launch of the London Build 2015 event is a significant demarcation of the turn around within the housing market and, more specifically, 'London's construction boom'. In our Trend section we look at the expansion of London's infrastructure alongside a range of current topics; from the national apprenticeship scheme to sustainable partnerships and attracting new recruits to the industry.

In light of the UK government's announcement that all publicly funded projects will be required to use a minimum of Level 3 Business Information Management (BIM) by 2016, there has been a notable focus on the ways in which developers can embrace recent advances in technology. We include a piece from the Chair of BIM4Housing, to help you demystify the topic and understand what implementing BIM would mean for housebuilders on site.

While it is important to look ahead and consider adopting new approaches to your trade, it is equally important to recognise the successful projects that have survived the economic downturn and are nearing completion or, are complete. We celebrate these in our Photo Casebook; a sample of this years' building achievements from across Britain, proving that innovation, quality design and tenacity are imperative in securing a successful future in the housebuilding industry.

I hope the 2015 yearbook provides an inspiring and educational read and I wish you the best of luck with the coming year.

Alice Wilkinson

Editorial Team

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Building Council

Mike joined NHBC in 2012, bringing extensive experience of the insurance sector having held senior management positions at some of the UK's top insurance providers.
www.nhbc.co.uk



Neil Young
Chief Executive,
Get Living London

Chief Executive Neil Young reveals how Get Living London is meeting the increasing demands of generation rent and explores how the sector can adapt to meet the changing needs of London's property market.
www.getlivinglondon.com



Alex Feltwell
Managing Director,
Apps & Analysis

Alex Feltwell, Managing Director at Apps & Analysis, discusses the technology gap as the property development market falls behind other sectors in utilisation of technology and the potential that mobile applications hold for improving procedures in the construction industry.
www.aanda.im



Christian Jebson
Chief Executive,
Kebony Wood

Over the past four years Kebony has built a strong working relationship with British property developers, Bliss. Chief Executive of Kebony, Christian Jebson, discusses the importance of maintaining positive working relationships in the construction industry.
www.kebony.com/en



Andrew Carpenter
Chairman, BIM4Housing

As Chief Executive of the Structural Timber Association (STA) and the Chairman of the BIM4Housing cross-industry group, Andrew discusses his passion for sustainable construction and what Business Information Management (BIM) means for housebuilders.
www.structuraltimber.co.uk



Brian Ferry
Chief Executive,
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Brian Ferry, Chief Executive of the Federation of Master Builders (FMB) speaks about the importance of attracting new recruits to the industry.
www.fmb.org.uk



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London Build team

As a marketing executive for Oliver Kinross, a London based business research organisation, Benjamin Edmonds discusses the motivation behind the launch of the prestigious London Build 2015 event, and speaks with Peter Shipley about the construction of the Thames Tideway Tunnel.

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Sue Husband
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Sue is Director of the National Apprenticeship Service, part of the Skills Funding Agency, which funds and promotes adult further education (FE) and skills training in England. Part of Sue's role includes engaging employers and employer groups to encourage them to take on apprentices and trainees and ensure high quality training provision.

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Kevin Blunden has spent over 25 years in the field before he joined CABE. His expertise lay in legislation, fire safety, environmental issues and health and safety.

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Steve Hornblow
NW Bicester Project Director,
A2 Dominion

Steve Hornblow is the NW Bicester Project Director. He has worked for A2 Dominion for six years and considers this his biggest and most rewarding challenge to date. He speaks about the pioneering development and the elements that constitute an eco-town.

www.a2dominion.co.uk



Above: Story Homes Marketing Suite



DEVELOPER & HOUSEBUILDER YEARBOOK 2015

Foreword: Mike Quinton

Chief Executive, National Housing Building Council (NHBC)

Over the past year we have seen a genuine return of confidence to the industry as builders strive to meet the growing demand for new homes that the country desperately needs.

Following the dramatic growth of 2013, we saw a period of consolidation in the first half of 2014, but our recent data tells us that the pace is picking up again. As we approach the end of the year volumes of new home registrations looks set to reach levels 8% higher the previous year.

Our figures also show that the housing upturn we have seen over the last couple years is a genuine broad-based recovery not just a London or South East phenomenon - it is taking place across the UK.

We must however not lose sight of the fact that the UK still has a chronic shortage of new homes. With just months to go to the General Election, we are

encouraged that housing is being positioned front and centre of all the main political parties' agendas.

The Government clearly recognises the need for more housing, especially affordable with the allocation of more funding for the next phase of the Affordable Housing Programme covering 2015 – 2018, which we expect will increase volumes to allow prospective buyers improved access to more affordable homes across the country. They have also pledged to keep the Help To Buy equity scheme, for new build only, to 2020 and to implement zero carbon homes in 2016 based on the definition agreed earlier this year.

The introduction of the £525 million Builders Finance Fund has also been welcomed by the industry, designed to help restart and speed up housing developments between 15 and 250 units that have slowed down or stalled. This will be

instrumental in assisting some house builders facing difficulties in accessing development finance, particularly small and medium sized builders. Our own research through the NHBC Foundation found that securing finance was one of the main challenges facing smaller builders today.

It is clear to see from our figures that the house building industry has re-bounded from the depths of the long, deep recession; growth of such intensity brings with it many challenges. Despite the many challenges the industry faced, the NHBC has been an effective partner in supporting the industry, working with builders to stay abreast of changes, and retain the right skills to enable the construction of high standard homes.

We look forward to hopefully seeing this trend continue into 2015.





Photo Casebook

The last twelve months has seen an upturn in the housebuilding and developing market. With increased demand, activity and output, the industry's governing bodies are optimistic for the year ahead. In this section, we look at projects that have taken place in the past year across Britain. We recognise developments that have survived the strain of the economic downturn, proving that design, innovation and tenacity is imperative to securing a successful future in the construction industry.



MILLBROOK MEADOWS

Millbrook Meadows from Kier Living will bring 85 quality new homes, including 34 affordable houses, to the Cambridgeshire village of Gamlingay. Previously used for agricultural purposes, the 8.5-acre site is 0.75km south-east of the village centre and to the south of Station Road, one of the village's main access roads. Work began on site in July 2013, to execute a design that complements the countryside setting and the houses at Millbrook Meadows are built and finished to the highest specification. Sustainability is a key element of the build process and a comprehensive recycling programme is in place on site. Kier Living has been working with the parish council and local volunteers to create new wildlife habitats and areas of green space for local leisure use. Each of the houses comes with an unusual addition in the garden in the form of a bespoke bird box. Built by Kier Living apprentices, the boxes are intended to attract blue tits, robins, sparrows and other common garden birds to take up residence in the picturesque village location.



Project: Millbrook Meadows

Location: Gamlingay, Cambridgeshire

Type: Residential comprising two, three and four-bedroom houses incorporating 34 affordable housing units

Developer: Kier Living



BOWCLIFFE HALL

Bowcliffe Hall near Wetherby is a Grade II-listed stately home which now forms the headquarters of the Bayford Group. This £6m project involved refurbishment of areas of the main house, reconstruction of a cricket pavilion to the original, traditional design and construction of an innovative 'plane wing' conference space in an area of ancient woodland. Built by Conlon Construction, The Blackburn Wing was designed to celebrate Bowcliffe Hall's most famous former resident, aviation pioneer, Robert Blackburn who bought the estate in 1917. Overcoming the challenges of working in a 38-acre woodland, Conlon put down a layer of crushed stone on the site followed by geotextile lattice before using a lightweight piling rig to insert 66 piles to a depth of eight metres. Once the 18 steel legs were in place, a tubular galvanised steel framework was erected and Conlon then installed the distinctive 'ribs' at the rear of the building using 54 individual glulam beams connected with galvanised 'knuckle' joints. The building envelope was created using 18mm marine grade plywood covered above and below with ribbed copper, which will oxidise over time to leave a verdigris patina. Glazed panels to the front and side elevations provide stunning views of the surrounding woodland and help to maintain the natural feeling of the building, both inside and out.



Project: Blackburn Wing, Bowcliffe Hall

Location: Wetherby, Yorkshire

Type: 2,000 sq ft conference centre with capacity for 140 guests

Developer: Bayford Group

Architect: The Harris Partnership



HIGH WOOD HOMES

When the Homes and Communities Agency (HCA) began working on the redevelopment of the former Lancaster Moor Hospital site in 2012, they chose developer Story Homes as their preferred bidder. Story Homes began planning for the new build element of the project on land adjacent to the iconic former hospital in Lancaster, close to the M6. The site, including the outlying hospital buildings, played a huge part in the lives of many local people and public interest was high. The brief for the development was to create a stunning community of new homes which would complement the features of the surrounding area, remaining sympathetic to the semi-rural woodland setting. The new build element of the project also had to complement the work undertaken by another developer to restore the nearby imposing Grade II listed hospital building. Using high quality and high specification core house type range, Story Homes has created a layout which includes 12 house types, ranging from detached to semi-detached, terraced and town houses. The properties offer three, four or five bedrooms and a variety of modern and traditional layouts, finished with a mix of natural stone, render and brick. High Wood will eventually bring 197 new family homes to the Lancashire town, with 32 now complete and occupied.



Project: High Wood

Type: New build, residential estate of family homes

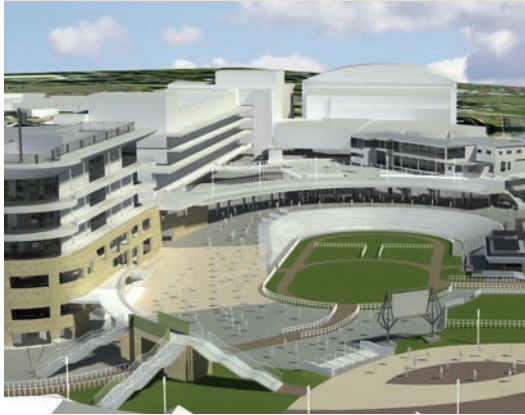
Location: Lancaster

Developer: Story Homes



CHELTENHAM RACECOURSE GRANDSTAND

Kier started work on The Jockey Club's new £45m grandstand development at Cheltenham Racecourse in March 2014, which will be completed in readiness for The 2016 Festival. The development will create a state-of-the-art new grandstand alongside Cheltenham's existing main stand. It will include new annual members' facilities, general public viewing areas, private boxes, The Cheltenham Club and the Royal Box. The project will also see the creation of elevated walkways to ease mobility for customers and provide a multi-tiered 'amphitheatre' experience around the parade ring, allowing even more people to enjoy the equine stars at the heart of all Cheltenham's race days. Preparation works began in 2013 with the removal of the circa 1920s 'A&R' block of boxes, replaced for the duration of the 2013/14 season by a high-quality temporary structure called the Arkle Stand. At £45m, the development is The Jockey Club's largest single investment in facilities and builds on more than £80m invested in facilities at Cheltenham in the last 30 years. This project also builds on Kier's excellent track record delivering several major projects at Cheltenham Racecourse, including the £17m construction of The Centaur building, one of the largest events spaces in the south west of England.



Project: Cheltenham Racecourse grandstand
Location: Cheltenham, Gloucester
Type: Public building, grandstand
Developer: Kier
Completion Date: Spring 2016



ALBION PLACE

Developed within an historic conservation area in the centre of Skipton, Albion Place is the first town centre development in Skipton for 20 years and has already been named the best property development of 2014 at Insider's Yorkshire Property Industry Awards. The scheme, built by Eric Wright Construction, combines a main retail scheme facing the town centre car park, along with two high street units on the site of a former clinic building and a new open public space called Museum Yard. Conceived as a contemporary retail destination, the scheme's aim was to enhance Skipton's trading potential while encouraging more shoppers to visit from the surrounding area. Designed to reflect the historic layout of Skipton town centre, the scheme utilises materials featured in the local built environment to complement its surroundings. The new retail accommodation has attracted major high street names including Next, Pizza Express, Cotton Traders, Pavers Shoes, Cotswold Outdoor, Dawsons Department Stores and Chevin Cycles to the town centre, while Museum Yard will provide timber seating and a relaxing space for shoppers. The 46,000 sq ft development has created more than 150 permanent jobs in Skipton and the scheme includes car parking for 330 vehicles to ensure that the town can accommodate the additional shoppers.



Project: Town centre development

Type: Commercial retail scheme

Location: Skipton, Yorkshire

Developer: Maple Grove, part of the Eric Wright Construction group

Architect: Bowman Riley



VICTORIA PARK

The £4m Victoria Park development in St Helens involved a 14-month project to preserve and restore elements of a 14-hectare park, first opened in 1886. The scheme aimed to improve visitor facilities for local residents and included refurbishment of the park's Grade II-listed gate lodge, renovation of the Mansion House Walled Garden and restoration of the Folly. The park's original Edwardian Orangery had been demolished during the 1950s and the project also included construction of a replica to restore the park to its original layout. Extensive landscaping works were also involved, including construction of a new bandstand, the reintroduction of two tennis courts, refurbishment of the pond and re-laying of Victorian kerb edgings, paving and footpaths. The Grade II-listed gate lodge has been fully restored retaining all the existing features to make it suitable for use as a learning and community facility for park users and local schools. The architects worked closely with St Helens Council, the Friends of Victoria Park, a specialist conservation team and a landscape architect, using historic images to recreate the original appearance of the buildings and the landscape. The project was made possible thanks to external funding from Heritage Lottery Fund, Ibstock Corey, Corey Environmental Trust for Britain, Mersey Forest, United Utilities and Bliss.



Project: Victoria Park, St Helens

Location: St Helens, Merseyside

Type: Park landscaping and refurbishment of historic buildings

Developer: St Helens Council

Architect: Cassidy + Ashton



GREENDALE COTTAGE

This detached, three-bedroom, self-built home located in the Upper Weardale area of County Durham was awarded the title of Best Individual New Home at the LABC Building Excellence Awards Grand Final 2014. Greendale Cottage was recognised for its sustainability as, despite the physical constraints of the plot, it has been built with solar thermal panels and solar PV panels. With local planners unconvinced by the benefits of building a real low-energy home, Phil & Joy Newbold had to work hard to communicate the advantages of designing a home around its ongoing energy requirements rather than creating a pastiche of a leaky cottage. They managed to get approval for their plans and were able to create a workable proposal for achieving close to Passivhaus standard (a rigorous standard for energy efficiency). The U-value of the building fabric is 0.1, the windows are 0.9 and the air-tightness is 0.59. The SAP Energy Rating is 97. There is no heating system apart from the wood-burning boiler stove and the house is maintained at 20 degrees. The MVHR system is 94% efficient. Greendale Cottage is the first Band A passive house in County Durham.



Project: Greendale Cottage

Type: Detached, three-bedroom self-build

Location: Upper Weardale area of County Durham

Developer: New Bold Design



Housing Market Summary

Royal Institution of Chartered Surveyors

Edited by, Alice Wilkinson

The Royal Institution of Chartered Surveyors (RICS) regulates and promotes the chartered surveyor profession while enforcing the highest standards in the development of land and management of construction. They accredit 118,000 professionals whose expertise extends from environmental assessments and building controls to negotiating land rights in an emerging economy. With offices covering the major political and financial centres of the world, their market presence makes the RICS ideally placed to influence policy and embed standards at a national level. The RICS also work at a cross-governmental level, delivering a single, international standard that will support a safe and vibrant marketplace in land, real estate, construction and infrastructure, for the benefit of all. Their central position in the construction market makes their annual report a leading sentiment indicator of conditions in the UK residential and lettings markets. This Housing Market Summary, with reports compiled by RICS economists, looks at industry performance and key influences over the last twelve months.

Q4 2013

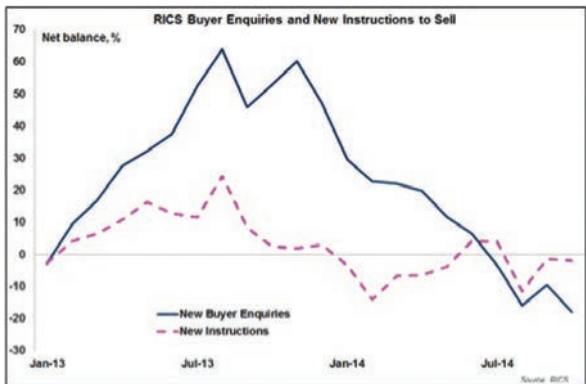
“Sales reached a level that had last been seen in 2008”

2013 ended with buyer demand growing strongly across all parts of the UK, outpacing growth in new instructions across all regions.

Distinct demand supply imbalance led November's headline price net balance to a level not seen for over 10 years and pushed near term price expectations to a 14 year high. Price momentum grew across all regions with London seeing strong growth and the vast majority of surveyors in the capital seeing prices rise.

Underpinning sustained growth in demand is an easing in credit conditions, with mortgage rates remaining near record lows and RICS respondents noticing LTV ratios rising for all categories of borrowers.

Sales per surveyor had been increasing for most of the year following the sustained increase in demand since the previous Spring. In Q4, sales reached a level that had last been seen in early 2008.



Q1 2014**“Price momentum remains firm”**

Buyer enquiries and sales levels continue to grow, albeit at a slower rate than previously, with London and the South East seeing activity levels grow at more subdued rate than elsewhere during the quarter.

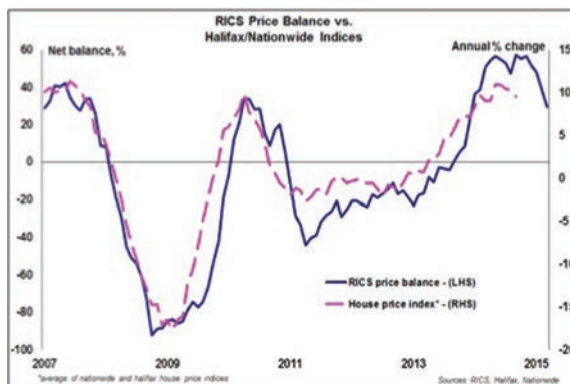
This may partly reflect a lack of new instructions coming to market: New instructions to sell decreased slightly in each month of Q1 and the average number of properties for sale on surveyors books reached an all time low.

Despite the slowing in the rate of growth in activity levels, sales

per surveyor reached a six year high in March.

Price momentum remains firm across all regions with London and the South East showing particularly strong growth.

Price expectations remain firm across all regions with the 12-month expectations series reaching a record high of 78 in February and remaining almost unchanged (77) in March.

**Q2 2014**

The introduction of the Mortgage Market Review in April imposed tighter mortgage underwriting standards on lenders and anecdotal evidence from members suggested that this resulted in a marked slowing in the transaction process and had a direct impact on activity levels.

Meanwhile, increased rhetoric from policymakers regarding growing risks in the housing market and heightened speculation regarding the timing of the first rise in interest rates were also taking a toll on buyer confidence.

While mortgage rates remained extremely accommodative by historical standards, 'perceived LTV ratios', as reported by respondents to the RICS survey were creeping down slightly across the spectrum of borrowers.

The rate of growth in demand

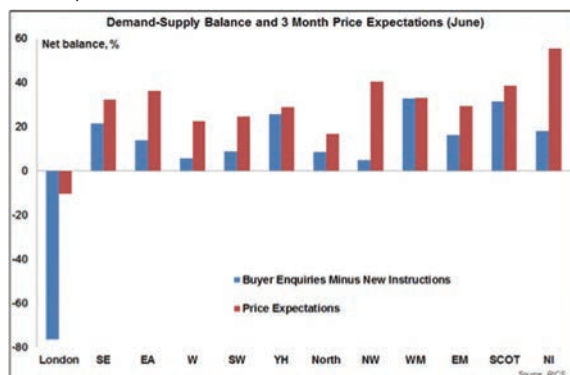
continued to slow over the quarter and by June, new buyer enquiries were falling marginally at the headline level.

The London market led the contraction in demand and by June a net balance of 31% of respondents were seeing buyer enquiries fall in the capital.

Supply conditions continued to remain tight at the headline level, with new instructions growing only marginally in June following a contraction in April and May. However, the headline

figure hides a sharp divergence between London, where supply was growing quite markedly by June, and most of the rest of the UK regions and countries where supply conditions remained tight.

Price momentum remained firm both at the headline level and across all parts of the UK with the South East, Yorkshire & Humber and Northern Ireland seeing the most robust growth, on average, over the quarter.



Q3 2014

“A mixed sales picture emerged across different parts of the UK, reflecting the varied demand and supply environment”

The weakening demand picture that had been seen in the London market in the previous quarter began to spread to other parts of the UK and buyer enquiries started to contract at the headline level. The national (England and Wales) new buyer enquiries series remained negative in each month of Q3.

Only in Yorkshire & Humber, the North, East Anglia, and Northern Ireland has demand continued to grow in each month in Q3 while supply conditions were equally varied.

A more mixed sales picture emerged across different parts of the UK, reflecting the more varied demand and supply environment. In September, roughly half of the regions we monitor were reporting

transaction levels fall with the headline agreed sales balance recording a negative reading for the second consecutive month.

The London market continues to lead the moderation in sentiment with demand contracting more sharply than elsewhere and near term price expectations remaining in negative territory in each month in Q3. Each of the main London house price indices are beginning to reflect the moderation in momentum in the capital's market with the ONS price index falling 1% in September.

The headline RICS price balance continues to drift down over the quarter across all areas except Northern Ireland, but remains at a firmly positive reading of 30% in September. Only in London has the balance reached a negative reading (-9) in September, ending the longest continuous period of price growth that this survey has recorded for the capital.

However, at the headline level, price expectations remain positive at both the three and twelve month horizon, despite having softened across the majority of regions relative to the previous quarter.



Q4 2014

“Respondents expect prices to continue rising in each area over the coming 12 months”

The October survey shows the headline price balance soften further, reaching a value of 20, due to a sharp decline in the London price balance to -35 with respondents reporting growing political uncertainties

as an extra drag on the capitals market.

The agreed sales balance recorded a third consecutive negative value with demand now falling somewhat across the majority of parts of the UK.

Mortgage approvals fell for the fourth consecutive month in October and sales expectations, although still positive at the headline level, have fallen at both the 3 and 12 month horizon. Indeed, in London and

East Anglia, respondents expect activity levels to contract in the near term.

Scotland has enjoyed a post-referendum bounce in activity with buyer enquiries and sales rebounding sharply.

Respondents expect prices to continue rising in each area over the coming 12 months with expectations most buoyant in Northern Ireland where growth of around 4% is expected.

THINK TECHNOLOGY



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Trend chapters

We hear from influential senior figures in the housebuilding industry as they share their expertise and experience on current debates and issues affecting the UK construction and housebuilding industry. This section covers a range of topics to help you secure a sustainable recovery and ensure a positive growth rate is maintained across the wider industry; from adopting business information management systems (BIM) and on site apps to attracting new recruits and assessing the value of the national apprenticeship scheme.



Trend: London's Private Rental Sector

By Neil Young

Chief Executive, Get Living London

Get Living London is the residential owner and rental management company behind East Village, the former Athletes' Village from London 2012, located in Stratford, East London. Renting 1,439 properties via a unique model with institutional backing and progressive policies, the company is a pioneer in the private rental sector and is changing the face of renting in the capital for the better. Chief Executive Neil Young reveals how the company is meeting the increasing demands of generation rent and explores how the sector can adapt to meet the changing needs of London's property market.

The private rental sector in London has almost doubled in size in the last thirty years as people of all ages and demographics are increasingly unable to afford mortgages and the rising cost of property. Despite this paradigm shift, rented housing has retained a slightly negative public image, being perceived by many as the unattractive alternative to home ownership. Disingenuous letting agents and absent landlords epitomise the average consumer experience of renting property and this is something that we endeavour to change. It is also something that has guided the progressive rental model that we have created through Get Living London.

In 2012, the eyes of the



Above: Get Living London, Amelia Mansions

world turned to Stratford to deliver its promise of Olympic legacy, an opportunity to truly enact positive change not just for the local area but also for wider London and the housing market. Get Living London has developed an entirely new approach to the private rental

sector, emulating that in other European cities which we hope, will offer a sustainable solution to London's long-term housing crisis.

Get Living London is committed to leading by example and making renting in London a better and more desirable

experience. A transparent approach to lettings ensures residents do not pay transaction fees, documentation fees, reference fees, check-in fees or inventory fees. We offer flexible and long-term tenancies of up to three years with residents-only break clauses, offering our residents both the security and flexibility that the private rented sector often lacks.

Over the past two years, Get Living London has raised the bar for the property industry, creating an innovative fee-free new way of renting; offering the security of long-term tenancies with transparent rental increases; and delivering a committed, responsive team, based in our on-site management office seven days a week, to help redefine the renter-landlord relationship.

Of the 2,818 new homes in East Village, Get Living London is responsible for the 1,439 private rental properties, ranging from one to four bedroom apartments and townhouses for individuals, couples, sharers and families and to date we have overseen the moving-in of more than 1,000 residents. The remaining homes in East Village are managed by Triathlon for social housing, affordable rental and shared ownership residents.

In an effort to understand why families commonly rent privately in other foreign cities but tend not to in London, Get Living London commissioned the London School of Economics (LSE) to conduct research into whether middle-income families renting in London are less satisfied with private renting than in other cities, and if so, why this is the case.

The central conclusion of the report is that combinations of structural, economic and cultural factors are driving the behaviour



Above: One bedroom apartment, Get Living London

of both landlords and tenants. The report also illustrated that, as far as the provision of property for families is concerned, stability and longevity emerged as being of paramount importance.

At Get Living London, we have taken this into account, creating a family-friendly proposition. Chobham Academy, our local school at East Village, takes three-to-eighteen-year-olds; accommodating 1,800 students. The on-site Sir Ludwig Guttmann health centre also ensures that families are well looked after.

We also understood that a common concern for families renting property is the lack of security of tenure; something which we addressed through the introduction of assured short hold tenancies which offer three-year-long tenancies and annual rent reviews linked to the Consumer Price Index, so that residents are not exposed to the whim of the turbulent market.

The research from LSE gave us confidence in the structures we have put in place. By introducing policies that offer families longevity, security and comfort, we have been able to attract a variety of tenants and create a community that replicates those of home owning residential areas.

The UK Government wants

to see a bigger and better private rented sector and accordingly set up a PRS taskforce; an excellent initiative that has been very influential in communicating with the public sector and councils about how to improve the sector. But what is really essential for a healthy and flourishing private rental sector, is user-experience led offers – just like with any other industry. The negative perceptions that have surrounded renting in the capital in previous years can change but landlords and rental housing providers need to fundamentally improve to offer a product that people will seek out, rather than something that will suffice in the absence of a better alternative.

It starts with service levels and building the right properties – delivering somewhere that people want to live in; and that is just what we have strived to achieve at East Village. With 4,000 people currently living in the area, East Village is 75% full and the vision of Olympic legacy that the nation was promised in 2012 is no longer a distant possibility but a present reality. It's still relatively early days for London's large scale private rental sector but I truly believe that our model holds part of the answer for its future.

www.getlivinglondon.com



Trend: The technology gap

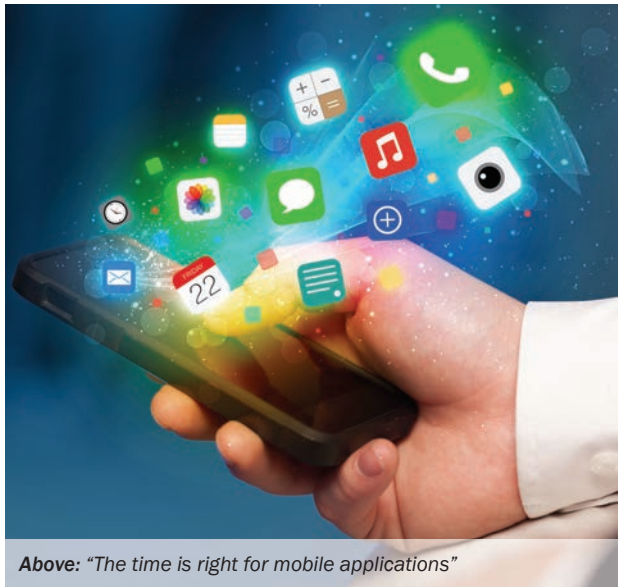
By Alex Feltwell

Managing Director, Apps & Analysis

Apps & Analysis is a mobile app development company specialising in apps for housebuilders. Established in 2011, the company have channelled their expertise into creating 'Builder' - a mobile app tailored to the requirements of trades people in the housebuilding industry. It provides a convenient property search capability, social sharing facilities, interactive site plans and sales brochures. Alex Feltwell, Managing Director at Apps & Analysis, discusses the technology gap as the property development market falls behind other sectors in utilisation of technology and the potential that mobile applications hold for improving procedures in the construction industry.

The engineering and construction industries have always been at the forefront of technological developments, pioneering advances in machinery, techniques and materials. Yet, when it comes to the sales aspect of construction, procedure in these industries are failing to keep pace. While most industries are embracing the penetration of advanced, effective mobile applications (apps) to support their sales strategy, the property market has been slow to reap the benefits.

Only now are application developers beginning to realise the enormous potential this sector has for digitally enhancing the entire house buying experience and are starting to propose fit-for-



Above: "The time is right for mobile applications"



Above: "The modern homebuyer is more accessible than ever"

purpose solutions. While most sectors look to mobile apps as a way to engage their customers, for house builders this approach is very much still in its infancy. Apps & Analysis was recently asked to provide a review of one of the few mobile apps on the market offered by one of the UK's leading house builders. Our summary was that the app as it stood was largely ineffectual due to the company's failure to offer an Android option, the limited customer engagement provided by the app promotion was poor which will likely result in low download rates and crucially no notification functionality to encourage repeat usage of the app was available. The market for housebuilding apps has a long way to go.

Apps and mobile devices are a perfect marketing partner for the modern house builder. Buyers expect a website, most expect a mobile-friendly website yet research shows that up to 85 per cent of consumers would prefer a mobile application as a way to engage with a business due to

their increased convenience, speed and the fact that they are optimised for accessing content on the go.

The modern homebuyer is more accessible than ever due to the boom in Smartphones. As soon as the construction industry opens its eyes to the capabilities of applications and Smartphones, it will be able to provide a faster and more efficient buying experience. Imagine a world where push notifications automatically alert buyers of any nearby developments and offers that fit their needs. Buyers now demand a level of interactivity that a paper-based brochure simply cannot provide.

Digitalising their brochure will allow developers to showcase their homes on an entirely new platform. Providing up to the minute availability, engaging multimedia content and an intuitive way for buyers to access the latest information. Emerging technologies now make it possible for the details of the price, layout and features of the property the buyer is walking past to be

immediately available on the buyer's Smartphone. Step inside the property and even the details of available kitchen and bathroom styles can be shown on their device the moment they enter the room. For many buyers this level of intrusion may take some getting used to but many will embrace and soon expect it.

It is not just the buyer that will benefit from the shift to mobile applications. Marketing teams will soon be able to analyse more data than they have ever had access to before. Return visitors could easily be identified and should you choose to, alerts could then be sent to sales staff on site who could then engage these 'pre-qualified' buyers with full knowledge of what the customer has shown interest in previously and deliver an informed and targeted sales pitch. Mobile engagement is moving fast and the time is right for applications to be added to the list of tools house builders require.

www.housebuilderapps.com



Trend: Maintaining positive partnerships in construction

By **Christian Jebson**

Chief Executive, **Kebony Wood**

Based in Oslo, Norway, Kebony transforms sustainable soft wood species into a product with the characteristics of tropical hardwoods using bio-based liquid to treat sustainably sourced, non-durable softwoods such as pine. This liquid gets ingrained into the wood cells, forming stable locked-in polymers in the wood cell walls after curing, heating and drying. The result is that the treated woods adopt the dimensionally stability and strength of premium hardwoods. Over the past four years Kebony has built a strong working relationship with British property developers, Bliss. Chief Executive of Kebony Christian Jebson discusses the importance of maintaining positive working relationships in the construction industry.

Maintaining a successful partnership within the construction industry is not only beneficial for financial reasons but also creatively. It presents a number of opportunities to get involved in a range of projects; from a magical tree house to the spectacular hiking hut in Northern Norway and everything in between. At Kebony, forming and maintaining these partnerships is a priority focus for our business.

We have secured a global reputation for our sustainable alternative to hardwood through our involvement with high-profile, international projects delivered through our partnership network. In the UK alone our projects range from the revitalised Mary Rose Museum in



Above: 25 Hurst Avenue, Highgate, London



Above: Greenbanks in Holt, Norfolk

Portsmouth, residential buildings in London and across the regions, decking at Yarmouth Harbour, flooring in the Hackney Picture House and many, many more. A partnership we are particularly proud of is that with British property developers, Bliss. Based in Norfolk, the renowned property developers focus on delivering the dreams of their clients by involving them in every step of the development.

We have now collaborated with Bliss on three projects in the UK, over the course of four years: Hurst Avenue in Highgate, London, Greenbanks in Holt and a new development currently under construction in Blakeney. Bliss and Kebony's partnership brings together the British know-how and the Nordic style to produce properties that are personalised and also sustainable. This is a highly attractive prospect for the environmentally and design conscious consumer who is seeking a level of input into how they will use the spaces within their homes.

Our partnership

demonstrates that to survive and to be successful within the contemporary, hugely competitive construction industry, finding something specialised is central to its success, indeed both of the projects have generated a significant amount of press interest. It is through collaborations between companies that create high quality, refined products which enable radical design. Kebony is such a high quality wood that frees designers from the parameters normally dictated by softwoods and lower grade materials and this is why companies such as Bliss enjoy using Kebony in projects.

The first collaborative project for Bliss and Kebony was in 2011, this was a development within the prestigious north London district of Highgate in Hurst Avenue. This semi-detached three floor property, draws upon the Moroccan riad concept, that brings the outside in. Floor to ceiling sliding doors are used throughout the property providing panoramic views over

playing fields at the front and spacious gardens to the rear. The two 4,000 sq ft family homes are clad in Kebony and its use extends further to include the letter box and outdoor decking.

The second project that we worked on together is the eco-home, Greenbanks, situated near Holt in Norfolk. Built in 2014, this property unites a spacious and ultra modern Scandinavian inspired development. Encompassing an area of approximately 2,180 sq. ft and located within walking distance of Holt, this property has been finished with a Kebony cladding that over time will develop to a beautiful silver grey patina, complementary to the rural ideal of north Norfolk.

We hope to see this mutually beneficial partnership continue for many years to come. The inspiring union between Bliss and Kebony shows that innovation is central to establishing and maintaining success in this industry.

www.kebony.com
www.blisspace.co.uk



Trend: Business Information Management (BIM)

By **Andrew Carpenter**
Chairman, **BIM4Housing**

BIM4Housing work group was set up by the government's BIM Task Force in 2014 after the UK Government announced that all publicly funded projects will be required to use a minimum of Level 3 BIM by 2016. BIM4Housing aims to help drive BIM adoption among the new build community and the wider housing world through a series of BIM workshops for the housebuilding sector. Andrew Carpenter has been active within the construction sector for over 36 years. With experience working with Forticrete and Constructing Excellence in 1998, both as a board member and business development director, he brings considerable expertise to the role at the STA. As Chief Executive of the Structural Timber Association (STA) and the Chairman of the BIM4Housing cross-industry group, Andrew discusses his passion for sustainable construction and what Business Information Management (BIM) means for housebuilders.

The UK structural timber sector is currently on a journey, evolving from providing simple timber frame kits, towards more complex, prefabricated solutions, such as insulated panels, cross-laminated timber and closed panel systems. That journey is driving demand for design software that underpins drawing design, off-site manufacturing, compliance and carbon monitoring – in fact the very holistic approach that Building Information Modelling (BIM) encompasses.

BIM allows for the complete integration of the building design process by creating a single model upon which all detailed designs are superimposed. Through simulation, incompatibilities and potential clashes between building



Above: Sales of timber have risen

elements can be automatically detected at the earliest stage possible - often before ground is broken. Maximising efficiency, eliminating errors, ensuring compliance with building codes and reducing waste are all benefits currently offered by off-site prefabrication. The combined approach which BIM offers should improve these credentials even further, ultimately resulting in improved overall performance of the completed structure, especially with regards to sustainability.

BIM is widely seen as the construction industry's answer to greater efficiency and improvement.

From 2016, as part of the Government's drive for sustainable construction, all publicly funded projects will be required to use BIM. Much of the work STA members currently undertake is in the public sector, such as providing timber for schools, social housing, hospitals and nursing homes. Our members are therefore already embracing the integrated design approach. With increasing recognition that timber construction is the future for building low carbon, sustainable buildings, our members are experiencing a significant uptake in business as the growth in timber construction continues.

Many have reported significant increases in sales, of up to 160% in some cases, largely as a result of work done by the STA in building awareness of the benefits of timber in terms of environmental sustainability and speed of build, with BIM very much at the heart of future plans.

BIM4Housing is a cross-industry group driving change within the sector and supporting organisations through the process of adopting BIM. The STA



Above: The UK Government is currently setting ambitious targets in terms of building sustainability

supports the group and I chair it. The group has held a series of conferences throughout 2014 and has more planned for 2015. We work to identify the prevention and drivers to the adoption of BIM while liaising with other BIM4Housing groups abroad to share best practice; building case studies of successes will encourage industry bodies to work together towards wider uptake. Membership of BIM4Housing includes representatives from developers; insurers; housing associations; designers; contractors and the supply chain – a further demonstration of how our sector is embracing change and progress.

BIM is not about technology, but more about collaborative working. For BIM to produce the business benefits we seek, a truly integrated supply chain - with early involvement and a collaborative culture - is essential. As I spend my time engaging with businesses within our sector, it becomes evident that in order to produce real business benefit from BIM we need a truly integrated supply chain, with early involvement and collaboration through all stages of specification

and construction.

The potential to achieve significant savings and produce buildings, which perform better, is an attractive one for all elements of the supply chain. This process begins with design and ends with buildings that enhance the life of their occupants. And with the UK Government currently setting ambitious targets in terms of building sustainability, cost and efficiency, there is a real opportunity opening up for us to demonstrate how BIM is central to achieving these.

At its heart, BIM is a tool for efficiently delivering sustainably built, low-carbon structures. For it to be successful, it needs to be embraced across the industry in both the public and private sectors. With so many stakeholders involved in the design process, a change in culture will be required for this to be a success, with a shift from an adversarial to a more collaborative approach. However, if we can change, working together may result in more benefits than we ever thought possible.

www.bimtaskgroup.org



Trend: Attracting new recruits

By Brian Ferry

Chief Executive, Federation of Master Builders (FMB)

The Federation of Master Builders (FMB) is the UK's largest trade association in the building industry, with national offices in England, Northern Ireland, Scotland and Wales, supported by additional regional offices. Established in 1941 to protect the interests of small and medium-sized building firms, the FMB is independent and non-profit-making, lobbying continuously for members' interests at both national and local levels. The FMB is a source of knowledge, professional advice and support for building firms right across the UK and offers practical advice and support to the general public on choosing and working with the right builder. Brian Ferry, Chief Executive of the Federation of Master Builders (FMB) speaks about the importance of attracting new recruits to the industry.

The construction industry has faced some serious challenges in recent years.

We have come through the longest and deepest recession in living memory, losing thousands of firms and hundreds of thousands of workers. At the same time, other challenges of historic proportions have been foisted upon us. For instance, the importance of cutting carbon emissions within the built environment has become a focus for policymakers, forcing builders and developers up a steep learning curve as we are pushed to build to more and more stringent energy and carbon standards.

No sooner than we have emerged from recession, than the industry is now having to



Above: "This image problem is not a superficial concern"

overcome a further great challenge – that of attracting the number of new recruits it needs

to meet the projected growth in demand for its services. To give some idea of the scale of this

challenge, the Construction Industry Training Board (CITB) predicts that 200,000 new jobs will need to be filled by the industry between now and 2019, while around 400,000 construction workers are set to retire over the next ten years. In theory this should not be a difficult task. These will after all be skilled jobs in a growing industry, which offers excellent career opportunities to people with the widest range of different backgrounds, aptitudes and interests. Yet the truth is our industry is pretty poor at selling itself and communicating what it means to work in construction; and this is bound up in a much wider 'image problem'.

This image problem is not a superficial concern. It was highlighted in the Government's 'Industrial Strategy for Construction' and it impacts directly on our ability to attract a new generation of talent to work in the industry. This was clearly reflected in the finding of a study for CITB in early 2014, which found that 35% of careers advisers in schools held a negative view of the industry. If we are to change this view, then we will need to professionalise and modernise our image and our working practices.

The SME sector, which the FMB represents, is sometimes accused of being a drag on the image of the industry. Some of this is unfair and also ignores poor practices being continued by larger firms in the industry. But there is no doubt that the domestic repair and maintenance sector in particular needs to continue to guard itself against the damage done to the public view of our industry by rogue traders and shoddy outfits, and needs to continue to improve its health and safety record. This is



Above: "200,000 new jobs will need to be filled between now and 2019"

the agenda of professionalisation and it is one the FMB is fully committed to. That's why from 2015 the work of all new and existing FMB members will be inspected every three years to ensure it is of a high enough quality to warrant the FMB badge of professionalism. This is why three years ago the FMB set up its training arm – FMB Training – to offer members training courses tailored to their and their staff's professional development needs.

I believe professionalising the industry is a key part of attracting the new talent we need. We must shout much more loudly about the opportunities that the industry can open up. This industry offers skilled workers attractive wages in comparison with similar alternatives, career progression and often a route to entrepreneurship. The FMB highlighted this recently on GCSE results day by interviewing a former FMB Apprentice of the

Year who has now gone on to run his own company employing seven people.

We have also sought to highlight the positive and stereotype-challenging figures that emerge from the industry. Recently, we were pleased to be able to point out that Richard Burr, star of the Great British Bake-Off and FMB member, contrary to suggestions by a tabloid newspaper that he was too 'managerial' to be 'a real builder', is in fact a model of the many multi-skilled modern building professionals in the industry. We need to do much more of this – to highlight the new professionalism of the industry and its changing nature. After all, while the industry may never suit those who are scared of working out of doors, the future of the industry will be as much about iPads as it is about 'mud and boots'.

www.fmb.org.uk



Trend: London's Construction Boom

By Benjamin Edmonds

Marketing Executive, Oliver Kinross, London Build Show

Oliver Kinross is a London based business research organisation founded in 2008. It delivers high quality training and business intelligence through a range of events including conferences, summits, exhibitions and workshops. With a reputation for running successful market leading events across a number of sectors, Oliver Kinross have turned their sights to the construction industry and, in June 2015, they launch London Build 2015; a large-scale construction exhibition held in the iconic O2, London. As a marketing executive for Oliver Kinross, Benjamin Edmonds discusses the motivation behind the launch of this prestigious event, the rise of the London construction boom and speaks with Peter Shipley about the construction of the Thames Tideway Tunnel.

The UK construction industry is set for high levels of growth in the coming years, with London and the South of England expected to be at the forefront. Huge levels of foreign investment and an ever-improving domestic economy are leading to a massive increase in construction projects across London and the wider region.

The economy is fast on the mend; a staggering £21 billion was invested in London's office sector last year and housing shortages are driving the residential market. Boris Johnson, the Mayor of London, has highlighted 33 key development areas across the city. Coupled with improving transport links such as Crossrail and Thameslink, it is no surprise that



Above: London Build 2015; 18th - 19th June 2015, O2, London

London is forecast to be one of the leading cities in the world for

construction in the coming years. The growth within London



Above: O2 and Canary Wharf, London

means that based on 2013 estimates, the city will need 800,000 new homes by 2021. In order to facilitate this, £1.25bn was released in July 2014 to deliver 45,000 affordable homes by 2018, taking the total investment to £4.23bn. This programme will see a number of London boroughs take charge of their own housing needs as well as 11 housing associations running large-scale construction projects.

From skyscraper construction to residential buildings, from shopping centres to railway projects - the number of forthcoming infrastructure and construction projects across the South East is vast and wide-ranging.

In June 2015 (18th & 19th), Oliver Kinross are bringing a new, leading construction exhibition, London Build 2015, to the iconic O2 in London. The launch of London Build 2015 demarcates the need for a new way to connect the construction industry in a critical period of growth for the industry and

economy as a whole.

Managing Director at Oliver Kinross, Neil McKenzie has said: "As the UK returns to high levels of economic growth, a new construction boom is forecast; with London and the South of England expected to be at the forefront of this. London Build is the only construction event of its kind to focus exclusively on the Capital and the South of England. London Build is the only event to provide you with the latest knowledge and insight into construction projects and opportunities in the Capital, plus the opportunity to network with developers, contractors, government and the world's most innovative suppliers."

The O2 will have over 10,000 quality attendees and 200+ exhibitor companies and organisations from the extended construction industry. Everyone from architects to property investors, from site managers to planning authorities will be in attendance, making London Build 2015 an essential place to be to capitalise on the current

industry growth.

During the course of the event London Build will feature free CPD accredited Conference sessions and Workshops. Attended by over 40 expert speakers from government and the construction industry such as Crossrail Programme Director, Simon Wright and Thames Tideway Tunnel Deputy Programme Manager Peter Shipley, the conference sessions and workshops will cover the latest strategies, opportunities and developments in the region's construction industry.

The conference sessions and workshops will provide attendees with the unique opportunity to learn about the latest construction opportunities across the Capital as well as to network and interact with construction industry experts, key stakeholders and business partners.

The evening of the 18th will see the first London Build Gala Dinner, the illustrious evening will be the best networking event on the calendar, with a star studded line up including leading

BENJAMIN EDMONDS

comedian Jimmy Carr and an after dinner speech from a high profile mystery guest on the future of the London construction industry.

London Build 2015 is the go-to event for the construction industry in the South East, giving attendees the chance to capitalise upon the window of opportunity that is opening for the sector. This exhibition will lay the foundations to partnerships that will see London's growth continue to flourish over the next few years.

The recent growth in London has raised a significant number of opportunities and challenges for the construction industry. Whether a new build or a sizeable regeneration project, this construction boom is crucial for an industry that has been struggling since the recent recession.

One of the most frequent

problems that large cities face is that growth in infrastructure tends to lag behind that of housing, offices, retail outlets and many other projects. This is something that London is now coming to terms with.

The addition of Crossrail is one major example of improvements to infrastructure in the city; it is the largest project of its kind across Europe. Crossrail is the first new underground line to hit the city in 30 years and will bring a further 1.5 million people within 45 minutes of Central London.

The extension of the Northern line to Battersea via Nine Elms will also come as welcome news to the people of Wandsworth as it will relieve some pressure on a highly congested area of the TFL network, which will only become more intense as building works at the iconic Battersea Power

Station conclude in coming years.

However the most significant works are happening beneath London's streets; the Thames Tideway Tunnel a 25km long 'super sewer' which aims to tackle sewage pollution in the River Thames. London's sewerage system was designed by Sir Joseph Bazalgette in the 1860s, for a population of four million people. While the Victorian sewers are still in excellent condition, they now lack the capacity to meet the demands of London's growing population.

The London Build team spoke with Programme Director for Thames Tideway Tunnel, Peter Shipley, to discuss more on the project.

BE: Why does London need the Thames Tideway Tunnel now?

PS: Even just a small amount of rain can cause sewage to overflow



Above: Battersea, London



Above: London Aquatics Centre, Olympic Park

into the Thames from Combined Sewage Overflow (CSO) discharge points along the river. This happens on a weekly basis and, in a typical year, 39 million tonnes of raw sewage is discharged into the River Thames.

Starting in west London, the proposed route for the main tunnel generally follows the River Thames to Limehouse, where it then continues north-east to Abbey Mills Pumping Station near Stratford. There it will be connected to the Lee Tunnel, which will transfer the sewage to Beckton Sewage Treatment Works. Main work is due to start in 2016, with the aim of completion by 2023.

BE: What is the next phase of procurement?

PS: The project has been split geographically into three main construction works contracts, – Central, East and West. Each

section of the tunnel will be under construction at the same time to ensure it can be completed on time by 2023. The successful contractors bidding to construct the tunnel are due to be announced next year.

There is also a procurement process underway seeking investors to finance the Infrastructure Provider (IP), an independent company which will be responsible for building and maintaining the tunnel.

BE: A project of this size must raise some huge challenges.

PS: Planning a project on this scale was a huge task. Thames Water started consultation on the project in 2010 and, following 114 days of public exhibitions and over 200 meetings, the biggest planning application ever submitted in the UK was handed to the Government for consideration in February 2012.

More than 400 employees, including civil engineers, ecologists, project managers and architects, work on the project. Although main construction isn't due to begin until 2016, the past few years have involved meticulous planning and designing in preparation. This has included thorough investigations of the ground being tunnelled through, while designers have developed a route that will minimise the impact on existing infrastructure.

Building the tunnel will require 24 construction sites across 14 London boroughs, and the route will pass under 1,301 buildings, 75 bridges, 20km of river walls, 50 in-river structures, 45 tunnels, 24km gas mains, 15km water main and 18km sewers. Planning such an extensive project has meant working closely with organisations across London including TFL, the PLA,

BENJAMIN EDMONDS

Crossrail and local authorities.

BE: What impact do you see this project having on London in years to come?

PS: Over the past 30 years, we have seen the dramatic clean up of the River Thames, making it today an example of a recovering ecosystem which is of great ecological importance. The sewage from the CSOs is the last major source of pollution into the capital's river. The proposed Thames Tideway Tunnel will help to ensure that the excellent progress in cleaning up the river is not reversed.

The Thames Tideway is a vital link and migration route for many aquatic species. It is vital that the ecological condition of the Tideway is maintained and improved to support these fish in their lifecycle. The tidal River Thames is a valuable nursery for many commercially fished species in the North Sea, and as many as 125 different species of fish have been documented in the River Thames.

As well as protecting London's river for future generations, the project is dedicated to inspiring the future generation of engineers and construction workers. The project team works closely with Crossrail's Tunnelling and Construction Academy (TUCA), which aims to develop the skills needed for large tunnelling projects in a city as big as London. Thames Tideway Tunnel works with the Port of London Authority, the Thames Training Alliance, regulatory bodies and other river employers to help develop opportunities that will meet the skills gap identified and reinvigorate the river economy.

Many of our project

staff are trained STEM (science, technology, engineering and mathematics) Ambassadors who help promote interest in STEM subjects by helping with lessons, interview practice, career fairs, speed networking and after-school clubs. Through the Tunnelworks programme, Thames Tideway Tunnel staff organise lessons and project ideas, for pupils aged 11-18, which focus on the real-life challenges in designing and constructing the tunnel.

The topic of training for the construction industry is an extremely important one, with the industry currently struggling with a skills gap. When any sector goes through significant growth it

is essential that the foundations are in place to make the growth sustainable. Pete Shipley, Programme Director, will talk more about the urgent need for the Thames Tideway Tunnel during his presentation at London Build 2015. Anyone interested in finding out more about one of the biggest infrastructure projects in the UK can visit the Thames Tideway Tunnel exhibition stand. London Build 2015 takes place in the O2, London on 18th -19th June 2015. Registration is free.

www.londonbuildexpo.com



Above: Finsbury Square, London

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Trend: CABE: 2015

Industry insight report

By Kevin Blunden

Deputy Chief Executive, **Chartered Association of Building Engineers (CABE)**

The Chartered Association of Building Engineers (CABE) is a leading body for professionals specialising in the design, construction, evaluation and maintenance of buildings. Formed in 1925 as the Incorporated Association of Architects and Surveyors, it was granted its Royal Charter in 2013. Kevin Blunden, Deputy Chief Executive at CABE, entered Building Control as a trainee after leaving school and has spent over 25 years in this field before he joined the Association. His expertise lay in legislation, fire safety, environmental issues and health and safety. His wealth of experience enables him to determine the technical content for the Association's training courses. The Chartered Association of Building Engineers are a lead event partner at London Build 2015, the leading new construction exhibition focusing exclusively on London and the South East of England. Here, he discusses industry challenges and his intentions to promote and upskill the Chartered Building Engineer qualification.

The UK construction industry has been the subject of much forecasting in terms of future performance; however there are some significant challenges facing the industry if the predicted growth is to be achieved.

The UK construction market is largely being led by the housing sector, although a mainstay of government strategy focuses on key infrastructure projects. Forecasts for growth vary, based on research projects and industry intelligence. It is generally agreed that the sector will grow by around 3.5 % to 5% per annum in 2015 and 2016. Non-residential construction may grow less quickly. It is difficult to predict the longer term situation but it is widely agreed that post 2016 the



Above: The construction market is being led by the housing sector

industry will see growth in a majority of the sectors. Different sectors will grow at different rates with significant continued growth currently being anticipated in relation to infrastructure works only, where announced projects

will start to come on-stream.

During the recession the industry saw rapid contraction. Adjustments were made to meet the falling demand for new build projects. A large number of skilled and experienced tradesmen and



Above: "London and the UK will look very different in three years time"

professionals left the industry and many are not returning, despite the upturn. Supply chains also adapted to reduce demand and the subsequent need to increase production has led to issues with the supply of materials not meeting demand; some elements are only available at premium prices. As demand grows, the industry will adapt and supplies will improve but the skills shortage and lack of personnel may take longer to meet demand. New talent needs to be attracted into the industry. Once engaged, new personnel will need to undergo sufficient training to fill the void.

CABE will be promoting the Chartered Building Engineer qualification to those currently in the profession and to young people who are considering career choices. We plan to support the upskilling of existing industry professionals through our partnerships with other industry bodies and a variety of CPD training courses.

Although the number of construction firms going out of business is diminishing, those that remain are continuing to see profits being squeezed, and this is unlikely to change over the next few years. Clients have raised

expectations in relation to build quality but are expecting to achieve this without significantly increasing costs and as always, selection of the lowest price tender, regardless of product, continues to be a problem.

Alongside the predicted upturn in the construction market are new methods of working. The introduction of Building Information Modelling (BIM) is causing significant change to the traditional framework and development of projects and the roles of the professionals involved. Whilst 'ownership' of a design may become more fluid, the perceived benefits of improved communication, reduced adaptation of designs and wastage should all help to improve long-term profitability.

The UK Government is driving the BIM agenda. It is hoped that this will then cascade to more localised projects and into the private sector, although there remain concerns regarding the costs of implementation for SME's.

Considering the situation from a broader European perspective, the UK accounts for less than 15% of total European construction output. Growth in the UK market will not

necessarily equate to increased demand for construction throughout Europe, however set this against a backdrop of a continued rise in European debt and Europe's diminishing share of global GDP and there are causes for concern, particularly with wide differences in the recovery across the EU. But there is increasing stability in EU economies. The construction market is anticipated to grow across Europe as a whole, although not necessarily at the same rate as the UK: Some countries may not see any significant growth.

The most compelling feature of all forecasts for the construction industry over the next few years is that few are willing to make firm predictions beyond 2017, but one thing for certain is that the landscape in London and the UK will look very different in three years time. The awareness of the need to make this growth sustainable is an important step to ensuring that this opportunity is fully grasped and that moving forward, beyond 2017, the right people are trained and ready to push the UK construction industry to new levels.



Trend: The UK's first eco-town

By Steve Hornblow

NW Bicester Project Director, A2 Dominion

The first phase of North West Bicester received planning permission in 2012. Once complete, it will be the UK's first eco-town, governed by a set of eco credentials that meet the Central Government's, Eco-town Planning Policy requirements. A2Dominion is the developer leading this. Steve Hornblow is the NW Bicester Project Director. He has worked for A2 Dominion for six years and considers this his biggest and most rewarding challenge to date. Steve speaks about the pioneering development and the elements that constitute an eco-town.

As project director I am leading the development and delivery of the first eco-town in the UK. It is my job to ensure the project stays committed to the original ethos of the eco-town strategy and meets the targets we have agreed to achieve, overseeing and managing the design and layout.

There are a number of elements which differ from a traditional development and which have been carefully planned and analysed to best achieve the overall targets such as true zero carbon, zero waste to land fill and reducing car usage to 50 per cent. We are working hard to ensure that NW Bicester becomes a model of sustainable development for the future.

Once complete it will



Above: NW Bicester is governed by Government's Eco-town PPS

provide up to 6,000 highly sustainable new homes in Oxfordshire, integrating cutting edge technology, economic opportunities and community engagement, with environmental integrity at its core. The pioneering development will feature the highest levels of sustainability currently attainable, creating the UK's first true zero carbon community, while delivering exceptional insulation and thermal performance.

The first phase is known as the Exemplar and will consist of 393 highly energy efficient homes. Constructed in four stages over the next five years, the development will incorporate a primary school, community centre, eco pub as well as an eco-business and retail, creating a village feel and providing important social hubs. With 40% green space and community streets incorporating outside seating and BBQ areas, the Exemplar will create safe play areas for children and encourage outdoor lifestyles.

Construction started on the first phase of NW Bicester in April 2014 with site preparation works carried out by principle contractor Willmott Dixon. The first timber systems arrived in November 2014, marking a significant milestone for this groundbreaking scheme. Delivered by Stewart Milne Timber Systems in Witney, they are built using state of the art technology to meet our challenging eco credentials. They contribute zero waste to landfill during construction including all excavation and construction waste. The amount of carbon used during the build process will be reduced by 30% per home.

The homes themselves will be built to Code for Sustainable Homes Level 5 incorporating



Above: Timber systems are being delivered by Stewart Milne

triple glazing, rainwater harvesting, and solar panels on every roof, enabling residents to generate their own electricity and benefit from reduced energy consumption. A combined heat and power (CHP) energy centre will supply all homes with heating and hot water via a network of underground pipes.

We have plans for community orchards, allotments, and communal herb boxes with a target of 80 per cent recycling, reusing and composting to be achieved once residents move in.

Existing hedgerows and habitats have been incorporated into the design of the development and will be enhanced with the creation of new meadows and ponds.

Garages will have meadow-turf roofs to support new and existing species and nurture wildlife and biodiversity.

A number of features have been incorporated to encourage residents to adopt more low-carbon modes of travel to reduce local car journeys from 67.5% to 50%. This includes the introduction of a community bus service from first occupation, bus stops positioned within 400m of every home and real-time bus travel updates available within the home. This advanced

information system will not only tell homeowners when the next bus is due to arrive, but will also tell them their real-time household energy usage and costs.

As well as an electric car club, communal car charging points will be available on site and optionally available to all homes. Cycle stores will come as standard for each home and the development will have safe, segregated cycle-ways and pedestrian routes linking directly into the town's existing network.

Around 430 on-site jobs will be created over five years, with 20% local labour achieved on site during construction and ten apprenticeships created.

NW Bicester's Exemplar phase has been awarded Bioregional's One Planet Living Status. In order to secure this status, Exemplar has demonstrated methods to attain zero carbon, zero waste, sustainable water use and sustainable transport, as well as promote culture, community, equity, the local economy and the health and happiness of residents.

www.nwbicester.co.uk



Trend: Building skills for the future

By Sue Husband

Director, National Apprenticeship Service

Sue is Director of the National Apprenticeship Service, part of the Skills Funding Agency, which funds and promotes adult further education (FE) and skills training in England, including traineeships and apprenticeships. Part of Sue's role includes engaging employers and employer groups to encourage them to take on apprentices and trainees and ensure high quality training provision. Sue joined the Skills Funding Agency in May 2014, following a successful career at McDonald's, where she was Head of Education for the UK when she left the organisation. Here she speaks about the increasing value of apprenticeship schemes in the construction industry.

This has been an important year for the construction industry. Hit hard by the recession, the sector is now enjoying growth once again, with thousands of new homes planned for the UK. Subsequently, the need for skilled labour has also grown and an estimated 185,000 new recruits are needed over the next five years (1).

Apprenticeships are helping deliver a much needed skills boost to the sector with construction apprenticeship starts up by more than 13% during the 2013/14 (2) academic year compared with 2012/13. Apprenticeships deliver real returns for businesses and the economy and enable construction firms to grow their own talent and hone the skills they need to compete. So it is encouraging to



Above: Barratt Developments receive Macro Employer of the Year

see how apprenticeships in the industry are thriving.

Eight construction companies made it into our prestigious Top 100 Apprenticeship Employers List this year, including Liebherr GB

Ltd, Amey Plc and JLES Group Limited. All were selected for their exceptional contribution to apprenticeships.

Moreover, Barratt Developments was named BT Macro Employer of the Year at



Below: What will the trade look like in the future?

the National Apprenticeship Awards. The firm, which recruited 216 apprentices in 2014, has the largest apprenticeship programme within the Major House Builder Group. So successful has its programme been, that it now plans to recruit 1,100 graduates, apprentices and trainees over the next three years and has set out to make the housebuilding sector a preferred employment choice for 14-18 year olds.

Contrary to popular belief, apprenticeships in the construction industry are not all about working on a building site. We need only look to television shows like *Grand Designs* to see just how much work goes into building or renovating a house. From the architect's drawings to the interior design, many skilled tasks are required.

Yes, there are jobs on

construction sites, but apprentices can also be trained in many of the trades that make our buildings work. And at a range of levels, whether it be an intermediate apprentice training as a construction operative or a higher apprentice training to become a construction manager.

Employers now also have the option to take on a trainee. The traineeship programme aims to unlock the potential of young people by giving them the skills and work experience they need to be able to gain an apprenticeship or sustainable job. Hundreds of employers already support the programme, and more than 10,500 traineeships were started in the first year.

Apprenticeships are already successful and provide proven benefits to employers. They help businesses to improve productivity and competitiveness.

Nearly every employer that takes on an apprentice (96%) reports benefits to their business. Some 72% of businesses report improved productivity as a result of employing an apprentice. The average apprenticeship completion increases business productivity by £214 per week, with these gains including increased profits, lower prices and better products (Evaluation of Apprenticeships for Employers, BIS, May 2012.) And new research from the Centre for Economics and Business Research (Cebr) reveals that apprenticeships will contribute £34 billion to the UK economy in 2014.

But there is still more to do if the construction industry is to meet its ongoing skills need and continue to enjoy growth. Central to this is high quality training provision. Training that matches what employers want and need.

SUE HUSBAND

To do that we are putting employers in the driving seat, making apprenticeships more relevant to their needs, improving quality and ensuring they deliver the skills that young people and the economy need. Our Trailblazers programme was launched at the end of 2013, with the goal of ensuring every apprentice in England is enrolled on a scheme that has been

designed and approved by employers.

One year on, and there are now more than 1000 employers involved in the Trailblazers programme. This includes a dedicated construction Trailblazers group with organisations such as Laing O'Rourke, H&H Joiners and Builders, Seddon Group, Carillion, Balfour Beatty, Kier

and Lovell, as well as the Ministry of Defence, the Institution of Civil Engineers, the Royal Institute of Chartered Surveyors, the UK Contractors Group and the Construction Industry Training Board (CITB), at the helm.

And the group has recently been given approval to develop new apprenticeship standards for the roles of construction plant hire desk controller, piling and digital engineer (building information modelling).

With the advent of these new standards and the construction industry's growing need for skills, now is a prime time to hire an apprentice or take on a trainee. The workforce of tomorrow is just waiting to be built and we hope to see continued growth in apprentice numbers in the sector during 2015 and beyond.

Employers receive dedicated support from the National Apprenticeship Service during the process of employing an apprentice from the National Apprenticeship Service, which supports, funds and co-ordinates the delivery of apprenticeships throughout England. And the apprenticeship vacancies job site enables employers to advertise their apprenticeships free to a large number of potential candidates.

There really has never been a better time to employ an apprentice.



Above: Apprentices can be trained at a range of levels

www.greatbusiness.gov.uk

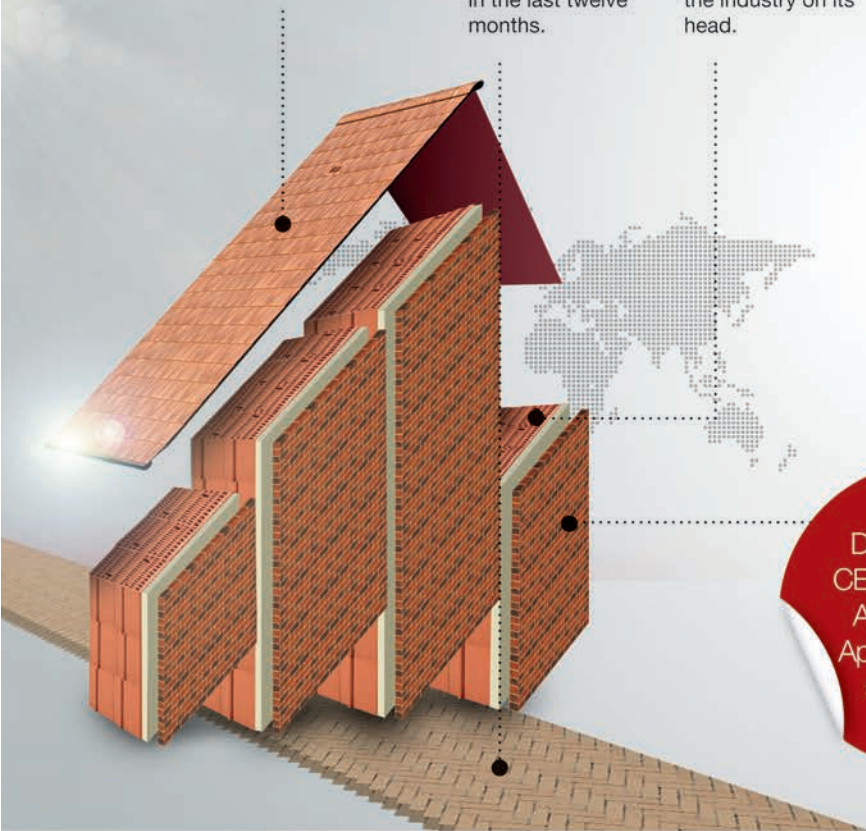
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Forecast: 2015

By Richard Threlfall

UK head of infrastructure, building and construction, **KPMG**

Richard is Head of Infrastructure, Building and Construction at KPMG and has over 20 years experience in the financing and structuring of infrastructure projects. Richard leads KPMG UK's Corporate Finance Infrastructure business and he sits on the KPMG UK Corporate Finance Board. He is Chair of the Advisory Council of the Infrastructure Forum.

As we look to 2015, all those involved in UK construction have good reason to be optimistic. We came into 2014 still unsure if the recovery would hold and now, nearly a year later, we have witnessed a huge surge in construction activity, initially in housebuilding and then gradually extending to the commercial sector as well. We are seeing a strengthening pipeline of work across the country and the construction industry is responding and bringing in more capacity daily.

The impending General Election, however, presents a risk. In 2010 the incoming Government, keen to get a grip on the nation's finances, imposed a level of austerity that brought



Above: Moving forward in 2015

what remained of the then construction pipeline to a shuddering halt, compounding the terrible impact on the industry of

the collapse in private sector demand.

Few have forgotten and many worry it will happen again next



Above: Skills, affordability, fairness and image are hot on the agenda for 2015

year.

I don't believe that. I see all our political parties persuaded of the critical importance of investment to maintaining a virtuous circle to drive the country's future prosperity. I see the shortage of housing, the pressure for fiscal devolution to our cities, and the need to accelerate investment in energy generation all at the top of political agendas.

For the first time in many generations, the UK has a strong pipeline of construction and infrastructure projects to reinvigorate the economy and drive our future competitiveness. Earlier this year KPMG estimated that by 2016, the country will be investing £45bn per annum in infrastructure, and the Government's construction pipeline now shows a total of £116bn of spend over nearly 2,000 projects.

But that does not mean the industry can relax. It has plenty of challenges, but they are more subtle than five years ago, and more for the industry itself to address. The key challenges are skills, affordability, fairness, and the image of the industry:

Skills: As early as April 2015, the delivery of the UK construction pipeline will hit a constraint imposed not by lack of political will or funding but for lack of a sufficiently large and

trained workforce. According to a recent report by London Chamber of Commerce and Industry and KPMG, 150,000 more workers will be needed on site to deliver major projects in London and the South East. For housing alone, 255,000 workers are needed to deliver the 2015 pipeline. The industry is failing to hire sufficiently fast, and is failing to train in sufficient volume, the workforce it needs.

Affordability: By affordability I mean the willingness of you and I, as taxpayers and customers, to pay. Our regulators are already on the case but they are keen not to dictate but to create incentive structures that encourage the companies they regulate to do the right thing. That includes companies taking responsibility for justifying to their customers the cost of bills. But it would be an error in my view for the construction industry to regard this as only a problem for utility companies. It is in the whole industry's interest that customers accept the cost from their pockets of improving our infrastructure and built environment.

Fairness: Projects that do not enjoy the consent of the communities they affect take longer to build, cost more, and in some cases are abandoned completely. Buried in the 2013 Autumn Statement was a

reference to trials of local compensation schemes. If followed through it would abolish the current compensation regime which, by paying as little as possible, ensures the strident opposition of all those nearby, draws in wider opposition groups, and throws fuel onto the fire of controversial schemes. But the industry would be unwise to wait for comprehensive action by Government. Already shrewd clients are going out of their way to help local communities in the vicinity of major projects.

Image: The image of the industry is an issue not just for support for schemes, but also for the flow of young talent into the industry. The construction industry continues to struggle to attract both the calibre and the diversity of individuals it needs. Careers advice, from schools, parents and peers is too often a cocktail of prejudice and ignorance. But the industry bears much of the blame for failing to proactively sell itself, and project a modern, exciting, fulfilling image of what life in construction involves. Why does this matter? Very simply our country cannot afford to fail to bring more talent into our construction and engineering industries. Research by the CBI earlier this year showed that 39% of employers seeking employees with STEM skills were struggling to find staff.

So there is much to do, but fundamentally I remain optimistic. As we head into next year we will have a much more buoyant and competitive market across infrastructure and construction, with a strong pipeline of projects. If the industry can address some of its own weaknesses, the prospects for the year ahead are very bright.

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Events: 2015

A guide to trade shows and exhibitions

The construction industry is buzzing with activity for 2015, including new show launches and events to guide the building sector. Take a look through our calendar of events for tips on which shows to visit.

SURFACE DESIGN SHOW

10 - 12 February 2015

Business Design Centre, London
www surfacedesignshow.com

Cutting edge and innovative materials presented in a professional surface concept environment.

TOTALLY DIY & TOTALLY TOOLS

15 - 17 February

Ricoh Arena, Coventry
www.totallydiy.co.uk

See, touch and compare all the new DIY and tool products and services from over 100 leading and new suppliers.

ECOBUILD

3 - 5 March
 Excel, London

www.ecobuild.co.uk

A wide range of features, speakers, conference and seminar sessions to inspire and educate.

SH MESSE FRANKFURT

10 - 14 March

Frankfurt, Germany

www.ish.messefrankfurt.com

A showcase for innovative bathroom design, energy efficient heating, air-conditioning technology and renewable energies.

BIM SHOW LIVE

8 - 9 April

Manchester

www.bimshowlive.co.uk

Now in its fifth year, BIM Show Live has firmly established itself as one of the most respected and relevant BIM events in the UK. This is a unique opportunity to share your knowledge with your peers, to showcase you, and your organisation's expertise in the practical application of BIM to a wide and varied audience.

PLANTWORX

2 - 4 June

Leicestershire

www.plantworx.co.uk

A Construction Equipment Association event facilitated by major trade associations who provide the specialist plant, tool and services event to support the construction industry.

FIREX INTERNATIONAL

16 - 18 June

Excel, London

www.ifsec.co.uk

More than 170 fire solution providers showcasing the latest technology and solutions.

LONDON BUILD EXPO 2015

18 - 19 June

02 Arena, London

www.londonbuildexpo.com

London-Build Expo 2015 is the ideal opportunity for your organisation to access major developers, contractors and clients procuring work in London and the South of England.

100% DESIGN

23 - 26 September

Earls Court, London

www.100percentdesign.com

Emerging brands, a focus on eco design, workplace wonders and a collection of International pavilions - 100% Design is a must-attend event, presenting a veritable feast of design talent and a smorgasbord of products to take you into the next season and beyond.

THE MIDLANDS

CONSTRUCTION SUMMIT

6 - 7 October

The National Motorcycle Museum, Birmingham

midlandconstructionsummit.com

Bringing together the Midlands construction industry and its supply chain to lead the way in harnessing the industry and government's Joint Industrial Strategy - Construction 2015.

GREENBUILD EXPO

10 - 11 November

Manchester Central

www.greenbuildexpo.co.uk

Launched to offer built environment professionals access to the tools and guidance they need to produce innovative, low-energy buildings.





Top products for 2015

The Developer and Housebuilder Yearbook has selected some of the very best products for 2015 for this gallery space. Featuring outdoor landscaping solutions, bespoke basements and innovative timber solutions, the companies featured will help transforming the building industry for the year ahead.



BESPOKE BASEMENTS

Glatthaar Fertiggeller, a German company founded in 1980, creates concepts to provide their customers with warm, bright and spacious living areas in basement spaces. For over 30 years Glatthaar-Fertiggeller have specialised in all aspects of basement construction including design, calculations, off-site manufacturing, on-site building and many other additional services. The company focuses on the creation and development of the constructions, which, in essence, will guarantee added value to homes. Glatthaar is one of the only companies in England that delivers a full scale basement system. Each of the Glatthaar Fertiggeller projects are fixed price projects. They build, on average, 2500 – 3000 basements across Europe each year, all pre-fabricated in Germany. This method allows the company to deliver high quality products as expected from the market leader in basement construction.

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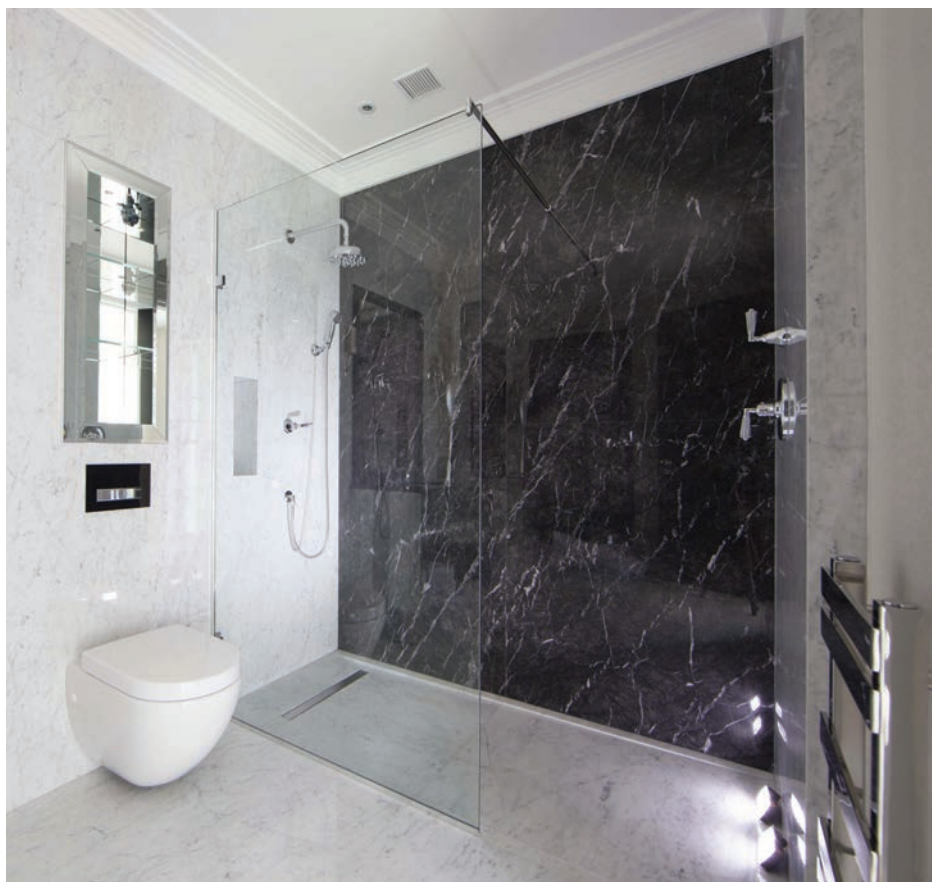
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Company Profiles

The following company profiles are designed to offer you a little more insight into the history and ethos of the companies that supply to the industry. Whether it is a privately run family business or one that is fully established and based all over the world, it helps to have knowledge of how the company works when making positive and informed decisions when considering suppliers for a future project.

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SPEED
OF
BUILD

BENCHMARK KCONNECT

A revolutionary factory made pre-engineered, multi-spanning, insulated panel module that offers outstanding thermal, structural and fire performance.

BENCHMARK Kconnect is now available with the unique Corium brick cladding system, making it ideal for the residential market.

Not only is it quick and easy to install using mechanical handling lifting devices, the system also removes the façade from the critical path, allowing internal fit out to commence sooner.

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FAÇADE &
ROOF SYSTEMS



BENCHMARK is an architectural range of façade and roof systems that has been designed using insulated panel technology.

BENCHMARK has a range of Engineered Systems designed to display a large array of metallic and non-metallic façade options. These include BENCHMARK Konnect, BENCHMARK Karrier and BENCHMARK Wall Liner, all delivering a high performance envelope and at the same time eliminating complexities in design and build.

BENCHMARK Konnect is particularly suited to the residential market. It is a revolutionary factory made pre-engineered, multi-spanning module that has excellent thermal, structural and fire performance. It can be quickly lifted into position using a vacuum lifting device, eliminating the need for envelope scaffolding, reducing time on site and creating a watertight building sooner. BENCHMARK Konnect is now available with Corium, a unique brick cladding system that combines the natural beauty of genuine brick with

cost-effective fast-track installation – making it ideal for new housing developments.

BENCHMARK brings together all the building envelope's elements to help create stunning architectural façades and roofs in exciting colours, textures and finishes, whilst meeting clients' expectations in terms of costs, speed and energy performance.

The whole range has been fully tested and is backed by the BENCHMARK Guarantee.

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FAÇADE &
ROOF SYSTEMS



REHAU EASY HEAT IS A RADIATOR IN THE FLOOR

REHAU Easy Heat is the 'radiator in the floor' underfloor heating system which is set to transform the use of underfloor heating in the house building sector.

With a greatly simplified installation process and a warm up time of less than 30 minutes, it makes underfloor heating a truly cost effective and user friendly alternative to radiators for all types of new build properties.

REHAU Easy Heat is different to conventional systems because it uses its own pre-grooved REHAU Easy Panel structural floor solution to accommodate the underfloor heating pipework and also does not require a manifold. The panels are designed to be fitted by the carpentry team on site, leaving the heating installer to lay the pipework into the grooves and then connect the circuits using traditional flow and return pipework.

The system uses simple, familiar style wall thermostats so that the homeowner can have all the responsiveness they are used to with radiators, but with the added bonus that they can potentially save up to 10% on their running costs.

As one of the UK's leading suppliers of underfloor heating systems, REHAU has used its many years of experience and expertise to develop REHAU Easy Heat and the system comes with full technical back up, warranties and quality assurances.





Reginox offers the one-stop sink solution

With a range of more than 150 sinks, Reginox is guaranteed to inspire and fulfil all the needs of house builders and developers. Our extensive collection includes stainless steel, ceramic and granite designs, which are complemented by an impressive range of taps, accessories and waste disposal units. Whatever style or shape of sink you are looking for, Reginox can offer the specifier a one-stop solution. Established in Holland for over 40 years, our head office in the Netherlands manufactures more than 750,000 units per year and exports all over the globe. All our steel sinks are made from the highest quality, heavy gauge European stainless steel and conform to ISO9001, enabling us to offer exceptional quality and an extended guarantee.

With Reginox you can be sure that your order will be complete, on time, every time. We will dovetail seamlessly with your kitchen fitting schedule because we have excellent trade relationships with the UK's leading kitchen manufacturers and suppliers to the developer market.

Discuss your specifications with us and we will do the rest!

We can also offer a rebate scheme for developers and are happy to supply product for all show home kitchens and utility rooms for any site of 20 units or more.



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Northern Veneer and Plywood Company Ltd.

TrinityTree delivers engineered wood panels to King Faisal University, Saudi Arabia

King Faisal University (KFU) is a modern state of art university city located on the one of world's largest and oldest oasis: Al Ahsa, Kingdom of Saudi Arabia (KSA). KFU occupies more the 4 million m2 of land and has a student population of more then 34,000 students.

Northern Veneer Plywood Company Ltd. better known as TrinityTree has been the producer and installer at KFU for engineered acoustic and decorative wood and fabric panels. The contract is now complete whereby TrinityTree supplied and installed acoustic panels at the Pharmacy and Engineering Colleges.

TrinityTree produces engineered wood /fabric wall panels (acoustic & decorative), engineered wood ceiling panels and engineered wood flooring. Moreover, TrinityTree maintains in-house state of the art CAD capabilities, 3D interior model rendering abilities and a highly specialized interior design team for

auditoriums, meeting rooms and lecture halls.

TrinityTree also produces engineered kitchens, and specialty furniture such as student lockers. At KFU, TrinityTree produced and installed more then 11,000 high pressure laminate (HPL) student lockers. Each locker front has a unique graphic montage. The student locker fronts were designed to reflect the educational focus and aspirations of the F. Science College, Computer Science College, Agriculture College and the Education College.

TrinityTree was founded by Lawrence Rugo and interior designer Ana Basic in 2006 with a simple goal to the balance form and function of interior wall and flooring designs using engineered wood panels. Our engineered wood panel products are available at www.TrinityTree.co.uk or write to us at info@TrinityTree.co.uk.



Engineering College:3D rendering KFU— KSA



F. Science College:3D rendering KFU— KSA

TrinityTree delivers engineered wood flooring to Versace Home Interiors' inspired Al Jawharah DAMAC residences—Jeddah, Saudi Arabia

DAMAC properties, one of the largest luxury developers in the Middle East with Versace Home Interiors released the luxury Al Jawharah Tower on the Jeddah Corniche in the Kingdom of Saudi Arabia in 2014. TrinityTree produced and delivered 1095 m2 of specially made solid cherry wood flooring squares, 1249 m2 of European white oak engineered wood flooring and 503 m2 European white oak herringbone engineered flooring for the top luxury apartments. Our engineered wood flooring products are available at ww.TrinityTree.co.uk or write to us at info@TrinityTree.co.uk



Al Jawharah Tower: (Mohammad Khaldon Alkatib Khaldon Al-Alhamawi & Lawrence Rugo)



TrinityTree.co.uk



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Designworks Tiles was established in 2007 by Original Style to cater for the very specific needs of the contract sector. Ever since, Designworks Tiles has gone from strength to strength working with clients in the housing sector including large private houses, volume developers and nursing homes. In addition, Designworks Tiles is experienced in a wide range of challenging projects from restaurants, bars and hotels to oil rigs and railway stations and able to turn its hand to any task as a result.

Many of our products are manufactured in-house and we continue to scour the globe to source amazing products to complete our popular collections. We now have more tiles and mosaics (ranging from ceramic, large format porcelain, glass and natural stone to metal and even bamboo) than most designers would ever dream of.

As well as meeting the needs of the luxury market we understand that budget is at the heart of many projects, particularly large scale developments. We created our Essentials collection to cater for this specific need, combining the very best cost effective



solutions without compromising on quality and appearance. This range features a variety of stylish designs for walls and floors including wood effects, porcelain mosaics, large formats and contemporary concrete finishes.

Find out more about Designworks Tiles and how we can help you by visiting www.designworkstiles.com or call 01392 473037



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Harvesting rainwater is one of the simplest ways in which we can live sustainably. We've been designing and installing rainwater harvesting systems for over a decade.

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Kingspan Environmental is a leading manufacturer of environmental solutions that specialises in renewable energy generation, sustainable water management and pollution prevention. Our in-house specification team has an unrivalled

experience in housing sector, providing outstanding design consultancy, engineering expertise and comprehensive advice from initial site visit and assessment to detailed design drawings, delivery and installation support.



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Watch our video case studies

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Over the past 80 years J. Rotherham has developed into the trusted national leader in luxury worksurfaces and limestone fireplaces in the UK.

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LUXURY WORKTOPS

J. Rotherham offer developers the opportunity to source their own brand of luxury worktops; Gemini Quartz, Granite, Acrylic and Wood, as well as international brands including Silestone and Corian, at genuine trade prices direct from the manufacturer. The company offers a nationwide laser template and professional installation service, with rapid turnaround on lead times.

FIREPLACES

The British Stone Collection by J. Rotherham is a unique opportunity to provide a stunning feature piece to any living room. The company offers a range of five beautiful indigenous British

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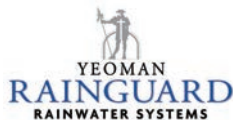
Rainwater Systems With Style

Yeoman Rainguard are manufacturers and suppliers of a range of products including Rainwater Systems in Aluminium, GRP, Cast Iron, Copper, Zinc and Stainless Steel alongside

complementary product ranges such as Cornices & Fascias, Anticlimb, Turrets & Clock Towers.

Yeoman Rainguard is suitable for many types of buildings such as listed and civic buildings as well as new build housing developments, self builds and commercial properties.

Our expertise, gained from nearly 40 years in the business, is freely available and we can offer free site surveys, samples, take off from architect drawings and itemised quotations.



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ENSURING NEW-BUILD GARDENS LONGEVITY

One of the commonest complaints of new-build house buyers is the state of the little patch of ground destined to become the

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For more information visit:
www.marshall's.co.uk/commercial/home-landscapes





Directory

The supplier directory is an exclusive list of the latest and most innovative products, services and solutions out there for the construction and house building industry. The directory has been hand picked and edited to give professionals the opportunity to source and supply from new and exciting companies. 2015 has a wide range of new products and innovative technologies, which offer bigger and better results for the coming year.



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