

Happy Christmas

This has been a challenging year for JS Wright, with a combination of reduced demand and rising material costs exerting major pressures on our business.

The response of our staff to the global economic downturn, however, has been exemplary and resulted in our tremendous achievement in winning the Building Services Journal M&E contractor of the year award.

Business is likely to remain difficult in the short to medium term, but I am confident that our strategy of working more closely with our 'friends' will enable us to remain a leading company in all our sectors.

All five of our design and installation divisions have been affected by the credit crunch, the biggest impact being felt in our residential division, which accounted for 50 per cent of our turnover last year. Perhaps surprisingly, we are seeing signs of a recovery in our residential workload in the London area.

Our leisure and commercial divisions are both rather flat. But I am delighted to report that we have secured two very large contracts for 2009: a £4.6-million contract with Carillion to build student accommodation in Birmingham, and an even larger contract for Laing O'Rourke to help build a new hotel in London.

Just as we go to press, I am pleased to add that we are also very close to winning two to three significant contracts in the Midlands and London.

Our unceasing commitment to investing in the development of our people and our determination to take advantage of all opportunities in the market place will further underpin what I see as an excellent long-term future for the company.

I would like to take this opportunity to thank all JS Wright employees for their hard work and commitment, and to wish all our readers a merry Christmas and a peaceful New Year.

MARCUS ANIOL

Best in Britain

The best mechanical and electrical services contractor in the UK – that's JS Wright.

The company beat off competition from across Britain to clinch the accolade at the Building Services Journal Awards.

The coveted title was awarded during an Oscar's style evening at London's Grosvenor House Hotel.

Hosted by Channel 4 presenter Jon Snow, the event was attended by hundreds of M&E consultants.

The honour followed being shortlisted for the title of HVAC Contractor of the Year in the 2008 H&V News Awards.

The judges praised the company for its 75 per cent leap in profits in the past three years, resulting in an impressive £19 million turnover for 2007/8, and for its handling of the biggest project in its history.



The £4.5-million contract involved installing ventilation and air-conditioning services for the 398-room County Hall Park Plaza hotel in London for Galliard Construction, for whom the company was also able to cut costs by around ten per cent through value engineering.

The award also recognised the company's major investment in training, quality and health and safety, and the launch of its annual awards scheme for suppliers and contractors.

Managing director Marcus Aniol said: "This honour has reinforced our reputation as the UK's leading M&S contractor."

"It is a huge reflection on the excellent standards of design and installation that our highly skilled workforce regularly achieve not only within the hotel industry but also in our leisure, commercial, student accommodation and residential market sectors."

■ Marcus is pictured (foreground) with the M&E Services Contractor of the Year Award in the company of fellow directors Martin Roberts, Andrew Smith and Bob Winters

STUDENT VILLAGE DEAL WORTH £4.6 MILLION

JS Wright has won a £4.6-million contract to equip a new £214-million 'student village' for Aston University in Birmingham.

The project will involve fitting out no less than 1,307 study bedrooms for one of the UK's most ground-breaking educational developments.

Support services and construction company Carillion, which was awarded the £57 million construction contract, has commissioned JS Wright to install the mechanical services for the en suite bedrooms in the first phase of the self-contained student village, which will also include retail, sports and conference facilities and management offices.

The services will include low pressure hot water heating, hot and cold water, ventilation and drainage, as well as automatic building controls and an eco-friendly rainwater harvesting system for toilet flushing and



An artist's impression of the new student village for Aston University

laundry facilities. Work is scheduled to start in January 2009 on the rooms, which will be housed in a new residential block ranging from nine to 18 storeys and built in five and seven bed clusters in time for the 2010 academic year.

David Ough, Senior Building Services Manager for Carillion, said: "JS Wright's long-standing expertise in the student residential market made it, in our experience, the right contractor for this major project and so we had little hesitation in calling on

its services as a member of our team."

The deal follows JS Wright's successful completion of a 748-bed student accommodation scheme for Carillion at Curzon Street in Aston.

STOP PRESS...

JS Wright has clinched a credit-crunch-busting £10-million deal to equip one of London's biggest new hotels.

Read all about the biggest contract in the company's history, announced just as we went to press, in our next issue in the early New Year.

Appointments

JS Wright's new maintenance and facilities management division has been boosted by the appointment of three key personnel.

Birmingham-based Ben Wright is responsible for all domestic and commercial plumbing works in all areas north of London as the division's first facilities engineer.

A highly experienced building services specialist, Ben has worked for a number of Midlands-based sub-contractors serving clients ranging from Punch Taverns to Tesco.

James Tello will be handling maintenance and gas engineering work as a highly trained operative for London and the South East.

Having gained his NVQ Level 3 in plumbing last summer, he has also worked on installation projects for the company, including the Angel Wharf residential scheme in London for developer Mount Anvil.

Jackie Bathgate, based in Birmingham, has become the first point of contact by phone or email for customers requiring defect liability and warranty work.

As the division's facilities administrator, Jackie arranges all job appointments and provides a direct link between the customer and the engineer.



Ben Wright



Jackie Bathgate

Safety first

A JS Wright team working on a new mental health unit at Dogpool Lane in Stirchley have been commended again for best practice.

Foreman K Goodson and his colleagues came top of BAM Construction's supply chain health & safety league table for August, repeating the success they achieved in April and May this year.

Congratulations also go to workers at Mount Anvil's Chatham Road site for topping the developer's safety league in June.

New arrival

Congratulations to foreman Scot Nash and his wife Sarah on the birth of their son Oliver, who weighed in at 8lb 4oz.



The new £100-million mixed-use development in London

South Bank Show

London developer Mount Anvil has signed up JS Wright on a £1.8-million contract to fit out one of the capital's biggest regeneration schemes.

Its biggest-ever deal with the developer involves transforming part of the South Bank University site to a £100-million mixed-use development.

The two-acre former student residence in Lambeth is being converted to 223 apartments, eight commercial units and a theatre

All 11 storeys are being stripped out to a shell and an extra one-third of new build added to provide 54 rented and shared ownership apartments and 169 privately owned homes due for completion in December 2009.

JS Wright is fitting sustainable systems in each apartment including a high-economy hot

water generator with non-scalable immersion heaters that do not require space-consuming relief valves or run-away pipe work.

It is also installing soil and waste services, a centrally boosted cold water supply, sanitation and rainwater services, and a fire protection system incorporating sprinkler plant and dry risers for the converted building.

Managing director Marcus Aniol said: "We are delighted to have won such a prestigious contract with Mount Anvil. It is testament to the long-standing faith put in us by one of London's leading developers."

JS Wright is already fitting out more than 300 apartments comprising a mix of private, rented and affordable homes for Mount Anvil at Angel Wharf, Windmill Lane and Chatham Place in East London.

Getting to the point

One of London's biggest regeneration projects is to be given a major boost following a £674,000-deal with Galliard Homes.

The developer has commissioned JS Wright to install the mechanical services for a new 96-apartment scheme at Cheshire Street off Brick Lane in Bethnal Green.

The new-build units, which include integrated kitchens, bedrooms and bathrooms, form part of Galliard's City Point scheme, which is bringing new life to a run-down area of east London that was once the centre of the rag trade.

The company is about to start work installing boosted cold-water, domestic hot



The new City Point scheme in Bethnal Green

water, and soil and waste systems, as well as high roof, car park and smoke extract ventilation systems from the basement upwards in the six-storey building.

The one-to-three bedroom scheme, a short distance from Liverpool Street Station, has already been fully sold to owners and investors.

Say it in 6



Contracts director Bob Winters is JS Wright's longest-serving full-time employee, having joined the company 42 years ago as an apprentice.

After winning the industry's apprentice of the year award, Bob rose rapidly from fitter to foreman and then from contracts engineer to contracts manager.

Now a main board director, Bob along with his fellow directors has been responsible for spearheading the company's successful thrust into a wide range of market sectors.

He admits to enjoying being part of what he calls "a big family" at JS Wright where "there is always someone you can call on for help when you need it".

Which sports do you most enjoy?

I love football, though I now restrict my playing to kicking around a ball with my three grandchildren

Which team do you follow most?

I used to take my son Robert to Aston Villa matches but now that he's a dad himself I confine myself to watching the team on Sky TV from the comfort of my armchair.

Where do you like to go on holiday?

My wife Janet and I like to spend as much time as we can at our holiday chalet near Dartmouth. We both love Devon and enjoy nothing better than putting on our backpacks and going for a long walk across Dartmoor.

Which style of food do you prefer?

I like all kinds of food but especially the dishes my wife prepares, which are usually traditional and always healthy.

What is your favourite tippie?

I like a glass of wine with my meals but if I'm in a pub I'll usually order a pint of beer or a vodka and coke.

And your favourite film?

I don't have a favourite but I'll happily watch any action thriller in the Bruce Willis mould. I won't watch horror films – they give me nightmares!

Splashing out for eco-leisure centre

JS Wright's environmental skills have provided the perfect fit for Britain's greenest new leisure centre. The firm installed the energy saving solar panels and heat exchangers for Watford Borough Council's new £12-million Woodside Leisure Centre as part of a £1.1-million contract with main contractor Pellikaan Construction.

The groundbreaking eco-friendly facility, which includes a sports hall, fitness suites and a swimming pool, is expected to provide a blueprint for similar facilities in the future.

JS Wright worked to a design brief from service engineers Max Fordham in installing 60

solar thermal panels on the roof of the building. Each measuring 2.3 sq m, the panels generate hot water for the showers with the excess energy from the wastewater helping to heat the pool.

The company also installed heat exchangers to recover the heat emitted from the building's water-cooled condensing units to heat incoming air.

The contract also involved connecting ground source heat pumps to 100 boreholes in the car park to provide heating throughout the building.

The final element was the installation of a rainwater harvesting system to provide grey water for the flushing of the toilets.

Roy Pellikaan, contracts manager for Pellikaan Construction, said: "We had a pleasant association with JS Wright on this prestigious project and I am happy to say that the company met all our requirements."

Technical director Andrew Smith added: "This was one of our most unusual projects and one that provided a learning curve for us all in maximising the use of heat recovery and heat exchange systems.

"It also provided an opportunity for us to apply further cost savings through value engineering - and has put us in good stead for carrying out similar projects of a highly environmental nature in the future."



Watford Borough Council's new Woodside Leisure Centre

COMMERCIAL

Not to be sneezed at...

Efforts by researchers to help people with common illnesses such as hay fever and asthma that are triggered by allergens have been given a boost by JS Wright.

The company has won a £280,000 deal to provide the mechanical services for a new £7-million extension to the National Pollen and Aerobiology Research Unit (NPARU) at Worcester University.

The NPARU provides pollen forecasts for the whole country and tests products such as washing machines and duvets for allergens including bacteria, spores, and dust mites.

JS Wright has been commissioned by Bromsgrove electricians Barrie Beard Electrical to fit out the extension, which includes a climate-controlled room for testing products and the effects of illnesses like asthma in different environmental conditions.

In its first venture into the research market, JS Wright will be installing low pressure hot water heating, hot and cold-water services, supply and extract ventilation, drainage, sanitary ware and building controls.

The two-storey facility covering a total of 700 sq m on each floor is being built by Coventry contractor Leadbiters.

JS Wright is due to start work on site in October 2008, with completion expected for May 2009.

MAINTENANCE

New service gets on the road

Business is on a roll for JS Wright's new maintenance and facilities management division following the launch of its new van fleet.

The attractively branded vehicles will provide an integral part of the company's new "whole-life" building service.

Decked out as mobile workshops, each Peugeot Partner carries all the equipment required for the division's engineers to handle any job from installation to maintenance and repair.

The company's new end-to-end building service extends from designing and installing services to carrying out warranty work, gas boiler commissioning, and providing full ongoing support.

Pictured at the wheel of one of the branded vans is Ben Wright, one of the division's new facilities engineers.



Andy runs with the ball

When Andy Hart was asked to handle a redevelopment project for a top Midland rugby side, he jumped at the opportunity.

For the JS Wright foreman as experienced on the pitch as he is in the technical area at Dudley-Kingswinford, the club he has represented for 30 years.

Andy is working on a £120,000-contract with Homer Construction to install mechanical services for the club's new changing room block.

He will be among the many hundreds of players that will benefit from a major ground investment programme by the Midlands League Division One outfit.

The 40-year-old has played for Dudley-Kingswinford ever since he was a junior Colt, and was a regular senior player for ten years.

Those glory days included winning a cup final medal as a member of the team that reached the NPI Cup Final at Twickenham in 1999.

As a back row forward, he also played alongside England scrum half Shaun Perry.

"Winning the semi-final in front of a full house at home and then playing at the home of rugby supported by 4,500 fans was fantastic," Andy remembers with relish.

He still turns out for the Black Country club, where his late father Peter was chairman, to play

socially for the 3rd XV or the Veterans.

Andy said: "It's great to be working on a job that enables me to give something back to a club that has

given me so much over 30 years."

The changing room project, the first that JS Wright has ever carried out for a rugby club, is due to be complete by the end of 2008.



How Andy Hart's local newspaper reported his team's great cup run - Andy is shown standing far right with his right arm raised

Twickenham here we come... Dudley-Kingswinford's rugby players celebrate their nerve-jangling 10-6 win over Barnsley in the semi-final of the NPI Cup. The Blackbrook club saw fans Manchester star Adrians in the final at

Caring for the elderly

Residents at two new nursing homes in Essex can look forward to the best of comfort and care with a little help from JS Wright.

The company has won two contracts worth almost £2 million with leading developer J R Pickstock to provide mechanical services for Broomfield Nursing Home and Sandon Nursing Home in Chelmsford.

JS Wright biggest-ever nursing home project involves providing heating, ventilation and domestic services, along with drainage and sanitary ware for the two facilities, which are run by European Care.

The £1-million deal for Broomfield

Nursing Home, a 3,000-sq m residence being built in the grounds of Broomfield Hospital, will cover a total of 144 bedrooms over three floors.

Sixty bedrooms are also being fitted at Sandon, a two-storey 1,185-sq m nursing home, as part of an £888,000 deal that also includes providing ground-source heat recovery

Broomfield Nursing Home, served by a JS Wright team of Dave Donovan, Nick Ball and Robert Smith, is expected to be complete by February 2009.

JS Wright's Jason Crowley, Ricky Barton and Richard Higgins are working on Sandon, which is scheduled to ready by April 2009.



Focused on development

Karen Lloyd (left) and Sandra Holmes are turning over a new leaf when it comes to enhancing their business skills.

They are among the latest group of employees who have signed up for world-renowned Dale Carnegie personal development training courses.

JS Wright has a proud history of developing its people with a total of seven staff having completed the three-day fortnightly course. Four others have pursued the equally highly rated leadership course.

Ed Carter, Dale Carnegie's Central England business consultant, said: "I would happily hold up JS Wright in terms of people development with any other organisation that I come into contact with."

HOTELS

Gateway to success

JS Wright is at the heart of plans to launch a new 60-bed hotel as a modern gateway to an ancient Shropshire town.

The company has started work fitting out the three-storey Premier Inn standing at the Mile End entrance to Oswestry following a

£240,000-contract with leading local developer J R Pickstock.

The hotel, which is scheduled to be ready by this Christmas, is being built alongside a pub as part of the town's new ten-acre Oswestry Gateway Trade and Business Park.

The company will be

installing hot and cold water, drainage and VRV air conditioning systems and controls for the first hotel it has served within the nationwide budget chain.

The hotel bedrooms are being built off-site on a pod-by-pod basis by Oswestry firm Elements Europe.



Roy Gould (left) blows out the candles on a special cake celebrating his long service

Roy celebrates 40 years

Roy Gould celebrated 40 years' service with the company at a special drinks party at top Birmingham restaurant Locanta Piccalilli.

The event, attended by friends and colleagues including board directors, was a gesture of thanks for his huge contribution to the company.

The senior design engineer, who joined as an apprentice, was also presented with a special cake by his workmates to mark the milestone.

Roy has worked on some of JS Wright's biggest schemes including the £4.5-million fit out of the County Hall Park Plaza in London and £3-million projects for RAF Cosford and the Quartermaster General HQ in Andover.

Technical director Andrew Smith said: "Roy's design expertise has resulted in his being requested time and again by clients and consultants, such is the value that he has added to the business."

In the pink

Simon Bevin, David Prince and Aaron Smith (pictured right) showed they were really in the pink by dressing up for Wear it Pink Day for Breast Cancer.

Charity organiser Sandra Holmes said: "Nearly everyone in the office wore pink and everyone donated to the charity - and we even managed to obtain donations from a couple of visitors."



On the rise

Trainees from Birmingham and London went abseiling and rock walking by the sea in the first event organised by the new JS Wright Academy.

Read all about their team-building experiences at the Skern Lodge adventure centre in Devon in our next issue.

The new Premier Inn for Oswestry

