



FOCUS

Marshall's Commercial Newsletter

SUMMER
2005

Issue 1

New Trading Director

Marshall's was pleased to welcome Peter Hallitt as Trading Director for the Landscape Products Division on the 6th June 2005.

Peter joined us from Stanley Tools where he was UK Commercial Director, and more recently ran Stanley Security Systems as Chief Executive Officer.

The appointment of a Trading Director, who will in time manage our sales resources in both the Commercial and Stockist sectors, is intended to promote better integration and more effective use of resources in engaging with any aspect of the customer base.

So that you could get to know Peter, Focus asked him for his thoughts on the future.

"Visits to our customers over the last few weeks have confirmed what I saw before I joined Marshall's, a strong company with an excellent brand, good people, fantastic service and products, and innovations that are admired throughout the industry. This is something we should be very proud of, and is a respect that has been earned through consistent hard work over the years, by listening and delivering our customers' needs and wants.

However, they have also revealed that we need to spend time and energy ensuring that we are simple and easy to deal with, and that there is a face to the brand. We need to ensure we have a simple and fair trading policy focused on customers and that there is clarity over our sales strategy.

We need to ensure the sales processes are resilient, simple and easy to use, (and that they provide value to the user), and that there is seamless integration between internal departments, external resources and the customer.

We need to define what the mid to long term objectives of the trading business are to ensure that we leverage all our strengths whilst maintaining simple customer contact and consistency through personal accountability.

Also the market is changing, there is excess capacity and our competitors are innovating at a much faster rate. In other words,



it's getting tough out there. We need to ensure that we can react to each opportunity in a simple and efficient manner to ensure that there is personal accountability over our growth.

In essence:

We will be the benchmark trading organisation in the Construction and related industries. We will have a simple, systemised and transparent approach that drives accountability, productivity and external focus.

Welcome & Hello!

Welcome to the first edition of Focus Magazine, Marshall's new Commercial internal newsletter, launched especially to keep you up to date with what is happening with our marketing, manufacturing, sales, products, services, plans for the future, and the most important thing, you, the people who make it all happen.

Circulating to over 3000 employees, Focus will be published three times a year, namely in the Spring, Summer and Winter, and cover all the commercial activities of Marshall's.

Before you dive in, we would just like to say that we hope you enjoy the first copy and ask for your feedback and input in the future. This is your magazine. So, if you have a story to tell then contacting us could not be easier, you can either phone the Focus Hot Desk on 2911 (short dial) or 01422 312911 (long dial). And there is even a special Focus email address - focus@marshall's.co.uk.

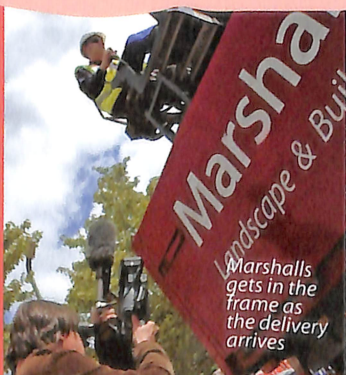
Anyway, let us not delay you any longer and we look forward to hearing from you soon.

Marshall's Gets 'Streets Ahead'

Marshall's recently supplied product for the popular new property reality TV series on Channel 4, 'Streets Ahead'. Focusing on the urban regeneration of individual streets across the UK, Sarah Beeny of Property Ladder fame fronts the series, and helped by a design team and local estate agents suggest ways in which local people can improve

their street. The whole emphasis is based on community and encouraging resident participation in all aspects of the work making their street a more desirable place to live and improving house prices.

With a budget of just £10,000, the series producers had been looking for help from manufacturers and suppliers. Marshall's answered the call and supplied 300 sqm of block paving at a discounted rate in return for publicity on the show and the series' web site.



Contract Wins

Despite strong competition, the Scottish region has secured a number of significant Priora sales in recent weeks comprising a £16k order for a new Community Campus in Glasgow, £14k contract for a Children's Centre landscaping scheme in Dundee and a £23k worth of product to a Travis Homes project in Kilmarnock.

The North West region has won an order in excess of £70,000 for the prestigious Workington Town Centre Development. The order includes the supply of 2,895 sqm of the company's Stein + Design range of La Linia light granite to phase one of a three phase project.

The Eastern region has won a multi-order contract in excess of £70,000 to supply paving, edging, kerb and setts for a scheme in Loughborough.

The South East has won a valuable order to supply in excess of £190k of Saxon paving to J Breheny Contractors Ltd. This is part of the on-going regeneration scheme in the Lowestoft area.

Finally, the South West has won a £126k Tegula order for a business park project in Corsham for Laser Engineering.

If you want your contract wins mentioned in Focus then please contact focus@marshalls.co.uk.

Hollyoaks Gold Medal

Kevin Sacre, the Hollyoaks' resident gardener, relaxes during filming on the Gold Medal winning garden at the RHS Tatton Park Flower Show 2005

Marshalls Natural Stone sponsorship of the Hollyoaks Garden at this year's Royal Horticulture Society (RHS) Tatton Park Flower Show has helped the top teen drama win a Gold Medal in the 'Back to Back' garden category.

Collaborating with Hollyoaks' production team from the inception of the design, Marshalls supplied cladding and flooring material in Green Granite in two finishes, polished and flamed. They then specially cut and installed the material on site so that everything was ready for the start of the show.

Rory Kendrick, Managing Director - Natural Stone Paving, comments: "We are delighted with the result. Receiving the Gold Medal is a fantastic outcome for what was a real team effort. The use of the Green Granite in the design blends seamlessly into the garden enhancing the glass table water feature and dance floor, whilst offering the perfect platform for the planting."

The RHS Tatton storyline was conceived when scriptwriters had the idea for the show's resident gardener, Jake Dean (actor Kevin Sacre), to enter his landscape designs in the show. Now, with the Tatton success, we will have to see where this accolade will take him.



Tolly Paving's stand

Marshalls' products played a major role for a number of key exhibitors at SED 2005, the construction industry's national event. With mechanical handling issues featuring high on the construction agenda, the company's materials were used to demonstrate the top manufacturers' equipment for product installation. The presence was in response to the Health & Safety Executive's (HSE) Mechanical Handling Operations Regulations 1992 that is now being enforced with greater vigour.

At the Probst stand Marshalls' kerb and paving was used to demonstrate equipment developed to handle and install both products. Tolly Paving, who installed the new 230,000 sqm of Marshalls' Machine Lay Keyblok paving at the Port of Felixstowe, demonstrated the benefits of using vehicle heads specially developed along with Marshalls and Probst to lay Marshalls' Keyblok. Machine Lay Keyblok is manufactured at Sandy and has been specially repackaged to allow the vehicle heads to easily lift the paving when it is on site. Finally, on the Al-Vac stand Marshalls' 450 Splayed Kerb was on display next to their specialised equipment.

Commercial Marketing

2005 has seen a flourish of activity on the commercial marketing front. This year the marketing team has produced a series of bold advertising campaigns promoting the company's three strategic themes of Fibre Reinforced Paving (FRP), Marshalls Drainage Design Service and Mechanical Handling.

The campaigns have seen three ads run in the major trade magazines and in many cases as a trio of hits on consecutive pages for even greater impact.

The campaign has also been supported by bespoke Marshalls' micro sites. These are mini web sites built within our main Marshalls' web site, which offer the customer the chance to find out more information on the subject and request a tailored pack covering their preferred topic.



At the mechanical handling site (www.marshalls.co.uk/mh) you can also play 'Krazy Kerber'. This is where you pit your mechanical handling skills against manual installation techniques, a very clever and relevant way of reminding the user of the benefits of mechanical handling.



Visiting the FRP site (www.marshalls.co.uk/frp) there is a complete introduction to the product with development and video footage for you to watch.



Next to the Drainage Design Service micro site (www.marshalls.co.uk/dds), clients can actually submit their drawing(s) to one of our qualified engineers, via the web, to be supplied later with a comprehensive drainage design proposal.

Let all your worries drain away

Marshalls Drainage Design Service offers comprehensive Linear Drainage and Combined Kerb & Drainage Design for your highways and hard landscaping schemes. When you send your drawings to the specialists at Marshalls, you'll get everything you need to return, free of charge.

- Hydraulic calculations
- Schedule of components
- Component layout drawings
- Site plans
- Cost analysis
- Optimised value engineering

Our experienced engineers offer a comprehensive solution that can lighten your workload.

To receive a sample design or to use our Drainage Design Service call **0870 442 7720** or visit www.marshalls.co.uk/dds

Marshalls
drainage
You'll be amazed what we can do

Drainage Design Service Ad
The concept of the advert is to generate awareness of the free service, and that Marshalls can offer drainage solutions. Marshalls Drainage Design Service has the expertise to provide a true, and comprehensive drainage solution, from concept to completion.

Marshalls Fibre Reinforced Paving

Loved by everyone

The conflicting demands of architects, planners and engineers have, for a long time, made the choice of large element flag paving subject to regular criticism. It had one compromise: Not any more. Marshalls Fibre Reinforced Paving delivers the performance that will keep everyone happy.

Architects will love the large plan sizes and the extended range of Saxon, Perfecta and Conservation paving. Engineers will love the proven performance and the fact it can be laid more quickly and cost effectively, using flexible lay techniques, or still take to tension.

Planners will love it because the more traditional plan sizes and aesthetics mean it can blend in anywhere.

Everyone will love the reduction in trip hazards and broken flags, the much safer pavement, and the big reduction in repairs and claims.

For further information about Marshalls Fibre Reinforced Paving call **0870 442 7720** or visit www.marshalls.co.uk/frp

Marshalls
paving
You'll be amazed what we can do

Fibre Reinforced Paving Ad
The objectives of this advert are to tell the user about the new products now available in FRP range, comprising Saxon, Perfecta and Conservation, plus create awareness that Marshalls has the expertise to provide innovative paving solutions.

Mechanical handling protects his back...

...and covers yours

The Manual Handling Operations Regulations 1992 are designed to help reduce the amount of musculoskeletal injury. They apply to all construction work, including housing. The 1992 is now enforcing the regulations more strictly: the penalties for not complying include fines and stopped projects.

Only mechanical handling fully complies with the regulations because it addresses the repetitive nature of the work involved as well as the issue of weight.

The functional demands placed on kerbs imply a robust and therefore heavy product. Dense concrete is the only material to economically meet all the stringent criteria of strength and durability required and abrasion resistance, chemical resistance and resistance to impact with excellent slip resistance.

Full size BS EN Kerbs have proven performance over decades of use. Mechanical handling is the only way to ensure complete compliance with the 1992 regulations. Why risk anything else?

For further guidance and advice, call **0870 442 7720** or visit www.marshalls.co.uk/mh

Marshalls
kerb
You'll be amazed what we can do

Mechanical Handling Ad
The advert is to inform the user that the only way to fully comply to the HSE's legislation regarding manual handling is to eliminate it completely, using mechanical handling techniques. It also advises users about the proven performance of full sized concrete kerb units.

Premier Mortars

Acquired by Marshalls in July 2004, Premier Mortars is now establishing itself in the Natural Stone Division of the company. With a Head Office in Wrexham, Premier Mortars supplies the construction industry with ready to use mortar products in the North West of the UK.

At the moment it has three sites fitted with the latest computerised technology. These are situated at Wrexham, Ellesmere Port and its newest facility at Ramsbottom. The company is also planning further expansion in Yorkshire and the Midlands.

Supplying more than 80,000 tonnes of mortar per year it employs 35 people and has a fleet of 17 trucks. The unique 'Hopper' trucks in the fleet means they can deliver a number of coloured mortar products to sites in one delivery, due to their 5 chamber capacity. It also enables the company to make urgent drops if a site has miscalculated its mortar quota for the day, as every Hopper carries a slight excess on all its runs.

Premier Mortars is successful due to its high service and delivery levels. Some of its top customers include Pochin, Barratt Homes, Birse, Bramall, Persimmon Homes and Crudens. Its product has been used to build Blackburn Hospital, several B&Q's and new student accommodation in Liverpool.

Under the responsibility of Dougall Anderson, Managing Director of the Natural Stone Division, the team includes Managing Director - Gary Billington, Peter McCarrick - Sales Director and Matthew Eastwood, Operations Director of Marshalls Aggregates, who is co-ordinating the expansion plans for the business.



Probst demonstration

PROFILE

FOCUS ON...

Marshalls Export

Unlike the Danes, 'who hate to see their beer leave', Marshalls export department is more than happy to assist any project around the world with the company's range of products and services.

Since establishing the dedicated department some 10 years ago, Marshalls has seen a growth in its trade of materials overseas, especially on high profile prestigious projects.

Driven by exacting project demands, the department believes it has developed a service that not only meets, but surpasses its clients' expectations on all levels, and can submit a competitive and quality offer delivered anywhere in the world.

Paul Stark, Overseas Marketing Manager, explains, "The breadth of our product offer is unrivalled. Just like the UK, clients can access paving and walling materials made from concrete and natural stone through a single point of contact.

"This is further supported by our street furniture ranges, water management expertise, land erosion control and traffic management systems, all of which have been carefully designed to empower the client to deliver their schemes."

At the new Disneyland, Hong Kong, the export department was asked to put all these resources to the test. Paul explains, "The design team, Walt Disney Imagineering, had seen our Driveline 50 circle landscape feature and wanted to use it on its access routes around the new theme park. For the UK market, the product was only supplied in a 2.6m radius at a thickness of 50mm, whilst Disney required a radius of 3.7m with a 80mm depth."



The new Disneyland, Hong Kong under construction

Drawing on Marshalls' in-house development expertise, the company was able to re-design and manufacture the bespoke set, matching all of Disney's new criteria. More significantly, it was able to do this within a restrictive time frame of four months including delivery of 2500 sqm of the product.

Paul continues "Being able to draw on our in-depth resources was a significant factor in securing the business. Without it we would have had to decline the opportunity and miss out on a further order of 35,000 sqm of concrete block paving as well, which was developed through our relationship with Disney."

Over the years, Marshalls' products have gone many times around the world from as close to home as Paris, to distant shores such as America, the West Indies, Singapore, Saudi Arabia and Japan, and Paul sees this continuing to increase. "We can see real growth potential in the export market. We have already shown our strengths in this area and are very committed to driving the export business forward."

If you would like to know more about our overseas successes then please log on to www.marshalls.co.uk/overseas.

MSF Bring A Taste Of Italy To The UK



Marshalls Bellitalia outside the WDA offices in Aberystwyth

Combining inspirational Italian design with affordability is something that is rarely said in the same sentence, however, Marshalls Street Furniture (MSF) has achieved just that with the recently launched beautifully sculptured collection of Italian street furniture - 'Marshalls Bellitalia'.

Offering contemporary neo-classical styling, Bellitalia brings to the UK the elegance of Italian design with all the benefits of quality, style and finish.

Using premium concrete with copper and stainless steel inserts, the collection comprises a range of seating, concrete planters, litter bins, tree protection and cycle parking products set to transform the UK urban environment. This is further enhanced by a selection of through-colour aggregate finishes, including a unique polishing technique which emanates a Marble lustre finish.

Jess Fergusson, Marketing Manager, Marshalls Street Furniture, comments: "With the renaissance in urban regeneration schemes throughout the UK, the Bellitalia collection offers the client a new and exciting dimension. The blend of product range is inspirational and should stimulate the minds of planners, hard landscape designers and architects for both public and private sector projects."

The range has already proved popular with the Welsh Development Agency (WDA) who used it outside their regional offices in Aberystwyth.

Long Stay For Drainage

At the ever increasingly busy Leeds Bradford Airport, Marshalls' drainage products have been successfully used for a new Long Stay Parking extension. The recently completed 500 space car park has used a mixture of Beany, Mini Beany, Max-E-Channel & Beany Access Covers to drain the area. The value of the contract was £12k and Wrekin Construction was the Principal Contractor.

FRP - Fibre Reinforced Paving

In 2004, Marshalls launched Fibre Reinforced Paving (FRP) to the market, a revolutionary new paving concept to combat cracking, spalling or failure of the flag, caused by intermittent or occasional vehicle overrun.

The new flag used patented fibre technology, incorporating STRUX™ 90/40 synthetic structural fibre reinforcement, which increases the integrity of the flag significantly. The benefits of the system are clear, including a notably reduced maintenance and reinstatement cost, improved long term aesthetics of paved areas and a reduction in trip hazards for pedestrians.

This year, the FRP range has been extended from the original grey natural pimple paving to include the more aesthetically pleasing Conservation, Saxon and Perfecta in Buff and Natural colours.

Since the launch of the new ranges, which offer a greater choice, sales have been increasing. It has also been very well received by its target markets of local authorities, architects, engineers, planners and specifiers, so Focus thought we would let you have a closer look at this innovative new product.

Visit our website at www.marshalls.co.uk/frp to learn more about our Fibre Reinforced Paving range, there's videos to watch and case studies to read.



1. The STRUX™ 90/40 fibres are about 50 x 5 mm in dimension and are transparent in colour. STRUX™ reinforcing polymeric fibre is unique in the way it approaches the 'four' main factors effecting reinforcement performance dispersion, pull-out strength, fibre strength and fibre 'stiffness' v 'bendability'.

2. The fibres are delivered in a bag, which is then placed in a bespoke feeding shoot to the batching machine. When introduced into the mix the fibres are released. The shoot was developed by Marshalls especially for the FRP project.

From this point the mechanics of production are the same as producing any other concrete paving slabs comprising pressing, curing and any secondary processes to create the final finish.



3. FRP paving is distinguished by a unique embossed mark on the reverse of every slab then wrapped ready for delivery



'CAS' in Stone

The blocks start to create the Volcano feature at The Green

Marshalls Natural Stone has supplied nearly 100 tonnes of natural stone blocks for two high profile regeneration projects in Castleford.

The natural stone blocks will feature in the development of the New Fryston Village Green and The Green, Ferry Fryston, which form part of a landmark regeneration strategy for Castleford and its surrounding area.

Both schemes have been filmed by Channel 4 for a new programme to be aired later this summer called 'The Castleford Project', and should result in some good coverage for the company.



Capital of Culture 2008

In preparation for Liverpool being the Capital of Culture in 2008, the City is undertaking a massive £73m regeneration scheme. The first phase costing £5.5m was recently completed by Wrekin Construction and comprised the development of two of the city's main areas, Williamson Square & The Cavern Quarter.

Marshalls Natural Stone played a significant part in the development supplying all the hard landscaping materials for the project which comprised of 10,000 sqm of Granite Setts, 1,750 sqm of Granite Flags and 3000 linear metres of Granite Kerb valued over £500,000.

A unique feature of the contract was the insertion of a bespoke poem, written by award winning Liverpool poet

Roger McGough, in stainless steel letters, sited in the black flame textured granite channel.

The innovative landscaping scheme has already brought new life and continuity to the area and Liverpool can definitely look forward to a very exciting year in 2008 with the knowledge they have built it on quality foundations.

Royal Plain Drain



‘The disposal of surface water at the newly regenerated Royal Plain Plaza, Lowestoft, was the creation of Marshalls Drainage Design Service (DDS)’, which is now known as Water Management Design Service.

Situated on the seafront, the new pedestrian area, with spectacular 74-jet water feature, needed a discreet drainage solution to complement the high quality landscaping and restrict the fountains’ water spreading into other areas.

In order to give the architect and the client the aesthetics required, DDS suggested using the recently developed Slot Drain system. The product was ideal as it provides a very effective drainage solution and was only going to be subjected to very occasional vehicle overrun.

Running around the four sides of the feature, the system incorporated in-built fall channels to enhance the natural ground slope to disperse the water to the only available sewer connection.

The installation was carried out by J. Breheny Contractors and incorporated Marshalls Natural Stone using granite paving and cobbles, and tactile paving.

Slot Drain gets put to the test at the Royal Plain, Lowestoft

Marshalls Launch Integrated Water Management Offer

In the next few weeks, Marshalls will be launching a new Water Management offer which will combine Drainage and SUDs (Sustainable Urban Drainage Systems) to form a single Water Management solution for clients.

Comments, Richard Abell, Drainage Commercial Manager: “The initiative was taken because our customers do not separate the requirement for surface drainage and SUDs, they see these as the same, i.e. the removal and dispersion of surface water from hard landscaping. Marshalls is responding to this by linking the SUDs and Drainage product portfolios into a single drainage solution, called Water Management.”

An Elite Home bricklayer working on one of the first houses being built at the development



Elite Homes Take Heritage

The Elite Homes Group has chosen Heritage Sharp Faced Sandstone Walling for a premier development at Woolley Edge. The first phase of the build will see Marshalls supply 8,000 square metres of product with further orders being placed as the construction progresses.

The new ‘Woolley Grange’ site will literally see a phoenix rise from the ashes, as it is being built on an old brownfield colliery site. It will then latterly be regenerated to comprise attractive woodland, large village greens and offer panoramic views across the beautiful Yorkshire surroundings. All the material is being supplied by West Lane, Halifax. The product was selected to ensure the new estate remains in keeping with its surroundings.

PS3 Production Photography

2007 will see the launch of Product Selector 3.0 (PS3). The commercial marketing team is now requesting information on projects that show our products at their best. Photography plays a critical role in the display of the range of products we offer, particularly how they have been used to transform projects around the UK.

These can include small, medium or large schemes, public or private; prestigious developments; multi-product sites showing the combined expertise across our business, or anything you may feel is of interest or an unusual application.

The team will start the photography process in August this year, so please send in your proposed schemes now. You can do this by contacting jeremy.swallow@marshalls.co.uk or ring him on 01422 312911.

The new images will replace a lot of the existing photography in PS2. The aim is then to launch the new PS3 to the market looking fresh, new and dynamic, inspiring our target audiences to purchase more of our products.



GBBC Gets Innovative On School Safety

The Great British Bollard Company (GBBC) has helped design and manufacture some innovative street furniture to make school environments more visible, encouraging motorists to slow down and be extra cautious when driving in these areas.

Using its unique Ferrocass technology, the company has worked closely with Manchester, Nottingham and Southampton City councils to manufacture three distinctive pieces of street furniture. These comprise Billy & Belinda bollards, and three metre high giant coloured pencils.

The pieces were all designed in response to road safety campaigns by the councils for their local schools and already they have made a significant impact. Jess Fergusson, Marketing Manager for Marshalls Street Furniture comments:

“Billy and Belinda have been a great success in Nottingham and the attention they have received both locally and nationally has been exceptional. This has covered media such as the local press, Auto Express and The Sunday Times, meaning the Council’s message to motorists has worked by using the characters.”

“In Manchester, where the number of ‘drive through’ incidents at school crossings was on the increase, the campaign has also brought a heightened awareness of school environments, and again the campaign has been communicated well in the local media.”

GBBC is now working with other County Councils on similar schemes.

Natural Stone Attains CE Mark



Marshalls Natural Stone has recently attained the CE Mark for all their Yorkstone products, meaning it is one of only a few companies in the commercial natural stone industry to secure this product status. Taking six months to achieve, the European-wide recognised Mark will give the company a real product and sales differentiator in the market by demonstrating their superiority over other UK quarried Natural Stone suppliers.

Tony Walker, Natural Stone’s Sales and Commercial Manager, commented, “The CE Mark for our Yorkstone products should provide us with a distinct advantage over our competitors, as it clearly demonstrates the technical compliance of our range in terms of breaking strength, abrasion, and slip and skid resistance.

“From October 2003, the European Single Market Public Procurement Directives stated that, any local authority which chooses to specify natural stone for use as paving, setts and kerbs, must do so in accordance with a relevant European standard, if one is available. Clearly we now offer this which is a great advantage.”

The letters CE are the abbreviation of a French phrase ‘Conformité Européene’ which literally means ‘European Conformity’. This demonstrates that the products covered by the CE Mark meet the requirements of the relevant Product Standard. These products, which include natural stone, can then be sold within the European Community without encountering trade barriers.

Natural Stone is also pursuing the CE Mark for its imported granite and stone products.

In Brief

Be The Best

As a way of sharing information on ‘Best Practice’ procedures throughout the Commercial Business, Focus is asking you to contact the magazine outlining your innovations so we can let everybody know. These new methods can come from any part of the Business including manufacturing plants, stock yards, quarries, offices, logistics, or from our teams out in the field. So, if you think something is worth sharing then please tell us about it and then we will share it with everybody else.

To get this started is really easy, all you have to do is ring 01422 312911 or email focus@marshalls.co.uk and tell us your idea.

So, what are you waiting for, send in your Best Practice news now.

Interpave Proves Positive

The company’s association with Interpave, the UK’s Precast Concrete Paving and Kerb Association, remains a positive and successful relationship.

Its proactive approach of promoting and developing concrete block paving, paving flags and kerbs for domestic use and commercial applications is a powerful add-on to our own marketing and sales activities.

In recent documents published by the organisation, Marshalls has contributed significantly with information and case studies for its magazine Pave-IT and a number of best practice documents that are available.

If you want to find out more about Interpave their web site can be found at www.paving.org.uk.

PS2 Reprint

Later this year, Product Selector 2.0, commonly known as PS2, is being reprinted. The piece of literature is Marshalls’ shop window for its total range of commercial products allowing specifiers to search and select the products they require for their schemes.

The amended version will be renamed PS2.1 and will include numerous updates to the content including additions to the Marshalls Street Furniture range, inclusion of the new Slot Drain Mono system, updates on the Walling section and the re-titling of Drainage and Sustainable Urban Drainage Systems sectors under the new banner of Water Management. It will also now exclude the Brick section following the sale of the Clay Division earlier this year.

Maltby Extension

The stock yard at the Maltby works is to be extended in the third quarter of this year by an additional 1.4 acres. The new space will improve loading and vehicle turnaround times, make room for the growing product range and create clearer access routes around the site for vehicles.

‘RoboCliffe’

Eaglescliffe has announced it is introducing a third robot to the site in its flag paving manufacturing process. Installation is due to take place in October in facility Press 2. The robot is being introduced to reduce manual handling operations, which is good news in terms of health & safety, and to improve efficiency.

The Health and Safety Executive (HSE) is currently championing the issue of eradicating manual handling and Marshalls has been working closely with them on a number of initiatives in order to ensure that we remain responsible in our activities at all times. The works already has two robots operating on the quad press process.

Robot No.5 At Sawley

A new robot is now fully operational on the duplex kerb press at Marshalls’ Sawley site, making it the fifth robot to be installed on site. It took two weeks to install the new piece of equipment and following a 3 day commissioning period, the robot is now working at full capacity. This means that four of the five presses at Sawley now have a fully operational robot responsible for taking the finished product from the press and stacking it on to the pallet ready for final packing.

The Concrete Centre

Marshalls’ Commercial business has continued to sponsor The Concrete Centre in 2005, the central development organisation for the UK cement and concrete industry.

The aim of the Centre is to assist all those who design and construct in concrete whether they work for national or local government, client bodies, architectural practices, civil and structural engineering consultancies, main and specialist contractors or housebuilders.

If you want to know more about the organisation then please visit their web site at www.concretecentre.com

Did You Know...

...that you would need 16,093,000 individual concrete block paving stones laid end to end to stretch the whole of the M1 motorway.

...that if you stood 110,490 blocks of Tegula 80mm on top of each other, this would be the equivalent height of Mount Everest.

...that you would need 17,250 400 x 400mm paving slabs to cover the size of an average football pitch.

Quayside Transformation in Granite & Stone



The Island Wharf Project with feature granite waves

Marshall's Natural Stone has supplied over £350,000 of stone, granite paving and setts for the City of Hull Council's new Humber Quays - Island Wharf Project Phase One. This also included a bespoke landmark granite 'Wave' feature especially commissioned for the development.

The £3.8m landscaping scheme was installed by principal contractor Edmund Nuttall Ltd. and comprised the regeneration of a 2.8 hectare brownfield site including flood defences. Situated next to the Humber Estuary, the aim of the project is to re-unite the City with its greatest asset, the waterfront,

and create a prime office location and residential area with quality public spaces and promenades. The project is part of the Council's £135m 'City Centre Masterplan'.

Marshall's Goes Big Screen!

Marshall's has supplied over sixty product sample boards as props for a new film by leading British film director, Anthony

Minghella, whose blockbuster movie *The English Patient* won 9 Academy Awards.

Called *Breaking & Entering*, the film is set in and around a landscape architect's office in King's Cross, London, which repeatedly gets burgled. In investigating the crime the architect Will, played by Jude Law, is then launched out of the safety of his familiar world making him re-evaluate his own life.

The boards were supplied after being approached by the production company, Miramax Films, who regarded Marshall's as the leading product supplier for architect's materials on projects. The film will be released in February 2006.

Also, many thanks to the Marketing Support Unit for their help in turning the project around at a very busy time in their calendar.

McLaren Get A Marshall's Makeover



Marshall's has played a significant role in the hard landscaping of the new award winning McLaren Technology Centre. Situated near Woking, the prestigious building designed by 'Foster & Partners', recently won the highly acclaimed Royal Fine Art Commission Trust Building of the Year Award 2005.

Regional Trading Manager, David McClelland and his team were involved throughout the project which saw Marshall's supply Mistral, Stein+Design, Keyblok, Conservation setts, Tescina and Landscape Drain. Marshall's was involved in the key feature, the VIP floating road, whereby cars seem to be travelling across the lake in front of the building when viewed from the offices.

The new Centre now provides a headquarters for the majority of the group's staff, design studios, laboratories, testing and production facilities for Formula 1 and bespoke road cars, including the Mercedes-Benz SLR McLaren.

30th Most Admired Company In Britain

Marshall's plc has been voted Britain's 30th most admired company along side business giants including BSkyB, Next, Carphone Warehouse and JD Wetherspoon, according to a survey carried out by Management Today magazine.

Chris Harrop, Marshall's Group Marketing Director said: "The results are a real testament to the company, which continues to be acknowledged as one of the most respected companies in the UK. It is clear the

team leading the business, supported by each and every employee, has played a part in securing this accolade and we are all delighted. I would like to take this opportunity to thank all our employees in achieving this status."

In 2003, Marshall's was ranked 37th most admired company, and has climbed 7 places to enter the top 30.