

HADEN
carrier

NEWS



APRIL 1976

No. 6

MULTI-MILLION POUND CONTRACT TO COMPLETE SUPER HOSPITAL

The successful performance on a £4¼ Million Phase I contract at Nottingham Teaching Hospital has earned Haden Young a new contract currently worth £7 million to carry on with their part of Phase II and complete the job.

Unit Manager Jimmy Paterson, and Site Engineer Derek Sowerby, together with Manager Bill Morris,

generators will take care of power cuts. Mechanical handling equipment is provided in the main building to reduce porter traffic in the corridors. This comprises a tube conveyor for samples from operating theatre to pathology, a belt conveyor for treat-



HADEN
carrier

NEWS



AUGUST 1976

No. 8

DEREK HYAM'S PHILOSOPHY FOR SUCCESS

On June 30, Derek Hyam, Group Managing Director, was elected President of the HVCA — the Heating and Ventilating Contractors' Association.

Here is part of his Presidential Address, in which he points to the common interest of all of us in working for a prosperous company.

Perhaps the most recurrent theme amongst presidential addresses is discussion of various aspects of the question of profit — its former glories — its declining level — its current inadequacy — occasionally even its absence — worse, its negative value in face of inflation — the need to do some-

derive from the earning of this profit. They are significant.

The profitable business can do all of the following things:

...It can provide secure jobs for those who work in the business.

...It can afford to reward its employees at a level which reflects their contributions and leads to continuing improvement in their standard of living.



Let me make clear that I don't join those who write off Great Britain Ltd as a spent force. I see something of our competitors overseas and it doesn't seem to me that there is talent or energy there which we cannot match. However, we clearly haven't at the moment mobilised our resources and it is chiefly differences in attitude and motivation which one can detect as marking out the UK as different from our foreign competition. If it were true that our employees in the main do not feel identified with us in the enterprise, then that would be down to us as a failure of management. We ought to accept the challenge and do something

HADEN
carrier

NEWS



December 1976

No. 10

£14 million Middle East

contract for the New Year

**Haden
International
Limited**



Haden International Limited has been Consolidated Contractors

HADEN
carrier

NEWS



February 1977

No. 11

THE FORD VALENCIA STORY

This story started for Carrier Drysys when Ford World Headquarters in Detroit first got in touch with Sidor. Ford engineers, with a view to setting up a plant in Valencia to produce the new Fiesta model, made enquiries into the state of the motor industry in Spain. Art Gieger of Sidor and Robin Purton of Drysys Espanola were able to satisfy them the same day and business got under way.

Later in 1973 the action moved to Spain. Drysys Espanola arranged visits and discussions for an investigation group of purchasing and engineering executives from Ford Europe, giving them their first opportunity to appreciate the capabilities of Carrier

The outcome was a decision by Ford to award a £1½ million contract to Drysys Espanola for all the ovens and dryers. Actually, in view of the rapid cost increases in the Spanish market, drawing office work was started before the final decision.

Much appreciated help was given by Carrier Engineering who seconded Clive Wright as Installation Manager.

Clive moved to Valencia with his wife Susan and daughter Helen for the installation period, and quickly established excellent relations with the German engineers. He was ably supported by Leonardo Quevedo and Roman Garcia of DE who continued with the finishing stages of the work after he went down with pneumonia. By that time their combined efforts had succeeded in meeting requests from Ford to advance com-





£10 MILLION CONTRACT WON BY NW REGION

The North West Region of Haden Young has secured a £10 million contract to work on one of the biggest and most sophisticated PVC plants in the world.

The main contractor is a British company and the overall cost of the plant will be £300 million.

The size of the project may suggest that the plant is being built in one of the industrial centres of Europe, or the USA or perhaps Japan. But this is not so. It is being built in Wloclawek in the flat plains of Poland 20 miles North West of

On January 12 this year, after much work by Tom Whitehead, Manchester Branch received an enquiry concerning four control buildings — the first of 27.

Two weeks later a £1 million lump sum bid was quoted for the design and construction of the

Manchester's Stan Isherwood, Alan Broughton, and John Dickinson spend a good deal of their time, when not actually at meetings, preparing for the next one.

Manchester's contract is with Laing Projects Ltd, part of the Laing Group set up in St Helier, Jersey to deal with overseas work, particularly in Eastern Europe. They are responsible for the whole of the building work on the site.



NEW COMBINED DIVISION FOR ENGINEERING SERVICES

Announcing the creation of a new combined division, to be known as the M & E Services Division, the Group Managing Director, Derek Hyam, stated the principal objectives of the combination to be—

—to integrate the management of Haden International and the UK services division, BESD, and to deploy them over the Group's world-wide M & E operations.

—to maintain and steadily develop the strength of the UK M & E operations.

—to develop more rapidly the strength of the overseas M & E operations.

—in London to combine the power of Haden Young and

them to trade under their individual names.

A single M & E Services Board has been formed below which will operate two management boards, the London Management Board (which will be responsible for all of the London based operations) and the Regional Management Board (which will be responsible for the UK regions outside London plus Carrier Air Conditioning, Barlow & Young and Pipe Conduits).

The Managing Director of the new M & E Services Division

Director of the new division will be Derek Gillingham and he will have the overall responsibility for Haden Young London and HIL.

Geoffrey Smith, who continues to have charge of a number of overseas subsidiary companies, is to take responsibility for overseas marketing and sales as well as being specifically responsible for sales co-ordination for the new division.

David Holder becomes HIL Sales Director, responsible for new business development, marketing and sales throughout the Middle East.

The opportunities for accelerating Company growth and prospects are enhanced by these

**Congratulations
to our
Chairman**





SOCIÉTÉ CARRIER WIN £7.3m OVERSEAS CONTRACT

Snow Queen of Drysys King



The export division of Société Carrier SA have won a contract worth £7.3 million from a private investment by Mr A Khashoggi for the complete fitting out of a multi-purpose office building located at Riyadh. Completion is programmed for mid-1978.

During the past two years some export contracts, limited to air conditioning, have been obtained from Algeria, Iraq, Gabon, and Saudi Arabia. But the Company made a progressive step forward last year by winning their first mechanical and electrical installation for the Saudi Hotel Services in Riyadh. This was also worth some £7



CARRIER LIFTS CRANE CONTRACT

The Industrial Finishing Division of Carrier Engineering has secured an order worth in excess of £4,000,000 covering two paint finishing lines for Coles Cranes Ltd. The plant will be sited within a purpose-built finishing department at Coles' Sunderland factory.

109m x 37m, and within this building an area of 109m x 16m has been designated for final painting of completed cranes. The vehicles will be processed through two separate lines. One line being for large cranes within the 60 ton to 150 ton range and the other for medium



H.C.M.C. BAG BARBICAN CONTRACT

HADEN CARRIER MAINTENANCE COMPANY has won the largest single site operations and maintenance contract in the City of London at the Barbican Centre for Arts and Conferences.

The creation of the Barbican Centre by the Corporation of the City of London has provided under one roof, Western Europe's largest complex of arts and conference facilities capable of housing up to 6,300 people at any one time. The Centre has

major conference and concert halls, two theatres, a film theatre, meeting rooms, exhibition areas, a lending library, art gallery and a sculpture court. The Centre will also be the new home for both the famous Guildhall School of Music and Drama and

the internationally renowned Royal Shakespeare Company and London Symphony Orchestra.

Fierce Competition

H.C.M.C. were selected from nine competing bids as the only maintenance contractor in the Corporation's words "with demonstrable skill and track record in the operation and maintenance of complex building services."

Follow On

The credit for this major success goes to John Ellis, National Sales Manager and the London operation team who together have negotiated the project from first visit through to



HOLROYD JOINS HADEN GROUP

Holroyd Food Machinery Limited and its subsidiary company, Holroyd New Processing Equipment Limited, joined the Haden Specialist Engineering Division on 24th February, 1983. This acquisition is in line with the Group's plans for expansion in the distribution of specialised equipment.

Holroyd's business is in the importation, distribution and servicing of new and re-built food processing machinery. The company was founded in 1966 by Mr Fred Holroyd, who will continue as Chairman with his son, John, as Managing Director.

Radstock

The company's main base is at Radstock, Somerset.

Trading Estate at Radstock. Since then, further agencies have been added for equipment imported from Spain, Germany and the United States.

The Birmingham depot was established in early 1982, giving Holroyd a base in the West Midlands from which machinery could be serviced and sold, and also a means of showing stocks of re-built machinery to tens of



1982 results

A DETERMINED PERFORMANCE

"In today's fiercely competitive world markets, it is only by harnessing some extra degree of effort to technical knowledge and engineering skills that a contracting business can continue to prosper. Your company is fortunate in having so many loyal, experienced and hard working employees; I am sure that shareholders will wish to join me in thanking them for their efforts."

So said the Chairman, Peter [unclear] in this issue of INSITE.



CHINA CONTRACT FOR HADEN



A TEAM effort involving Haden Drysys at Yardley, Birmingham, Haden King at Stevenage, and the Group Chairman of Haden plc London, has resulted in the award to Haden Drysys of a contract worth approximately £2.5 million for the design and construction management of paint finishing lines for three commercial vehicle plants in the People's Republic of China.

Final agreement on contract details was reached during a recent visit to the United Kingdom by a delegation of eleven Chinese engineers.

It is the culmination of discussions between Haden and its Chinese clients which have taken place both in China and the United Kingdom over

comprise a full dip pre-treatment plant and cathodic Electrodeposition; existing colour lines are being retained. Haden Drysys designs are also to be used for air handling equipment and drying ovens at all three vehicle plants.

In respect of mechanical handling work, the Changchun and Shiyuan plants will use advanced overhead dual duty conveyors, whereas the Jinan plant will incorporate an overhead power-rolled conveyor