

MAXIFLOW NEWS

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Hello From Maxiflow!

The last few years have been a mixed bag in the construction industry. We have seen some sectors such as education and private housing experience sharp falls in output, whilst other sectors such as local authorities appear to have escaped the economic turmoil here in the UK.

I am, however, pleased to report that Maxiflow has weathered the storm very well. We have been fortunate enough to strengthen our market position in 2011, with our turnover achieving growth **in excess of 50%**. We have also seen many other notable achievements and developments during 2011, many of which are reported on our website. It has been important for Maxiflow to continue to improve its service and provide real answers to our clients' needs, especially in the environmental and sustainability fields.

2012 will be no different. Maxiflow will maintain its strategy of continued growth and to increase its client base without compromising service. We have a stuffed order book well into the winter and are negotiating a number of contracts with local authorities and government bodies. We have officially launched our new **Mechanical & Electrical (M&E) division**, which will be providing brand-new services within the Maxiflow fold in addition to greatly expanding a couple of our existing services, so watch this space! I would like to thank all the team at Maxiflow for their concerted effort to see us strongly through the last 24 months and of course our clients who place their trust in using Maxiflow.

We hope you enjoy the newsletter, and we wish you the best for 2012!

Kevin McLeod, Managing Director of Maxiflow

Apprenticeship Success In 2011



**west
cheshire
college**



2011 is drawing to a close, but Maxiflow is already looking forward to the opportunities we will be presenting in 2012.

We are strengthening our partnership with West Cheshire College by offering new apprenticeships in our Building and Mechanical & Electrical divisions.

Maxiflow strongly believes that investing in people is the only way our industry will be able to move forward.

We hear anecdotes about teachers and career advisors unfairly characterising trade apprenticeships as a fallback solution or as a short-term stop gap, which can be harmful to the confidence and self-esteem of young people.

Skilled trades can offer a fulfilling career for many bright young people and we feel that it is important for this option to be presented in a positive manner which will attract the most enthusiastic candidates.

Our current apprentice Floyd has already shone in his role, surpassing everyone's expectations in a short amount of time. He was named Employee Of The Month in October and has proven to be a valuable asset to the building team.

Floyd has recently been granted his own tool allowance, demonstrating our level of trust in his ability and our confidence in his capability to work independently.

We will be working with West Cheshire College to bring our new recruits aboard in the new year, so best of luck to everyone who wishes to be a part of the Maxiflow team!



New Maxiflow Training Suite

Furthering our commitment to health and safety in the workplace, we at Maxiflow have introduced a new training facility for our employees.

Maxiflow have developed a package of custom training modules, designed to keep team members up-to-date with current safety regulations, as well as acting as a refresher for existing knowledge and skills.

All of these training modules are available online for completion at any time of day, but we decided to go the extra step and provide our team members with a dedicated suite of computers. This allows us to provide immediate technical support and removes any technological barriers – after all, it's unfair to demand that everyone we employ has their own personal computer at home.

- 1. A team member may have up to three modules to complete:**
- 2. Essentials – Training that applies to every member of staff.**
- 3. Division-specific – Training that is relevant to the needs of the team member's day-to-day operations.**
- 4. Job-specific – Occasionally, training may be required for individual jobs or sites, so we have the facility to provide courses as necessary.**

The courses cover everything from instructional videos to assessed tests, with certificates of completion issued at the end of each course.

We at Maxiflow would like to extend our gratitude to the everyone who has made this system possible.



Maxiflow Proud To Sponsor Autograss Motor Racing Team

Maxiflow have been cheering on the excellent performance of our sponsored team in the latest season of North Wales Autograss motor racing.

North Wales Autograss (NWA) is the regional division of the National Autograss Sport Association, the non-contact motorsport which promotes family-friendly fun and the spirit of fair competition. Maxiflow Contracts Director Warren Beatty is the Chairman of the NWA and a fervent participant in the events, heading up the WCL team.

Pictured is one of the Maxiflow-branded vehicles driven by WCL team member Carl Kent. We currently have 4 sponsored machines which have been actively competing during the 2011 season, and we wish our team the best of luck in 2012!



Renovations At Chester Market & The Forum

Maxiflow have continued to strengthen our partnership with **Enterprise PLC**, carrying out work for Cheshire West & Chester Council on Chester Market and the council offices at the Forum.

We have constructed a number of new stalls in the Market and refurbished several others. These works are part of a package which is designed to breathe new life into old and unused areas of the Market which have fallen into disuse.

A recent highlight has been our conversion of the former reception area at the Forum offices into an inviting, warm space that can comfortably accommodate visitors. We dismantled the existing reception desk, added a vibrant blue carpet around the desk area and repainted select walls and furnishings in a pastel purple. This exercise added a touch of colour to an area which was formerly quite monochrome and sterile, de-emphasizing the formality of the setting in order to make the entrance more welcoming.

More projects are on their way in 2011!



Partnership With Chester & District Housing Trust (CDHT)

In partnership with Chester & District Housing Trust (CDHT), Maxiflow have undertaken a large project at Woodfield House in the Kingsway area of Chester.

A pair of balconies connected to the housing block had fallen into a state of considerable disrepair and Maxiflow worked with CDHT to fix the damage.

The structural integrity of parts of the balcony had become compromised due to a combination of weather damage and frequent footfall.



The large elevated walkway provides the primary means of access to the second-floor flats in the building. Maxiflow have been working very intently to ensure that our schedule of works cause the minimum amount of disruption to the building's residents.

A smaller balcony connected to a single property shows signs of the same issues and will also be renovated.

The work is on schedule to be completed before the holidays, so we wish everyone in the building a very happy Christmas!

Maxiflow Featured On Granada Reports

Back in July, unscrupulous thieves stole a pair of World War I memorial plaques from Christ Church in Willaston. Maxiflow were contracted to repair the damage to the memorial's stonework due to our previous history with the church and our partnership with **Enterprise PLC**.

Granada Reports covered the story for their 02/08/2011 broadcast, which is archived on our YouTube Channel:

<http://www.youtube.com/MaxiflowLtd>



Maxiflow Commended By Considerate Constructors

We at Maxiflow have received yet another honour from our friends and peers in the regulatory sector.

Considerate Constructors, the independent construction industry regulators, have awarded Maxiflow with a certificate for our "Performance Beyond Compliance" in the period November 2010 – November 2011.

Maxiflow scored highly in all eight categories monitored by the scheme, earning recognition for our constant drive to deliver the best possible service to our customers and members of the public alike.

We would like to thank Considerate Constructors for this honour and we aim to perform even better next time.

Advisory On Lead Thefts



A rash of high-profile leadwork thefts in the Cheshire area has left business owners and public service providers facing steep costs for damages. Institutions such as Northwich Library, Neston Civic Hall and Chester Cathedral have become victims of opportunistic thieves who have stripped the valuable leadwork from the buildings' roofs.

The damage caused by the vandals can be exponential. Not only is the lead removed in a careless and heavy-handed fashion which can ruin the building's aesthetics, the significant protection offered by the lead disappears as well. It can be difficult to gauge the scale of the problem until adverse weather conditions turn the situation into a disaster. Heavy rain leaked through Northwich Library's unprotected roof, destroying a quantity of books and ruining several rooms' décor.

The value of lead is currently at a premium, which has emboldened thieves to attempt high-risk thefts such as these. Though most cases will occur under cover of night, vandals may rely on peoples' social conditioning to brazenly carry out their burglary in broad daylight. Members of the public are advised to be vigilant, as even from street level there will be signs that the thieves are not legitimate roofers:

- **No scaffolding – Regulations for working at heights require the use of stable platforms when carrying out tasks above a certain height.**
- **No Personal Protection Equipment (PPE) – Hard-hats, high-visibility vests & jackets and sturdy work boots are all standardised in the roofing industry.**
- **No health & safety – trained professionals will never take risks that would endanger themselves or their colleagues.**

In all cases, owners of buildings which may be targets for lead thieves are recommended to be pro-active and take steps to ensure that their property remains safe. There are two solutions which can either aid in catching the vandals or removing the possibility of theft altogether:

- **Tracking the thieves – By coating your leadwork in special substances such as RedWeb Asset Marker Gels & Grease, imprinted with a unique forensic mark which can be scanned by UV detection equipment, your lead can be identified at sales channels and returned to you, while the thief will retain traces of the grease allowing for swifter prosecution. This solution is the least expensive and quickest to apply, but still leaves you vulnerable to thieves.**
- **Removal of resale value – By replacing your roof with an alternative roofing system such as Firestone EPDM Rubber, you can have the protection benefits of a lead roof without the material fetching a high resale price. This solution has a higher cost up front, but has the guarantee of your roof having no value to thieves, eliminating the need for replacement in the future.**



John McLeod, Director of Maxiflow Roofing Services, has said that "this is becoming an increasing problem in urban areas with high populations, with the very real possibility that members of the public are at risk not only of the thefts, but of injury caused by the carelessness of these vandals. We always find that prevention is better than the cure, so would advise that members of the public take steps now to prevent damage to their property or themselves."





Top Safety Accreditation For Maxiflow

Maxiflow is the latest successful company to join a cutting-edge scheme designed to help the construction industry improve its safety record. We recently received accreditation from SAFEcontractor, a programme which recognises very high standards of health and safety practise amongst UK contractors. Under the SAFEcontractor system, businesses undergo an extensive vetting process, which examines health and safety procedures and track records for safe practice and we passed with flying colours!

COMPETITION: Nickname The Sainsbury's Roundabout And Win Money For Charity!

The six months' roadworks at the Boughton Heath Roundabout (popularly known as the Sainsbury's Roundabout) have been tough on local residents and businesses, causing disruption at all hours and seeing long tailbacks along all connected roads.

The Maxiflow offices are just off the A41 (Whitchurch Road) so we have experienced the very worst of the delays, morning and night, with untold numbers of complaints from our customers and visitors.

During the long tailbacks we've found ourselves stuck in day after day, we've had plenty of time to attempt to make sense of the roundabout's new look. What exactly is the point of the new pintsize rolling hillocks?



Perhaps a new home for the Teletubbies, who have been searching for somewhere to live for a decade? We think they'd feel right at home with the endless repetition that occurs at the roundabout.

We'd like to invite our readers to come up with their own ideas for new names and uses for the former roundabout. Whoever can come up with the best idea, we'll donate **£50 to the charity of the winner's choice**.

We will feature the best entries on this website, so if you have a good idea, get in contact and win some money for charity!

Competition closing date: Sunday 15th January 2012

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