

Welcome to the fifth issue of “Covered”



Stephen Hankinson
Group Chief Executive

Welcome to “Covered” the newsletter for Whittle. 2015 Marks the fourth anniversary of Whittle joining the Hankinson Group and what an exciting 4 years it has been. The Whittle brand continues to go from strength to strength and that is reflected in a number of changes I am delighted to announce.

Firstly Whittle Programmed Painting Limited has changed its name to **Whittle Programmed Maintenance Limited**.

Whilst programmed painting remains the core activity, the change of name reflects that additional maintenance services are now being offered.

Within Whittles there is continued focus on developing painting programmes and the team continues to be led by Andrew Simpson (East) and Andy Baroth (West). However our Hygienic & Environmental Coatings Division led by Alex Francis has been incorporated into Whittles along with the Planned Property Maintenance Division led by Martin Newman and Andy Linfield. Our planned maintenance contract with Mears in Brighton has been incorporated and the team, led by Oscar Cullinane, will allow us to further establish and develop the Whittle brand for painting and property maintenance in the ever growing South East market. This year Whittle will be at a number of key exhibitions in the Education and Health Sectors and we hope to see many existing and potential customers.



Whittle Recognised with Award Nominations



We were delighted that Whittle were recently shortlisted in the Specialist Contractor of the Year category for the 2015 Building Awards organised by Building Magazine. This was the 21st year of the awards which are recognised as the most prestigious in the Construction Industry. They are always hotly contested and recognise the best in the Industry.

The award ceremony took place at the Grosvenor House, London on 22nd April. It was a glittering black tie event attended by over 1200 of the Construction Industry's great and good. The evening was hosted by TV's David Walliams of Britain's Got Talent and Little Britain fame.

Stephen Hankinson Group Chief Executive commented “To be a finalist in this competition which aims to recognise success and innovation is a tremendous achievement and a recognition for all

the hard work that the team has put in.” He added “I believe that this is also recognition for our continued development of the long term programme model where we remain the number one provider in the UK.”

Further good news...

The transformation contract for the Holiday Inn, Royal Route, Wembley undertaken by Whittle has been nominated for 2 awards and has reached both the final stage of Paint Manufacturer's PPG prestigious Painter of the Year Awards and the Painting Decorating Association Annual Trophy Awards. The contract was to clean and repaint all exterior surfaces of the hotel to improve the overall look and the client has been delighted with how their hotel now stands out from the crowd. The winner of the PPG Awards will be announced at a ceremony to be held at Celtic Manor, South Wales on 16th May and the winner of the PDA Awards will be announced at a ceremony in Plaisters Hall, London on 9th July.

Read the Case Study on page 2



Case Study

WEMBLEY HOTEL STANDS OUT FROM THE CROWD AFTER A WHITTLE MAKEOVER!



Whittle were approached to prepare a quotation to completely clean & repaint the exterior surfaces of the Holiday Inn, Wembley, owned by Sojourn Hotels (Wembley) LLP. The 45 year old building had to the best of our knowledge not seen any major external facelift since construction.

At this point the client had not received any advice or specifications but was aware that the condition of the exterior of the Hotel may not prove appealing to potential guests.

We requested paint manufacturer PPG to prepare a specification that would deal with the unpainted concrete and could be applied to the existing mosaic tiles. PPG recommended the application of the 2 pack adhesion primer and overall 2 coats Johnstones Stormshield Pliolite masonry. The unpainted powder coated metal windows together with all of the roughcast concrete had to be thoroughly cleaned before any coating could be applied. The chosen system for the metal windows was the application of Johnstones single pack primer followed by 2 coats of Johnstones semi gloss topcoat. The results of our negotiations with the Hotel secured an order for over £100k with work scheduled to start mid Sept 2014 with a 10 week programme. Work progressed well but was interrupted by poor weather and was finally completed in December.

Access to every part of the Hotel was difficult with power cradles & mobile hoists required for the 10 storeys. Disruption to the Hotel and surrounding roadways was kept to a minimum by working extremely closely with Hotel management and Wembley Park Estates for traffic management purposes. The Hotel management was delighted with the final result and were going to install strategic external flood lighting to enhance the finished project.

Throughout the project we worked closely with PPG to enable recycling of every tin of paint through the PPG recycle scheme at the local depot in Greenford.

The project was delivered within budget and we are delighted to have already been approached by other interested parties to prepare similar proposals for surrounding businesses.



Client Feedback

Brighton Office Roedean School

We were delighted to receive feedback on a job undertaken by Brighton Office headed up by Oscar Cullinane for works at Roedean School. Site Manager Glenn Hawkes commented:

“I wanted to contact you to say how impressed with the standard of work your guys have completed. All of your employees have been very polite and courteous. Their working practice and cleanliness is also very good. Craig Dainty, Painting Forman ran the job very well with great communication between myself and him. All the guys on the job are true tradesmen and I look forward to working with you all again the near future.”

Well done to Oscar Cullinane, Craig Dainty, Alan Smith, Gareth Ireland, Daniel Waller and Lee Maker.

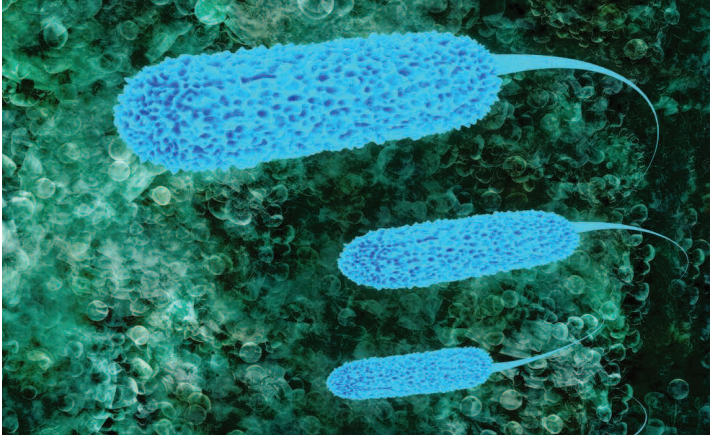


Manufacturers' Testimonial

“From the outset, this was the sort of project which required close co-operation between ourselves, the contractor and the client. Bringing together several different paint systems from our Johnstone's Trade paint range, our specification enabled Whittle to achieve a dramatic transformation to a building which will showcase their workmanship for many years to come”.

Steve O'Hara -Senior Technical Specification Consultant
Architectural Coatings EMEA

Whittle Declare War On Germs



Hygiene is paramount within, healthcare, food production & preparation, pharmaceutical production, research & development and classroom education environments. One way in halting the spread of infections (fungal and bacterial) is to ensure ceilings and walls are covered with specialist anti-microbial coatings, which are functional and decorative.

Whittle Programmed Maintenance offer a Hygienic & Environmental Coatings Division specialising in the application of highly durable, abrasion resistant anti-microbial coatings which are highly effective in infection control against both bacteria and fungi. The coatings we offer retard the spread of germs to create a Biostatic substrate which is due to the anti-microbial properties of the system. These active ingredients inhibit bacteria and

fungi replicating, stopping the spread of microbes.

The product range contains non-leaching anti-microbial agents in every coat of the system (including the primers) so even with the most rigorous maintenance programmes the anti-microbial properties are effective for the whole life of the system. Amongst the bacteria and fungi we protect against are MRSA (Methicillin Resistant Staphylococcus Aureus), Salmonella, Typhimurium, Aspergillum Niger, E.Coli O157:H7.

In areas where increased abrasion or impact resistance is required, a fibreglass reinforcement option can be incorporated into the system. This system is also resistant to fluctuations in temperature and pressure which is vital to high containment areas. Cutting edge research laboratories require rigorous cleaning with fumigants (formaldehyde, peroxides and chlorine) and other aggressive liquid chemical cleaners. The fibre-glass reinforced systems we offer also withstands steam cleaning which is prevalent in food and beverage regimes.

The coating systems offer protection in laboratories/cleanrooms from high CAT 4 to CAT 1 (general laboratories) in both pathogen and animal specifications. All systems are available in any colour (as standard BS4800, NCS and RAL), non-standard can be colour matched.

All coating applicators are fully trained and certified by the coating manufacturers.



Should you require any further details as to which system would best suit your requirements then please do not hesitate to contact Alex Francis, Operations Manager on 07977 937786

Whittle Exhibit at First Healthcare Conference



Whittle's Graham Forbes, Jeremy Hankinson, Alex Francis and Stephanie Wright attended the 2014 Healthcare Estates Exhibition and Conference in Manchester on 7th & 8th October.

Whittle Programmed Painting have not exhibited at any Healthcare conferences before so there was a

little apprehension as to how successful the day would be compared to other conferences that we attend on a regular basis. This apprehension was short lived as within minutes of the exhibition opening to delegates there were visitors to the stand waiting to hear about the services that we are able to offer them. As well as the interest in our programmes they were very keen to find out about hygienic coatings. Various companies in the healthcare industry from all over the country attended the event, there were a few clients who Whittle have previously done business with, but the majority were companies or organisations that were new to us. All visitors to the stand received a Whittle bag containing marketing literature and torches embossed with the company logo which proved a big hit! There was also a raffle to win a Kindle.

Given the event's success we have booked to attend in 2015. There are lots of leads to be followed up by the sales team and we are confident that there will be some great opportunities for new business generated from the event.

Alex Francis said "The exhibition proved to be a fantastic opportunity to promote our specialist hygienic coatings, in conjunction with the unique programmed painting, to key personnel within the health care industry".



Exhibitions Diary for 2015

13th-14th May 2015

Independent Schools Bursars Association (ISBA) Annual Conference & Exhibition, Celtic Manor, Newport, Cardiff.

6th August

Worcester Association of School Business Managers Conference (WASBM), Worcester Rugby Club, Worcester.

20th-21st October

Healthcare Estates, Exhibition & Conference, Manchester Central, Petersfield, Manchester.

Hankinson Group Announces Appointment of Richard Crocker as Group Finance Director

January 2015 - The Hankinson Group announced the appointment of Mr. Richard Crocker as Group Finance Director.

Richard has also been appointed a Director of Roy Hankinson (Holdings) Limited and all trading companies.



Richard was born in Oxtan, Wirral and was educated at Birkenhead School later graduating from Oxford University.

He qualified as a Chartered Accountant with Price Waterhouse (one of the 'Big 4' firms) then worked in finance firstly at Goldman Sachs (Investment Bank) as Financial Controller then at MBNA Europe (Retail Bank) where he was a founder member and

became a Director and Executive Vice President. Between 2005 and the end 2013 he was the Chief Financial Officer of the Ethel Austin Property Group which was involved in property investment, development, asset management, maintenance, estate management and some quasi VC activity across the UK and internationally with many JV enterprises. During 2014 he has worked as a financial consultant with a number of parties across a range of sectors.

Stephen Hankinson Group Chief Executive commented "We are delighted to be joined by a Finance Director of Richard's calibre. He has a wealth of experience in the key areas we need and will be an important asset during our next period of growth."

Richard Crocker commented "I am delighted to be joining Hankinson Group - a local, well-established family firm with wide reach, a great reputation and very exciting plans for the future. It's a great time to be joining the team and I look forward to working with colleagues to help the business continue to develop and continue to drive profitable growth."



The Key Benefits of Programmed Painting

- Your premises remain looking fresh so no worries about when they'll get their next full repaint.
- Stakeholders have a positive experience of your organisation.
- Surfaces remain protected so you are not simply building up future cost.
- You know your financial commitments exactly for each year of the programme so you can plan your finances with confidence for future years.
- The initial cost of repaint is spread over the life of the programme so your budget can still cover your maintenance needs.
- Very little management time required once the programme is set up freeing you to focus on your core business.
- We guarantee the paint film applied in year one, so if it peels off during the contract, it's our problem not yours.

