

# Inside Walsh

## Staff Profile



### Mick Wilkinson

Operations Director for Walsh-IBS

#### What does your role entail –

Balancing our clients needs and expectations against profitability and the diverse personalities of close to one hundred tradesmen.

#### What's your lifetime ambition –

A tough one. Mount Everest from the North side has always been my goal, but injuries picked up by training have questioned my capability. The jury's still out.

#### Dream Car –

Aston Martin DBS. British, fast and more reliable than the TVR.

#### Favourite Holiday Destination –

Pokhara in Nepal. It's got Mountains, bars, mountains, sun, more mountains and fantastic people.

#### If you could be someone else for a day, who would it be & why? –

One day? That rules out any serious climbing so, Colin Montgomery, it'll give me a chance to see what all the fuss is about and possibly even get a legitimate excuse for an easy day out of the office.

#### What makes you happy? –

Success

#### If you were to choose an alternative career, what would it be? -

I always wanted to be an architect when I was young. I love buildings and I have an idea designing them to look pretty must be easier than trying to conceal services into them.



## Summer 2008

Chardec House | 27 Kenyon Road  
Lomeshaye Industrial Estate | Nelson | BB9 5SP

Tel: 01282 697723 | Fax: 01282 619910

[www.walsh-ibs.co.uk](http://www.walsh-ibs.co.uk)

## Overview

Habitat – Trafford Centre

RBS Jersey and Gibraltar

Building Design Partnership - Manchester

Inside Walsh

Staff News

## Staff News

**Football** –The Walsh-IBS All-Stars 5 a Side Football Team put on a brave display recently against the might of Bovis Lend Lease in a winner takes all match held at the JJB Soccer Dome in Blackburn.

The David vs. Goliath match did not turn out as hoped for the All-Stars as we were narrowly edged out by 14 goals to three in a pulsating match.

**Charity Bike Ride** – Five members of staff from Walsh-IBS have raised over £640 in aid of children in need. Carl Dixon, Sam Dinsdale, Matthew Lawrenson and Mick Wilkinson rode 20 miles over the hills of Pendle while Steffan Barnes-Fullalove helped raise cash with a slightly less physical challenge, a sponsored silence for the day. We were not surprised who raised the most money as there was quite a large donation queue at Steffan's desk!

**Pendle Vale College** - In recognition for the quality of our work and site organization, Simon Pratt, Project Manager for Bovis Lend Lease recently presented Walsh-IBS with the 'BSF Pendle Vale College Contractor of the Month Award'.

## Key Contacts



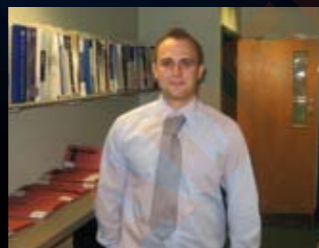
Ian Walsh

Managing Director



Carl Dixon

Business Development Manager



Andrew Kershaw

Estimating Manager



Darren Worgan

Contracts Manager

### Brothers play their part in building Pendle Vale

– Mick and Chris Wilkinson, are taking a special interest in the new Pendle Vale College being built by Bovis Lend Lease in Nelson for the Lancashire Building Schools for the Future (BSF) project, as both were former pupils at Walton High, the school that is being replaced by Pendle Vale.

Mick, our Operations Director left Walton High in 1981 to take up an apprenticeship with a local electrical firm. He joined Walsh 14 years ago and is now responsible for a nationwide spread of projects, including Pendle Vale College.

Chris joined Walsh-IBS eight years ago as an estimator, and is now our buyer. He is responsible for the purchase of all the electrical kit going into the new school as well as purchasing materials for the wide range of projects we are currently undertaking.

Walsh-IBS is already well known to Catalyst Lend Lease, Lancashire County Council's partner in the BSF project, through its work at nearby Burnley General Hospital, where Catalyst manages the fifth phase redevelopment that opened in 2006. And now there is another connection between the two companies because Walsh-IBS have recently taken on two new apprentices, Tajammal Shah and Matthew Whitehead, who were introduced to our company by Catalyst as part of its programme to help local school leavers find work with the BSF supply chain.

## Pendle Vale College Update

Since our last update on the £1.7 Million Electrical installation for Pendle Vale College, we have been working closely with Bovis Lend Lease and their designers to develop design solutions for this architecturally and technically challenging BSF project.

The College, which will open in September 2008 has been recommended for a number of design awards and incorporates many innovative features, both from a design and operational viewpoint.

Now reaching the final stages of construction, Walsh-IBS are receiving praise for the high standard of installation, our pro-active approach to working methods and our positive ongoing partnership with Bovis Lend-Lease culminating in our company recently being awarded 'Contractor of the Month'.

Pendle Vale College



## MD Summary

Another year has gone by and there has certainly been a wind of change in the industry and the economy in general. Over the past few months the word 'recession' has been whispered in many quarters. With the well-documented credit crisis featuring across all sectors of the media, that 'whisper' has now changed into a 'roar'. The mood in the industry is most definitely one of consolidation and caution.

Our industry will need to ensure that it operates at a lean and efficient level. The team at Walsh are highly conscious of the prevailing winds and the emphasis for us in the forthcoming months has to be one of value for money combined with continued high levels of service and excellence in engineering. Still of great importance is our consideration of the carbon footprint on all projects. There is also no doubt that we have to concentrate more than ever on providing our clients with value engineering.

The team at Walsh work very hard to meet the increasing criteria and standards set by both the clients and government legislation. I am certain that everyone here will rise to these challenges and adapt to the changing market-place.

Ian Walsh - Managing Director



Chardec House | 27 Kenyon Road | Lomeshaye Industrial Estate | Nelson | BB9 5SP  
Tel: 01282 697723 | Fax: 01282 619910 | [www.walsh-ibs.co.uk](http://www.walsh-ibs.co.uk)



# Walsh Integrated Building Services

## Disney Store – Liverpool

A 6 week program is underway at the new Liverpool 1 Disney Store. Walsh-IBS were chosen to carry out the project due to our extensive experience of working within busy retail environments with the minimum of disruption.

The work we are undertaking includes the electrical fit-out, voice data, fire alarm and security systems.



## Bolton University – Social Learning Centre

Due for completion in September 2008, Walsh-IBS have been chosen to carry out their second contract for Bolton University, this time for the Universities Social Learning Centre.

The project includes a range of Mechanical installations such as Air Conditioning, Ventilation, Hot & Cold water services, sanitary ware and above ground drainage.



## Habitat – Trafford Centre

We have recently completed the full Electrical Installation on the brand new prestigious flagship Habitat store at the Barton Square Extension, Trafford Centre in Manchester.

The 8 week project included the installation of a tagging system, store music and feature lighting.

An interesting feature within the store was the incorporation of a ceiling raft which proved to be a challenging concept due to the need for fire cover protection.

This was achieved by installing an air sampling system thus ensuring no future maintenance or safety issues within inaccessible areas.



## RBS Jersey and Gibraltar

Proving the projects we undertake are now on a truly European level, Walsh-IBS have recently commenced work for the Royal Bank of Scotland at Branches in Gibraltar and Jersey. As part of RBS International, the branch refurbishments include full re-wiring, Fire Alarm, Air Conditioning and UPS systems as well as Generator, Lighting and Power Supplies.



## BDP Manchester

Walsh-IBS are currently working on a 14 week project for the Manchester Office of Europe's largest interdisciplinary design practice, The Building Design Partnership.

BDP is an international practice of architects, designers and engineers. We were chosen to install the Data and Security features such as CCTV, Fire Alarms and also undertake the full Electrical Installation.

Our success on this project has come from our understanding of how to adapt quickly to changing design and operational challenges and our ability to produce first class work for our client.

Walsh-IBS have also secured the contract for BDP's Sheffield office and will be commencing work on site by late spring 2008.



## Lloyds TSB Edinburgh keys

Walsh-IBS are currently carrying out a 7 week Mechanical & Electrical fit-out of the prestigious corporate offices for Lloyds TSB at Edinburgh Keys. The services we are providing includes power, data, intruder alarms, Air Conditioning, plumbing and CCTV.

## Halewood Health Centre

Work has recently commenced on a £1.4 million Mechanical & Electrical new build contract on Halewood Health Centre. The 30 week project entails completing the full M&E installation for the centre including data, nurse call systems, Alarm Systems, Air Conditioning, CCTV and Plumbing.

This contract follows on from our successfully completed project for Garswood Health Centre, and demonstrates the solid relationships we have built with our contracting partners.

## The Birches

Nearing completion, this 10 week program sees an existing two storey care home converted into accommodation for the homeless. Our fit out included the installation of a new boiler plant, full heating system, hot & cold water supply, sanitary ware and above ground drainage.

## New Contracts Secured by Walsh-IBS

Bolton University Social Learning Centre

Skipton Highways Depot

Buckley Hall Prison

Manchester Airport Detention Centre

Halewood Health Centre

Pendle Enterprise Haven

Lever House (Bolton)

Iron Mountain (Stafford)

RBS Gibraltar

Yorkshire Ambulance Service

St Thomas Moor School Ball Hall

We also continue to carry out a significant number of Mechanical & Electrical contracts within the financial sector for the following Blue Chip Companies:

**Royal Bank of Scotland**

**NatWest Bank**

**Cheltenham & Gloucester Building Society**

**Lloyds TSB**

**HSBC Bank**

## Waterfoot Health Centre

We are currently just over half way through a 6 month refurbishment contract for Waterfoot Health Centre.

The complete strip out and Re-Fit program is designed to be completed in four separate stages and includes the full Electrical Installation, security monitoring, alarm systems, and data.

**Trust | Value | Teamwork**

**Innovation | Performance | Service**