

>VGC LABOUR SOLUTIONS<

>VGC PERSONNEL<

>VGC RAIL PROJECTS<

>VGC CONSTRUCTION<

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ISSUE FOUR - SPRING 2014

# *outperformance*

People, projects and services for the construction industry



**VGC PLAYS A CRUCIAL  
PART IN EUROPE'S BIGGEST  
INFRASTRUCTURE PROJECT**

**vgc**  
GROUP



feature



# VGC plays a crucial part in Europe's biggest infrastructure project

**Work on Crossrail, Europe's biggest infrastructure project, continues apace and VGC is playing a key support role in the delivery of vital infrastructure.**

The Crossrail West Outer Signalling Renewals scheme is part of the £17billion Crossrail project to link Heathrow and Maidenhead in the west with Shenfield and Abbey Wood in the east.

While the contract through central London involves substantial new routes including 21km of tunnels and nine new stations, the outer sections rely on upgrading and improving existing infrastructure.

In 2012 Geoffrey Osborne Limited was awarded the contract to undertake the West Outer Phase O civil engineering works as part of the work to integrate the new route into the existing network within the western section of the Crossrail route, which runs from Paddington in west London to Heathrow Airport and Maidenhead.

This section of the western main line provides an essential link for passengers travelling to central London and accessing Heathrow Airport. When it opens Crossrail will offer faster, quieter, greener and more reliable services to passengers on these routes.

The Crossrail West Outer signalling renewals is part of the scheme to upgrade the infrastructure in order to accommodate the new ten-car Crossrail trains due to come into service in 2018.

Other works to be undertaken separately in this area include enhancements to 13 stations along the route, new station buildings at Acton Main Line, Southall, West Ealing and Hayes & Harlington and a major renovation at Ealing Broadway.



*"We worked closely with the main contractor Geoffrey Osborne and delivered the works as planned. VGC is delighted to have undertaken this work on such a prestigious and strategically important project as Crossrail."*

VGC Rail Projects was engaged by Geoffrey Osborne in 2012 to provide civil engineering installation works along the existing track infrastructure. The scope of works included replacing in excess of 50 kilometres of precast concrete trough route, with new C1/10 and C1/43 units and cleaning and refurbishing a further 13 kilometres of existing route. This involved associated vegetation and ballast clearance and new ballast board retaining structures.

In addition, VGC installed in excess of 50 signalling location foundations incorporating hard-standing, piled stagings and associated retaining structures. The Group also installed foundations for five signal structures and five 12-way under-track crossings.

VGC's contract was substantially completed in December 2013. Laurence McKidd, Group managing director said, "working on railway infrastructure is always a challenge and delivering the West Outer Signalling civil engineering works has been no exception. We worked closely with the main contractor Geoffrey Osborne and delivered the works as planned. VGC is delighted to have undertaken this work on such a prestigious and strategically important project as Crossrail."

## Customer Commendations Outperformance Evidence

**VGC believes that safety and performance are all about people acting responsibly and setting an example to others. Here is a selection of some client commendations VGC has received over recent weeks:**



Simon Kirby, Managing Director for Network Rail Infrastructure, thanked the Rail Delivery Fleet teams for a "superb performance this (Christmas and New Year) holiday. Despite very difficult weather conditions the safe delivery has been excellent."

In addition, Neil Welch, Business Manager for Rail Transport, Network Rail added "despite challenges with weather conditions we have supported our customers in their aspirations to deliver a huge programme."



VGC Labour Solutions has been working with Mace supporting its logistics operation at Heathrow Airport for over two years. VGC operatives John Bye and Kelvin Austen were singled out by Mace and commended for their commitment and hard work throughout 2013.

On another Mace job at Heathrow, the Terminal 1 project, two more VGC staff – Billy Martin and Neil Tobin, were also commended.



Emmanuel Okonodo, a VGC traffic marshal at Balfour Beatty's Abbey Wood Crossrail site, was commended by the client for his positive attitude towards safety and the quality of the safety briefing he delivered.



VGC's Iain Jenkins received "worker of the month" award for actively following and implementing Kier's Health and Safety procedures on its Urenco site near Chester.



VGC's Sean Murphy, Daniel Rotaru, Blad Birtalan, Julian Cruceanu and Alex Coman were commended by Westminster Transerv for "an outstanding site set-up showing a high regard for health and safety and quality workmanship, as well as the proactive nature and attitudes of the workforce."



Atkins' site representative on the company's East Kent Re-signalling project wrote to say how impressed he was with the VGC piling team's performance over a recent weekend's work. He commended the team for pulling off an "incredible job at Newington over the last two days."



VGC storeman David Orchard was congratulated for identifying a potentially dangerous piece of equipment when it was returned to the stores on the Costain Skanska contract at their Crossrail Bond Street project. This vigilance prevented the risk of a serious accident occurring and is an excellent example of safety in action.





## Working at Heathrow's new Terminal 2 project prompts VGC innovation

**Undertaking construction work in an operational airport environment is a special type of challenge.**

The work itself must be controlled so that nothing such as smoke or dust affects adjacent aircraft operations and, because of restricted space, materials and plant can only be delivered exactly when needed meaning that planning has to be meticulous. Added to this is the complication that all personnel have to be vetted to ensure the security of the airport is not compromised.

With all this to contend with just delivering the job may be considered an achievement in itself, but VGC staff at Heathrow have set the bar high and have come up with innovation and improvements that have not only ensured more efficient delivery for the Group's client but have crucially improved the safety of the works themselves.

VGC has undertaken a significant amount of work with its people to find ways of reducing risk when machinery is working. One approach initiated by VGC at Heathrow was to demark machinery working areas with illuminated posts to provide a clear indication of the areas where machines were working so that personnel who were not involved with that particular operation could easily identify the exclusion zones and keep away from danger.

Heavy machines typically have blind spots and, however skilful and experienced, the operator may not always be aware of people in the vicinity of the machine. At Heathrow VGC mandated that each of its heavy tracked excavators was fitted with four CCTV cameras with an in-cab monitor giving the operator 360

*"A flagship project such as Crossrail gives us the opportunity to provide sustainable training and employment opportunities to new entrants to the construction industry."*

degree vision. This ensured that the driver was not only more aware of his surroundings but would be alerted to any person straying too close to the machine's working reach.

Modern construction machines have quick-hitch attachments on their working arms to enable the driver to change attachments without leaving his cab. Within the construction industry there have been a number of accidents caused by changing attachments in this manner. To control this risk VGC had alarms fitted to the quick-hitch mechanism so that whenever the operation to change attachments was taking place, anyone in the immediate area would be alerted by an audible alarm giving them time to move away to a safe distance.

The airport environment proved creative in other ways for the Group. For example, during the construction of the storm water drains for the Terminal 2 aprons, VGC built 16 large inspection chambers for the large diameter drains. Instead of accessing the excavations via conventional scaffolding and ladders, VGC used purpose-built steel stairways. This not only made it quicker and easier to set up, it was also more cost-effective and also avoided the need for the periodic inspection and tagging required for scaffolding systems. More importantly this method of access avoided the safety risks associated with ladder access.

Sometimes the best innovations are the simplest and VGC's general foreman Dai Williams came up with a brilliant solution for the cleaning and preparation of construction joints in the concrete paving for the Terminal 2 apron. Traditionally these have been cleaned by either hooking out debris from the joint prior to filling with sealant or using compressed air to blow out any loose material. Hooking out material is slow and inefficient and blowing out the joints creates a hazard of flying debris. Dai's solution to this was to use a suction device attached to a high performance vacuum tanker. This was not only quicker and safer than other methods but also gave a better end result. As a

consequence of this innovation Dai was awarded a 'highly commended' at the Heathrow Development Safety Awards ceremony in February 2014.

VGC Group chairman Sean Fitzpatrick said "Success in the construction industry is all about new ideas and improvements. VGC is committed to exceeding expectations and the innovative work carried out at Heathrow by our people is an excellent demonstration of how we strive to outperform."



Sean Fitzpatrick congratulating Dai Williams on his award at the Heathrow Development Safety Awards

**Terminal 2 is Heathrow's newest terminal - light, airy and energy efficient. Daylight floods in from rows of wave-like roof lights and huge ten-metre-tall windows overlooking the airfield. The terminal is packed with technology and has everything its 20 million passengers each year will need for a relaxed journey.**

The new building is virtually complete and has been handed over from the construction team to the airport operator. From June 2014 onwards airlines will begin moving across from their present bases at the airport to Terminal 2. These will include Aer Lingus from Terminal 1, the former Continental, now United Airlines from Terminal 4, and Ethiopian Airlines and Singapore Airlines from Terminal 3. The final moves will take place just before the start of the winter schedule at the end of October.





## Two million hours worked and only two reportable accidents

**Over the twelve months of 2013 VGC Group worked almost two million hours and recorded only two reportable accidents and 46 non-reportable minor accidents. This equates to an accident frequency rate (AFR) of just 0.11 for the year.**

Last year also saw the benefits that the Group's "Be Safe by Choice" behavioural based safety programme

had on its businesses. As part of the programme 24 on-site key influencers were appointed and trained. This has seen a vast improvement in safety communication and engagement at all levels.

The Group also saw a marked increase in the number of "close calls" being reported. The information these reports provide is of crucial importance as in many cases it enables all concerned to re-assess current safety activities and processes and, where necessary, change them to make the working environment safer.

Another "BeSafe" initiative introduced last year was the promotion of occupational health in the workplace. VGC recognises the importance of having a healthy workforce and the benefits it gives to both the business and the people it employs.

During the year guidance on various occupational health topics was provided through the monthly "BeSafe" brief. Occupational health nurses also visited selected worksites where personnel could undergo a number of health tests such as checks on blood pressure and cholesterol levels.

Overall the VGC Group had a very good and productive year in HSQE but this level of performance is only achieved by investment and the hard work and vigilance of its people.

During 2014, as part of the Group's endeavour for continuous improvement, it will continue to invest in behavioural based safety by appointing and training more site key influencers. It will also ensure that communication channels are active and open to freely exchange safety related matters throughout the organisation.

## Sentinel – Helping Everyone Stay Safe Trackside



**With 67,000 people qualified to work trackside on Britain's railways, keeping track of everyone and keeping them safe has never been so important.**

On the 6th January 2014, new Sentinel smart cards completely replaced the previous cards, which are no longer accepted.

The new smart cards offer a step-change in safety, as they allow for records to be instantly updated and enable closer monitoring of staff hours on duty.

Network Rail's safety and sustainable development director, Gareth Llewellyn, said, "I cannot emphasise enough how important safety is to us and how committed we are to looking after the people who work with us. Sentinel smart cards are vital to improving our ability to do that, and they also offer a means of improving the efficiency of our operation on

the ground. Being able to ensure people have the correct competences for the task will make us safer and more efficient. This is a hugely positive development for us and helps us continue to bring everyone home safe, every day."

### New Sentinel – key changes

New Sentinel has brought the following significant changes to the sponsorship process and Sentinel Cards:

- Network Rail track workers must have a primary sponsor in order to be able to work on the Network Rail infrastructure
- A Network Rail worker is permitted to have a maximum of one primary sponsor and two sub-sponsors
- The primary sponsor is responsible for approving sub-sponsorship for a worker and can refuse to allow sub-sponsorship where deemed necessary
- Approval must be gained from the primary sponsor before a sub-sponsor can put a worker to work on the Network Rail infrastructure
- The old Sentinel card has been replaced with the new Sentinel smart card

The new Sentinel smart card holds all competence information electronically on the inbuilt 'chip'.

The COSS is required to authenticate the workers smart card prior to allowing access to the worksite. This can be done:

- Using a mobile phone with the QR reader
- Specific hand held readers
- Web Check on [www.railsentinel.co.uk](http://www.railsentinel.co.uk)
- Phone check using Sentinel 24 hour hotline - 0330 726 2222

### VGC and Sentinel - Key Facts and Figures

VGC has successfully applied for over 340 Sentinel smart cards for its workforce to ensure the smooth transition from the old NCCA system to new Sentinel.

The Group is the primary sponsor for 96 per cent VGC Labour Solutions workforce and 100 per cent primary sponsor for VGC Rail Projects workforce.

VGC's Sentinel coordinator, Alice Dupree, manages the smooth running of the Sentinel database and the Group's Network Rail workforce on a daily basis. If there are any questions or further information required on the new Sentinel system please contact Alice on 01895 671 800.

## Competency Management Presentation at Balfour Beatty Conference

VGC Labour Solutions was pleased to be invited to provide a guest speaker at the Balfour Beatty Rail conference in December 2013 on the subject of competency management.

Presenting to both Balfour Beatty and representatives of their supply chain, Ciara Pryce, Group Services director, explained that the VGC Group has a holistic approach to competency management.

"Clearly defined markers signpost the Group's internal processes from recruitment and induction to resource and contract management," said Ms Pryce, "and they continue through behavioural based safety activities, performance management,



career development and succession planning. All are supported by the Group's management team and high performance management systems and processes."

"Competency management is more than a standalone process at VGC," she explained, "rather, it is embedded in the culture of how we deliver our services." Concluding her presentation,

Ms Pryce said, "as a strategic supplier to Balfour Beatty Rail, we are committed to working together to ensure that our staff exceed the expectations of our client and our process of continuous improvement results in high performing teams."

# BE SAFE WITH vgc

### SAFETY STATISTICS

Hours worked over last 12 months	1,764,291
Days since last RIDDOR reportable accident	30
Hours worked since last reportable accident	161,933
12 month RIDDOR AFR*	0.17

As of 28<sup>th</sup> February 2014. \*Accidents per 100,000 hours worked



## Chris O'Sullivan

Fit for anything!

**It may have been a winding track to reach a successful life at VGC for operations manager Chris O'Sullivan, but he's headed straight and true today, spearheading the Group's major projects and Crossrail contracts.**

The Essex-born football enthusiast kick-started his professional life assuming responsibility for merchandising stock at celebrity-themed restaurant chains Planet Hollywood and Hard Rock Cafe, but the shrink-wrapped glitz and glamour soon lost its lustre and Chris was quick to seek a fresh challenge to propel him to professional stardom.

Through his brother's football team he was introduced to the opportunity to enter the rail industry, where he applied himself with diligence and talent, gaining his PTS qualification and working his way up the ranks over the next five years to crane controller and supervisor for Grant Rail at Broxbourne.

A period of freelance work followed where Chris continued to impress whatever his commission and at this time caught the attention of VGC who took him on as a crane controller on the East London Line project.

True to form, Chris swiftly outgrew the role and embraced responsibility with a real fervour and became a key figure in support of the management team, and by the end of the contract had been appointed contract supervisor managing nearly 200 staff overseeing their safety, competence and working conditions.

Naturally Chris had to learn the administrative technology demanded by managing such a large number of people, and at the same time become accustomed to 24-hour working on a large-scale site, but he never lost sight of fundamental principles and played a pivotal part in the equality, diversity and inclusion initiative that VGC was championing at the time.

Fitness fanatic Chris, 35, takes compliance in the workforce very seriously. In truth he prefers to be out and about on site and alongside his workforce than behind a desk. Having recently completed the grueling 'Tough Mudder' military assault course challenge, it's no surprise he doesn't mind getting his hands dirty!

Chris took great pride in his role as the VGC contracts manager on the recently completed Blackfriars Bridge redevelopment project for Balfour Beatty, combining the competing challenges of main line and underground railways plus dealing with the demands of the general public at weekends and holidays when much crucial work was carried out. VGC supplied over 200 workers on the project and Chris ensured it ran smoothly from start to finish.

Chris was recently promoted to the role of operations manager for major projects within VGC Labour Solutions and is currently managing the team delivering all of the labour for VGC Crossrail contracts including Whitechapel, Liverpool Street, Farringdon, Bond Street and Abbey Wood stations. In addition he is responsible for supplying staff for the East Kent Re-signaling project for VGC Rail Projects. His main challenge is to supply competent and safe workers in large numbers often at short notice, but Chris has shown there is no better man for the job.

Family man Chris is married to Sharon with two young daughters Megan and Sophie with whom he spends the majority of his free time, but he also manages to squeeze in running, football and squash on the side! You might say he's fit for anything...



# Business is Buoyant

Activity across the VGC Group continues to grow apace. The following is an overview of contract successes and developments since the last issue of 'Outperformance'.



## VGC Labour Solutions

- VGC Labour Solutions continues to have a strong presence on Crossrail and anticipates that this will grow as the heavy civil engineering makes way for lighter construction and fit-out
- In addition to works on central London stations, VGC is also undertaking Crossrail work on the outer sections
- Works have increased on the Electricity Alliance contract for Morgan Sindall with work underway within London and elsewhere in England
- Continuing works for the Olympic Legacy project in East London. VGC has now been involved with Olympic related work for over six years
- Increase in presence on the London Underground Track Partnership to upgrade the track infrastructure on the London Underground network
- On-going work on Terminal 2 at Heathrow Airport for Ferrovial
- VGC has a continued strong presence with Kier at Urenco supplying in excess of 100 operatives
- Works are ongoing and progressing well for Morgan Sindall on its Yorkshire Water Framework
- VGC has seen significantly increased labour demand from Bam Nuttall on its projects in the North East
- VGC are continuing to supply Siemens on the GNGE Alliance
- VGC has started works on Skanska's M1 improvement scheme at Junction 19
- The Division continues to support Balfour Beatty Rail on Phases 1 and 2 of the North West Electrification Project

BBR has now been awarded Phases 3, 4 and 5 so VGC's support here will continue for the foreseeable future

- VGC Labour Solutions is now an approved supplier to Interserve Construction

## VGC Construction

- Completed the contract to install large diameter storm drainage at Heathrow Airport Terminal 2 for Ferrovial
- Completed Phase 1 of the contract for Morgan Sindall to undertake modification works to maintenance hangars
- Completed works on the installation of a new drainage system near Newbury for Amey, including two seven metre deep soakaways, as part of its eight year highways contract with Hampshire County Council
- Secured a contract with Amey Environment & Building at Heathrow Airport to undertake resurfacing works at UK Border Agency Freight Vehicles Scanning Site
- Secured a contract with Costain Skanska to undertake ducting installation on Highbury Substation/ National Grid Electrical tunnels

## VGC Rail Projects

- The contract for HVMS to undertake work on its railway power supply enhancement is virtually complete with only minor items remaining
- The physical work on the Crossrail West Outer project to undertake civil engineering construction was completed

in December 2013

- The civil engineering component of Farnham Resignalling carried out for Atkins is substantially complete with further additional works being instructed
- VGC Rail Projects is working on the civil engineering works on the East Kent Re-signalling for Atkins. This contract valued at £8.4 million will continue into 2015

## VGC Personnel

- VGC Personnel is now a preferred supplier to Morgan Sindall to provide engineers nationally across their rail and infrastructure business units
- Continue to work with Balfour Beatty's procurement organisation 'Advantage XPO', making this one of the largest clients for VGC Personnel. This now offers VGC the opportunity to supply temporary & permanent professional, technical, management and engineering staff across all of the Balfour Beatty operating companies throughout the UK
- Increased business with several key clients including the Balfour Beatty LU track partnership, and the BBMV joint venture on the Crossrail Whitechapel project
- Warner has appointed VGC Personnel as a preferred supplier of freelance and permanent surveyors across the UK to the civil engineering and rail industry
- Building the relationship as a preferred supplier, VGC is pleased to be supplying Siemens Rail and increasing the supply of freelance civil engineering professionals on major rail projects throughout the country

## Cole Hire

- Supplying Heston Blumenthal's restaurant The "Fat Duck" at Bray with refrigerated dual compartment vans during promotional film work
- Supplying BNP Paribas with refrigerated box vans with tail lifts for the delivery of prepared food and sandwiches to patients in the East Sussex Primary Care Trust

# News In Brief



## VGC successfully delivers rail despite challenging weather conditions

VGC was thanked by Simon Kirby, managing director for Network Rail Infrastructure Projects, for a “superb performance from the NDS team over the 2013/2014 holiday period. Despite very difficult weather conditions the safe delivery has been excellent.”

VGC Rail Projects operates the rail delivery trains, long welded rail training and rail putters for Network Rail's, National Delivery Service, that deliver rail in lengths of up to 216 metres onto the rail infrastructure. Over the years VGC and Network Rail have refined rail delivery operations and achieved significant efficiency improvements whilst maintaining an excellent safety record.

Laurence McKidd, VGC Group Managing Director said, “the rail delivery contracts are among VGC's flagship projects and we are proud to be contributing to the safe operation of Britain's railways. Our rail delivery fleet teams worked in very challenging conditions over the Christmas and New Year period 2013/2014 to ensure the safe and efficient delivery of rail onto the infrastructure. We would like to thank all of those that were involved in this programme which demonstrated ‘outperformance’ in the way we deliver projects.”

## Principal Contractor

VGC Rail Projects is delighted to have been awarded a principal contractors licence with Network Rail. Following a pre-qualification process and an intensive audit, VGC was able to demonstrate compliance with the HSQE management systems required for

projects as a principal contractor.

Jacques Kriel, Director of VGC Rail Projects said, “achieving principal contractors status is a major milestone in the growth and development of VGC Rail Projects. Our ability to manage projects will allow us the ability to demonstrate how our team outperforms through efficient, effective and innovative management processes.”

## Graduate recruitment

Applications for the 2014 VGC civil engineering graduate scheme are now open. The Group is looking for graduate civil engineers who can think creatively, be proactive and work closely with clients to identify and deliver innovative solutions. For more information on the application process go to [www.vgcgroup.co.uk/careers](http://www.vgcgroup.co.uk/careers).



## Website Update

VGC has recently re-launched its website. The new site provides more information about VGC and has a clearer navigation process. Please visit [www.vgcgroup.co.uk](http://www.vgcgroup.co.uk) for up-to-date news and information on the Group.

## Mace Audit

VGC Labour Solutions successfully completed an industrial relations audit with Mace for working airside at Heathrow Airport. The audit addressed areas such as recruitment processes, contracts, employee management, employee relations and payments for staff.

Laura Edwards, human resources manager said “VGC upholds the highest standards for the recruitment and management of its people. Heathrow Airport is a complex environment to

work in and we are delighted to support the strong industrial relations culture that exists amongst the supply chain.”

## The Irish Post “In Business 2013”

VGC is delighted that both its chairman, Sean Fitzpatrick and non-executive director, Andy Rogers, are listed in the Irish Post's “In Business 2013” guide as recognition for the contribution they have made to Irish business in Britain.

The Irish Posts' “In Business 2013” is a guide to some of the most innovative and successful Irish people in Britain today. From tourism and transport to retail, finance, construction, hospitality and the arts, the guide outlines some of the most influential professionals, directors and entrepreneurs who are adding to the vibrancy and commercial success of ‘Business Britain’. Copies of the guide are available from The Irish Post newspaper.



## Long Service Awards

VGC was delighted to celebrate the long service of some of its most loyal and dedicated staff recently. At the Group's six monthly company meeting a number of long service awards were presented.

VGC Group Services director Ciara Pryce said, “with over 220 years' service between them, we would like to thank our staff who have shown a high level of commitment and dedication to ensuring that VGC continues to deliver an excellent service. It has been a pleasure working with everyone and we look forward to many more years ahead.”



# Appointments

## VGC Charity Support



Beating Blood Cancers

VGC is delighted to announce that it's charity of choice in 2014 & 2015 is Leukaemia & Lymphoma Research.

Leukaemia & Lymphoma Research is the only UK charity dedicated to research into improving the lives of patients with all types of blood cancer, including leukaemia, lymphoma and myeloma. Over 30,000 people of all ages are diagnosed in the UK with blood cancers every year and the research undertaken by the charity is focused on finding causes, improving diagnosis and treatments, and running ground-breaking clinical trials for all blood cancer patients so that we can try and give all patients the best possible chance of survival.

Ciara Pryce, Group Services director said "Leukaemia & Lymphoma Research is funded entirely by voluntary support and donations. The charity plans to raise £100million over the next five years to continue life-saving research. VGC is delighted to be supporting the charity and looks forward to arranging some fundraising events which are fun whilst raising funds and awareness for this very worthwhile cause."

For more information on the charity you can visit the website <http://leukaemialymphomaresearch.org.uk/>

If you are interested in becoming part of the fundraising committee to help organise and plan fundraising events or have ideas for events please contact Ciara Pryce on 01895 671 780.

## VGC welcomes the following new colleagues to the Group.

### VGC Rail Projects



**Jacques Kriel** has joined VGC as the director of VGC Rail Projects. Jacques began his career as an engineer in South Africa and now has over 10 years' experience in the civil engineering industry. He has a history of achievement in construction management, commercial support and technical processes - valuable experience and knowledge that he will bring to this role.

### VGC Group



**Patrick Campion** has joined the VGC Group as planning manager. Pat will work closely with the group's rail and construction divisions to deliver effective and efficient long term planning and programming of works.

### VGC Rail Projects

**Fiona Dowling** has joined as operations administrator for the rail delivery fleet contract. Fiona will co-ordinate VGC's teams who deliver rail within the northern region on a specialist contract with Network Rail.

### VGC Labour Solutions

**Joseph Harrison** has joined VGC Labour Solutions (North) as business support manager. Joe has a wealth of experience within the rail industry and will play an essential role in winning new business within the northern region.

**Ben Wallis** has joined VGC Labour Solutions (South) as a labour resource coordinator. Ben will be looking after VGC's Morgan Sindall contract from the Rugby office.

**Leighton Jenkins** has joined as contract supervisor for the south-west region. Leighton has worked within the rail industry for over 12 years and has valuable experience working as a foreman on high profile rail projects across Wales and the south-west of England.

**Emma Knott** has joined as office administrator for our Manchester office, supporting the team of contract supervisors in the northern region.

# 24% Increase in Group Sales



**The VGC Group has announced its preliminary results for 2013. The headline feature is a 24 per cent increase in Group sales to £46 million.**

VGC's core labour business is still the mainstay of the Group with sales increasing by over 35 per cent in the year. The Group's projects businesses are starting to demonstrate they will soon make an increasing contribution to sales and revenues.

Commenting on the preliminary results, VGC Group chairman, Sean Fitzpatrick said, "our 2013 results are an endorsement of our policy of streamlining the business in order to achieve sales growth throughout the period of downturn in the economy. Our strategy is to outperform the opposition in the quality of service we give and the value for money that we provide."

Mr Fitzpatrick went on to say, "our people are our best asset and we have focussed on developing existing staff and, where necessary, recruiting the very best in the industry to help resource our expansion."

## **Selected highlights from Business Divisions**

Sales in VGC Rail Projects have increased by 37 per cent as a result of

securing contracts for Atkins, HVMS and, importantly, on Osborne's Crossrail West Outer signalling enabling works project. VGC Construction successfully delivered major drainage works on the apron of the new Terminal 2 at Heathrow Airport, and the upgrade and modification works to one of the hangars required for servicing British Airway's new 'Dreamliner' aircraft. VGC is now well established at the world's busiest international airport having won "Subcontractor of the Month Award" three times in 2013.

## **Prospects for the next five years**

VGC anticipates continuing its expansion over the next five years and will achieve this by growing its core business of labour supply in addition to expanding its other businesses.

Laurence McKidd, VGC Group's managing director says, "VGC is not only a labour supply business, we also deliver projects so are in an excellent position to understand our client's needs". Laurence added, "the Group intends achieving sales of £50 million in 2014 and then continuing to grow for the next five years to reach annual sales of over £80 million by 2018.

"We have a record order book and have a significant percentage of sales already secured for 2014 putting us in an enviable position going forward," Mr McKidd added.

While there are still signs of strain in the country's economy, prospects on infrastructure projects look encouraging for 2014 and beyond. Apart from major projects such as Crossrail, there is the proposed nuclear energy related programme as well as the need for increasing capacity for air, road and rail transport.

Over the past three years VGC has established a presence within the UK airport sector with VGC Construction and VGC Labour Solutions undertaking significant work at Heathrow Airport.

Since the early 1990s the United Kingdom has seen dramatic changes in the railway industry with management and investment struggling to keep pace with passenger demands.

VGC established itself in the railway sector over twenty years ago and all VGC Group divisions now undertake significant work on both mainline and metropolitan railways including London Underground.

In 2014, following a rigorous audit and review process, VGC obtained a Network Rail Principal Contractor's licence which will further increase the company's capabilities. Rail is seen as one of the key growth areas for the business over the next decade.

Despite the improving economic outlook, VGC recognises that success is not about available workload, it is about being able to deliver a service that is second-to-none and tailored to provide clients with what they want. The Group is committed to outperforming its competitors and is confident about its ability to expand to meet its growth plans.

**The VGC Group:**  
People, projects and services  
for the construction industry

VGC Labour Solutions:  
Trades and Labour  
recruitment

VGC Personnel:  
Professional, technical and  
managerial recruitment

VGC Rail Projects:  
Mainline Rail and London  
Underground contractor

VGC Construction:  
Building and Civil Engineering  
contractor

VGC Training:  
Training and competence  
management services

Cole Hire:  
Vehicle rental

**Tel: 08456 201 201**

**[www.vgcgroup.co.uk](http://www.vgcgroup.co.uk)**

