

# Annual Review 2016

Prima

Integrated Facade Solutions



After the £13m refurbishment project

**Prima Systems is a specialist glazing and cladding contractor working across the south east to deliver high performance façade solutions to both local and national building contractors.**

For more than 40 years we have strived to provide exceptional client service while a constant investment in our people, technology and equipment ensures that our solutions are proven, repeatable, environmentally sustainable and cost-effective.

As a trusted name in glazing solutions and an up-and-coming player in cladding design and installation on both refurbishment and new build projects the company continues to grow year-on-year with new services, suppliers and products being introduced to ensure we are at the forefront of advancements in the industry.

## **Our proudest moment of 2016**

The spectacular transformation of a Sutton eyesore has been our high point of 2016.

The reveal of the new look building was the culmination of nearly two years of hard work for our team; from the original designs and estimating meetings back in 2014 through to the removal and installation of 804 windows over a 10 week period.

As you can see from these before and after photos, the transformation is truly amazing and will benefit the residents for years to come.

Our team worked extremely hard to deliver this project on time and on budget - a big thank you to everyone involved!

Cover image: The Beach Houses © 2016 Harriss Property and Guy Hollaway Architects

Inside cover image: Chaucer House © 2016 Mullalley

**Chaucer House - before**

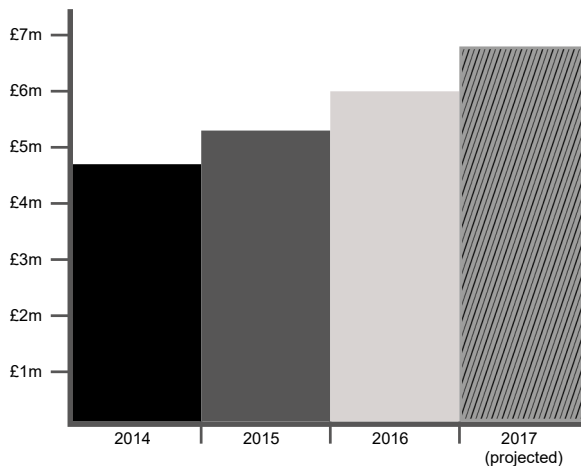


# Performance review

2016 was marked by a strong performance for Prima Systems where we successfully delivered a wide range of projects in what were considered to be challenging market conditions.

The value of confirmed orders received throughout the year increased by 13% - exceeding projected targets. The company has demonstrated solid growth in recent years with the total value of orders placed increasing from £4.7 million in 2014 to £6 million in 2016 with the same level of growth projected for 2017.

**Value of orders taken: 2014 - 2017**



The company's wide ranging capabilities, depth of experience and understanding of client requirements ensured a robust performance across all sectors. The education sector showed significant growth with project locations expanding into London, Essex, West Sussex and Hampshire. We believe this growth is the result of the development of a targeted approach to the sector's requirements with a full technical support programme being made available for the school's funding applications. This has led to Prima Systems being considered a market leader on school improvement programmes in the area.

The scope of the projects awarded demonstrates our capacity to offer a flexible service tailored to the project's unique requirements. From large-scale social housing restoration projects like Chaucer House to smaller bespoke designs such as the Command of the Ocean galleries it's clear that our extensive experience plays a key part in why our clients choose to work with us.

Our returning client base reflects the invaluable contribution each member of the team makes to the work we undertake and the exemplary service we provide.

The company continues to strengthen its operations through streamlined procurement processes and the modernisation of its estimating and accounting software. These changes are vital if we are to secure continuous improvement in our service offering.

The renewal of our ISO 9001 accreditation in 2016 for another three years demonstrates that we continue to deliver outstanding installations while our integrated approach to project management ensures we deliver on time and within budget.

We are delighted that 2016 has proved to be an outstanding year in the highly successful history of Prima Systems.





# 2016 highlights

## A brand new look

2016 saw the first complete rebrand in the company's history. Our aim was to create a memorable identity that reflects the aspirations of the new look Prima Systems.

Our new ethos is represented by an updated logo, a new website, a new portfolio, new uniforms, external head office signage, heras fencing banners on site – the list goes on! The brand message was designed to reflect our dedication to architectural solutions and our capabilities within the construction sector – and we're very proud of it.



## Rainscreen cladding added to our product range

Prior to the launch of the 'Integrated Façade Solution' the team worked tirelessly to build a network of cladding system suppliers to help us to provide a top-class service.

We have delivered the combined glazing and cladding package approach to the new pre-school building at Rye Primary School successfully and will be on site at Ashford's Norton Knatchbull School in late January to install the windows, doors, curtain walling and cladding.

Available systems include:

Trespa	Formica	Parklex
Marley Eternit	Kingspan	Alucobond
Rockpanel	Steni	Fundermax



## Launch of the Integrated Façade Solution

A major focus for the year was the development and implementation of a more cohesive service offering for the façade sector.

Inspired by the introduction of rainscreen cladding to our product range the newly launched '*Integrated Façade Solution*' proposition has now been rolled out to our key clients and many are now benefitting from our combined approach to the glazing and cladding packages in their projects.

We have high hopes for the continued development and expansion of our façade package throughout 2017 and beyond.



## Kent Construction Exhibition

Another first for Prima Systems - the team exhibited at the Kent Construction Expo in October.

We were delighted with the positive response we received from both new and existing clients who stopped by our stand to talk about their future projects.

The day was a great success and we are looking forward to the 2017 event!





## Apprenticeship scheme launched

In order to further enhance our workforce and support the team at a time of growth and success we have launched an apprenticeship scheme with IPS International.

Our Glazing Installation Technician apprenticeship will help school leavers take their first step on the construction career ladder and give them an opportunity to learn the practical skills required to build a career in a growing industry.



## Schools Direct service transforms The Academy

In 2016 we developed a new 'Schools Direct' service aimed at supporting the bid application process for schools by strengthening the technical side of their application. Our 'façade investigation report' is designed to assess the general condition of the existing external façade and where possible provide advice on improvements.

The Prima team helped The Canterbury Academy secure the funds required to transform the façade of their main building on campus. Work is now complete and both the students and teaching staff will benefit from the improvements for years to come.

We will be back at the school in early January to install the windows and doors on the new three-storey teaching block which will be connected to the existing building via a glazed link corridor.



## £1.15m project is completed and delivered on time

One of the largest refurbishment projects we have undertaken in many years was Chaucer House - an eighteen-storey block of flats in Sutton.

The three-year project included all 96 flats within the tower block being refurbished with new kitchens, bathrooms, heating systems and windows plus external cladding added to the whole building aimed at improving energy efficiency and reducing utility bills.

We installed a total of 804 Sapa Dualframe 75 windows over a period of four months.

## Award winning projects

We are delighted to see that a number of the projects we contributed to in 2016 were recognised at the recent Kent Design & Development awards. The awards showcase the many excellent construction projects taking place across the county and are held every two years.

Taking home the top prize of 'Project of the Year' award was The Wing in Capel-le-Ferne which also won the Commercial, Industrial and Retail category. The Command of the Oceans at Chatham's Historic Dockyard came top of the new category of Conservation and Farrow Court in Ashford and Wallis Fields in Maidstone won the Residential (major) category award.

Kent Design &  
Development  
Awards 2016

**LOGAN HOUSE**

**LOGAN HOUSE**

**Key projects from 2016**





**Project:** Chaucer House, Sutton  
**Architect:** Mulalley  
**Contractor:** Mulalley  
**Value:** £1.1M  
**Products:** Sapa Dualframe 75Si casement windows  
Sapa Glostal 202 commercial doors  
Jack Aluminium TD-68 doors



**Project:** The Canterbury Academy  
**Architect:** Prima Systems  
**Contractor:** Prima Systems - Schools Direct  
**Value:** £446k  
**Products:** Rehau Total 70 windows  
Sapa Glostal 202 commercial doors  
HP200 Leathergrain steel faced insulated panels



**Project:** Logan House, Canterbury  
**Architect:** Taylor Roberts  
**Contractor:** Jenner Contractors  
**Value:** £147k  
**Products:** Sapa Dualframe 75Si casement windows  
Jack Aluminium TD-68 doors



**Project:** St George's Primary School, Broadstairs  
**Architect:** Bond Bryan Architects  
**Contractor:** Baxall Construction  
**Value:** £12k  
**Products:** Sapa Dualframe 75 casement windows  
Sapa Elegance 52 curtain walling  
Sapa Stormframe doors  
Jack Aluminium TD-68 doors



**Project:** Corelli College, Blackheath  
**Architect:** Ellis Williams Architects  
**Contractor:** W W Martin Ltd  
**Value:** £35k  
**Products:** Smarts Alitherm 600 windows  
Senior Architectural Systems SPW500 doors  
Senior Architectural Systems SCW+ curtain walling  
Renson aluminium brise soleil

Image: © 2016 W W Martin



**Project:** Cornwallis Building, University of Kent, Canterbury  
**Architect:** University of Kent  
**Contractor:** W W Martin Ltd  
**Value:** £32k  
**Products:** Sapa Dualframe 75Si windows  
Sapa Glostal 202 commercial doors  
Record E-TSA aluminium sliding doors

Image: © 2016 W W Martin



**Project:** Willowbank, Sandwich  
**Architect:** OSG Architecture  
**Contractor:** Ramac Holdings  
**Value:** £93k  
**Products:** Profile 22 PVCu casement windows,  
French & bi fold doors  
Composite front entrance doors



**Project:** Maidstone Grammar Sports Hall  
**Architect:** Graham Carter Associates  
**Contractor:** W W Martin Ltd  
**Value:** £35k  
**Products:** Sapa Dualframe 75 windows  
Sapa Elegance 52 curtain walling  
Jack Aluminium TD-68 commercial doors

Image: © 2016 W W Martin



**Project:** Brading Road, Brixton  
**Architect:** CDMS Architects  
**Contractor:** Hambridge Homes  
**Value:** £72k  
**Products:** Sapa Dualframe 75Si windows  
Sapa Dualframe 75Si doors



**Project:** Iwade Primary School, Sittingbourne  
**Architect:** Clague Architects  
**Contractor:** W W Martin Ltd  
**Value:** £75k  
**Products:** Sapa Dualframe 75Si windows  
Sapa Glostal 202 commercial doors  
Record E-TSA aluminium sliding doors

Image: © 2016 W W Martin



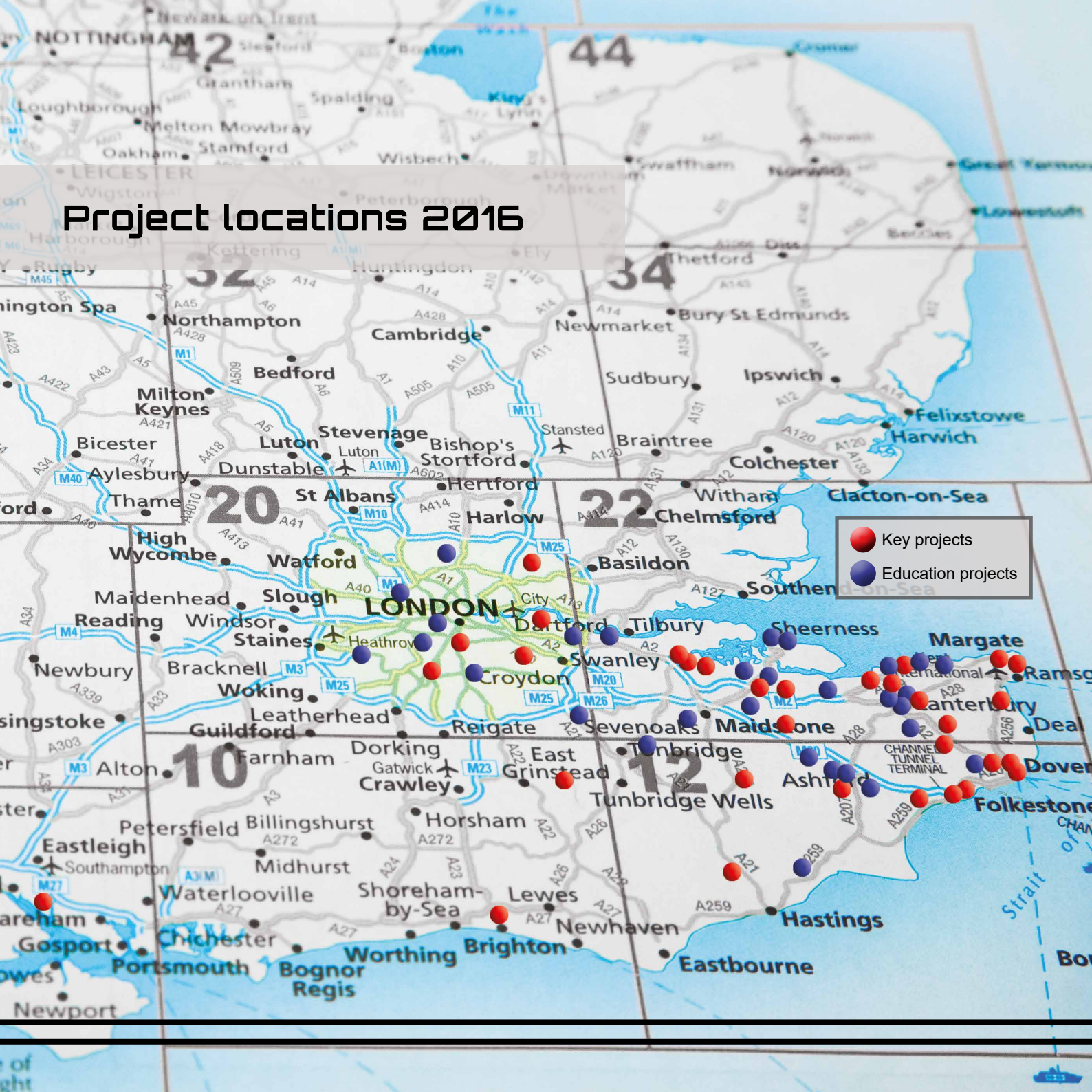
**Project:** Osiers Road, Wandsworth  
**Architect:** Architectus  
**Contractor:** Taylor Wimpey  
**Value:** £342k  
**Products:** Sapa Elegance 52 curtain walling  
Sapa Stormframe doors



**Project:** The Beach Houses, Margate  
**Architect:** Guy Hollaway Architects  
**Contractor:** W W Martin Ltd  
**Value:** £96k  
**Products:** Sapa Dualframe 75Si windows  
Sapa Dualframe 75 doors

Image: The Beach Houses © 2016 Harriss Property and Guy Hollaway Architects

# Project Locations 2016



## Key clients

3R Consultants  
Abbott Construction  
B W May & Son  
BAE Systems  
Balfour Beatty  
Baxall Construction  
BBS Construction  
BEC Construction  
Betteridge & Milsom  
Bouygues UK  
Breem Construction  
Bryen & Langley

Brymor Construction  
Byford Roofing  
Coleman & James  
Coombs (Canterbury)  
Countryside Properties  
Dawnus Construction  
DCB Kent  
Dover District Council  
Farrans Construction  
Galliford Try  
H Goodsell & Son  
Hambridge Homes

Hare Builders  
Inland Homes  
Jenner (Contractors)  
Kier Group  
Lengard Building Contractors  
Logan Construction  
Mansell Construction  
McLaren Construction  
Morgan Sindall  
Mulalley  
NPS Property Consultants  
NTDL Contracts

Quinn Estates  
R Durnell & Sons  
Ramac Holdings  
Sprinks Construction  
Taylor Wimpy  
Total Construction  
W W Martin  
Walker Construction  
Waller Associates  
Wates Construction  
Westridge Construction  
Willmott Dixon

## Education clients

Barham Primary School, Canterbury  
Bower Grove School, Maidstone  
Canterbury Academy  
Canterbury Christ Church University  
Canterbury Primary School  
Chilton Primary School, Ramsgate  
Eythorne Elvington Primary School  
Garlinge School, Margate  
Hartlip School, Sittingbourne  
Herne Junior School, Herne Bay  
Highworth Grammar School, Ashford  
Holy Trinity Primary School, Ramsgate  
Norton Knatchnull School, Ashford  
Queen Elizabeth's Grammar School, Faversham  
Repton Manor Primary School, Ashford  
Rose Street Primary School, Sheerness  
Rye Primary School  
Sibertswold Primary School, Dover  
Sissinghurst School, Cranbrook  
St Augustines RC School, Hythe  
St Edmunds School, Canterbury  
St Edmunds School, Dover  
Stour Academy Trust  
University of Kent  
Walthamstow Hall School, Sevenoaks  
Whitfield & Aspen School, Dover





Image: © 2016 W W Martin

# Looking ahead to 2017

The year ahead will present many challenges. Difficult market conditions including material and cost inflation and a shortage of skilled labour will increase the demand of the industry's workforce.

However our outlook for 2017 is boosted by the high number of secured projects we have in the first half of the year - several of which include both the glazing and cladding packages. This will enable us to develop our new '*Integrated Façade Solution*' as we learn and refine the service to best provide for our clients' requirements.

In order to further enhance our workforce in the year ahead we will be collaborating with our system suppliers to deliver a series of CPD seminars – and plan to extend an invitation to our clients. We understand the importance of training and development and see this as fundamental to our growth and mission to become a key player in façade design and installation.

In the early part of the year we will be launching a client portal area on our website offering easy access to download all of the documents relating to a project. This will be rolled-out to the Estimating Team for testing in early February with the Contracts Team joining soon after.

We are confident that apprenticeships and trainees represent an excellent investment for our future so will continue to accept applicants for our high-quality development programmes.

We will also be replacing our work vans with new vehicles arriving soon. The new fleet will be the final element in completing our rebrand.

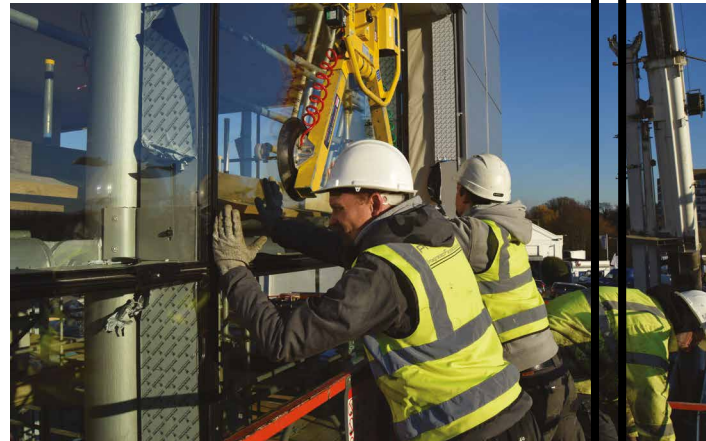
We are expecting 2017 to be an exciting year for Prima Systems! Make sure you stay up to date with our latest news and project updates by subscribing to our newsletter or by following us on LinkedIn.



[www.primasystems.co.uk/newsletter](http://www.primasystems.co.uk/newsletter)



Prima Systems (SE) Ltd



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# **Prima**

**Integrated Facade Solutions**