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FRANKHAM

“WE HAVE ENCOURAGED, TRAINED AND SUPPORTED OUR NEXT GENERATION OF ARCHITECTS, ENGINEERS AND SURVEYORS AND THIS MUST CONTINUE FOR THE SAKE OF THE FUTURE OF THE INDUSTRY.”



CLIENT PLEDGE

WITHIN ONE WEEK OF THE ISSUE OF AN INVOICE, THE ORIGINATOR WILL CONTACT THE CLIENT TO ESTABLISH IF THIS INVOICE HAS BEEN RECEIVED. THE ORIGINATOR WILL ASK IF THEY HAVE APPROVED AND PASSED THE INVOICE TO THE ACCOUNTS DEPT FOR PAYMENT. IF THE RESPONSE INDICATES ANY TECHNICAL ISSUE WITH THE PROJECT, THE ORIGINATOR WILL WORK WITH THE CLIENT UNTIL A SATISFACTORY OUTCOME IS ACHIEVED.

Chairman's Statement: REMAINING POSITIVE IN TURBULENT TIMES

They say that when the going gets tough, the tough get going. Well, as we are all aware, it has got tough and, yes, we at Frankham Consultancy Group are ready for the challenge of the very difficult times that face us all in the construction industry.

We have had many years of steady growth, during which we, as a practice, have invested heavily in our future. In particular we have encouraged, trained and supported our next generation of Architects, Engineers and Surveyors and this must continue for the sake of the future of the industry. We must all play our part in ensuring that we do not allow a skills gap to develop as has happened in earlier times of economic downturn.

We are particularly pleased to see **Neil Roberts**, who has been with the company for nearly five years, achieve membership of **The Association of Chartered Certified Accountants** - this is a first for us and demonstrates our continuing and diverse training investment.

We have always believed that our diversity would be a key strength in any downturn. We have talented individuals working in a wide variety of business sectors of the industry and we must continue to exceed our clients' expectations. Our Client Project Appraisal Feedback forms tell us that we have surpassed our targets and are well above our benchmark, but we must remain focused on quality of output and project delivery.

We have continued to build on our many established framework commissions and have recently added the **Barts & London NHS Trust, Architectural framework, the West London Alliance, multi-discipline framework** and the **Metronet Station stabilisation programme** to our current list. We have also been appointed to carry out the detailed design for another **BSF Secondary School**.

We are under no illusion as to the volatility of the market place, but we do ask our clients to be positive and maintain a dialogue with regard to future opportunities. As we all know, forecasting workloads has now become an essential day-to-day task, so your feedback is paramount. Cash flow is our life blood and we now have our **"Client Pledge"** in place. This will ensure that any technical issues are dealt with promptly and the process of payment hastened as a result.

I am personally pleased to announce a further re-structuring of the Frankham Management Team. An Executive Board of Directors has been formed chaired by me and supported by John Gardner, Financial Director, Jason Waplington Group, Commercial Director, and Richard Chitty in a new key role of Group Operations Director. The Board will be supported by John Higgins as Regional Director South and Ian Bridge Regional Director North.

Finally, as always, we thank you all for your continued support over the past year and wish you and your families a Merry Christmas and a Happy New Year.

STEVE FRANKHAM

London Borough of BROMLEY EXTENSION

A little over eleven years ago **Steve Frankham** acquired an architectural practice what had previously been the Education Architects Department of the London Borough of Bromley. The new team within Frankham became **AJP Frankham Ltd.**

Ever since 1997, Frankham has maintained a good working relationship with the Council and is proud to announce the extension of the Framework Agreement for a further two years.

Since 2005, Frankham, as the **Sole Framework Consultant** has been undertaking multi-disciplinary services. Recent projects include **Langley Park Boys School** a project valued at £34 million, where we have been appointed as lead consultant to stage D.

The Langley Park Project portrays Frankham's education experience and capabilities. Along with the **Woodside Education Project** in the **London Borough of Haringey (£24 million)**. Frankham is able to clearly demonstrate the significant contribution the education sector makes to the business as a whole.

We are currently developing the detail design proposals for this inclusive school for 1200 pupils. The project brings three schools together on the site of Woodside High School, which currently has 1080 pupils. William C Harvey School for pupils with Severe Learning Difficulties and Moselle School, a co-educational Special School for children with Special Educational Needs, will both be moving their 120 pupils onto the site.

The project is a complete redevelopment of the site in order to facilitate the move. A new building will be provided at the 'Heart' of the school incorporating the Special School facilities and an SEN courtyard. The philosophy is to make all buildings fully accessible to the Special School children to allow them to feel part of the Woodside School community.





Golf Day Classic

This year we celebrated our **10th Frankham Golf Classic** at **Sundridge Park Golf Club** in Bromley. The sun shone as our blue shirted boys took to the course for a day of fun, banter and 'friendly' competition.



As with our previous Golf Classics, this event was a huge success, the weather was super and a great day was had by all.



The success of our Golf Days is only possible by the support of both our supply chain and valued clients and we look forward to an even bigger and better event in 2009. As usual we raised monies for charity, over £450 on the day. The funds will go to one of the local charities that Frankham has supported for many years, **Marlborough School** along with money raised from our Christmas Card donation. As we do not send Christmas cards to clients instead collate the money to put it towards this worthy cause.



FULL PLANNING APPROVAL FOR LANGLEY PARK BOYS SCHOOL

Following many months of brief gathering, intense design and stakeholder consultation, Frankham Consultancy Group has secured for their client, the **London Borough of Bromley**, full planning permission for a new replacement Secondary School. Langley Park Boys School was identified as the most needy and appropriate for complete replacement under the Building Schools for the Future Programme after Bromley were awarded **£37million** for a **One School Pathfinder project**.

With an aspiration to remain no higher than two storey and a desire by the Borough to enhance the school hall into a performance space suitable as a concert venue the pressure was on to make the least impact on the Metropolitan Open Land. As a Borough within the Greater London Authority it was also incumbent upon the designers to incorporate no less than 20% of renewable energy into the proposals. Together with a pre-assessment BREEAM rating of **"very good"** this has been achieved.



“TOGETHER WITH A PRE-ASSESSMENT BREEAM RATING OF “VERY GOOD” THIS HAS BEEN ACHIEVED.”

The local Development Control Committee was very supportive and complimentary of the overall design and masterplanning of the site, in the way it addressed very difficult problems of access and separation of pedestrian and vehicular movements. Favourable comments were also made on the orientation of the building and its maximised use of daylight and natural ventilation.

Having given the project full approval at local level an anxious wait then commenced while the plans were considered by the **GLA** and **GOL**. Early in August 2008 we finally received news that full permission had been granted.

ROYAL OPENING of the NEUROLOGY UNIT

On Monday 6th October 2008, HRH, The Princess Royal, in her official capacity as the Chancellor of the University of London, opened the clinical neuroscience centre and the advanced neuroimaging suite at 33 Queen's Square, London.



These two important initiatives were the result of the partnership between UCL's institute of Neurology and the UCLH Trust's National Hospital for Neurology and Neurosurgery (NHNN). Together, they represent **£26 million** of investment at Queen's Square for the provision of new facilities to further develop translational research, improve diagnosis, treatment and enhance the clinical and research environment for patients and staff.

Frankham's Quantity Surveyors were involved with the advanced neuroimaging suite, which was completed in June 2008 at a cost of **£14 million**.



The project comprised the provision of space within the existing hospital for the installation of three specialist MRI scanners and the neuro-navigational BrainSuite system, which provides angiography, MRI and surgical facility for real time scanning of the brain and spine during surgery - this is unique to the UK.

This was carried out in two phases;

Phase one included the conversion of an existing ward, office and canteen space to enable the relocation of staff. Phase two involved the conversion of the existing basement area to accommodate the advanced neuroimaging suite, including the installation of extensive mechanical plant. Potential complications by having two main contractors sharing the site were overcome.

All the works were carried out whilst the hospital remained operational, the key was the close liaison between the design team, contractor, client and other stakeholders.

The installation of the MRI scanners is a first for Europe in using this particular combination of facilities and techniques and puts the UCLH at the forefront in the treatment of patients.

NICOLE NEVIN ARCHITECT



1) What are your aspirations here at Frankham?

I am eager to develop my career further within the practice to ensure the role and responsibilities I have continues to develop.

2) What and where was your last job?

I recently completed an internal refurbishment and re-roofing project on a Grade 2 listed Building at The Royal Hospital for Neuro-disability, Putney, London.

3) What projects are you currently working on?

A variety of interesting health projects at The London Hospital and a GP Surgery/Walk in Centre in Reading.

4) What would be your ideal project?

I would like to design buildings which involve designing from the smallest element within the interior to the exterior.

Past architects such as Alvar Alto and Le Corbusier designed every aspect of a building from the humble door handle to the exterior. The ideal projects which involve this level of detail design are within the retail and housing sectors.

5) What do you do in your spare time?

Spend time with family and friends as they are a very important part of my life. Going to concerts, keeping fit and shopping!

6) What's currently playing in your CD player/ipod?

Scouting for Girls, as I am going to see them in concert at the Hammersmith Apollo in a couple of weeks.

7) What one thing would change in the world?

Poverty.

8) What's your pet hate?

Rudeness.

EMERGENCY CALL OUTS:

Mole Valley Housing Association (MVA) out service. Contractors refurbishing a dangerous situation. We attended site and design solution the same day.

Our prompt action allowed the contractor to complete the work with minimal delays and overcoming potential problems.

For further information of this service, please call on **020 8309 7777** at our HQ office in S



View from the Finance Director

The current economic climate is a concern for every man, woman and child; from a business perspective, it is becoming increasingly more difficult to forecast with any certainty what will happen, not just in the immediate future but into 2009 and early 2010. The framework recently put in place by the government, closely followed by other European countries, to offer support to their banking systems, will hopefully address many of the problems we face.

The Bank of England continues to reduce the base lending rate to levels not seen for many decades. With every chance it will reduce even further. This reduction in borrowing rates should bring major benefits to businesses generally; however, the banks must play their part.

It is vital that we rise above the doom and gloom and get past the paralysis and take confidence in the fact that we can look forward again. However, the simple rule still applies, **CASH IS KING**.

At Frankham we recognise that we must rise above the fear that drives recession. We must be ready to adapt to changing circumstances and the way we do business. We strive to meet our clients' needs but request that they, in turn abide by agreed terms of business. In these testing times it is only right that they do so.

Complacency is not in our vocabulary and one of our goals is to be the best in class and our clients' first choice. If you do experience any shortcomings in our service I will be only too pleased to hear from you with the view of getting it right.

John Gardner
Group Finance Director

(VHA) is making use of our emergency call-
in MVHA property uncovered a potentially
within two hours and issued a structural

tor to progress the next day thus avoiding
ems.

lease contact **David Pexton** or **Chris Gibbs**
Sidcup.

AN APPOINTMENT WITH THE DEPARTMENT OF HEALTH

Frankham Consultancy Group was delighted in learning that we were successful with our bid to be one of seven consultants on the Department of Health Framework for both Construction Related Consultant and Technical Advisor services covering the United Kingdom.

For Frankham to be on a nationwide framework rubbing shoulders with much larger consultants was confirmation that we were clearly identified as a significant player in the health sector.

The scope of work on construction is very broad covering areas such as research to support the preparation of PQQ's, ITN's and other relevant documents, development of the infrastructure requirements during the ITN process, evaluation of Infrastructure elements within a provider proposal and mentoring of the Sponsor during the roll out of a project.

In addition the framework includes the duties on technical advice which covers amongst other aspects, project management and cost control, along with architectural services, civil and structural design, building services and related design roles.

LIFE 

“
WE WERE
CLEARLY
IDENTIFIED AS
A SIGNIFICANT
PLAYER IN
THE HEALTH
SECTOR
”



Hard Facilities Management including hard and soft FM along with urban planning and landscape architectural services together with related scientific and technical consulting services, are all included, representing a varied and interesting range of duties.

This framework can be used by any Department, Trust or PCT within the Department of Health without the need to go through the OJEU procedure for the appointment of consultancy services.

Clearly a Trust could well find that significant time and cost savings can be realised by using this framework approach on fast track projects.

For further information regarding the scope of these services please contact **Ann Smith** on **01444 444 900**.



Reading University: THERE'S A FOX ABOUT

Our four-year agreement with the **University of Reading** is now well under way. In February 2008 we secured a commission to undertake feasibility studies of twelve buildings on the campus, (including the main library and students' union), to advise the University on how to upgrade their buildings to help ensure life safety in the event of a fire.

A team of surveyors and engineers managed by **Frankham Oxford (FOX)** was swiftly assembled and descended on the University to undertake the survey work. A series of presentations have been delivered, supported by our reports which were submitted in June.

During the feasibility stage we adopted a **Qualitative Design Review** process (QDR) involving detailed consultation with key stakeholders, the design team and statutory bodies. The QDR approach has three main functions:

- 1) To provide a solution that does not impact negatively on the operation of the building and its users;**
- 2) To design and negotiate out any works that are not deemed to be life safety measures;**
- 3) To offer the client cost certainty at feasibility stage.**



One of the most challenging buildings has been the main library, a six storey building with up to 7,000 users a day at peak times of the year. With a mixture of open plan layout and more than 1.2 million books, including rare books archived in the library's basement, the building is deemed to pose a high risk both in terms of life safety and the ongoing operational function of the University.

On the back of what has been a very successful commission Frankham has now been appointed to undertake design and monitoring stage services. In addition we have also secured a commission to prepare feasibility studies for a further seven buildings.

At the same time Frankham is also hoping to secure new opportunities with several client services within the University, including the recently acquired Henley Business School which is Europe's largest full-service business school.

No...it's not the new Frankham uniform!

It is our very own **Group CAD Manager Ian Gleaden** who, good naturedly, agreed to wear a dress for "**Jeans for Genes Day**". We raised over **£150**, in a matter of hours.



A total of **£450** was raised on the day which involved staff paying £1 to wear jeans for the day and staff at the Haywards Heath coming up with other ideas to support this most worthy cause.

Dennis Wise in the Community

On 7th November 2008, Steve Frankham was instrumental in organising another fundraising lunch which was held at Oakley House in Bromley, featuring **Bobby Davro** as guest speaker. Despite the country experiencing tough times we are proud to say that the lunch raised just over **£30,000**.

Steve Frankham & Dennis Wise formed **Dennis Wise in the Community** in 2000 and to date, it has raised approx **£395,000** which has provided much needed support to the following benefactors.

- **Parkwood Hall School – Steel Band**
- **Marlborough School**
- **Northlands Multiple Sclerosis Society**
- **Bromley Autistic Trust**
- **Threshers Day Nursery**
- **Help the Heroes**
- **Demelza House**

During the lunch Steve Frankham thought it would be a good idea to fine anyone who was not wearing a poppy. To our amazement this raised **£1,180** for the Poppy Appeal - **Royal British Legion** and a cheque was presented to **John Seaton** of Frankham Consultancy Group Limited who works hard every year to sell poppies for this great cause.





DECEMBER 2008

Frankham FC...well almost

Frankham has started to sponsor **Ridgeview Football Club**, who play in the Kent Suburban Football League. The club attributed a recent deserved victory (a 7-4 win over Horton Kirby Cricket Club) to the new home kit purchased with the Frankham sponsorship.

A club spokesman told LIFE, "We're delighted to welcome the sponsorship of a large, local firm such as Frankham. We share the common goal of a passion to win and the company's continued involvement in the local community can only help to raise the profile of the club."

The spokesman added: "We hope that the added impetus of this sponsorship deal will lift all at the club and we look forward to a long and successful season thanks to Frankham."



Over the last 6 months, the Environmental business has continued to flourish. In order to meet the new demands provided by the ever increasing legislation, we have made further investments in training our staff.

We can now offer the following Environmental Assessments using our in-house staff:

- a) **Code for Sustainable Homes**
- b) **BREEAM schemes for Education, Offices, Bespoke International, Multi-residential, Courts and Prisons.**

As registered **BREEAM Bespoke Assessors**, we are also able to undertake the **Defence Estates DREAM assessments**.

If you require any advice or assistance with any type of Environmental consultancy, please contact either **Stuart Macmillan** or **Johanna Jarvinen**.

QUALIFICATIONS/ PROMOTIONS

Richard Chitty has been appointed in the new role of **Group Operations Director** and will assume responsibility for managing all the day to day performance of the Group's business units.

Johanna Jarvinen, is now registered as a **Code for Sustainable Homes Assessor** July 2008.

Lesley Quinn has been promoted to the position of **Senior Health and Safety Consultant** August 2008.

Lara Dennison has been awarded a **Distinction, NEBOSH National Certificate in Construction Health & Safety** August 2008 and further applause to **Lara** as she has been promoted to **Building Surveyor**.

Ian Bridge is now an **Executive Director** of Frankham Consultancy Group Limited with effect from **18th September 2008**.

Congratulations to **Tony Rellis** on becoming an **Associate Building Surveyor** at the London office.

Neil Roberts has obtained membership to the **Association of Chartered Certified Accountants (ACCA)** August 2008.

James Clements is registered with **CIBSE** as a **Low Carbon Consultant** on the **Calculation Register** November 2008.

...And finally congratulations to **John Jarvis**, who is now a **Senior Associate, Head of Building Services** at our Haywards Heath Office.



TRADE SUCCESS

Frankham has been informed that it has been successful in its bid to **South East Consortium** for **Fire Safety Risk Assessments** and **Disability Discrimination Act Surveys**. This is a four year Framework Agreement.

Frankham's Mechanical and Electrical Engineers have been appointed onto the **CityWest Homes** Framework Agreement for projects with a capital value of **£10million - £25million** and projects with a capital value of over **£25million**.

Our **Environmental Team** have been successful in the **London Borough of Lewisham** for Environmental Consultancy Services (*Planning Related*). This is a four year Framework Agreement.

After meeting the **London Borough of Sutton's** requirements we have been selected as **Building Surveyors** and **Structural Engineers** on their four year framework agreement.

Following two successful Pre-Qualification Questionnaires and Tenders to the **London Borough of Lambeth**, we have been appointed on to their Framework Agreements for **CDM Co-ordinator Services** and **Quantity Surveying Services**.



Frankham tucks into some tasty work

Frankham continues with the restaurant development programme and are very happy to announce the completion of a new Zizzi Restaurant at St Katharine's Dock, London.



Works were completed during the summer of the conversion of a unit in Ivory House, a Listed Building in St Katharine's Dock, London, to form a new Zizzi Restaurant for Gondola Group Ltd. The project involved the complete strip out of the unit and replanning to form ground & first floor seating areas, together with a new feature kitchen and ancillary areas. Many original features such as cast iron columns, windows and brick vaulting were retained to complement the new Zizzi branded interior.

Frankham Consultancy were also commissioned by Prezzo plc to carry out the refurbishment of an existing restaurant to form a new ChimiChanga Restaurant in South Woodford, Essex.

LOW CARBON CONSULTANTS

Mechanical Engineer James Clements is now a registered Low Carbon Consultant.

People planning a new building or the refurbishment of an existing building this will need to conform with Part L of the Building Regulations – Conservation of Fuel & Power. Employing a Low Carbon Consultant will ensure this.

Having a registered Low Carbon Consultant as a member of our Mechanical & Electrical Engineering team is of great benefit to our clients, allowing us to offer the range of services to assist our clients in reducing their annual energy consumption and carbon dioxide emissions and ensure compliance with the building regulations, including the following:

- *Assessment of compliancy with Part L of the Building Regulations and sign off for Building Control for both domestic and non-domestic properties new build and existing properties.*
- *SBEM Calculations for the demonstration of compliance with Part L of the Building Regulations*
- *Calculation of Annual Building Energy Consumption*
- *Calculation of Annual Carbon Dioxide Emissions*

Frankham's rolling programme of training and assessment will ensure that we will soon have two further Low Carbon Consultants which will facilitate the expansion of the range of services on offer.

SEVEN SISTERS COUNTRY PARK

A refreshing project with a difference was how the Frankham team at Haywards Heath saw the scheme at Seven Sisters Country Park. The scheme comprising various projects at the 280 hectare country park, started in September 2007.



The Frankham team undertook a number of tasks to several buildings within the park which is situated between Newhaven and Eastbourne close to Beachy Head. Staff really appreciated the unspoilt beauty of the chalk cliffs, open grassland and meandering river valley; some say the country park offers the best coastal views in the UK.

A delightful environment to work on improvements to the camping facilities (replacement of doors and windows), improvements to the Visitor Centre including stormwater drainage and improvements and restoration to the Country Park Rangers' Cottage.

Frankham completed all the work just as autumn arrived where once again the country park will be host to those who visit and enjoy the open spaces and the facilities on offer.



One Hump or Two... or Three or Four

Frankham Engineers and Topographical Surveyors have successfully completed another contract for DDA level access.

This project was for the Victoria line trains and platforms at Brixton and Tottenham Hale Stations.

The solution adopted was to raise the platform locally to give level access to the trains. These have become known as Platform Humps.



To meet the new regulations, the horizontal gap between the train and raised section of platform must be less than 75mm. This requires construction tolerances of less than 5mm in both line and level. To achieve this our Topographical Surveyors undertake a detailed survey as part of the design, and then work with the installation contractors (*Livis and McNealy Brown*) to ensure the construction was built within this tolerance. These works were completed in early November 2008 and were required to allow the new Victoria line trains to be introduced later this year.

This project follows on from similar works on the Central, Northern and Waterloo and City lines, previously designed by Frankham.

We are now undertaking two separate studies to investigate the feasibility of similar installations at almost 50 stations across the London Underground Network.

LANDLORD SENT TO PRISON

A LANDLORD HAS BEEN SENT TO PRISON IN THE FIRST CUSTODIAL SENTENCE TO BE GIVEN AFTER SERIOUS BREACHES OF THE REGULATORY REFORM ORDER (FIRE) 2006.

At Frankham we believe we have a solution to help building owners and occupiers. **CAMSoft**, a sister company of FRMS, has developed a property-related compliance management software solution **CAMeRA™** to help organisations with property portfolios address the impact of the growing plethora of legislation and regulations regarding the management of their constructed assets.

CAMeRA has appropriate solutions in relation to assessment of risks, fire safety arrangements, provision of fire fighting appliances, fire detection, evacuation of staff in an emergency and ensuring appropriate emergency procedures.

Unique in the market place the **CAMSoft** compliance model and the **CAMeRA** software application can be applied across any property management organisation to give transparency in its compliance requirements together with the ability to allocate individual responsibilities for discharging them. The result is clarity at any point in time regarding the management of compliance, the immediate identification of areas of non-compliance and the tasks needed to remedy them.

If you would like to know more about **CAMSoft** or **CAMeRA** please contact John Powell:

T: 020 8309 7777

E: john.powell@frankham-rms.com

www.camsoft-grc.com

MEET THE CAMSoft TEAM



John Powell John has over twenty years experience as both an Operations Director and a Commercial Director for several major UK construction service organisations. John also leads on providing strategic direction on compliance in risk management projects for public, private and third sector organisations including many well recognised organisations in the transport and social housing sectors.



Frank Hailstones With a background in 'Governance, Risk and Compliance'. Frank, who founded and built up a software company in the US before returning to the UK, led the design of the CAMSoft software application and is the author of the website, White Papers and Case Studies. His role now is developing the sales team and relationships with partners.



William Hetherington William has recently delivered complex construction, economic development, change management and compliance management projects within the UK, Europe and the USA for public, private and third sector organisations. Currently William is delivering risk management compliance projects for third sector organisations and the co-ordination of personnel providing specialist risk management services.



HELPING TO ELEVATE THE BUSINESS

Frankham has a Lift Engineering Department, led by Vince Beattie, which has a collective 50 years experience working in the Lift Industry.



All the engineers are fully qualified with experience of installing new lifts, modernising old lifts, repairing broken and problematic lifts and servicing of lifts. Work is undertaken in the usual sites as well as somewhat unfamiliar sites including Royal Palaces, off shore oil rigs, mines and power stations.

All forms of 'vertical transportation' are covered by the Lift Section, from document hoists to large vehicle lifts. The team is currently working with many Local Authorities and Housing Associations across the South of England. Various contracts relate to new build projects, modernisation advice and contract administration services for more prestigious buildings in the City of and West End of London.

The lift team at Frankham undertakes full surveys, including DDA compliance, of lift stocks for asset registers and condition reports, liaising between insurance inspectors and contractors to arranging the repair of out-of-service and problematic lifts.

Additionally Vince and his team provide monitoring services, tender analyse, technical ability for the OJEU process, along with interviewing of contractors.

They also support Building Owners, Facilities Managers and Contractors by helping with tender documentation, writing specifications and drafting contracts for both Capital works and maintenance scheduling.



IAN BRIDGE EXECUTIVE DIRECTOR



1) Now you're all settled in at Wooton what's next for the Oxford Team?

Consolidation for 2008/09. We will be broadening our horizons, increasing our client range and gaining more clients in the education, health and defence sectors. We certainly see Frankham having a greater presence in Oxford.

2) How do you see the economic downturn affecting our business?

We see it as a positive tidal wave. It means we will have to give more to our clients, exceed every expectation and strive to win their repeat business.

3) What's your management style, David Brent or Mr Burns?

I'm not sure who Mr. Burns is?

He's a character from The Simpsons.

Okay, well then I'd have to say neither. My style of management would be along the same lines as Charles Handy. His style was sensible, working with a flat structure. My staff are treated equally and fairly and their opinions matter to me.

4) If you could be reincarnated as anything, what would it be?

Wayne Bridge, the family cat, his treatment far exceeds my own.

5) In a previous issue you said you were a frustrated sailor, are you still frustrated?

Less so vicarious, my brother has a sailing yacht, so my times on the sea are more frequent. My time at this year's Little Britain sailing event was fantastic with a 100% positive feedback from our clients.

6) Has much changed for you since becoming an Executive Director of the board?

Little has changed, except for the increase in liability. Oh and my staff give me a lot more stick.

7) How effective is the communication in Oxford?

I don't want to sound arrogant but here at Oxford we have real team spirit, from the top down everyone is level-headed and sensible.

8) What's the biggest challenge facing Oxford?

In today's current financial crisis my main aim is to protect and look after my staff, to keep them positive and ensure they work hard to meet our clients' expectations.

Doin' the LAMBETH Walk

Frankham Business Consultancy Services has been undertaking various roles with **Lambeth Living** (previously a division of London Borough of Lambeth) since January 2008.

The role centred on advising Lambeth Living on the prioritisation of their maintenance programme, particularly for the next five years.

Keith Glennister, Director, led the team and he ensured that financial and technical reports were delivered on time. To ensure that an accurate and comprehensive picture was provided, specialist surveys were also undertaken which covered various aspects including electrical supply, water quality including drainage and thermo-graphic imaging.

Statutory and regulatory compliance areas were also considered, with Lambeth Living receiving a full comprehensive report before the Frankham team moved on.

Feedback from Lambeth Living was most encouraging, they were very pleased with the manner in which Business Consultancy Services approached the various tasks and delivered commitments.

London Borough of BRENT

The framework agreement with the London Borough of Brent commenced January 2008. Frankham are currently carrying out works as CDMc for the new Civic Centre in Brent, cost estimated at £60million. The works are expected to commence in June 2010 and be completed by December 2012.

We are also appointed CDMc on the new Wembley Arc Academy which is due to start on site mid 2009 at a cost of £26million.

On both of these projects Frankham are offering a full CDMc package from initial pre-planning to evaluating tenders and continuous involvement during the design and construction processes.

PLE

The Team at Pro-Link Europe



Lyndsay Thorburn, MREC
BUSINESS DEVELOPMENT MANAGER
 Specialist - Senior Appointments
 Civil & Structural Engineering
 Mechanical & Electrical Design
 Architecture (commercial)
 Project Management



Kaye O'Brien
RECRUITMENT CONSULTANT
 Specialist - Temporary/Permanent Appointments
 Mechanical & Electrical Design



Rei Coulibaly
RECRUITMENT CONSULTANT
 Specialist - Temporary/Permanent Appointments
 Architecture

By mirroring our parent company and supplying good quality people in a multi-disciplinary market, we have gained the rounded knowledge and understanding of how our clients operate and their people and processes requirements to meet the final goal.

Promises are kept.... and we continue to keep them. The promise of providing an honest, open and ethical approach to recruitment has been our focus for the past 23 years. Delivering professional solutions to our clients and candidates remains our raison d'être.

Pro-Link continues to adapt to the ever-changing business environment, with a desire to achieve the best possible solution for both client and candidate. We focus on both requirements and aspirations with a single objective of succeeding.

If you are looking for a new employment opportunity or are interested in finding out what your real potential is, Pro-Link Europe can advise on what businesses are looking for, giving you the full illustration of the ever changing market place. Our recruitment consultants can advise on new roles, relocation, job progression, training enhancement, salary, benefits and graduate programmes.

To discuss your recruitment requirements please contact
 Lyndsay Thorburn on: **020 8309 2700**
enquire@prolink-europe.com
Pro-Link Europe Limited
Irene House
Five Arches Business Park
Maidstone Road
Sidcup, Kent, DA14 5AE

LIFE



DECEMBER 2008

SHARE YOUR IDEAS

If you have any ideas to help us progress please let us know, your views matter.

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STOP PRESS

Frankham's London Office has commenced the design for a refurbishment project for **Soho Estates** in Soho's busy **Wardour Street**. The design will transform the existing 1920's building to offer new open plan offices and in addition two modern flats on the rooftop. **Mark Davies** and **Tony Hadwen** are delighted to have won this scheme in competition and will work together to develop the design and construction of this exciting project.

London Borough of Brent has commissioned us on phase three of their children centres. Up to seven centres with a total spend in the region of **£2.6million**. Initially it is to carry out early stage feasibilities.

Further to our inclusion on the **Barts and The London NHS Trust** Framework Agreement we have been selected for Architectural Services for their Trust Headquarters project. The approximate value of Building Works is **£300,000**.

Building Surveyors from our Sidcup Office met with **Metronet** (*London Underground*), to be instructed on a number of projects (*likely to be around 20*) under their station stabilisation the next two years. We have two pilot projects initially and anticipate all our disciplines to have some involvement in the delivery of a quality service.

Oh yes it is, oh no it isn't, oh yes it is, it's the pantomime season once again. Is it really Christmas already!

Frankham Consultancy have once again entered into the Christmas spirit and have acted as sponsors for the recent production of **Peter Pan** at the Cumnor Village Hall, in Oxfordshire. The star of the show is Sophie Grigson the well known celebrity cook, with lines written by Philip Pullman the acclaimed children's author, (Northern Lights and the Golden Compass) and the presence of the Director of the Oxford Office daughters Sarah and Alice as Lost Boys meant a local connection with the Frankham (**Oxford**) Office. With the help of some cracking tunes, dreadful jokes and free drinks kindly provided by Coca Cola and arranged by Frankham Consultancy the pantomime was a roaring success.

MAKING A DIFFERENCE

at **Marlborough School**

Frankham's annual Christmas collection helps students at Marlborough School enjoy truly great experiences. We do not send Christmas cards to our clients but make a donation to a good cause such as Marlborough School.



Harold is eye to eye with the fish at London Zoo.



Blake "Spielberg" is filming with a new camera.

Thank you for helping us enjoy and achieve.

From all of us at Marlborough School we wish you a very Merry Christmas and a Happy New Year.