



## A message from our Managing Director

Welcome to the Winter Edition of our Company Newsletter.

I just wanted to start off this edition by thanking all of my directors, managers and staff for the brilliant efforts they have made during 2013. I knew when I wrote my column in the 2012 winter edition that I believed 2013 was going to be a good year and I am pleased with what we have achieved in a challenging economy.

I am especially proud to see the launch of our new Jones branding and logo – details of which are explained later by Mark and the team. I never dreamed that when the business started back in 1979 that it would grow to the size we have achieved. I believe we now provide a service that is well received by our clients and I would like to thank you all for that. May I therefore wish all our clients, subcontractors and employees a peaceful and restful time with their families this festive season.

Best wishes for a happy and prosperous 2014.

**Dave Jones**  
Managing Director

## Jones Building Group ...Reaching New Levels



Our current branding has been around for many years, but I wonder how many people know what it represented.

With the Group continually growing it was felt to be an opportune moment to refresh our branding and resolve any apparent ambiguity. This was the challenge we presented to our selected design agency, Impact Designs from Taunton. After many months of discussion and various design options, the following is the logo finally chosen by the Jones Group board.

*The designers have worked closely to our brief and we think that the final design has captured the clear image of a spirit level, yet at the same time providing a modern 21st century image. Our corporate colours have been slightly amended as well, with a subtle blend of green being introduced to reflect our Eco friendly credentials.*

The logo represents but a small part of the re-branding exercise as the Group is being subjected to a total makeover. To

assist in this process we have employed the services of 'Sign Solutions' to rebrand our offices, sites and existing fleet of vans. We have on order 15 new vans to add to the 10 we took delivery of in March. These new vans will be the first to carry our new and very striking livery as shown above.



*With our van design, the requirement was for a stand out image, one that would be instantly recognisable. It is probable fair*

*to say that this new wrap will make us stand out from the crowd, a form of mobile bill board. If it meets the 'once seen never forgotten' criteria, then we will have achieved our aim.*

The more astute will also have noticed that we have adopted a new strapline 'A level above Since 1979'. This links back to the spirit level 'bubble', integral to our logo with a date recognition for the founding year of the original limited company.



As part of the total process, brand new corporate wear is also being issued to all our operatives, as going forward we look to them to become our front line brand ambassadors.

**Harry Turner**  
Marketing Assistant

### ...tweeters from inside



New Project in Fishponds. Page 3



Bristol City College. Page 5



Newquay Airport. Page 7



New Arrivals. Page 7



Jeans Genes. Page 7



The Bell Rings Again. Page 7



## Personnel Updates during 2013

### New Starters

Callum Lewis  
Ben Wade Davis  
Alan Bird  
Lee Poulton  
Sam Jarvis  
Daniel Veasey  
Sadie Bowles  
Mark Taylor  
Steve Mannell  
Jason Pettitt  
Russell Jacomb  
Edward Jacomb  
Gemma Colley  
Garrett Browne  
Steve Fry  
Robert Davis  
Andrew Jones  
Ryan Harman-Taylor  
Maxine Thornton  
Andrew Hoare  
Chris James  
Shaun Morris  
Lisa David  
Harry Turner

### Position

Apprentice Administrator  
Gas Engineer  
Multi-skilled Operative  
Painter/Decorator  
Apprentice Maintenance Operative  
Carpenter  
Administrator  
Supervisor  
Accounts Assistant  
Carpenter  
Carpenter  
Carpenter  
Property Services Coordinator  
Contracts Supervisor/Decorator  
Site Manager  
Kitchen Fitter  
Labourer  
Multi Skilled Operative  
Purchase Ledger Assistant  
Estimator  
Gas Engineer  
Multi Skilled Operative  
Purchase Ledger Assistant  
Marketing Assistant

### New Arrivals

Congratulations to Chris Grimshaw and Kerry on the arrival of their son Luke born on the 30th October 2013.

Congratulations to Russell Stockley and Kathy on the birth of their son Ollie born in November.

### Engagement & Weddings

Romance has certainly been in the air of late!!!! We are pleased to announce the engagement of Jan Bovey from D Glass to Sadie Bowles in our Property Services department who recently became engaged and will marry later this month. We wish you both all the best for a happy and healthy future together. Congratulations to Steve Flack from D Glass who married his partner Chelsea last month.

### IMPORTANT NOTE:

Can you please keep the Personnel Department up to date with any changes to your contact details, e.g. moving home or change in emergency contact number.



A message from  
**Mark Porter**  
Operations  
Director

### Launching the Jones Building Group

I am pleased to announce that from the 1st January 2014 we will become known as the Jones Building Group. The change of name is part of our corporate strategy to grow the business and be recognised as a South West brand.

The decision was taken as the board felt that the 'D. R. Jones' tag no longer reflected the size and complexity of our team. I know the name D. R. Jones has been in use a long time even though we have been 'Jones Building Contractors' for many years and it will probably continue to confuse our staff and clients, as we often get called 'Doctor Jones'!

The move to the JBG has allowed us to incorporate Davey Roofing South West Limited so that they can continue to grow their brand and work for a number of other building companies. The launch of the JBG also brings with it a redesign of our current logo to more accurately reflect the use of the spirit level with the continuation of the blue and yellow branding that is synonymous with the construction sector.

Results will show that we have enjoyed a successful year in 2013, a fantastic turnaround from the very challenging 2011/12. This now provides us with a very

strong foundation on which to grow the business further, and our aim will be to increase our market share.

The launch of the new group title and branding will help increase our presence and raise our profile throughout the South West. New vans and corporate wear will also assist us in our aim of continuing to deliver a quality image in all that we do. The market in which we operate is very competitive and that is likely to intensify over the next year or two. Whilst inevitably, this will mean continuing business casualties in the sector, where this does sadly occur, we will be looking to seize that moment as an opportunity for expansion.

I am very excited by the enthusiasm I have seen from our management as they embrace the challenges for 2014 to help the group continue to grow. I would therefore like to thank you all for the hard work and commitment you have shown in 2013 and look forward to even greater success in 2014.

*Have a great Christmas break with loved ones and families.*

**Mark Porter**  
Operations Director

We hope you have a special Christmas, With lots of good fun and cheer. Just remember to stay safe and well  
We need you back in the New Year  
Spend some time with loved ones.  
Or a very special friend  
But remember to enjoy this time, It will too soon come to an end  
So good luck, good cheer and tidings  
We wish you all the best, Let's hope 2014 will bring us good things  
We are a level above the rest  
Best Regards - Joyce Hallett (FD)





A message from  
**Chris Neil**  
Construction  
Director

The Major Works division is currently tendering and negotiating a wide range of projects in the UK. Planning applications are pending on sites for potential redevelopment.



**Below: New Project in Fishponds**

Major Works have been successful in tendering and winning a new project in Fishponds, Bristol to construct a new Care Home and Care Apartments. Major Works are also tendering a large number of major projects throughout the South West ranging from £1.5M to £9M in value.

**Above: Holy Cross Priory – Phase 2 Care Homes**

We have successfully completed the Holy Cross Priory Project with all site set up removed and the Client now has possession of the entire site.





A message from  
**Nigel Gillett**  
Painting Division

We have had a very successful summer this year making the most of the dry weather.

We have managed to complete works ahead of programme for all three regions of the Spectrum cyclical painting contract including additional works which have been added during the year.

We have also completed the external painting and repairs to Stratton House in Dorchester for West Dorset Council and Venn House in Milbourne Port.

We have also completed a number of painting contracts for Honeywell, Yeovil over the past few months.

During the summer we won a contract for Westland Leisure Complex to decorate the main reception area. Whilst on site the list of works we were asked to carry out for the client kept on growing but with the same dead line date to complete before they reopened.

I would like to thank my team for all of their hard work in making this year a success.



A message from  
**Steve Hay**  
Yarlington - Contracts Manager

We have had another successful year with 'Team Yeovil' servicing both the Yarlington Housing Group and Hastoe Housing Association contracts.



Our KPI's have been in the top 90 % bracket with both and we continue to react to their changing needs.

We have also secured work with Jones Lang La Salle who now administer Honeywell Aerospace' maintenance requirements and we hope to secure further work in the New Year.

The Hastoe Window Contract (as mentioned in the Summer Company News magazine) is proceeding well and will be finished in the New Year.

We would like to welcome Sadie Bowles to our admin team, especially as she recently got engaged to Jan Bovey, one of our colleagues at D Glass. Best wishes and good luck from all at Property Services, Yeovil.

A message from  
**Property Services Yeovil**  
Bucklers Mead  
Academy, Yeovil



We must say a big thank you to the staff, pupils and in particular Mike Swann, Business Manager for his cooperation and being patient whilst these works have been carried out.

We would also like to say thank you to all our operatives and subcontractors who have been working on this project, the end result is one to be proud of. The new changing room facilities, classrooms and fitness suite including lift facility for the disabled, was handed over a short time ago and the Atrium is near to completion.



**Health and Safety quotes:**

- Time spent now on safety could be a life saved later.
- Every accident is owned by somebody somewhere.
- Accidents kill and injure people. Safe systems of work prevent such problems.



A message from  
**Darren Robins**  
Regional Manager  
West & South West  
**Portishead Update**  
**New Beginnings**  
**for Bristol**

Recently I was given the opportunity to head up the Portishead office and assist the team in their growth strategy.

This meant both Nichola and myself uplifting our roots in Plymouth and moving to this region. Since moving here the team has grown dramatically and are set to grow further when more opportunities arise. This will no doubt be a challenge as I will still oversee Plymouth with Dave Smith moving up to acting branch manager, Nicky will still be helping from a distance and will make

regular visits to assist with their transitions. There are going to be some truly exciting and trying times ahead, especially with new computers systems, new clients and with the company rebranding at the start of next year.

I would like to take this opportunity to say a big thank you to the entire Portishead team from managers, supervisors,

administrators and most importantly the guys out on the coal face. It is a complete team effort to be able to succeed and be a key part in the future for JONES BUILDING GROUP.

I must not forget the great Plymouth team, both Nicky and myself left recently. It was very hard to make the decision to

move, as I remember when it was just me running Plymouth under Chris Austin as a part of the Exeter office and now they are a large contribution towards the company growth plans. Thank you all for your help over the past 6-7 years, we will miss you. (However the race is on to catch you up!)



Meet our New Team for Portishead: - Above, Painting Team.



Above, *The Sovereign Team*

## Sovereign Housing Association

Since August we have held the Sovereign empty houses (voids) contract for the Bristol and Swindon housing stock. In the last four months we have completed 120 properties and are now processing between 5 to 11 properties per week.

We now have a dedicated team to carry out these works.

- **Mike Young, Contract supervisor**
- **Nichola Robins, Contract administrator**
- **Paul Butcher, Supervisor (Bristol area)**
- **Gary Lee, Supervisor (Swindon area)**

We have new employees to cover this contract -Dan Veasey (multi skilled), Ryan Taylor (multi skilled), Andy Jones (general labourer), Shaun Morris (plasterer), Russell Jacobn and Ed Jacobn (multi skilled), Alan Bird (multi skilled) and Lee Poulton (general labourer). These men together with Josh White and some sub contractors have turned around an astonishing amount of properties in a short period and we would like to thank them for their dedication to Jones Building Group.

## Alliance Housing Association

Mike Rudge with the help of Garrett Browne are now heading up the Alliance external decorations and bathroom refurbishment teams. Mike has recently won planned works (PVC fascia and soffit board replacements) there will be more in the pipeline for 2014. The relationship both Mike and Garrett have with Alliance is very strong as they have worked together in their past working life. Good luck to the Alliance team and keep up the good work.

## Homes In Sedgemoor

We have seen an influx of properties from HIS in the past 2 months winning 4 out of 5 mini tenders and are now back on track to having a good presence in the Sedgemoor area.

## BAM

Our relationship is progressing with BAM and we have carried out a number of jobs recently and this will continue to grow through the coming years.

## High Kingsdown

Dave Jones has been instrumental in the success of this job, he took the decision to



promote Ben Jeffs to acting site supervisor. This job has yet again been repetitive work with a local Management Agency. We should be receiving frequent tenders from this agency over the coming years.

## Guinness Trust

We have negotiated a small new build project with Guinness for 13 flats and a 2 bed house in Bristol, we are currently agreeing a minor number of items ready for the contracts to be produced. This project is worth £1.5million over 14 months.



## City of Bristol College

This project has been handed back to our Client now, whilst this was a complex job from the start. It is clear to see that a fantastic feature building is the end result.



## English Rural

A fairly steady flow of works has started to develop with this client and we are hoping for an increase this coming year.

## Inviron

Inviron are a growing operation in England and in particular the South West, we have been approved as a main contractor with them. Again as they grow our opportunities will grow.

## Brunelcare

We have had a reliable amount of works from Brunelcare and this is a blossoming relationship, that I will be nurturing in the years ahead.

## Sanctuary

Whilst other offices have worked with Sanctuary for many years, we at Bristol are developing a strong relationship in this region. We have been a reliable contractor for Sanctuary this year and are seeing an influx of opportunities from this particular client.

## Bristol City Council

It is fair to say that this client has been a tough nut to crack BUT we may have seen a start, we have received a number of PPR works orders from BCC recently and a few meetings have taken place which should result in a huge growth in the works received from BCC in 2014.

### SUMMARY!

***With the amendments made and the team in place, we are very excited about the years ahead and are striving to achieve a £10 million turnover within 4-5 years.***

***Whilst we are still building our team, the future is without doubt BRIGHT for our office and we are a hungry bunch looking for opportunities whilst maintaining an excellent level of Service.***



A message from  
**Chirs Austin**  
Area Director  
Exeter

## Exeter City Council

We are still working hard on the kitchens and bathrooms contract, with progress on target and receiving a very good satisfaction result.

We recently completed works to Toronto House, a home for the elderly. The works involved full gas heating to 18 properties including rewiring, new kitchens and a bathroom.

Congratulations to the team who completed these works on time, with careful consideration for the residents.

And, we've just started a contract for replacement aluminium windows at Verney House. I'm sure this will be another successful install.

## Exeter City Council, Laing Project

Well done to the Exeter team who are half way through an innovative project to completely renovate 3 properties to make them ultra energy efficient. Externally they are having 160mm insulation with a silicone render finish. Internally they have been completely gutted and have been enveloped with an air tight membrane.

Once completed each property was then tested for any heat loss. I am pleased to say they passed with flying colours. The properties will also benefit from improved thermal performance to external walls, new central heating enhanced by Mechanical Heat Recovery and Ventilation



*Exeter City Council, Laing Project*

systems also incorporating Solar Energy. One property has had to have all external walls removed and new external block walls with insulation render. This project is going very well.

## Sanctuary Housing Association, Kendal Kingscott

Works are progressing well to 12 bungalows at Case Gardens, Seaton. The work involves the complete rip out of properties and providing gas heating installs, complete rewires, new kitchens and wet rooms, full internal decorations, carpets/ vinyl flooring, new roof tiles, foot paths and garden works.



A message from  
**Nigel Whelan**  
Contracts Division  
Devon and Cornwall

"The Contracts Division in the South West is now up and running... to date, we have secured three contracts at Newquay Airport, St. Luke's Hospice in Plymouth and at Great Moor House, Exeter for Devon County Council.

We are also presently tendering and working on budgets for other projects, for clients such as The University of Exeter, NPS (Devon County Council), The Sweett Group, Charles E Ware, Space Consultants and Kingsbridge Community College.

We have also been chosen to tender for various other works after a successful PQQ selection process and expect all information shortly. All in all, a promising start, which has been down to a lot of hard work by numerous people throughout the business, who I would like to express my extreme thanks to - All we have to do now is deliver a high level of quality, on time and to budget and get the repeat business we require - Easy job..."



*Newquay Airport.*



A message from **Tim Davey**  
Davey Roofing Manager



**New Work Acquired**  
**Ian Williams** -  
*Wiltshire Council Re-Roofing*  
**Brookvale** -  
*Sharpham Road, Cheddar*  
**Brookvale** -  
*Thorndun Park Drive, Chard*  
**Brookvale** -  
*Chard Road, Axminster*  
**Halsall** -  
*Dorothy House, Winsley*  
**Halsall** -  
*Norton Hill School, Radstock*  
**ADM Services** -  
*Britannia Bank, Street*

We have now completed the Bell Inn in Yeovil which suffered a large fire in 2012, we completed our program ahead of schedule.

**New staff**  
**Mark Toogood** - *Contracts Manager*  
**Jason Boon** - *Site Labourer/Driver*  
**Lee Mckay** - *Site Operative*



A message from **Shaun Milum**  
D Glass Branch Manager

The last few months at D Glass have been quite eventful, with some changes of staff.

While these changes have created it's own challenges, it has also resulted in a new team, welcoming Callum and Lisa to the office and Steve and Lisa to join the installation teams.

Success is everything to me and part of that is streamlining the business to reduce outgoings and maximise opportunities to write new business, particularly in the retail field, to put us in a position to make a real contribution to the group and hold our heads high.

Rome wasn't built in a day, but with this new team I feel that at least the foundations are firmly in place towards building success in 2014.



## Jeans for Genes Day 2013

A massive thank you to everyone that took part in Jeans for Genes Day in October. Jones staff managed to raise a fantastic £102.44.



A message from **Dave Smith**  
Plymouth Branch

## Plymouth Team

The Plymouth team and I would like to say a big thank you to Darren and Nicky Robins for their years of hard work and dedication in making the Plymouth Division what it is today. We will continue to deliver these high standards and are confident that Darren and Nicky



will strive to make Portishead as successful as they have Plymouth.

I would like to say a big thanks to my team for the warm welcome I have received and look forward to working closely with them over the coming years.

I am pleased to report good figures across the board on all contracts and exceeding our targets for this year. A big thank you goes to all involved, from office staff to the lads out on the tools. We have recently won new tender

works in Cornwall and hope more will follow in this region. Until the next Company News, I wish you all a Happy Christmas and New Year.

## Wall of Praise

### ■ KITCHEN REFURBISHMENT

"Would you please pass on our grateful thank to CJ. His standard of workmanship, I believe is exceptional, especially in fitting the work top joints. Nothing was too much trouble, the place was left very clean at the end of the day."

Dave, Hastoe resident

### ■ WET ROOM

"What a wonderful job the chaps made of my wet room, to was a pleasure having them in my home, thank you very much."

Gail, Yarlington Housing Group resident.

### ■ HIGH KINGSDOWN

"I wanted to make it known that I've been impressed with Ben Jeffs. He's been really proactive and it's been good to be chased by him for various matters. His attention to detail seems to have been good. He's been on to me about various issues and generally been helpful and polite. He always gives the impression that things will be attended to. A good team effort."

Joe Goss BSc Built Environment  
AIRPM, Estate Manager  
Hillcrest Estate Management

### ■ KITCHEN REPLACEMENT

"Thank you to Chris Glover and Chris Johnson for the workmanship on replacing a kitchen recently.

Adrian Mitchell, Director

### ■ SMALL WORKS

Thank you for the work carried out on our immersion heater and taps, the workmen were very polite, helpful and kept us informed of what was happening.

Mrs Brooks, Hastoe Housing Association resident.

## HEALTH AND SAFETY AND QUALITY ACCREDITATIONS

We continue to strive for Health and Safety compliance and to meet the requirements, expectations and key performances set by our clients.

To date we have the following –

	Expires	Joined
<b>CHAS</b>	<b>December '14</b>	<b>2005</b>
<b>Constructionline</b>	<b>September '14</b>	<b>1999</b>
<b>EXOR</b>	<b>March '14</b>	<b>2007</b>
<b>ISO 9001:2008</b>	<b>June '14</b>	<b>2004</b>
<b>ISO 14001:2004</b>	<b>June '14</b>	<b>2009</b>
<b>Green Accord</b>	<b>November '15</b>	<b>2008</b>

## EMS 14001

A successful and thorough independent audit was carried out in early December, and our processes, recording methods and actions passed with flying colours.

Adrian Mitchell would like to thank all staff and subcontractors for their enthusiasm and cooperation which has helped is to achieve the following

- Vehicle – 3% increase in M.P.G.**
- Electricity – 2% saving**
- Water – 5% saving**
- Recycling – 85%**

It should be noted that the upgrading of the vehicle fleet is going well and showing early signs of vehicle efficiency.

By the end of 2014 a total of 40 vans will have been replaced which will have a positive effect in reducing our CO<sup>2</sup> emissions and fuel consumption.



# Will give you £100!



We will give you £100 for every friend or relative that you recommend, who buys a conservatory or double-glazed products from





Simply fill in the recommendation slip below, and return to our address as shown.

*Note – all recommendation vouchers must be received at D. Glass prior to the person you are recommending making an appointment or placing an order with us.*

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<p>Dear D. Glass – I wish to recommend:</p> <p>Name.....</p> <p>Address.....</p> <p>..... Post Code.....</p> <p>Tel.....</p>	<p>My Name.....</p> <p>My Address.....</p> <p>..... Post Code.....</p> <p>My Tel.....</p>
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PLEASE SEND ME £100 – I understand that all recommendation vouchers must be received at D. glass prior to an appointment being made or an order being placed by the person I recommend (minimum order value £2,000).

Signed.....

RETURN TO:  D R Jones (Yeovil) Ltd T/As D Glass, Willow House, Artillery Road, Luffon Trading Estate, Yeovil, Somerset, BA22 8RP  
Tel: 01935 471359 Fax: 01935 420464 www.dglass.com



### WANT TO ADD A NOTICE?

Do you have an announcement or event that you would like the rest of the company to know about?  
Simply call  
Tasha Austin on 01935 477791  
or email your story to  
natasha.austin@drjones.uk.com

Wishing You All  
a  
Very Merry Christmas  
and a  
Happy New Year