

2020 has been a year unlike any other for R&M Lighting - and indeed for the entire industry. Whilst the global Covid-19 crisis and the UK's lockdown period both inevitably affected our business operations, we've nevertheless continued to successfully complete existing contracts, secure promising new work and overhaul our safety protocols to cater for these challenging times.

With this in mind, we are pleased to present our latest quarterly newsletter, showcasing recent contract highlights, upcoming projects, company developments, as well as looking ahead to where new opportunities lie for street lighting in the Covid-19 era.

A NEW DECADE - A NEW ERA AT R&M LIGHTING



August 2019 saw one of the biggest developments for R&M Lighting in our company's history. After over two decades of the office team working remotely in Maidenhead with our operational depot situated 20 miles away near Reading, the time was ripe for us to align these operations in one place.

It is with great pride, then, that we can reveal our new premises on Theale High Street, which is now back open for business with social distancing measures in place. Based just minutes away from our Reading depot, this multi-floor office building provides room for the company's growth and boasts an impressive warehouse,

thereby affording us greater indoor space to store key materials until they're needed for installation on-site.

We view our new offices as a bold investment in the future of R&M Lighting and greatly look forward to revealing our expansion plans as they develop - including a new training centre, the first details on which you'll find later in this newsletter!

In the meantime, should you wish to contact us about any future lighting, signage, ICP or electrical enquiries, then be sure to get in touch on **01628 673445** or via our website, **www.randmlighting.co.uk**

LIGHTING THE WAY OUT OF LOCKDOWN

Never has there been a more challenging or unpredictable period for UK construction than that which we've faced in 2020. As ever, our industry was amongst the first to feel the fallout of the country's nationwide lockdown: supplier factories closed their doors, office-based employees were furloughed and countless projects got placed on hiatus, or even cancelled due to the ongoing uncertainty.

So what comes next as UK lockdown measures begin to ease? Like the rest of the sector, the Covid-19 situation has led R&M Lighting to take a more adaptive business approach in recent months, overhauling our risk management strategies to comply with evolving Government guidance on future construction work as well as changing current working practices to ensure efficiency is maintained throughout the transition. One of the biggest such strategies has been a swift move to near paperless working partly to minimise the risk of spreading the virus by handling and sharing paperwork, but also to ensure better recordkeeping and real-time remote management of onsite activities.

Even so, slowly but surely there are signs of some normality emerging once more: supplier factories are restarting production, office-based employees are resuming work and clients are mapping out new programmes for their delayed jobs.

Indeed, all of our site and office workers have now returned to work, albeit with strict adherence to our company's overhauled Health & Safety strategy aimed at preventing Covid-19 transmission. So if you're looking for a subcontractor to help install street furniture on the High Street amidst its reduced footfall, near schools amidst their Summer holidays, or to get a Covid-19- delayed larger scheme up and

running ASAP, now's the perfect time to get in touch with R&M Lighting on the subject. Despite the recent industry setbacks, we have expanded significantly over the last few years and maintain a positive outlook for the future. Having gained several new clients and long-term labour only contracts of late, as well as experiencing strong growth in stand-alone project scheme work, R&M Lighting is well-placed to weather the storm and continue the upward trend.

One area that we have found particularly strong growth in is that of public realm lighting. We first found our niche in this market several years ago, but our growing experience and ever-developing client relationships have allowed this aspect of our business to go from strength to strength. These schemes go far beyond traditional street lighting, requiring advanced technical knowledge to install decorative equipment such as up-lighters, down lights, feature lighting and tree lighting - some examples of which can be found in our contract high-lights section overleaf.



Beyond this, we have also seen a huge growth in demand for our one-stop shop column replacement services. More and more clients are being drawn to the appeal of R&M offering civil, electrical and ICP works under one roof; managing the whole process end-to-end; along with mitigating their risks, project cost and time management alike. In addition, our LED replacement service continues to prove hugely popular, and indeed has led to R&M replacing almost 100,000 old sodium lanterns for energy efficient LED units over the last few years alone. The final area for expansion has been that of Electric Vehicle (EV) Charging - we've recently completed a prestigious installation for the UK department store Harrods and this as being a key area of growth for the business in the coming years.

RECENT CONTRACT HIGHLIGHTS



CAMBRIDGE BIO PUBLIC REALM

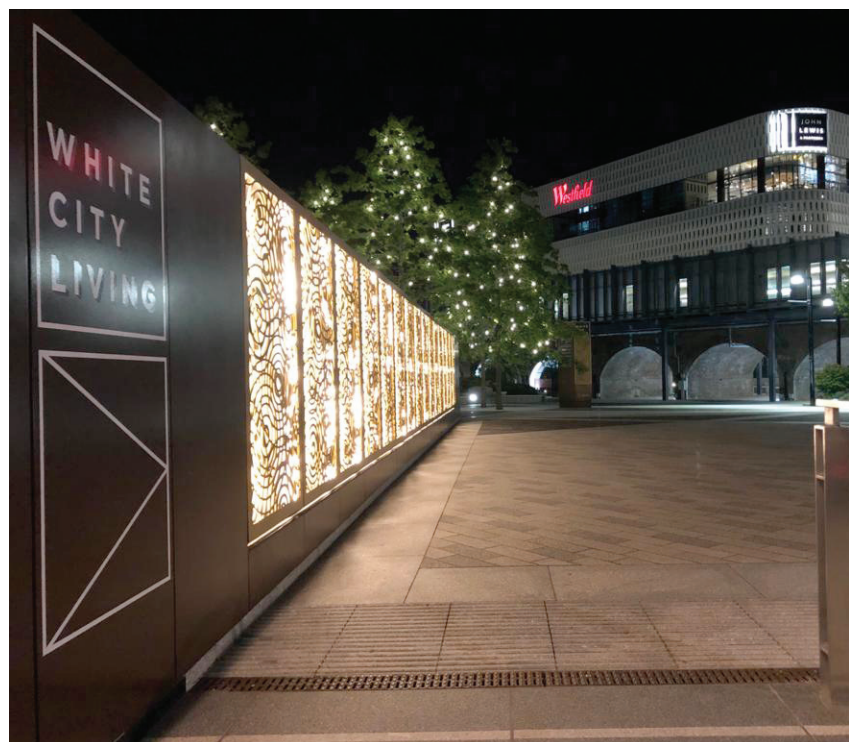
As stated above, R&M Lighting has continued to find its niche in the supply and fit of decorative public realm lighting (as well as associated electrical works). This kind of street furniture requires more technical knowledge as well as electrical design involvement. At Cambridge Medical Centre we installed in-ground lighting, architectural bollards and feature street lighting. The project has proved highly popular in the local area, even securing nominations for various awards since its successful completion in 2019.

WHITE CITY

By demonstrating our previous public realm projects and having competitively tendered the works, R&M Lighting secured the prestigious White City Living scheme in 2019. This project proved a real test of our capabilities in the public realm area, featuring a full range of bespoke products such as: recessed in-ground uplighters, wall mounted brick lights, tree lighting, step lights, bench lighting, handrail mounted lights as well as unique façade lighting.

The façade lighting, designed specifically for this project, involved significant input from R&M. We assisted with the designs from concept stage, ensuring that the installation was electrically safe, practical to install, fully maintainable and fulfilled the artist's concept designs.

The most challenging aspect of the project involved working with the architects, steel fabricators and main contractors to build the White City Living totem at the development's entrance. Yet for all of the challenges due to various design changes, developments and additional works, we're sure you'll agree that the stunning lighting display pictured here speaks for itself as an end result.



HERTFORDSHIRE LED REPLACEMENTS

Similar to many of the other projects covered here, R&M's work on Hertfordshire LED schemes has gone from strength to strength in recent years, greatly expanding over time as a result of our continued quality output. Ringway initially contracted us to complete 20,000 replacements of traditional sodium street lights with LED lanterns, but were so impressed with the results that they subsequently invited us to bid for another 70,000 replacements on Herts LED Phase 5.

We are thrilled to announce that our bid proved successful and, as a result, R&M have since completed all 70,000 replacements on behalf of Ringway and Herts CC.



LOWER EARLEY WAY DUALLING SCHEME

After our successful completion of lighting work on the adjoining Hatch Farm Dairies scheme for Hope & Clay and an extended pre-qualification process (focused on both quality and price), we can now proudly reveal our nomination as Balfour's lighting and signage contractor on the Wokingham Ring Road project.

First up on our work-slate for this ongoing framework came the Lower Early Way Dualling (LEWD) scheme (pictured above); as with the contract's other phases, this involved the supply and installation of signage and street lighting, including all DNO connections, private cabling, mains extensions and an element of design work. The initial LEWD works' total value came to circa £30k, but their smooth delivery ensured our place on the wider framework which has a total value of approximately £1.5m.

This project has and continues to be a true showcase of our abilities, since in addition to our normal services, where needed we are undertaking full mains installations along the length of the new roads being constructed.

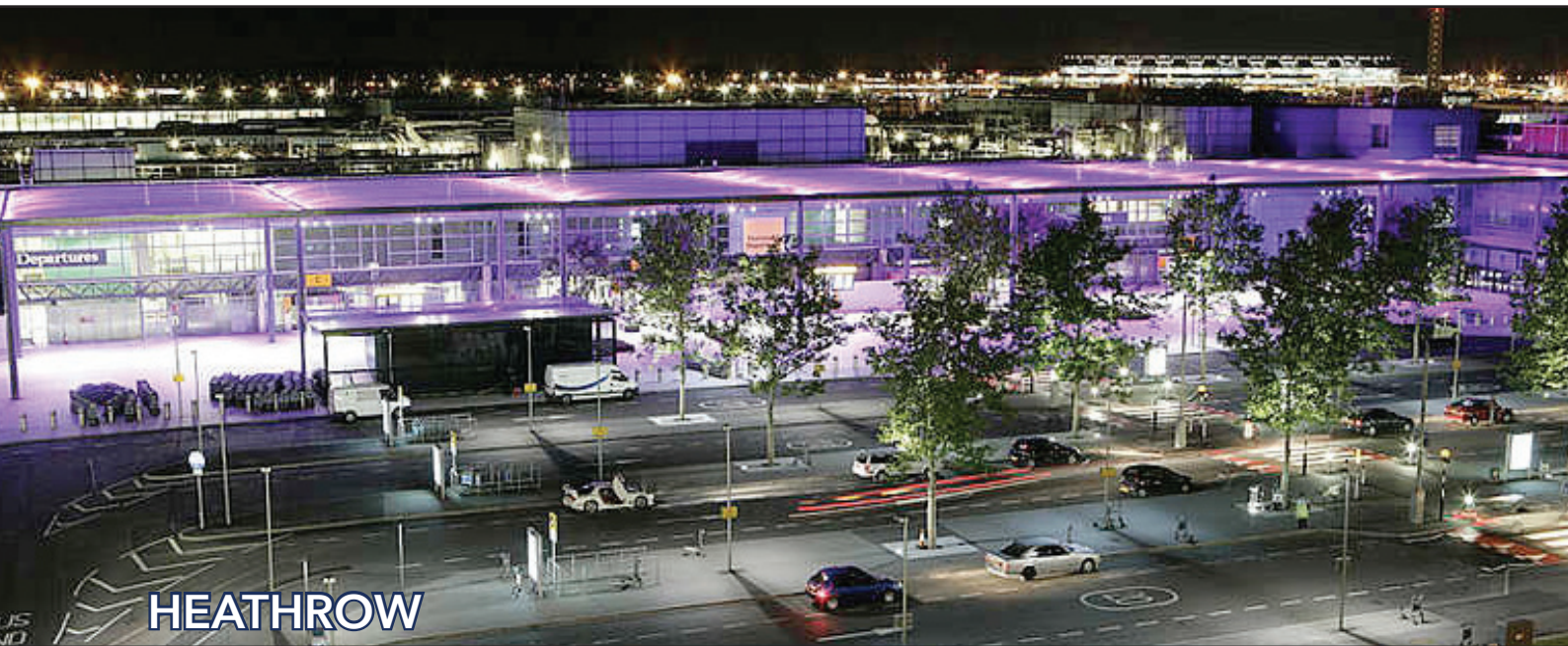


CLARENDON RD / WATFORD HIGH STREET

Another major achievement for R&M Lighting in the public realm sector has been our work in Watford, starting with the lighting and electrical package of Watford High Street's 2015 public realm scheme for Aggregate Industries. So successful was our work on this project that we were subsequently recommended by Watford Council as a potential partner to Murrill Construction - specifically on the adjoining Clarendon Rd Phase 1 / Watford High Street Phase 2 scheme.

This project in turn opened the door for Clarendon Rd Phase 2 (pictured left), a large-scale scheme involving multi-functional decorative column installations (with festive lighting and CCTV elements), DNO connections and associated electrical works. The contract also necessitated us working closely with Murrills to ensure that access to the busy road wasn't disrupted.

As a testament to the level of quality service we provided on this 2019 project, we've since been awarded Phase 3 by Murrill Construction.



HEATHROW

We're greatly delighted to confirm the successful completion of our 10th major project at Heathrow Airport - this time for a new client, Morgan Sindall. In 2019 R&M Lighting, now one of the airport's go-to lighting contractors, was given the opportunity to partner with Morgan Sindall on the replacement of 200 columns around Heathrow's perimeter roads.

The scope for this project changed dramatically before we'd even started on-site, nevertheless, we worked closely with Morgan Sindall to establish the safest and most efficient working practices, taking careful consideration of the unique constraints of working on such a busy road network.

Whilst further expansion at Heathrow has temporarily been put on hold amidst the Covid-19 pandemic, we remain confident - owing to our past project successes - that we'll continue to work with the airport for years to come.



M48 SEVERN BRIDGE

Off the back of replacing circa 250 lanterns on the new Severn Bridge for Laing O'Rourke in 2018, R&M was invited to tender for the replacement of the original Severn Bridge's lighting in late 2019. We took much the same approach here as we did with the first Severn Bridge project, replacing all 174 existing sodium lanterns with LED equivalents from CU Phosco in record time.

As well as streamlining our own costs and time on site, this efficient approach in turn successfully reduced traffic management and supervision costs for our valued client Laing O'Rourke, thus producing satisfying results for all parties involved.

FUTURE CONTRACTS

Despite the UK's recent Covid-19 lockdown delaying numerous construction projects, the road ahead holds plenty of room for optimism here at R&M Lighting. We have successfully secured a promising range of new jobs over the course of 2020's first half, once again demonstrating the fervent industry appetite for site work to resume in this "new normal".

Read on below to discover just a few of our recently-secured contracts - each due to start in the next 6 months, with new risk management measures in place between our team and clients to ensure safe working across all sites amidst the global pandemic...

Contract	Value
Surrey IFS	£1.1m
A36 Salisbury	£600,000
Oxford 2020	£300,000
Clarendon Rd CRP3	£200,000
Sutton CRP 2020	£160,000
NSSR	£140,000
St Neots, Wintringham Park	£140,000
Poole Park Access and Hard Landscaping	£130,000
Histon Road, Cambridge	£115,000
LCFC Training Ground	£80,000
Waltham Forest CRP	£75,000
The Straight, Southall	£55,000
Kingston Vale and Ewell Road	£50,000
Chippenhams Gateway	£50,000

OUR TEAM

Here at R&M we realise that the key to every company's success lies in its staff.

With that in mind, we are proud to announce the arrival of two new office staff, Jessikah Purver and Dana Herbert, as ICP administrators at R&M Lighting, as well as the promotion of our long-standing ICP administrator Dani Ball to DNO manager. Furthermore, having started as the company's Commercial Trainee in 2017, we are also very pleased to confirm the appointment of Tom Buxton as a full-fledged Estimator this year, with his work duties also encompassing project programming and commercial support. Our SHEQ manager Terry Hand will also be taking the reins on our Training Centre as this new aspect of our business develops in the New Year - see the next page for more details...

INTRODUCING HIGHWAY TRAINING SOLUTIONS

The next step in R&M Lighting's business expansion will, as mentioned earlier in this newsletter, see us launch a new training-gear branch in early 2021. Dubbed Highway Training Solutions, the latest member of our company family is set to operate out of our first ever training centre, situated at our recently-opened Reading HQ.

Highway Training Solutions will, from the moment its doors open in the New Year, offer anything from basic 'in-house' skills development to nationally recognised and fully accredited courses. We can deliver a wide range of Health & Safety training, both off-the-shelf and bespoke. We offer courses from Operatives to Managers on site. Most of the classes and assessments we offer can be delivered either on-site, at your own venue, or indeed at our training centre. In short, whatever your training needs as a business or self-employed worker, we will strive to find the right package for you in terms of both venue and overall price.

We look forward to announcing more details on Highway Training Solutions' launch in future newsletters. That said, should you have any questions on this exciting new strand of our business in the meantime, be sure to contact our SHEQ manager Terry Hand at terry@randm.net for more details!



Like our staff, it is important that R & M strive for continual improvement both on and off site and we are continually looking at ways to work safer and more efficiently. We recognise that as a responsible employer in the construction industry, it is imperative that we strive for a safe workplace for our staff, our partners on site and the general public.

Trus to this ethos, we have recently achieved accreditation with SMAS and NERS (on the Lloyds Register), both of whose respective logos we are pleased to bear alongside our existing accreditation below.

Should you require any further information on the company, or more details on our service offerings, please do not hesitate to contact us in the office on

01628 673445

or via our email at

info@randmlighting.co.uk

