

Axter Limited

Partnering Prospectus

The report *Accelerating Change* by the Strategic Forum for Construction, chaired by Sir John Egan, highlighted the following:

Clients should require the use of integrated teams and long term supply chains and actively participate in their creation.

An integrated supply team includes the client, as well as those involved in the delivery process who are pivotal in providing solutions that will meet client requirements. Thus those involved in asset development, designing, manufacturing, assembling and constructing, proving, operating and maintaining, will have the opportunity to add maximum value by being integrated around common objectives.

*Members of integrated teams should only be appointed if they have **established integrated supply chains** to support them, the expertise of which will be drawn upon in offering solutions to clients. Supply chains can reach from clients right through to those manufacturers who are not otherwise part of the integrated team. However, key manufacturers must be part of the integrated team.*

Product manufacturers, suppliers and specialists ... can also advise on availability of new products, and innovative solutions which, when linked closely to design and installation, can bring real benefits. By engaging in integrated teams their research and development expertise can be unlocked and deployed to deliver value and enhance the finished project.

This **Partnering Prospectus** summarises Axter's core partnering values and its dedication to reform, continuous improvement and cultural transformation. It provides partners, and potential partners, with a clear declaration of the Company's commitment to the partnering ethos.

Strategy

Axter Ltd's strategy has always been to add value to client activities be they direct customers; roofing contractors, or indirect customers; specifiers (clients) and main contactors. This has been achieved by involvement with clients at an early stage of a project and offering bespoke specifications for the use of Axter materials. Axter dedication to a policy of continuous improvement provides partners and potential partners with a clear declaration of the Company's commitment to the partnering ethos.

Axter gives the following basic undertakings to all its customers:

- **Value**
We will work with our customers to achieve the best combination of available alternatives to address specification, delivery, cost and lifetime performance.
- **Quality**
We will strive to achieve 100% quality with all our goods and services
- **Service**
In all our dealings with our customers we will be prompt, courteous, friendly and will keep our promises.

Axter Ltd gives the following additional undertakings with all our partnering customers:

- **Creating a demanding future**

With our partners we will set a series of ambitious goals with target dates for their achievement. We will regularly monitor our progress towards these goals.

These initial targets will include an increase in specifications to the sub-contractor partner.

Working with the sub-contractors we will jointly increase, and set targets for the opportunities for mutual collaboration.

We will work closely with main contractors, at the design stage, to provide cost effective solutions to speed up construction time, reduce waste and overheads.

We expect our partners to use Axter Ltd products wherever reasonably possible and to promote the use of Axter Ltd products to specifiers.

- **Continuous improvement**

With our partners we will continuously seek to identify and implement measures to improve our performance both technically and administratively.

- **Improving the construction process**

With all our value chain partners we will seek to improve the construction process.

We will seek to foster better health and safety through improved aspects of the design process and our testing programme.

We will promote sustainability, the use of renewable resources and the minimisation of waste.

- **Joint overhead reduction**

With our partners we will work to identify and eliminate unwarranted overhead expenditure. Axter Ltd pricing will reflect these economies and we expect our partners to acknowledge the savings made to the benefit of the project.

- **Multi discipline**

We will work closely with all relevant departments, i.e. estimating, buying, installation, after care, with our partners and remain open to all requests and offer each the highest level of service.

- **Joint problem resolution**

With our partners we will work to stop any errors or problems arising. If, however, they do occur both partners will work quickly to find the solution that has the lowest impact on the overall project.

- **Opportunity creation to invest in partnering**

By having a stable trading relationship, the partners will be able to commit either time or resources to identifying and implementing targeted improvements in an open and honest way for the good of the project.

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