



LONDON STANSTED AIRPORT'S

# MEET THE BUYERS 2018

THURSDAY 1ST NOVEMBER 9AM-5PM  
BUYER CATALOGUE

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# 48TH CONTRACTING SQUADRON

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## Business Description:

The 48th Contracting Squadron at the USAF base manages £145 million of routine contracts and up to £75 million of these are available for the short, medium and long term. Most of these are for work at RAF Lakenheath and Mildenhall while there are also contract opportunities for services at 12 other RAF locations in the UK.

## General Purchasing Requirements:

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### Construction

- Building Materials - Heavy side
- Building Materials - Light side
- External Works / Landscaping
- Flooring (Industrial & Commercial)
- Groundwork & Drainage
- Roofing Services
- Structural Components

### Consultancy

- Architectural
- Electrical
- Environmental
- Mechanical
- Structural
- IT & Systems

### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)

### Engineering

- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

### Environmental Services

- Environmental Management

- Environmental Technologies

### Facilities Management

- Catering Equipment
- Cleaning & Janitorial Services
- Courier Services
- Fleet Management
- Food Provision / Catering Services
- General Maintenance
- Telecommunications
- Transport & Logistics
- Vehicle Purchase & Leasing
- Waste Disposal
- Waste Management

### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Doors (Metal / Timber / Other)
- Fitting-Out Works
- Fixtures, Furnishings & Equipment
- Interior Design
- Office Equipment
- Painters & Decorators
- Relocation/Removals
- Surface Coatings / Paints
- Windows (UPVC, Metal, Timber)

### IT Services

- IT Maintenance & Support

- IT Hardware
- IT Software Developments

### Marketing & Print

- Media Products and Services
- Printing
- Signage
- AV Equipment
- Meetings / Conference Venues

### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

### Metalwork

- Fencing & Gates
- Ironmongery / Locks

### Safety and Security

- Fire & Safety Equipment
- Mobile & Static Security
- Security Products & Services

### Water

- Plumbing & Heating Services

## **Procurement Information**

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Interested vendors must register in the US System for Award Management (SAM) in order to be eligible for contracts exceeding £25K. Opportunities for smaller acquisitions totaling roughly £25Million annually through our Government Purchase Card (GPC) Program do not require SAM registration. Administrators will provide registration and program guidance.

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## **Objectives in attending the event**

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Our primary objective is to increase our network of qualified suppliers to provide direct contracts between U.K. vendors and US Visiting Forces at 12 RAF Locations. Our portfolio includes a diverse portfolio of construction, services, and commercial goods in excess £120M annually.



## AIRPORT LETTINGS

[www.airportlettings.co.uk](http://www.airportlettings.co.uk)

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### Business Description:

Airport Lettings is a family owned company, which is an experienced and reputable lettings and property management company, based at Stansted Airport & London Southend Airports with a base opening at Manchester Airport December 2018 established 1999.

### General Purchasing Requirements:

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#### Construction

- Carpentry / Joinery
- External Works / Landscaping
- Glaziers
- Groundwork & Drainage
- Roofing Services

#### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Painters & Decorators
- Relocation/Removals

#### Metalwork

- Fencing & Gates
- Ironmongery / Locks

#### Water

- Plumbing & Heating Services

#### Facilities Management

- Cleaning & Janitorial Services
- General Maintenance

#### Safety and Security

- Fire & Safety Equipment

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### Procurement Information

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We specialise in residential lettings, sales and property management; we require more contractors to help us with daily running of our business.

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### Objectives in attending the event

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- To find people experienced in block management, plumbing, heating engineering
- To enlarge our service portfolio in southend area.



## AMALGA LTD

[www.Amalga.com](http://www.Amalga.com)

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### **Business Description:**

Amalga provide Total Airside Project Support Services across UK Airports since 2001; providing bespoke solutions for clients providing airside logistics, construction logistics, retail and media logistics and staff services.

### **General Purchasing Requirements:**

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#### **Construction**

- Plant & Plant Hire
- Power & Hand Tools

#### **Mechanical Services**

- Mechanical Installations

#### **IT Services**

- IT Maintenance & Support

#### **Facilities Management**

- Vehicle Purchase & Leasing

#### **Staffing & Labour**

- Recruitment
  - Training Services
- 

### **Objectives in attending the event**

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Amalga are keen to engage with suppliers delivering quality products and services to support the delivery of our services to clients.

**Business Description:**

BEUMER Group is an international manufacturing leader in intralogistics in the fields of conveying, loading, palletising, packaging, sortation and distribution technology.

Together with BEUMER Group A/S, BEUMER Group employs about 4,000 people and achieves an annual turnover of about 750 million EUR.

**General Purchasing Requirements:****Construction**

- Building Materials – Heavy side
- Building Materials – Light side
- Scaffolding
- Structural Components

**Fit-out & Finishing**

- Surface Coating/ Paint

**Metalwork**

- Fencing & Gates
- Architectural Metalwork
- Structural Steelwork
- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

**Mechanical Services**

- Mechanical Installations

**Electrical Services**

- Electrical Installations

**Facilities Management**

- Cleaning & Janitorial Services
- Transport & Logistics
- Waste Disposal
- Waste Management

**Consultancy**

- Architectural
- Electrical
- Mechanical

**Objectives in attending the event**

Networking with other suppliers

## BRAINTREE DISTRICT COUNCIL

[www.braintree.gov.uk](http://www.braintree.gov.uk)

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### Business Description:

Braintree District Council has 60 District Councillors elected in 30 Wards. There are also 52 Parish Councils, 2 Town Councils and 8 County Council Divisions within the District. We work with the private sector to create opportunities in and around the District.

### General Purchasing Requirements:

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#### Construction

- External Works / Landscaping
- Groundwork & Drainage
- Plant & Plant Hire

#### Environmental Services

- Environmental Monitoring

#### Facilities Management

- Cleaning & Janitorial Services
- General Maintenance
- Vehicle Purchase & Leasing

#### Consultancy

- Architectural
- Electrical
- Environmental
- Mechanical
- Quantity Surveying & Cost Consultancy
- Structural
- Legal

#### Staffing & Labour

- Recruitment
- Training Services
- Translation Services

### Procurement Information

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Braintree District Council spends a significant sum each year with the private sector. This represents some fundamental opportunities for a wide range of businesses in and around the District. If you are a business interested in supplying goods and services to Braintree District Council, then we advise you to register as a supplier on the Contracts Finder website ([www.gov.uk/contracts-finder](http://www.gov.uk/contracts-finder)). This site will enable your organisation to view the opportunities for Braintree DC as well as all other public sector bodies across the UK. If you create an account with Contracts Finder, you can receive email updates and save your searches. If you do not want to create an account, you can still search and apply for contracts.

To view all current contracts and in line with the coalition government/'s transparency agenda, the Council publishes its contracts register; (<http://contracts.eelga.gov.uk/>) this database shows our current contracts and also shows the potential future opportunities for a wide range of businesses. The contracts register is updated on a regular basis.

### Objectives in attending the event

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To advise suppliers of how we advertise opportunities, the general types of opportunities we have, how we evaluate and what rules and regulations we must adhere to.



# CAMBRIDGESHIRE COUNTY COUNCIL

## Business Description:

Cambridgeshire County Council provides a range of public services including transport, highways, schools, library and learning services, registration services, social care, recycling and waste management.

## General Purchasing Requirements:

### Construction

- Bricklayers
- Building Materials - Heavy side
- Building Materials - Light side
- Carpentry / Joinery
- Ceilings (Suspended)
- Ceramics
- Cladding / Curtain Walling
- Diamond Drilling
- External Works / Landscaping
- Fabric Maintenance & Support
- Falsework & Formwork
- Fasteners / Fixings
- Flooring (Industrial & Commercial)
- Glaziers
- Groundwork & Drainage
- Oils & Lubricants
- Plant & Plant Hire
- Power & Hand Tools
- Roofing Services
- Scaffolding
- Structural Components
- Timber

### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Doors (Metal / Timber / Other)
- Dry lining / Plastering
- Fitting-Out Works
- Fixtures, Furnishings & Equipment
- Interior Design
- Office Equipment
- Painters & Decorators
- Relocation/Removals
- Surface Coatings / Paints
- Windows (UPVC, Metal, Timber)

- Ironmongery / Locks
- Small Metal Products
- Architectural Metalwork
- Structural Steelwork
- Welding

### Engineering

- Chemical Engineering
- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)
- Site/Temporary Electrical Installations

### Environmental Services

- Energy Maintenance
- Environmental Management
- Environmental Technologies
- Environmental Monitoring

### Water

- Plumbing & Heating Services
- Plumbing Products
- Sanitation Services
- Water Coolers

### IT Services

- IT Maintenance & Support
- IT Hardware
- IT Software Developments

### Facilities Management

- Catering Equipment
- Cleaning & Janitorial Services
- Courier Services
- Document Management Systems
- Fleet Management
- Food Provision / Catering Services
- General Maintenance
- Housing & Property Management
- Telecommunications
- Transport & Logistics
- Utilities
- Vehicle Purchase & Leasing
- Waste Disposal
- Waste Management

### Safety and Security

- Access Control / Concierge
- Fire & Safety Equipment
- ID Cards & Systems
- Mobile & Static Security
- Mobile Communications
- Personal Protective Equipment
- Security Products & Services

### Marketing & Print

- Media Products and Services
- Printing
- Signage
- Online Marketing & PR (Social Media)
- Event Management
- Hotel Service & Facilities

## **Metalwork**

Fencing & Gates

▪ AV Equipment  
Meetings / Conference Venues

## **Procurement Information**

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We are a Local Authority, so governed by OJEU Procurement Processes.

## **Objectives in attending the event**

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To provide information to providers on how we advertise and procure our works, goods and services. To confirm that the LGSS Procurement team also work on behalf of Northamptonshire County Council and Milton Keynes Council.

## DURKAN

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### **Business Description:**

Durkan is a financially independent, family owned, developer and contractor. We invest in, develop, construct and refurbish affordable, quality homes and communities throughout London and the Home Counties.

### **General Purchasing Requirements:**

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#### **Construction**

- Bricklayers
- Carpentry / Joinery
- Cladding / Curtain Walling
- External Works / Landscaping
- Flooring (Industrial & Commercial)
- Groundwork & Drainage
- Roofing Services
- Scaffolding

#### **Fit-out & Finishing**

- Doors (Metal / Timber / Other)
- Dry lining / Plastering
- Fitting-Out Works
- Painters & Decorators
- Windows (UPVC, Metal, Timber)

#### **Metalwork**

- Fencing & Gates
- Architectural Metalwork
- Structural Steelwork

#### **Mechanical Services**

- Mechanical Installations

#### **Electrical Services**

- Electrical Installations
- Site / Temporary Electrical

#### **Water**

- Plumbing & Heating Services

### **Procurement Information**

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As a business, it is our policy to use only "Constructionline" approved subcontractors within our procurement process thereby ensuring all subcontractors have achieved the same level of competency within their given field.

### **Objectives in attending the event**

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To expand the company's supply chain

## GALLIFORD TRY

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### Business Description:

Galliford Try are an international FTSE250 construction & housebuilding company with an annual turnover of £3 billion.

### General Purchasing Requirements:

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#### Construction

- Bricklayers
- Building Materials - Heavy side
- Building Materials - Light side
- Carpentry / Joinery
- Ceilings (Suspended)
- Diamond Drilling
- External Works / Landscaping
- Falsework & Formwork
- Fasteners / Fixings
- Groundwork & Drainage
- Plant & Plant Hire
- Power & Hand Tools
- Scaffolding
- Structural Components
- Timber

#### Fit-out & Finishing

- Office Equipment

#### Metalwork

- Fencing & Gates
- Structural Steelwork

#### Engineering

- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

#### Safety and Security

- Fire & Safety Equipment

#### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

#### Electrical Services

- Electrical Installations
- Electrical Design
- Lighting (Internal & External)
- Site/Temporary Electrical Installations

#### Environmental Services

- Energy Maintenance
- Environmental Management
- Environmental Technologies
- Environmental Monitoring

#### Facilities Management

- Utilities
- Waste Management

#### Consultancy

- Environmental
- Mechanical
- Structural

#### Staffing & Labour

- Recruitment
- Training Services

### Procurement Information

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Our subcontractors need to be on Builder's Profile & onboarded into the Galliford Try procurement system.

### Objectives in attending the event

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Meet prospective supplier's for future projects at Stansted.

## GREENFIELDS COMMUNITY HOUSING

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### Business Description:

Greenfields Community Housing took over Braintree District Council's homes in November 2007, following a tenant and leaseholder ballot for transfer in December 2006. We have around 8,100 homes and 480 leasehold properties all over the Braintree District, which covers Braintree, Witham and Halstead and many surrounding towns and villages bordering the District. Greenfields is a not-for-profit, Community Gateway housing organisation that gives tenants and leaseholders a huge influence in how their housing service is run. We do not trade for profit, any surpluses generated by the business activities are reinvested in the development of the business.

### General Purchasing Requirements:

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#### Construction

- Groundwork & Drainage
- Power & Hand Tools
- Roofing Services
- Flooring (Industrial & Commercial)

#### Metalwork

- Ironmongery / Locks
- Electrical Engineering
- Mechanical Engineering

#### Electrical Services

- Electrical Installations

### Further Requirements:

1. Electrical Rewire and Heating
2. Care Alarm Call Handing
3. Digital Aerials
4. General Building Works
5. New build construction
6. Flooring-Vinyl and Carpet supply and fit

### Procurement Information

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- Order Value (excluding VAT)
- up to £2,499 one written quote
- £2,500 up to £9,999 two written quotes
- £10,000 up to £24,999 three written quotes
- Over £25,000 up to OJEU threshold Tender process via Procurement inviting a minimum of five contractors from our Approved List
- above OJEU threshold Tender process via Procurement advertising opportunity via OJEU and Contracts Finder

### Objectives in attending the event

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To meet local SME's who are interested in working with Greenfields

## HARLOW COUNCIL

### Business Description:

Harlow Council is committed to creating the right conditions where business can thrive and prosper. With excellent transport links to London, Cambridge and Stansted Airport, Harlow offers a fantastic location for your business. Harlow Council helps and supports businesses and provides services such as licensing, advertising and sponsorship opportunities, environmental protection, planning and regeneration.

### General Purchasing Requirements:

#### Construction

- Bricklayers
- Building Materials - Heavy side
- Building Materials - Light side
- Carpentry / Joinery
- Ceilings (Suspended)
- Ceramics
- Cladding / Curtain Walling
- Diamond Drilling
- External Works / Landscaping
- Fabric Maintenance & Support
- Falsework & Formwork
- Fasteners / Fixings
- Flooring (Industrial & Commercial)
- Glaziers
- Groundwork & Drainage
- Oils & Lubricants
- Plant & Plant Hire
- Power & Hand Tools
- Roofing Services
- Scaffolding
- Structural Components
- Timber

#### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Doors (Metal / Timber / Other)
- Dry lining / Plastering
- Fitting-Out Works
- Fixtures, Furnishings & Equipment
- Interior Design
- Office Equipment
- Painters & Decorators
- Relocation/Removals

- Ironmongery / Locks
- Small Metal Products
- Architectural Metalwork
- Structural Steelwork
- Welding

#### Engineering

- Chemical Engineering
- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

#### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

#### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)
- Site/Temporary Electrical Installations

#### Environmental Services

- Energy Maintenance
- Environmental Management
- Environmental Technologies
- Environmental Monitoring

#### Water

- Plumbing & Heating Services
- Plumbing Products
- Sanitation Services
- Water Coolers

- IT Maintenance & Support
- IT Hardware
- IT Software Developments

#### Facilities Management

- Catering Equipment
- Cleaning & Janitorial Services
- Courier Services
- Document Management Systems
- Fleet Management
- Food Provision / Catering Services
- General Maintenance
- Housing & Property Management
- Telecommunications
- Transport & Logistics
- Utilities
- Vehicle Purchase & Leasing
- Waste Disposal
- Waste Management

#### Safety and Security

- Access Control / Concierge
- Fire & Safety Equipment
- ID Cards & Systems
- Mobile & Static Security
- Mobile Communications
- Personal Protective Equipment
- Security Products & Services

#### Marketing & Print

- Media Products and Services
- Printing
- Signage

- Surface Coatings / Paints
- Windows (UPVC, Metal, Timber)

## IT Services

### Metalwork

Fencing & Gates

- Online Marketing & PR (Social Media)
  - Event Management
  - Hotel Service & Facilities
  - AV Equipment
- Meetings / Conference Venues

## Procurement Information

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Local authority covering the district of Harlow, providing a range of services to residents, businesses and visitors. Harlow is changing and has a number of significant developments taking place and in the pipeline; such developments provide an opportunity for local supplies to be involved and part of the supply chain and help shape continue Harlow's journey as an excellent location for business in the London, Stansted and Cambridge corridor.

## Objectives in attending the event

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To promote Harlow, it's location as a destination for business and investment, and the opportunities now and in the future.



[www.hss.com](http://www.hss.com)

## HSS HIRE

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### **Business Description:**

HSS Hire is a national supplier of tool and equipment hire and related services - we have provided complete equipment management and hire services to big businesses, trade and DIY customers for over 50 years. Focused on safety, availability, value and support, we work with our customers to help keep their businesses working safely and efficiently whilst driving down their costs.

### **General Purchasing Requirements:**

---

#### **Construction**

- Carpentry / Joinery
- Cladding /Curtain Walling
- Diamond Drilling
- Flooring (Industrial & Commercial)
- Power & Hand Tools

#### **Fit-out & Finishing**

- Dry Lining/Plastering
- Fitting-Out Works

#### **Metalwork**

- Structural Steelwork

#### **Engineering**

- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

#### **Mechanical Services**

- Mechanical Installations

### **Procurement Information**

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We are a one stop shop for all plant hire, powered access, heating, cooling and training. If we like a product we will speak to our procurement, maybe get a trial then look at a cross-hiring or purchase option.

### **Objectives in attending the event**

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Finding new companies that require our services and want hire on and off airports. Also, looking to join supply chains and looking for innovative suppliers we may be able to add to our hire fleet.





[www.uk.issworld.com](http://www.uk.issworld.com)

## ISS FACILITIES SERVICES

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### **Business Description:**

ISS is a leading global provider of facility services, offering services on an international scale with leveraged knowledge and experience.

### **General Purchasing Requirements:**

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#### **Construction**

- Flooring (Industrial & Commercial)
- Glaziers
- Plant & Plant Hire
- Roofing Services

#### **Metalwork**

- Ironmongery/Locks

#### **Electrical Services**

- Electrical Installations
- Lighting (Internal & External)

### **Procurement Information**

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Facilities company spanning all sectors throughout the UK

### **Objectives in attending the event**

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New potential companies for our procurement, looking for new contractors to work with us.

## KIER CONSTRUCTION

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### Business Description:

Kier Group plc is a leading property, residential, construction and services group which invests in, builds, maintains and renews the places where we work, live and play. We operate across a range of sectors including defence, education, housing, industrials, power, transport and utilities.

### General Purchasing Requirements:

---

#### Construction

- Bricklayers
- Building Materials - Heavy side
- Building Materials - Light side
- Carpentry / Joinery
- Ceilings (Suspended)
- Ceramics
- Cladding / Curtain Walling
- Diamond Drilling
- External Works / Landscaping
- Fabric Maintenance & Support
- Falsework & Formwork
- Fasteners / Fixings
- Flooring (Industrial & Commercial)
- Glaziers
- Groundwork & Drainage
- Roofing Services
- Scaffolding
- Structural Components
- Timber

#### Fit-out & Finishing

- Dry lining / Plastering
- Fitting-Out Works

- Fixtures, Furnishings & Equipment
- Painters & Decorators
- Surface Coatings / Paints
- Windows (UPVC, Metal, Timber)

#### Metalwork

- Fencing & Gates
- Small Metal Products
- Architectural Metalwork
- Structural Steelwork
- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

#### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework

#### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)

- Site / Temporary Electrical Installations

#### Water

- Plumbing & Heating Services

#### Facilities Management

- Food Provision / Catering Services
- Waste Disposal
- Waste Management

#### Safety and Security

- Fire & Safety Equipment
- ID Cards & Systems

#### Consultancy

- Architectural
- Electrical
- Environmental
- Mechanical
- Quantity Surveying & Cost
- Consultancy
- Structural
- IT & Systems

### Procurement Information

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Our Supply Chain Managers can be approached and issue questionnaires for completion and submission which are used to select suitable suppliers to be included within our supply chain. Our supply chain consists of approved suppliers, preferred suppliers and partners.

### Objectives in attending the event

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To seek further engagement with suppliers in the region to increase our offering to our valued clients.

## LAKEHOUSE CONTRACTS

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### Business Description:

Lakehouse is an asset and energy support services group that constructs, improves, maintains and provides services to homes, schools, public, and commercial buildings with a focus on the UK public sector and regulated markets. We work with our customers to build solutions that make a difference to their lives and therefore, a difference to our lives.

### General Purchasing Requirements:

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#### Construction

- Bricklayers
- Carpentry / Joinery
- External Works / Landscaping
- Groundwork & Drainage
- Roofing Services
- Scaffolding
- Structural Components
- Timber

#### Metalwork

- Electrical Engineering
- Mechanical Engineering

#### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

#### Safety and Security

- Security Products & Services

#### Further Requirements:

1. Demolition
2. Asbestos
3. Structural Engineering
4. M&E

#### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)

#### Water

- Plumbing & Heating Services

#### Facilities Management

- Cleaning & Janitorial Services

#### Consultancy

- Architectural

#### Fit-out & Finishing

- Fitting-Out Works
- Fixtures, Furnishings & Equipment
- Painters & Decorators
- Windows (UPVC, Metal, Timber)

### Procurement Information

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Principal Contractor

### Objectives in attending the event

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Build relationships with our sub-contractors

## LEVERTECH ENGINEERING SERVICES

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### Business Description:

Levertech Engineering Services Ltd provides Electrical and Mechanical solutions to the Commercial, Industrial, HV and Airport Sectors.

### General Purchasing Requirements:

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#### Construction

- Fasteners / Fixings
- Plant & Plant Hire

#### Fit-out & Finishing

- Bathroom / Kitchen Fittings

#### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

#### Safety and Security

- Personal Protective Equipment

#### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)

#### Water

- Plumbing & Heating Services
- Plumbing Products

#### Consultancy

- Electrical
- Mechanical

### Further Requirements:

1. Ductwork subcontractors
2. Pipework subcontractors
3. Lagging subcontractors

### Procurement Information

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Levertech purchases at a local level through its team of site managers.

### Objectives in attending the event

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To meet SME's who can support our business in the south.

# LONDON STANSTED AIRPORT

[www.stanstedairport.com](http://www.stanstedairport.com)

## Business Description:

London Stansted Airport is the third largest in London (4th in UK) serving over 27 million passengers a year. Firmly positioned as a market leader for short-haul travel across Europe, with over 190 destinations across 38 countries, Stansted serves more scheduled connections to Europe than any other airport in the world apart from Munich. With capacity to serve up to 43 million passengers a year, Stansted has the ability to support the introduction of new and innovative services. Stansted also boasts an impressive and growing range of transport links that benefit from close proximity to the M11 and A120, as well direct trains to London and Cambridge. London Stansted Airport was named International Trade Champion at the Business Weekly awards in March 2018

## General Purchasing Requirements:

### Construction

- Bricklayers
- Building Materials - Heavy side
- Building Materials - Light side
- Carpentry / Joinery
- Ceilings (Suspended)
- Ceramics
- Cladding / Curtain Walling
- Diamond Drilling
- External Works / Landscaping
- Fabric Maintenance & Support
- Falsework & Formwork
- Fasteners / Fixings
- Flooring (Industrial & Commercial)
- Glaziers
- Groundwork & Drainage
- Oils & Lubricants
- Plant & Plant Hire
- Power & Hand Tools
- Roofing Services
- Scaffolding
- Structural Components
- Timber

### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Doors (Metal / Timber / Other)
- Dry lining / Plastering
- Fitting-Out Works

- Ironmongery / Locks
- Small Metal Products
- Architectural Metalwork
- Structural Steelwork
- Welding

### Engineering

- Chemical Engineering
- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)
- Site/Temporary Electrical Installations

### Environmental Services

- Energy Maintenance
- Environmental Management
- Environmental Technologies
- Environmental Monitoring

### Water

- IT Maintenance & Support
- IT Hardware
- IT Software Developments

### Facilities Management

- Catering Equipment
- Cleaning & Janitorial Services
- Courier Services
- Document Management Systems
- Fleet Management
- Food Provision / Catering Services
- General Maintenance
- Housing & Property Management
- Telecommunications
- Transport & Logistics
- Utilities
- Vehicle Purchase & Leasing
- Waste Disposal
- Waste Management

### Safety and Security

- Access Control / Concierge
- Fire & Safety Equipment
- ID Cards & Systems
- Mobile & Static Security
- Mobile Communications
- Personal Protective Equipment
- Security Products & Services

- Fixtures, Furnishings & Equipment
- Interior Design
- Office Equipment
- Painters & Decorators
- Relocation/Removals
- Surface Coatings / Paints
- Windows (UPVC, Metal, Timber)

#### **Metalwork**

Fencing & Gates

- Plumbing & Heating Services
- Plumbing Products
- Sanitation Services
- Water Coolers

#### **IT Services**

#### **Marketing & Print**

- Media Products and Services
- Printing
- Signage
- Online Marketing & PR (Social Media)
- Event Management
- Hotel Service & Facilities
- AV Equipment

Meetings / Conference Venues

#### **Procurement Information**

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We have a Group Procurement function operating on behalf of all of the Airports in MAG.

#### **Objectives in attending the event**

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Stansted Airport will be available throughout the event to offer support and advice for suppliers interested in supplying the Airport Supply chain.



[www.lplconstruction.com](http://www.lplconstruction.com)

## LPL CONSTRUCTION SERVICES

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### **Business Description:**

Drawing on over 25 years of experience, we deliver a diverse range of solutions, responding to our customer's needs and the demands of modern construction.

We pride ourselves on our collaborative approach with our clients. Delivering a range of projects within a complex, live environment with exceptional dedication, technical knowledge and professionalism.

LPL ensures delivery of works whilst maintaining an approachable and personal relationship with our customers and supply chain.

LPL understands the issues facing the airport, operationally. We support our clients in the stakeholder management of retailers, airlines, internal departments and public services. Our business model has established business practices that provide flexibility and support in these challenging environments and identify the delivery solutions rapidly and compliantly.

### **General Purchasing Requirements:**

---

#### **Construction**

- Bricklayers
- Carpentry / Joinery
- Ceilings (Suspended)
- Flooring (Industrial & Commercial)
- Groundwork & Drainage

#### **Fit-out & Finishing**

- Doors (Metal / Timber / Other)
- Dry lining / Plastering
- Fitting-Out Works
- Fixtures, Furnishings & Equipment
- Painters & Decorators
- Windows (UPVC, Metal, Timber)

#### **Metalwork**

Fencing & Gates

### **Procurement Information**

---

We have a good robust supply chain and encourage the use of local suppliers and resources.

### **Objectives in attending the event**

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To meet with new suppliers & service providers within the Stansted community.

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## Business Description:

As one of the world's largest and most diverse management and construction companies, Mace aims to be a leader of best practice and a champion in its industry.

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## General Purchasing Requirements:

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### Construction

- Carpentry / Joinery
- Ceilings (Suspended)
- Ceramics
- Cladding / Curtain Walling
- Diamond Drilling
- Flooring (Industrial & Commercial)
- Groundwork & Drainage
- Roofing Services
- Scaffolding

### Fit-out & Finishing

- Doors (Metal/ Timber/ Other)
- Dry lining / Plastering
- Painters & Decorators

### Consultancy

- Architectural
- Environmental
- Electrical
- Mechanical

### Metalwork

- Architectural Metalwork
- Structural Steelwork
- Electrical Engineering
- Mechanical Engineering

### Mechanical Services

- Mechanical Installations
- Mechanical Design

### Electrical Services

- Electrical Installations
- Electrical Design
- Site / Temporary Electrical Installations

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## Procurement Information

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Mace procure 2<sup>nd</sup> tier suppliers through a pre-qualification process to suit the needs and demands of each individual project.

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## Objectives in attending the event

---

To reinforce our supply chain in anticipation of securing work at Stansted Airport during the future expansion programme.



# MARRIOTT CIVILS

## Business Description:

Marriott Civils works in civils and construction, minor building fabrics and interiors.

## General Purchasing Requirements:

### Construction

- Bricklayers
- Building Materials - Heavy side
- Building Materials - Light side
- Carpentry / Joinery
- Cladding / Curtain Walling
- Diamond Drilling
- External Works / Landscaping
- Fabric Maintenance & Support
- Falsework & Formwork
- Fasteners / Fixings
- Groundwork & Drainage
- Oils & Lubricants
- Plant & Plant Hire
- Power & Hand Tools
- Roofing Services
- • Scaffolding
- Structural Components
- Timber

### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

### Staffing and Labour

- Recruitment
- Training Services
- Translation Services

### Consultancy

- Architectural
- Electrical
- Environmental
- Mechanical
- Quantity Surveying & Cost
- Consultancy
- Structural
- IT Systems

### Accountancy & Financial

- Legal
- Advertising & Marketing
- Health & Safety

### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Doors (Metal / Timber / Other)
- Dry lining / Plastering
- Fitting-Out Works
- Fixtures, Furnishings & Equipment
- Interior Design
- Office Equipment
- Painters & Decorators
- Relocation/Removals
- Surface Coatings / Paints
- Windows (UPVC, Metal, Timber)

### Metalwork

- Fencing & Gates
- Ironmongery / Locks
- • Small Metal Products
- Architectural Metalwork
- Structural Steelwork
- Welding
- Engineering
- Chemical Engineering
- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

### Safety and Security

- Access Control / Concierge
- Fire & Safety Equipment
- ID Cards & Systems
- Mobile & Static Security
- Personal Protective Equipment
- Security Products & Services

### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)
- Site/ Temporary Electrical Installations
- Environmental Services
- Energy Maintenance
- Environmental Management
- Environmental Technologies
- Environmental Monitoring

### Water

- Plumbing & Heating Services
- Plumbing Products
- Sanitation Services
- Water Coolers

### Facilities Management

- Document Management Systems
- General Maintenance
- Utilities
- Waste Disposal
- Waste Management

### Marketing and Print

- Media Products and Services
- Printing
- Signage
- Online Marketing & PR (Social Media)
- Event Management
- Hotel Service & Facilities
- AV Equipment
- Meetings / Conference Venues

## **Procurement Information**

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Marriott Civils request 3 quotes, based on costs, quality and experience.

## **Objectives in attending the event**

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Discover new suppliers who can become core suppliers to our company during our framework at Stansted and other airports.

## SPIE

### Business Description:

SPIE is an international company with strong UK coverage. We provide engineering solutions for the built environment. Our local office is a Stansted Airport MEP framework contractor supporting MAG on the Transformation works and with the business as usual works.

### General Purchasing Requirements:

#### Construction

- Ceilings (Suspended)
- Cladding / Curtain Walling
- Diamond Drilling
- Fasteners / Fixings
- Flooring (Industrial & Commercial)
- Glaziers
- Groundwork & Drainage
- Plant & Plant Hire
- Scaffolding
- Structural Components

#### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Dry lining / Plastering
- Fitting-Out Works
- Fixtures, Furnishings & Equipment
- Office Equipment
- Painters & Decorators

#### Metalwork

- Architectural Metalwork
- Structural Steelwork
- Engineering
- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

#### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

#### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Lighting (Internal & External)
- Site / Temporary Electrical
- Environmental Services
- Energy Maintenance
- Environmental Management
- Environmental Technologies
- Environmental Monitoring

#### Water

- Plumbing & Heating Services
- Plumbing Products
- Sanitation Services

#### IT Services

- IT Maintenance & Support
- IT Hardware

#### Facilities Management

- Document Management Systems
- Fleet Management
- Waste Disposal
- Waste Management

#### Safety and Security

- Access Control / Concierge
- Fire & Safety Equipment
- Personal Protective Equipment
- Security Products & Services

#### Consultancy

- Architectural
- Electrical
- Environmental
- Mechanical
- Quantity Surveying & Cost
- Consultancy
- Structural
- IT & Systems
- Health & Safety

#### Staffing & Labour

- Recruitment
- Training Services

### Objectives in attending the event

Meet local suppliers and sub-contractors to widen the current Stansted Airport office's supply chain



[www.struttandparker.com](http://www.struttandparker.com)

# STRUTT & PARKER

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### Business Description:

Strutt & Parker provides professional support on all matters relating to land and property – whether offices or farms, country houses or business parks, leisure centers or dairy farms, new home construction or rural estate management.

### General Purchasing Requirements:

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#### Construction

- Carpentry / Joinery
- Glaziers
- Groundwork & Drainage
- Roofing Services
- Scaffolding

#### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Dry lining / Plastering
- Painters & Decorators
- Windows (UPVC, Metal, Timber)

#### Metalwork

- Fencing & Gates

#### Electrical Services

- Electrical Installations
- Lighting (Internal & External)

#### Water

- Plumbing & Heating Services
- Plumbing Products

#### Staffing & Labour

- Recruitment

#### Facilities Management

- General Maintenance
- Housing & Property Management
- Waste Management

#### Consultancy

- Architectural
- Structural

#### Safety and Security

- Security Products and Services

### Procurement Information

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To join our approved contractor database, you will need to provide the following:  
Risk Assessment & Method Statements for each trade; Asbestos Awareness certificate; working at heights certificate; Public Liability Insurance; copies of qualifications (Gas Safe; NICEIC etc).

### Objectives in attending the event

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To find local trades people around the Stansted area- general property maintenance, plumbers, electricians, drainage, conservatory repairs, double glazing – not looking at large companies.

## STYLES AND WOOD

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### Business Description:

Integrated Property Services provider covering design, refurbishment and operational services

### General Purchasing Requirements:

---

#### Construction

- Bricklayers
- Building Materials – Heavy Side
- Building Materials – Light Side
- Carpentry / Joinery
- Ceilings (Suspended)
- Cladding / Curtain Walling
- Diamond Drilling
- Roofing Services
- Scaffolding
- Structural Components

#### Fit-out & Finishing

- Doors / Metal / Timber / Other
- Dry Lining / Plastering
- Fitting-Out Works
- Painters & Decorators

#### Metalwork

- Small Metal Products
- Architectural Metalwork
- Structural Steelwork
- Engineering
- Civil Engineering
- Electrical Engineering
- Mechanical Engineering

#### Mechanical Services

- Mechanical Installations
- Pipework

### Procurement Information

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We have a pre-qualification process to become a supplier of Styles and Wood.

### Objectives in attending the event

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To expand our supply chain to develop and support our current and anticipated work at Stansted Airport.

## TRUCK ALIGN LONDON LTD

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### Business Description:

Our company designs and manufacture s powered and manually operated ramps for buses.

### General Purchasing Requirements:

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#### Engineering

- Electrical Engineering
- Mechanical Engineering

### Procurement Information

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- Specific Need
- Source Options (Price/ Delivery Date/ Payment Options)
- Visit Suppliers
- Purchase Order

### Objectives in attending the event

---

To meet and source new suppliers



[www.uel.ac.uk](http://www.uel.ac.uk)

## UNIVERSITY OF EAST LONDON

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### **Business Description:**

We are a university located in East London. We have campuses in Docklands, opposite London City Airport and Stratford near the Olympic Park.

### **General Purchasing Requirements:**

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#### **Electrical Services**

- Lighting (Internal & External)

#### **Marketing & Print**

- Printing

#### **Safety and Security**

- Fire & Safety Equipment

### **Further Requirements:**

1. Emergency Lighting Testing
2. Fire Alarm Testing

### **Procurement Information**

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We operate within the obligations laid down by the Public Contracts Regulations 2015 and have a policy of exposing requirements to regular competition.

### **Objectives in attending the event**

---

To meet with new suppliers and to encourage them to register with us for opportunities.



# UNIVERSITY OF ESSEX

## Business Description:

The University of Essex is a British public research university in Colchester, Essex.

## General Purchasing Requirements:

### Construction

- Bricklayers
- Building Materials - Heavy side
- Building Materials - Light side
- Carpentry / Joinery
- Cladding / Curtain Walling
- External Works / Landscaping
- Fabric Maintenance & Support
- Glaziers
- Groundwork & Drainage
- Roofing Services

### Metalwork

- Fencing & Gates

### Engineering

- Civil Engineering
- Electrical Engineering

### Mechanical Services

- Mechanical Installations
- Mechanical Design
- Pipework
- Mechanical Repairs

### Water

- Plumbing & Heating Services
- Sanitation Services

### Electrical Services

- Electrical Installations
- Electrical Design
- Lighting (Internal & External)
- Site/Temporary Electrical Installations

### Environmental Services

- Energy Maintenance
- Environmental Management
- Environmental Monitoring

### IT Services

- IT Maintenance & Support
- IT Hardware
- IT Software Developments

### Facilities Management

- Catering Equipment
- Cleaning & Janitorial Services
- Courier Services
- Food Provision / Catering Services
- General Maintenance
- Housing & Property Management
- Telecommunications

- Transport & Logistics
- Utilities
- Waste Disposal
- Waste Management

### Safety and Security

- Access Control / Concierge
- Fire & Safety Equipment
- Mobile & Static Security
- Mobile Communications
- Personal Protective Equipment
- Security Products & Services

### Marketing & Print

- Printing
- Signage
- Hotel Service & Facilities
- AV Equipment
- Meetings / Conference Venues

### Consultancy

- Accountancy & Financial
- Legal
- Quantity Surveying & Cost Consultancy
- Health & Safety

## Procurement Information

We procure a wide variety of products and services and choose differing procurement routes depending on risk and value.

## Objectives in attending the event

Raise the profile of the university and engage with the market





## UTTLESFORD DISTRICT COUNCIL

---

### Business Description:

Uttlesford is a thriving, predominantly rural district in north-west Essex including Saffron Walden, Great Dunmow, Stansted Mountfitchet and Thaxted and about 100 villages and hamlets in between.

### General Purchasing Requirements:

---

#### Construction

- Bricklayers
- Building Materials - Heavy side
- Building Materials - Light side
- Carpentry / Joinery
- Ceilings (Suspended)
- Ceramics
- Cladding / Curtain Walling
- External Works / Landscaping
- Flooring (Industrial & Commercial)
- Glaziers
- Groundwork & Drainage
- Roofing Services
- Scaffolding

#### Fit-out & Finishing

- Bathroom / Kitchen Fittings
- Dry lining / Plastering
- Fixtures, Furnishings & Equipment
- Painters & Decorators
- Windows (UPVC, Metal, Timber)

#### Metalwork

- Fencing & Gates

#### Electrical Services

- Electrical Installations
- Electrical Design
- Electronic Components & Supplies
- Site / Temporary Electrical Installations

#### Environmental Services

- Energy Maintenance

#### Water

- Plumbing & Heating Services
- Plumbing Products
- Sanitation Services

#### IT Services

- IT Maintenance & Support
- IT Hardware
- IT Software Developments

#### Staffing & Labour

- Recruitment

#### Facilities Management

- General Maintenance
- Housing & Property Management
- Telecommunications
- Transport & Logistics
- Vehicle Purchase & Leasing
- Waste Disposal
- Waste Management

#### Consultancy

- Architectural
- Environmental
- Quantity Surveying & Cost Consultancy
- Structural
- IT & Systems
- Accountancy & Financial
- Advertising & Marketing
- Health & Safety

#### Safety and Security

- Mobile Communications`

#### Marketing & Print

- Media Products and Services

### Procurement Information

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District Council covering the whole of Uttlesford District. Providing services for residents across the district. We also have 3,000 housing stock we support.

### Objectives in attending the event

---

To meet potential suppliers.

## VANDERLANDE INDUSTRIES UK

---

### **Business Description:**

Vanderlande are providers of turn key solutions for material handling industry. Vanderlande processes nearly 9 million pieces of baggage per day in 600 airports. Vanderlande also provides warehouse automation services for a variety of retailers, wholesalers and online businesses.

### **General Purchasing Requirements:**

---

#### **Metalwork**

- Structural Steelwork (Mezzanines Platforms)
- Electrical Engineering
- Mechanical Engineering

#### **Electrical Services**

- Electrical Installations

#### **Mechanical Services**

- Mechanical Installations

### **Further Requirements:**

1. PLC Controls
2. Steel Design & Erection
3. M&E Installers

### **Procurement Information**

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Vanderlande is looking for suppliers in the following fields to support, tender and operate in the following areas: - Mechanical/electrical installation, control systems, MEP fit out/civil contractors, site services (site cabins/welfare facilities etc.). Contracting, will be carried out on a back to back basis where appropriate and purchase order otherwise. Formal tender processes will be followed to obtain competitive prices.

### **Objectives in attending the event**

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Meeting & networking with relevant airport experienced suppliers for baggage protect activity.

## VOLKERFITZPATRICK

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### Business Description:

VolkerFitzpatrick is one of the leading engineering and construction companies in the UK and provide specialist building, civil engineering and rail expertise to a range of markets to provide a truly integrated service to clients. We possess proven experience and deliver successful projects in a wide range of industries, including commercial, industrial, education, rail infrastructure and depots, airports, waste and energy.

### General Purchasing Requirements:

---

#### Construction

- Building Materials - Heavy side
- Diamond Drilling
- External Works / Landscaping
- Falsework & Formwork
- Groundwork & Drainage
- Plant & Plant Hire
- Power & Hand Tools
- Scaffolding

#### Metalwork

- Fencing & Gates
- Structural Steelwork

#### Engineering

- Civil Engineering
- Mechanical Engineering

#### Electrical Services

- Electrical Installations
- Lighting (Internal & External)
- Site / Temporary Electrical Installations

#### Water

- Plumbing & Heating Services

#### Facilities Management

- Utilities
- Waste Disposal
- Waste Management

#### Consultancy

- Architectural
- Electrical
- Environmental
- Mechanical
- Health & Safety

### Procurement Information

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Most of procurement is undertaken through a company approved supply chain between head office and site.

### Objectives in attending the event

---

To meet local suppliers and buyers

## WH GOOD

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### **Business Description:**

WH Good provides industrial/process M&E, integrated automation & process solutions, construction & management services and process instrumentation services.

### **General Purchasing Requirements:**

---

#### **Construction**

- Ceilings (suspended)
- Cladding/ Curtain Walling

#### **Fit out & Finishing**

- Fitting-Out Works
- Painters & Decorators

#### **Metalwork**

- Architectural Metalwork
- Structural Steelwork

#### **Electrical Services**

- Electrical Design

#### **Mechanical Services**

- Mechanical Design

### **Objectives in attending the event**

---

To cement and develop our supply chain with key Stansted contractor.

## EXHIBITORS

### Absentia



Absentia, from Medigold Health, is a comprehensive Day One Absence Management Service providing organisations with the only end-to-end solution for your employees' health, wellbeing and absence. Absentia takes away all the hard work of monitoring and managing your employee absence via a 24/7 service featuring: - A 24/7 absence line enabling your employees to report their absence from work any time of day. - Software to track and monitor absence to make sure procedures and processes are followed. - Timely and accurate absence information and alerts. - A fair and consistent approach for employees, with early intervention and signposting. - Real-time reporting, benchmarking & trend analysis for managers. - Specialist Occupational Health Nurses helping employees get back to health, and work, quickly.

### BEST Growth Hub



**BEST**  
FOR BUSINESS SOLUTIONS  
Business Essex, Southend and Thurrock

BEST Growth Hub offers free and impartial advice and support to Essex based businesses. All you need to do is have a 10 minute initial conversation with the team who will find the best funding opportunities for your business. Speak to us to find out about Grant funding available for; machinery, plant & equipment, premises expansion, R&D, exporting, energy efficiency, website development. Contact: 01702 417765 or email [info@BESTGrowthHub.org.uk](mailto:info@BESTGrowthHub.org.uk)

### British Aviation Group



The British Aviation Group is the leading representative body for British companies involved in aviation and airport development and operations. We provide world class expertise to meet the challenges of the global aviation industry, creating the airports of the future through the power of our network. We are the first port of call for global clients to connect to the full spectrum of British aviation expertise delivering solutions for airports large and small. We have had amazing success working in over 150 countries and at the 60 largest airports delivering value, efficiency, sustainability and resilience.

### British Irish Airports Expo



Hosted by Heathrow at London Olympia 10-12 June 2019, the 4th British-Irish Airports EXPO is the biggest UK and Irish annual procurement exhibition and airports conference. The June 2018 event comprised 153 exhibitors, 60+ speakers, and an attendance of 2,369. The totally free-to-attend EXPO includes six highly-specialist conferences spanning: • British-Irish Airports Showcase: £30 billion in planned UK and Irish airport infrastructure developments. • 2nd PRM and Airport Accessibility Conference • 3rd Metropolitan Police Aviation Policing Command Airports Counter Terrorism

Conference • The British-Irish Airports Operations Conference – terminal, airfield and airspace • British Aviation Group (BAG) Special Interest Groups • The 3rd Annual RABA Conference (The 40 UK regional airports of the Regional & Business Airports Group) Official event partners: Heathrow, British Aviation Group, Regional & Business Airports Group, Department for International Trade.

## Chamber of Commerce



Hosted by Heathrow at London Olympia 10-12 June 2019, the 4th British-Irish Airports EXPO is the biggest UK and Irish annual procurement exhibition and airports conference. The June 2018 event comprised 153 exhibitors, 60+ speakers, and an attendance of 2,369. The totally free-to-attend EXPO includes six highly-specialist conferences spanning: • British-Irish Airports Showcase: £30 billion in planned UK and Irish airport infrastructure developments. • 2nd PRM and Airport Accessibility Conference • 3rd Metropolitan Police Aviation Policing Command Airports Counter Terrorism Conference • The British-Irish Airports Operations Conference – terminal, airfield and airspace • British Aviation Group (BAG) Special Interest Groups • The 3rd Annual RABA Conference (The 40 UK regional airports of the Regional & Business Airports Group) Official event partners: Heathrow, British Aviation Group, Regional & Business Airports Group, Department for International Trade.

## Delaney Biometrics



DelaneyCloud from DelaneyBiometrics is an innovative web-based biometric timesheet and access control solution which improves timesheet accuracy by 10%; reduces payroll processing by up to 70%; and provides independent auditable reports from any web browser. Designed to be easy to install, flexible and modular to adapt to your business, DelaneyCloud delivers a multi-site remote management system that works. Since 2003, DelaneyBiometrics (based in High Wycombe) have been one of Europe's leading biometrics specialists, supplying identity and access management solution to over 6,500 system integrators and software developers with bespoke solutions, development services and ongoing support.

## Ethos Farm



Ethos Farm is service design, learning & development and technology consultancy driven by real world experiences and a team of solutions-focused founders. Our consultancy services focus on organisations with front-line staffing, with a specific focus on airports, airlines, retailers, travel-retailers, the luxury brands of the world and their respective customer experiences. Our mission is to help turn workforces into custodians of the brand, as we believe the people representing businesses are the most important brand ambassadors, capable of enhancing service scores and driving loyalty to products or services.

## Stansted Airport College



Harlow College is a highly successful College of Further Education in Essex, United Kingdom. We take your learning seriously, providing a great range of courses to equip you with the skills you need to prepare you for the workplace, an Apprenticeship or for further study at college or university. Our teaching staff have industry expertise, and this is matched by industry standard facilities, including specialist workshops, classrooms with the latest technology, as well as great social spaces to relax.

## Stansted Transformation Project



Over the next decade, London Stansted Airport is investing £500 million to deliver the biggest upgrade in passenger improvements at the airport since the new terminal opened in 1991.

It will be constructing a new £130m arrivals terminal, revamping the existing terminal, improving the airfield infrastructure and enhancing passenger services to allow the airport to handle more than 35 million passengers a year. The investment will transform the experience for millions of passengers and help unlock Stansted's spare capacity, providing more choice of airlines and destinations and creating vital links for businesses in the region.



With an installed base of more than one hundred thousand conveyors, we are a leading provider of modules for baggage handling systems. In the process, our secret for success is as subtle as it is simple: We listen to and hear what airport operators and integrators have to say to us. We have been learning this way for the last forty years and we use this knowledge to bring about continuous improvement in our products. The outcome: More than three hundred airports across the globe – among them the top thirty – place their trust in TRANSNORM.