

discover





Editor's Note

I would personally like to welcome you to the first edition of *d+discover*, Doig+Smith's new client focused magazine. Congratulations to our colleague Rebekah Wendes who won the competition to name our company magazine. Enjoy your champagne!

Having joined the company almost 6 months ago from Balfour Beatty, I can honestly say that I am so excited about where we are going as a company.

Now in our 81st year of trading, we have some exciting times ahead which we are embracing with energy and enthusiasm. We are now working together on future pipelines and strategies to further strengthen our offerings to our Clients. This edition has touched upon a few of the varied sectors that we are working on from Windfarms to Surveying to the new CCS Framework. Hopefully an article that will interest everyone.

Thank you

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d+discover is published by Doig+Smith for employees of the company and colleagues throughout the industry.

If you have any questions or queries please feel free to contact Kirsten Sadler on the email above.

Front page image:
Queen Elizabeth University Hospital, Glasgow

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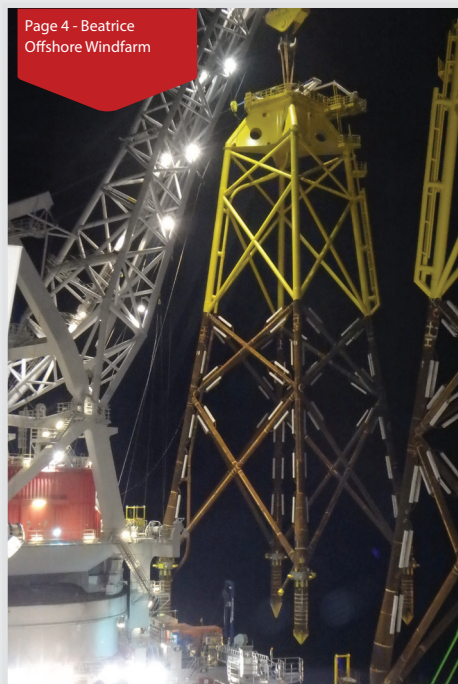
APC PASSES

Further APC Successes in Building Surveying and Quantity Surveying

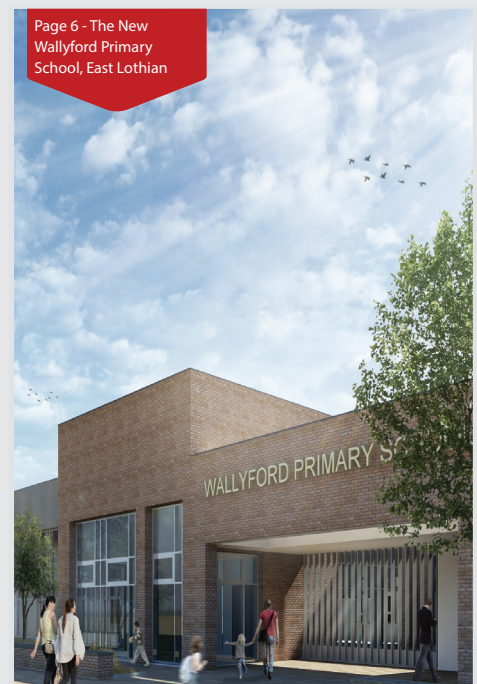
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TOP STUDENT AWARD

A collection of prizes for D+S's Mark Richardson



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Page 6 - The New Wallyford Primary School, East Lothian

Expert Opinion - Market Overview

If your cup is half full then it's steady as we go, if half empty then its continued uncertainty.

Doig+Smith continue to seek out new markets and fresh opportunities as we spread the risk of sector downturns. As a consequence we have a balanced workload with an extremely encouraging pipeline.

The construction industry is arguably the sector most influenced by UK and in turn European/Global market conditions. There is no doubt that the uncertainty surrounding policy direction makes it difficult to predict with any certainty where the economy is going. The impact of Brexit and the General Election are also difficult to gauge. Counter this with the fact there continues to be shortages of skilled construction personnel across parts of the country.

Against this backdrop in the recent Building magazine (28.7.17) a number of the country's leading Contractors strive for greater margins with many citing a reduction in targeting turnover in sectors where a lack of margin exists. However, almost as interesting was the fact that the top 50 Contractor's margins at an average of 1.78% was considerably below that of those ranked 50 - 100 which was nearly 4%. Perhaps this is a lesson to us all in any sector that efficiency in your business remains key.

There has also been a noticeable shift in procurement from single stage during the depths of the recession and Contractors buying work at below cost through to a proliferation of two stage as Clients struggle to ensure a competitive bid position and Contractors looked to limit their bid costs through to a position where Clients are looking now to the most appropriate procurement route.

Despite economic uncertainty and no real signs of how Brexit will ultimately play out the construction industry across the country has remained largely resilient seeing modest growth in general but with some noticeable casualties or indeed star performers.

The residential market continues to flourish sharing nearly half of new construction contracts awarded in the UK during July, according to the Office for National Statistics. The biggest share is currently the private sector which is enjoying very significant growth in the commuter belts around London. Pension funds are now investing in PRS which is growing in popularity and being seen as an attractive alternative to home ownership.



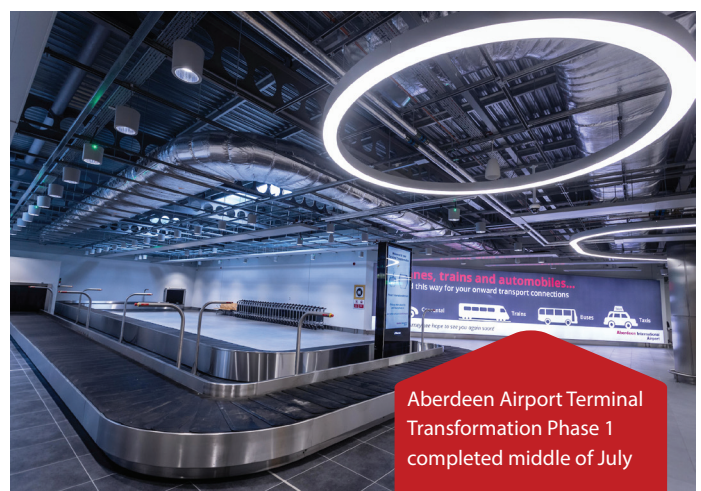
Transportation continues to be a strong sector for Doig+Smith. A large proportion of our team is currently engaged in the Aviation, Marine, Rail and Road Infrastructure sectors. Current opportunities indicate that this will continue to be a significant growth area for the foreseeable future.

Public Procurement is moving towards pre-qualified OJEU alternatives including Scape, Pagabo and Crown Commercial Services (page 4). The potential to reduce costly procurement delays and the ability to form strong long term relationships is proving to be attractive to those bound by procurement regulations.

As a major focus for the UK and Scottish Governments, schools are expected to enjoy continued investment for the foreseeable future.

The outlook has been better but it's much healthier than some commentators are predicting. We remain positive and cautiously optimistic.

Gordon McLintock BSc MRICS
 Director
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Crown Commercial Service

We are delighted to announce our partnership with McBain's Cooper Consulting Ltd to deliver Project Management Multi-led services across the length and breadth of the UK.

We are also delighted to introduce Holmes Miller, one of Scotland's most respected Architectural practices, to our supply chain on an exclusive basis. Together our team is the only Scottish SME on the Framework.

CCS Framework Explained

Crown Commercial Service (CCS) is one of the biggest public procurement organisations in Europe and an Executive Agency of the Cabinet Office.

The CCS Framework provides access to Project Management, design and a range of additional technical services to help public sector organisations deliver construction projects.

Who can use this?

All public sector and UK Government Departments, charities, executive agencies and third sector organisations can use this Framework.

How does it work?

The scope of the framework encompasses property and construction related service requirements and also provides environmental service provision. There are no minimum thresholds related to this framework. Customers will be able to choose Lot 1 Project Management led Multidiscipline Services which will be by direct appointment.

Why choose CCS?

It's Free - No charge to authorities using this Framework
It's Fast - Streamlined choice to access a comprehensive range of professional services
It's Flexible - Designed to cater for a wide range of contracting authorities.
Direct Appointment

<https://www.gov.uk/government/organisations/crown-commercial-service>

Fraser McQuarrie
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Beatrice Offshore Windfarm



Working as an embedded member of the project management team, Doig+Smith have provided an exceptional level of challenge and rigour in all facets of their scope, which are essential components of robust project delivery on a large capital project such as Beatrice.

Steven Wilson
Senior Project Manager
SSE

Beatrice Offshore Windfarm is one of the largest privately funded windfarm projects in UK waters.

At a contract value of £2.6bn, the project is funded by SSE (40%), Copenhagen Infrastructure Partners (CIP)(35%) and Red Rock Power Ltd (25%).

Situated in the Outer Moray Firth, the work includes the design, fabrication and installation of 344 piles, 86 jacket structures, two offshore transmission modules, 84 7MW wind turbine generators, inter array cables, two export cables together with the construction of an Operation & Maintenance Base in Wick and on shore substation at Blackhillock.

The contract was awarded to Subsea 7 in May 2016 with offshore installation works getting underway early 2017. Upon completion in 2019 the windfarm is expected to generate 588MW, enough to power 450,000 homes, three times the number of homes in the Moray and Highland regions.

Doig+Smith have been providing commercial, contract and procurement support to the Client organisation since the award of contract. Our involvement covers various elements of the development including the turbine jacket and piles, onshore substation works and the procurement of the Operation and Maintenance base in Wick. Working in a co-located environment, our diverse experience and Director led approach allows us to tailor our service to meet the specific needs of the project and client.

William Bowie
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Aberdeen Harbour

Aberdeen Harbour Board the oldest existing business in the UK, having been established in 1136.

The harbour has expanded since its inception, probably most noticeably in the last thirty years to meet the needs of the offshore oil and gas sector.

This expansion has continued and due to the trend for ever-increasing vessel sizes, this expansion must now take place outwith the footprint of the current harbour if existing markets are to grow and new markets are to be developed. Aberdeen Harbour Board has taken up the challenge and is now developing new harbour facilities in Nigg Bay, immediately to the south of the existing harbour. These new facilities will provide:

- 1200m of new breakwater
- Deep water berths of up to -10.5m LAT
- 1,400m of additional quay length
- Associated infrastructure works and 125,000m² laydown area.

Doig+Smith are delighted to be assisting Aberdeen Harbour Board on this prestigious project which is included within the Scottish Government's National Planning Framework 3 which details projects deemed as having national significance. Doig+Smith are appointed as Project Managers and Cost Consultants, providing the following services:

- Feasibility costing throughout the pre-tender stages
- Management of the pre and post-contract interfaces between client team, legal advisors designers, regulators and other stakeholders
- Organising procurement of specialist environmental consultants, studies and works
- Organising and managing the tender process for the main contractor under a staged selection process, compliant with public procurement regulations for an NEC3 Option A contract with full Contractors Design
- Assisting in funding applications and processes
- Project Management and post contract Cost Consultancy

Douglas Fairley
Director

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Working with the oldest existing business in the UK



Aberdeen South Harbour's Construction due to complete in 2020

“ Doig+Smith are supporting Aberdeen Harbour Board's Expansion project and continue to provide an excellent level of professional service. The attention to detail and diligent manner of all Doig+Smith staff is very much appreciated.

Keith Young
Aberdeen Harbour Board



Wallyford Primary School

Doig+Smith is delighted to be supporting the delivery of another new Primary School in Scotland, adding to our increasing portfolio of education projects.

We have been working on Wallyford Primary School for the past 14 months. The project is being delivered for East Lothian Council via Hub South East and is Doig+Smith's first project within the South East Hub territory.

The new primary school is a result of the rising pupil numbers in the area as the local community is expanding through the construction of a large number of new homes on the outskirts of the town and will be one of the largest primary schools in Scotland. The school will form a key component of a wider development, providing community access to the library and other facilities.

The school has been designed to accommodate the rising pupil roll over the coming years with future expansion plans incorporated into the design to allow extension of the school with minimal disruption and without compromising the flow and aesthetic of the school.

By working collaboratively with Hub, East Lothian Council and the Contractor, whilst also providing robust challenge of costs, Doig+Smith has helped to guide the project through Stages 1 & 2 and on to Financial close within the affordability cap and below the SFT metric for Primary Schools. We now look forward to supporting the project as it enters the construction phase with works due to commence on site in early October with completion programmed for early in 2019.

Ian Bowd
Associate
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The Wallyford Primary School, East Lothian accommodating the rising pupil role

Gatwick Airport Framework



Doig+Smith has been re-appointed by Gatwick Airport as a provider of Professional Services resource for a further period of 4 years to support the delivery of its Capital Investment Programme.

Gatwick is planning to invest £1.15 billion over the next 5 years to support its continuing growth in passenger numbers. Doig+Smith delivered its first project for Gatwick in 2000 and it has had a co-located team based at the airport since 2004 providing cost management, cost engineering and contract administration services. In that time we have helped deliver over £550m of projects across the airport including the North Terminal Extension, North Terminal Development Programme, the South Terminal International Departure Lounge and the Inter Terminal Shuttle. Doig+Smith is looking forward to providing ongoing support to Gatwick in the coming years as it continues to expand and maintain its position as one of the busiest single use runway airports in the world.

Alastair Archibald
Director

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Loch Lomond Golf Club Lodge

Doig+Smith are working closely with our Clients at Loch Lomond Golf Club, as Project Managers and Quantity Surveyors, for the construction of a new 8 bedroom Lodge. The new Lodge will easily accommodate 16 adults with recreational facilities to enhance the members experience at Loch Lomond Golf Club and add to their existing accommodation available for members to book.

The new Lodge provides a different type of accommodation aimed more at group stays with a large social area and a

focus around sports, with a big screen television for watching sporting events, pool table, putting green and direct access to the spa and golf course. The accommodation also includes its own boot/drying room and an area where these can be cleaned along with the clubs. There is a large kitchen where breakfast and other meals can be provided via a butler service. The accommodation comprises of 8 generous en-suite bedrooms and a snug which can convert into an additional sleeping area for one of the bedrooms, in the event families are staying. The project is being designed by Norr Architects supported by Graven for interior design.

Fraser McQuarrie
Director

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Queensferry Crossing

August 2017 saw the opening of Scotland's iconic new bridge; the Queensferry Crossing. The Scottish Government's investment of £1.3 billion comprises of the longest three-tower, cable stayed bridge in the world, with 23,000 miles of cabling, spanning 2.7 kilometres across the Firth of Forth and 22 kilometres of major motorway upgrades to the surrounding areas. The Queensferry Crossing now stands as the tallest bridge in the UK.

Doig+Smith were requested to provide a commercial support secondment to the Forth Crossing Bridge Constructors (FCBC) and it was myself that joined the FCBC team. As well as providing the necessary support over the last six months, I was lucky enough to have a full tour of the new bridge, including enjoying the views from the top of the south tower before it officially opened to the public.

We were delighted to be a part of the Queensferry Crossing team in it's final journey to completion.

Marcella Cooney
Quantity Surveyor
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Scotland's iconic new bridge



South Lanarkshire
College Recent
Café Refurbishment
Project



Doig+Smith Building surveyors designed and acted as Contract Administrators for the provision of a new Café Bistro seating area on the 3rd floor of the South Lanarkshire College in East Kilbride. The project was delivered on time and on budget. The end product was exactly what we had been promised and as such, we are a happy client.

Craig Ferguson
South Lanarkshire College

Building Surveying

Our Building Surveying Department covers a wide variety of disciplines including Condition Surveys, Defect Diagnosis, Pre-Acquisition Surveys, Schedules of Condition, Building Reinstatement Valuations, Expert Witness Reports, Disabled Access Audits, Measured Surveys, Design and Contract Administration to name a few. Our Building Surveying Department is led by Stephen Pope, an Associate who joined Doig+Smith last year.

Our current workload is focused on schools (both in terms of Condition Surveys and also refurbishments), Expert Witness Reports (for various lawyers and solicitors) and Contract

Administration (of a shopping Centre refurbishment).

However by the very nature of Building Surveying, this tends to change regularly in line with legislation, client's requirements and budgets. We currently work with and have a proven track record of working with both public and private sector clients.

We are in the process of introducing tablet based survey data collection, specifically aimed at Schedules of Condition which can be undertaken prior to demolition or redevelopment of existing sites or prior to a lease for example.

Stephen Pope
Associate
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Recent surveys of
schools





Career Ready

Doig+Smith have been working with Career Ready for the past 2 years and have visibly seen the difference it makes to the students.

It is a UK wide charity linking employers with schools and colleges to open up a world of work to young people.

This year we were delighted to have Tegan Johnston and Fortune Lovedale join our teams in our Edinburgh and Glasgow offices for their 4 week full-time placement, both having completed their 5th year at High School. Tegan was keen to explore her thoughts on Architecture and Fortune was keen to work within an office environment.

They knew that the competition of applying for jobs or university was highly competitive therefore having work experience would set them apart from their peers.

Having been paired and introduced to them in 2016, myself and my colleague Rebekah Wendes continued as their mentors upto and including the end of their 6th year studies at High School. We helped them build on their confidence, gaining valuable essential skills such as team building / presentations / communicating skills for future employment / education as well as joining us on a variety of Construction site visits, which they both really enjoyed.

Their final week involved a 15 minute presentation to each office, consisting of staff / Career Ready / Career Advisors and School Representatives. It was a pleasure to witness how they both developed their key skills within their 4 week placement.

Both Tegan and Fortune enjoyed their placements and we wish them all the best for their futures.

Maureen Brown
Associate
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“ What I most enjoyed about our site visit today, was getting the ability to see how modular construction works and seeing how it differs from the traditional method of construction.

Fortune Lovedale
Career Ready Student



“ I enjoyed the site visit today and getting to see a sample room that will be in the hotel also learning and seeing the different ways that the building can be built”

Tegan Johnston
Career Ready Student

Ronald McDonald House Charity Update

Annual Ladies Lunch – Since 1996 Ronald McDonald House has helped over 11,000 families stay close to their seriously ill child throughout their time in hospital.

The House accommodates families from all over Scotland, the North of England and further afield. Gill Kirkness, Lauren Meldrum and Lauren Brown attended the Annual Ladies Lunch on Sunday 17 September 2017 at the Glasgow Marriott Hotel.

Over £12,000 was raised which provides 300 nights free accommodation in the house to families in need.

Gillian Kirkness
Director
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We held a Bake Sale in our Glasgow office on Friday, 29 September 2017 with our colleague Emily Hughes being the driving force behind the event.

The total raised was £330. A big thank you for all donations and we hope you enjoyed the baking!

Photo shows Emily (left) handing over cheque to RMHC's Stephanie Beglin.



A real family feel

Three months have passed since joining Doig+Smith in mid-July and I am excited to be a part of the London office, which is a growing and evolving and building on Doig+Smith's already well respected presence within the market place.

The team here is young and dynamic and our office in Farringdon is in a great part of London providing a vibrant backdrop to our working day and plenty of lunchtime restaurant options!

There is a real family feel to the company and trips to Glasgow and Edinburgh to meet the respective teams have helped me settle in quickly and find my feet. A visit to our Aberdeen office is next on the list and hopefully a few photos to share as my contribution to our internal company communication platform Yammer.

Hitting the ground running on a number of projects the team are currently working on has also helped me to settle in quickly and my integration into the various project teams has been assisted by having some familiar faces around the table having worked with the majority of consultants we are currently engaged with on various projects over the years.

From commercial to residential, wind farms and harbours, the variety of projects, sectors and clients Doig+Smith are working with across all of our offices is refreshing and exciting, and the level of experience and expertise within the company allows us to provide clients with a high calibre, specialist level of service that truly does set us apart from our peers.

Bringing a strong London based commercial background with me I aim to enhance the commercial offering within the company and away from project work I have been re-connecting with former client's, colleagues and consultants and will be looking to develop and strengthen current and future working relationships between Doig+Smith and my industry contacts.

Chris Jones
Associate

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APC Passes

Doig+Smith had successes on the recent RICS APC final assessments with Donald Gray qualifying in Building Surveying and both Jamie MacKenzie and Ross McKenzie qualifying in Quantity Surveying.

This session saw a lower number of professional memberships being gained throughout UK, which makes our newest Qualified Surveyors achievements even sweeter. So, congratulations to them all.

It is a testament to their efforts, the support of their Supervisors, Counsellors, and those who have given their assistance. It also shows that the investment from Doig+Smith in training, and having key members of staff undertake Assessor training is paying off.

Over the past 7 years, Doig+Smith have mentored 13 students through their APC Passes + 70% of the successful candidates are still with Doig+Smith.

Dean Carrick
Associate

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Top Student Award

Congratulations to our very own Mark Richardson who graduated in Building Surveying from Glasgow Caledonian University, not only that, but he also won the CIOB Certificate of Excellence Prize for Top Honours Student, the CIOB Graduate Award as Top Management Student in core modules and Trident's Harry Madden Memorial Prize for Best Building Surveying Student.

Stephen Pope
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