



HEATHFIELD CONSULTANTS LTD

Newsletter
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www.heathfieldconsultants.co.uk

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Starting as we mean to go on!

It's been a whirlwind start to life as an independent specialist property consultant and I'm delighted to be celebrating the first anniversary of Heathfield Consultants. Following over 32 successful years in the construction industry, the last 20 years in senior leadership roles with the Berkeley Group, I founded the business in the Summer of 2020 to support clients with expertise in a number of key areas and the first year of trading has exceeded all expectations.

The services we offer cover the full scope of property development, commercial management and supply chain consulting, allowing us to share our knowledge and experience throughout the full life cycle of a project. We work with developers and contractors, suppliers, and designers, architects and engineers – we can add value to any and all elements of a successful project delivery.

We've been fortunate to have had the opportunity to support a number of clients over recent months, assisting them in various areas including cost planning, commercial management, business development, contract support and bid negotiation management. Some examples of recent projects include:

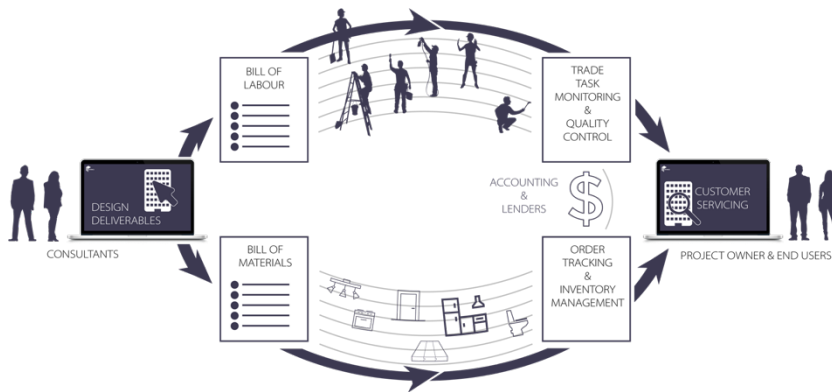
- Market insight, guidance and business development strategy for an interior design and build digital platform provider based in Canada to prepare for expansion into the UK.
- Supported a number of clients in the UK, including manufacturers, contractors and service providers, with market insights to identify growth opportunities and inform business development strategies.
- Advice on investment opportunities in the UK residential property market for US private equity funds.
- Commercial management of challenging accounts for subcontractor clients, ensuring the appropriate valuation and payment of services.
- Development and strategy input for assisted living developer following major land acquisition.

We strive to be a true partner to our clients, gaining a deep understanding of their needs and objectives to ensure we deliver tailored support exactly where it's needed. We've developed strong relationships with a number of clients in our first year and hope to continue supporting them for many years to come.

Here's an introduction to some of them....

The Solution to Interior Design and Fulfilment

Kitspace delivers innovative digital capabilities that place data at the heart of decision-making, bringing enhanced transparency and control to interior design and build projects. Its digital platforms offer the user full oversight of all project elements, including real-time updates, informing product selection, improving processes, and increasing accountability.



Solutions range from a full turnkey platform that align suppliers with live project demand, to systems enabling tailored design enhancements. Kitspace solutions give insights throughout the full project lifecycle, supporting the design, manufacture and assembly phases with detailed analysis to drive continuous improvement and service excellence.

Based in Vancouver, Kitspace has successfully established offices in San Jose and New York, with offices in London and Sydney scheduled to open soon. We have been supporting Kitspace with its expansion into the UK, delivering market insight and guiding the creation of a business development strategy to safeguard a successful introduction.

Kitspace solutions deliver significant benefits for all project stakeholders by coordinating inputs from designers, manufacturers, contractors and project owners to optimise supply chain efficiencies and ensure successful project delivery. Among their recent projects are:

&Co by Arpeg Group, a purpose-built workspace designed by award-winning architects BVN, providing state-of-the-art offices that strike a perfect balance between efficiency and well-being.



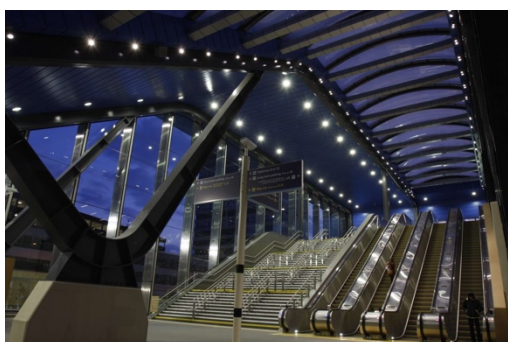
Cardero by Bosa Properties, the brainchild of renowned local architects Henriquez Partners and striking feature of downtown Vancouver featuring 119 luxury condominiums. Each condominium showcases impressive design features and the unique BOSAspace technology, making them a highly sought after part of the cities real estate offer.

Outstanding Security Services

H&M Security specialise in delivering a wide range of services to clients across a number of industry sectors and are among the premier providers of professional, high-quality security solutions in the UK. The services provided include manned guarding, mobile patrols, CCTV & monitoring, front of house, dog handling, and logistics. All staff are highly trained, and the company is a SIA Approved Contractor and carries several recognized accreditations to support its ethos of continuous improvement.

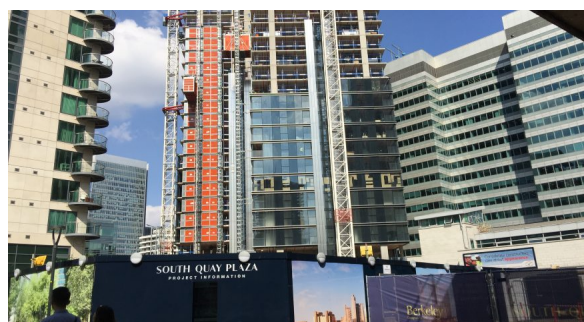
The business is committed to attracting and developing the very best people, embedding a culture that values its staff and promotes excellent customer service that's delivered with pride and integrity. In addition to recruitment, health and safety and sustainability represent strategic imperatives, with the business always focused on giving first class service.

H&M count Balfour Beatty, JLL, the NHS, and Kier among its clients and over the past 20 years have provided security expertise at a number of prominent national infrastructure and commercial development projects including;



Providing fully integrated security services to **Network Rail at Reading Station**, covering manned guarding, mobile security and CCTV surveillance to combat trespassing and cable thefts. The project gave H&M the opportunity to utilize state of the art CCTV technology and develop a productive working relationship with the British Transport Police.

Supporting the Berkeley Group with manned guarding and CCTV surveillance at its iconic **South Quay Plaza** development in London, one of Europe's highest residential buildings. The project posed many challenges due its busy central location close to Canary Wharf, but H&M were able to assign local staff with intimate knowledge of the area to install a comprehensive CCTV network and provide a visible security presence throughout construction.



Delivering a number of security services, comprising access control, CCTV surveillance and control room, drug/alcohol testing, security searches, crowd control and temporary inductions to **Costain at the rail modernisation project at London Bridge**. H&M have an established relationship with the client for the provision of security services at a site located at one of London's busiest and most prominent railway stations. As the project has developed and the client needs have expanded, H&M have adapted its services and resources to ensure the site, contractors and members of the public are kept safe.

Experts in Tailored Joinery

Renowned joinery and fit-out specialists Ruddy have established a reputation as a leader in the provision of world-class craftsmanship to premium, multi-million-pound development. Placing an emphasis on developing trusted partnerships, Ruddy aligns its extensive design and manufacturing expertise to client needs, fostering a true collaborative approach to successful project completion.

A culture based on continuous improvement drives Ruddy to keep pace with industry best-practice, investing in sustainable manufacturing and supply chain capabilities to maintain its position as the go-to contractor for leading construction companies. All manufacturing and design work is completed in-house by a highly skilled and professional workforce, giving clients confidence the work is of the highest quality.

The company is focused on developing long-term relationships, choosing to grow by working with a limited number of clients that share the same values. We have been assisting Ruddy with its business development strategy, supporting existing plans with commercial insight and advice to identify opportunities to build upon those relationships for future growth.

Ruddy embrace challenging projects and have often done their finest work when faced with complex assignments, calling upon over 55 years industry experience to ensure outstanding service every time. Some projects of note include:



Supplying all joinery to 1200 apartments and common areas for the Embassy Gardens residential development in Nine Elms, a multi-phase regeneration project, in support of lead contractor Ballymore.

Appointed as the joinery partner to Canary Wharf Contractors to supply and install all joinery requirements for 400 apartments spread across two towers on the development at Southbank Place, London. Setting a new standard for developments in the capital, the project revitalises the prominent riverside area, retaining landmark buildings such as the Shell Centre Tower while integrating a mixture of new office, residential, and retail spaces with beautiful open areas for the public to enjoy.





Build Quality and Unrivalled Service

With an emphasis on quality workmanship and outstanding service, **The Goldsmith Group** has cemented its reputation as a leading contractor for building renovation and development projects. Undertaking projects ranging from commercial fit outs and premium residential developments to new build projects and leisure complexes, Goldsmith are renowned as a high-end turnkey solution provider that will exceed expectations to safeguard successful project delivery.

The Goldsmith Group has successfully completed schemes in both the private and public sectors across a number of areas including commercial, retail, leisure, education, and residential projects. A selection of their portfolio illustrates the team at Goldsmith has the experience and expertise needed to be the contractor of choice for the discerning client.



Stonegrove Community Centre and Church

A National Churches Trust Presidents Award runner-up at the 2016 Church Architecture Awards, this 2-storey development features a community centre with 2 large activity halls, a treatment room, a café and a nursery as well as a church with a chapel bell tower and baptism pool. The Goldsmith Group were appointed as the principal contractor by Barratt Homes and delivered an outstanding project at the centre of a regeneration project in Edgware, London.

Thatched House Lodge

A truly stunning project to build a swimming pool, changing rooms, and orangery onto a listed 17th century property for private clients in Surrey. The result was a breathtaking construction featuring a contemporary style built to the highest specification that blended seamlessly with the existing house.



Fulham Road, London

The Goldsmith Group was contracted by a private client to perform high-end alteration works to join 2 terraced properties into a substantial family home, performing works to the highest standards of craftsmanship to complete an amazing transformation and provide the family with a beautiful and functional home.

Our collaboration with The Goldsmith Group started at the beginning of this year, when they approached me to support with general commercial advice and assist with business development activities. It's been a pleasure working with such an esteemed business and I look forward to continuing our relationship in the years ahead.



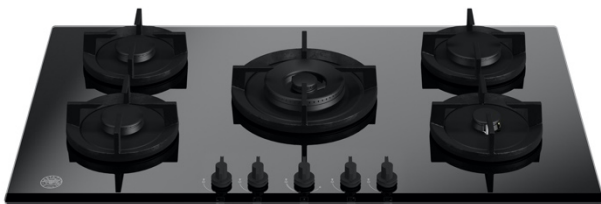
Italian Style & Innovation

Inspired by the Emilia-Romagna region from which it hails, Bertazzoni have been designing and manufacturing quality kitchen appliances for more than 135 years. Blending a love of food with precision engineering and a flair for innovation is the heartbeat of the company and that passion and creativity can be seen throughout its beautiful range of products.



Customers can select from a wide range of cookers, refrigerators, ventilation, dishwashers, and accessories suited to any kitchen, whether it's compact or spacious, contemporary or traditional. Collections are grouped as Professional, Modern, Master and Heritage, each series offering distinct design characteristics while remaining true to the brand's core values of world-class engineering and craftsmanship.

Bertazzoni products can be purchased across an established national network of selected independent retailers, with a limited range of cooker and ventilation products also available at John Lewis. Our partnership has focused on exploring opportunities to gain brand penetration within the home building sector, developing openings for Bertazzoni to be specified by property developers as a core element of the equipment supplied in new housing.



The Modern Series, featuring an elegant and classic design with precision controls, is an excellent fit for this sector. Offering a comprehensive choice of built-in appliances that includes refrigerators, dishwashers, extraction hoods, ovens, and gas and induction hobs, the series combines state-of-the-art technology and timeless beauty to elevate any kitchen.

Appliances from the Master Series feature in the stunning apartments at The Brentford Project, a neighbourhood regeneration scheme in West London delivered by renowned developer Ballymore. With beautiful vistas of nearby Syon Park and Kew Gardens, the apartments are inspired by their surroundings and offer a perfect combination of style and function. The timeless elegance and contemporary finishes available on Master Series appliances allow them to seamlessly blend with the modern aesthetic of these beautiful living spaces.

