

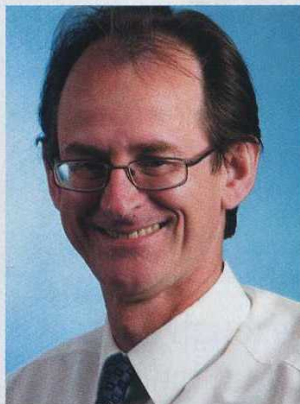
## Highly Commended Dew Construction (Oldham)

**T**imes may be hard, but Dew Construction remains ambitious – a flexible approach and a desire for expansion into new markets is set to bring rewards in the near future.

“Our rolling business plan has focused our attention on creating a diverse but focused civils business looking for an optimum blend of work across sectors which include highways, rail, waterways, industrial and pharmaceutical, waste and general infrastructure,” explains construction director Les Matthews.

“Our focus on securing work manageable from our bases in the north west and the Midlands means we did not overstretch ourselves in the ‘boom’ times, and our skillsets allow us to be able to work as either a principal contractor or as a supply chain partner. This flexibility has enabled us to successfully deliver work packages from a few tens of thousands of pounds up to multi-millions and keeps us lean but not mean!” he says.

Matthews is also optimistic for the future. “We believe that a number of the market sectors in which we are active are poised for a bounce and that we are well placed to improve our market penetration within these sectors.



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Les Matthews,  
Dew Construction

“I’m proud of our record of repeat orders from clients and by delivering continuous improvements to our service delivery, I’m certain we can look forward to

sustainable long-term growth,” he says.

Dew’s principal client is the Highways Agency, and its biggest challenge over the last year or so has been meeting the demands of the Agency’s Journey Time Reliability initiative: that is, minimising the disruption that occupation of the carriageway creates for the travelling public.

“Weekend, off peak and night working has created massive demands on individuals, the supply chain and on our organisation, but I’m pleased to say that we have risen well to the challenge and have delivered quality work, on time and to budget,” he says.

Tight programming was also a feature of the firm’s successful £4M, 41-week project for Gaz de France/COGAP in the Cheshire brine fields. There, works consisted primarily of reinforced concrete, drainage and duct work, along with road and paving works. Programme periods were tight and the scheme had a series of key completion dates allowing others to start process works.

“Despite a significant array of unexpected challenges we hit all the key delivery dates asked of us and that we have agreed the final account within six weeks of leaving site,” says Matthews.

People are important at Dew, recognised this year by the firm achieving Investor in People accreditation. “We value our people and have invested significant time, energies and money in training and development and in ensuring the ethos of the business is supportive of innovative ideas and creative of an environment that ensures we deliver to our clients a high level of service,” says Matthews.



**Road to success:** Much of Dew’s work is with the Highways Agency